

ASAM MEMBERSHIP

Allied Electric, Inc.

Allied Mechanical Services, Inc.

Alternative Mechanical, LLC

Andy J Egan Company

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Architectural Metals, Inc.

Brigade Fire Protection

Buist Electric, Inc.

Burgess Concrete Construction

Byron Plumbing Inc.

Central Ceiling West, Inc.

CJ's Coatings and Sealants, Inc.

Commercial Diving &
Marine Services Inc.

Connan, Inc.

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Custom Caulking, Inc.

D&D Building, Inc.

DHE Plumbing and Mechanical

Excel Electric, Inc.

Feyen Zylstra

Great Lakes Systems, Inc.

H.L. Bolkema Decorating

Halyard Construction

Harmsen Construction

HighPoint Electric, Inc.

Integrated Exteriors, Inc.

Jack Dykstra Excavating, Inc.

John W. Potter, Inc.

Kent Companies, Inc.

Kerkstra Precast, Inc.

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PRESIDENT'S CORNER: ASAM Board responds to member feedback



As we approach the holiday season, your all-volunteer ASAM board has followed up on our first-ever board retreat with an eventful fall and plans for an even more eventful winter.

We've heard you. As a direct result of listening to member feedback, we've beefed up our programming, worked to recruit members with diverse experiences and perspectives, and have codified our mission and vision statements into our new Committee Manual, the guide we developed as a way to pass down the accumulated knowledge and experience of outgoing to incoming ASAM boards.

The updated mission and vision statements read as follows:

Mission Statement

The American Subcontractors Association of Michigan's primary goal is to be effective advocates for our members. To that end, we support and celebrate the West Michigan construction industry's uniquely collaborative culture through networking, education, and professional growth—the hallmarks of intentional community building.

Vision Statement

With Michigan's construction sector projected to grow by 16 percent over the next 10 years and 48% of today's construction workforce expected to retire

within the next 15, our goal is to ensure that the Michigan construction industry meets the challenges of the present and future through engaged recruitment, intentional community building, and active stewardship. Our ultimate goal is to ensure that the Michigan construction industry's uniquely collaborative culture continues to thrive for trade contractors, general contractors and construction managers, and our partners.

I like how these statements work together, the mission keeping us focused on the present – what we can do today to continue to strengthen our community – and the vision reminding us that tomorrow is just around the corner, and if we want the Michigan Construction Industry to continue to thrive, we need to continue to invest in the future.

To that end, we've had a productive last few months and the new year is looking bright with opportunities to come together as an industry.

Wishing everyone a happy and safe holiday season.

James Bockheim

ASAM President

Alternative Mechanical

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SUBExcel is the annual national convention of the American Subcontractors Association. The theme for the event this year is "Onward," and it represents that 2022 is going to be a year of moving our families and businesses forward, which is why this year's SUBExcel is being planned as a family-friendly event held on the beautiful beaches of Miramar Beach, FL.

Register before February 1 to save \$200! Go to <https://www.asaonline.com/subexcel/>

GMM Report: *The View from Behind the Curtain* with Mike Oscar, ASA National

While ASAM's role for political advocacy is more of an advisory one, ASA National is continually working for, and lobbying on behalf of, trade contractors across the country. On November 10, we had the privilege of having Mike Oscar, ASA National's political consultant, deliver his message at a General Membership Meeting (GMM) about the legislative activities ASA National has been a part of in Washington DC.

Mike Oscar's Political Takeaways:

Procurement:

Trade Contractors often finance projects with slow pay. Trade Contractors want to get paid and paid on time. With longer contracts, this is a growing problem.

Defense Authorization Act:

This annual bill impacts contractors, establishing many terms and conditions at a federal level, the language of which trickles down to the states. For example, the Defense Authorization Act incorporates the Miller Act, which dictates who has to provide Performance & Payment Bonds and at what dollar threshold.

ASA Attorney's Council:

The all-volunteer ASA Attorney's Council worked to lower retainage in Colorado to 5%. In Pennsylvania, the ASA Attorney's Council worked to get more favorable anti-indemnification language and prompt pay language incorporated into pending legislation.

Vaccine Mandates:

The Executive Orders are currently stayed and may be included in the *Build Back Better* legislation. The vaccine mandate is about labor and how it impacts the workforce.

Estate Tax & Succession Planning:

Current estate tax laws allow for up to \$11.7 million to be passed from one individual to the next generation



Mike Oscar, ASA National's political consultant, speaks at November's GMM.

without tax. The *Build Back Better* legislation was going to lower it to \$3.0 million. ASA National aligned with Agriculture lobbyists to prevent the reduction.

Public Pvt. Partnerships & Bonding:

There was a bridge project over the Ohio River that was built under a public-private partnership agreement where the trade contractors neither got paid in full nor had recourse to payment bonds. ASA National is working to require performance and payments bonds for public-private partnerships to prevent future payment problems.

Broadband Infrastructure Projects:

There is \$500 billion of funding available for broadband infrastructure projects.

Reverse Bidding:

ASA National worked closely with Senator Cramer (ND) and Senator Portman (OH) to stop reverse bidding for government contracts.

Infrastructure Bill Passed 11/5/2021:

This bill was delayed since August 8. Nancy Pelosi didn't have the votes to

combine it with *Build Back Better*. After the Nov. 2 elections, Pelosi scaled back the bill, added more earmarks to get the votes, and passed it on Nov. 5. Thirteen Republicans crossed over to vote for it.

Build Back Better – Stay Tuned:

This bill will be driven by Senator Joe Manchin and Senator Kyrsten Sinema. This bill is a disaster for Senator Manchin's West Virginia and the five coal companies he put into a blind trust for his son. Arizona is in a construction boom; therefore, Senator Sinema is pro contractors. Sinema supported ASA to get rid of Reverse Bidding. In addition, she is helping keep Senator Sanders' agenda in check.

The Goal:

We hope that this peek behind the curtain will help you make better decisions for your companies.

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ASAM MEMBERSHIP

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Langerak Roof Systems, Inc.

Level 5 Commercial Finishing, LLC

Modern Roofing, Inc.

**Parkway Electric
& Communications**

Phoenix Interiors

Pleune Service Company

**Plummer's Environmental
Services Inc.**

Prism Glass

Pylman Power, Inc.

Ritsema Associates

River City Mechanical

S.A. Morman & Co.

Sobie Company, Inc.

The Bouma Corporation

Titan Interiors, LLC

Total Fire Protection, Inc.

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Van Dyken Mechanical

Van Haren Electric, Inc.

Vander Hyde Mechanical

VanLaan Concrete Construction

Vos Glass

VTC Insurance Group

Welch Tile & Marble Company

West Michigan Door Co.

West Michigan Dirtworks

Westmaas Electric

Windemuller Electric, Inc.

Wolverine Power Systems

See more on next page

ASAM Programming and Education Committee

In October we had the opportunity to meet with Dan Vos Construction at their offices for our Construction Advancement Forum (CAF). These events give ASAM members the unique opportunity to meet with General Contractors and Construction Managers to learn more about their organizations and procedures, as well as to ask questions about the issues that are important to them.

As mentioned elsewhere, we were able to welcome Mike Oscar from ASA National for our November general membership meeting (GMM). Mike spoke about political and legislative updates and how ASA is working for trade contractors nationally.

We have a very exciting 2022 programming year ahead! We will be

kicking off the year with Jim Getting from MIOSHA and Jen Schottke with the WMCI. And of course, we cannot forget the MCOY Nominee Series that was just announced. Details for all our events can be found on the website or your ASAM app!

At every event we make sure to leave plenty of time for face-to-face networking. If there are issues you're dealing with or topics you'd like to hear more about, please contact me at the email address below. We're always looking to provide the most valuable information.

Travis Koetje

ASAM Programming Chair

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ASAM Membership Committee

Your ASAM Board is working to ensure that we can pass along our knowledge and initiatives to future board members more seamlessly. The creation of the ASAM Committee Manual, now available on the website, is a part of these efforts.

On the membership side of things, we're working to develop ways that make it easier to join ASAM. Whether that's as simple as an online membership application, or adding ways to accept payments of membership dues, it's all about knocking down barriers to entry. Often, it's the simple things that make the difference when reaching out to potential members and sponsors.

We're also working to provide a more comprehensive overview of all the benefits that come with your ASAM Membership. This will ensure that new and current members alike can benefit from the full potential of their membership.

For example, did you know your ASAM membership gives you access to all the resources provided to you by [ASA](#) National? From ASAdvantage and SubExcel to The Contractor's Compass, ASAToday, and more, you don't want to overlook these valuable tools.

ASA National hosted a video-conference on December 8 at which they discussed two additional benefits available to members: ASA's national advocacy efforts and the ASA Resource Library. Whenever you don't know where to start, the ASA Resource Library is the place. If you have any questions on how to access these, contact us at info@asamchigan.net.

I hope you find new value in your ASAM Membership today.

Brian Strick

D&D Building Inc.

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ASAM Welcomes New Members: *VTC, Halyard, John W. Potter*



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VICE PRESIDENT'S LETTER: Announcing the *all new* MCOY Nominee Series

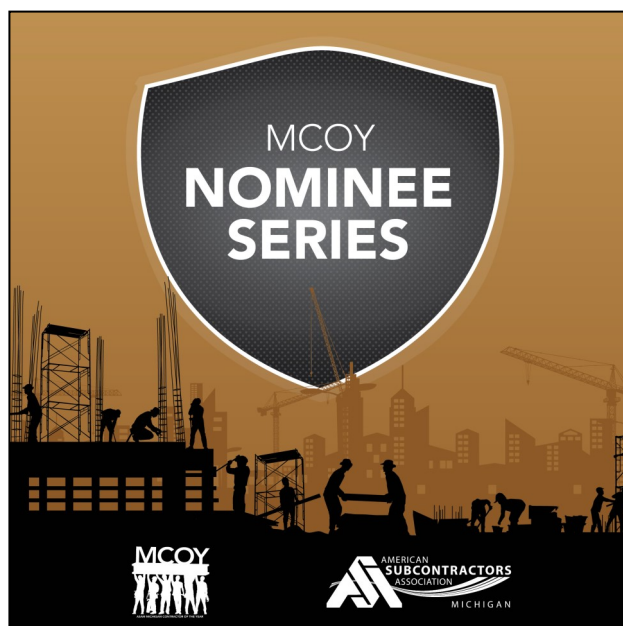


Whether or not there's snow on the ground, you know it's winter when the ASAM MCOY Committee starts planning for the coming year's MCOY Awards.

Reinvigorated by the memorable August event at LMCU Ballpark, the committee finds itself rich in ideas and excited to bring the West Michigan Construction Industry together for another unforgettable – and hopefully drier – night.

In the meantime, I'm proud to announce the *all new* MCOY Nominee Series, which will be unlike anything ASAM has done before.

Beginning in January 2022, the new MCOY Nominee Series will give ASAM members unprecedented access to West Michigan's premier general contractors or construction managers. While the format of the series is still in the works, each event will feature one of our 2020-2021 MCOY nominees, and will explore the trade



contractor-GC/CM relationship through the lens of the [MCOY criteria](#).

Above all, we see the MCOY Nominee Series as an opportunity for ASAM members to connect and build relationships with our Nominees and their leaders.

You can find dates for the MCOY Nominee Series, and all of our 2022 programming at asamichigan.net and on the Events page of your ASAM app.

John Turner

Vos Glass

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