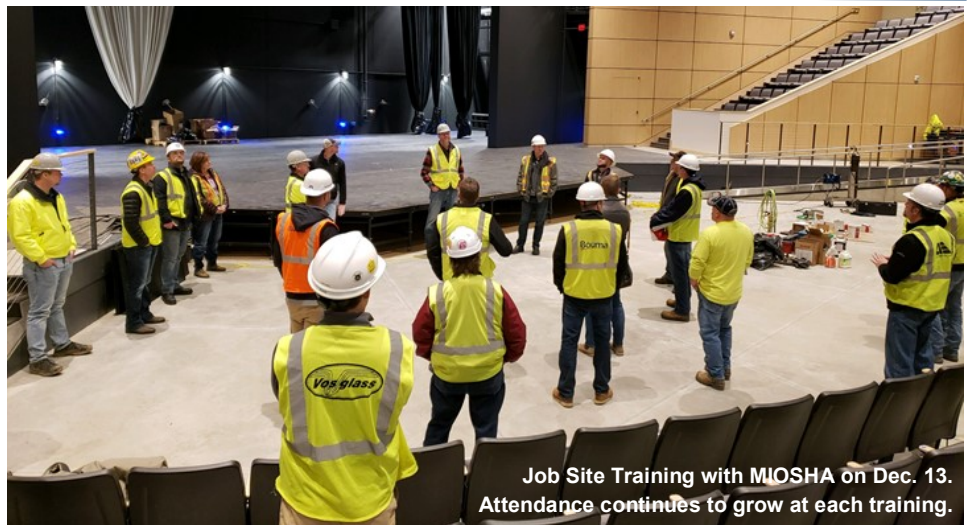


## ASAM MEMBERSHIP

Allied Electric, Inc.  
Allied Mechanical Services, Inc.  
Alternative Mechanical, LLC  
Andy J Egan Company  
Architectural Glass & Metals  
Architectural Metals, Inc.  
Brigade Fire Protection  
Buist Electric, Inc.  
Burgess Concrete Construction  
Byron Plumbing Inc.  
Central Ceiling West, Inc.  
CJ Masonry, LLC  
CJ's Coatings and Sealants, Inc.  
Commercial Diving & Marine Services Inc.  
Connan, Inc.  
Consumers Concrete Corporation  
Custom Caulking, Inc.  
D&D Building, Inc.  
Dependable Fire Protection, Inc.  
DHE Plumbing and Mechanical  
Excel Electric, Inc.  
Feyen Zylstra  
Gall Electric/Leading Edge Safety  
Great Lakes Systems, Inc.  
H.L. Bolkema Decorating  
Harmsen Construction  
HighPoint Electric, Inc.  
Integrated Exteriors, Inc.  
Jack Dykstra Excavating, Inc.  
John W. Potter, Inc.  
Kent Companies, Inc.  
Kerkstra Precast, Inc.  
Klein A & B Builders  
Plumbing & Mechanical  
Langerak Roof Systems, Inc.  
Modern Roofing, Inc.  
Parkway Electric & Communications  
Pleune Service Company  
Plummer's Environmental Services Inc.  
Pylman Power, Inc.  
Ritsema Associates  
River City Mechanical  
S.A. Morman & Co.  
Sobie Company, Inc.

*(continued on next page)*



Job Site Training with MIOSHA on Dec. 13.  
Attendance continues to grow at each training.

## Safety Committee Looks to Expand Current Offerings

In 2018, ASAM rolled out two new, significant safety offerings to members—the MIOSHA Alliance Job Site Training events and the first Safety Officers quarterly meeting. With the posi-

tive feedback from these programs, we will be continuing them in 2019! In the coming year, we will also be looking to expand upon these offerings in new and exciting ways.

- ◆ The next **Quarterly Safety Officer meeting** will be held on Feb. 14 from 12:00 p.m. – 1:30 p.m. at Zeeland Lumber & Supply, 5836 Clay Ave. SW, Wyoming, MI 49548. [Click here to register for this free meeting, lunch provided.](#)
- ◆ The next **Job Site Training with MIOSHA event** is scheduled for March 5 from 9:30 a.m. – 12:30 p.m. with CopperRock Construction. [Click here to register for this free event, lunch provided.](#)
- ◆ If you have questions or suggestions for the Safety Committee, please contact Brian Gall at [briantgall0@gmail.com](mailto:briantgall0@gmail.com).

## ASAM Welcomes Two New Members and One New Sponsor

We are happy to have had three new member companies join ASAM this quarter. To find out more about each and view a listing of the products and services that they offer, please click the links below.

### [Byron Plumbing, Inc.](#) – Subcontractor

Byron Plumbing Inc. is a family-owned and operated company, nearing 50 years in business serving West Michigan and beyond.

### [CJ Masonry, LLC](#) – Subcontractor

Founded in 2005, CJ Masonry, LLC offers industry experience, professional training and a long-term view.

### [PlanGrid](#) – Sponsor

PlanGrid is the first Construction Productivity Software that allows contractors and owners in commercial, heavy civil, and other industries to work together throughout the project lifecycle. PlanGrid brings technology and ideas from other industries to automate the tedious tasks and free up teams to collaborate from anywhere.

## ASAM MEMBERSHIP

(continued from first page)

Sunbelt Rentals, Inc.  
The Bouma Corporation  
Titan Interiors, LLC  
Total Fire Protection, Inc.  
Town & Country Group  
Van Dam Iron Works, Inc.  
Van Dyken Mechanical  
Van Haren Electric, Inc.  
Vander Hyde Mechanical  
VanLaan Concrete Construction  
Vos Glass  
Welch Tile & Marble Company  
West Michigan Door Co.  
Westmaas Electric  
Windemuller Electric, Inc.  
Wolverine Power Systems

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Beene Garter, LLP  
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Buiten & Associates LLC  
Hilger Hammond PC  
HNI Risk Management  
HUB International  
Lighthouse Insurance Group  
Ottawa Kent Insurance  
USI Midwest LLC

### SUPPLIERS

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MacAllister Rentals  
United Rentals  
Zeeland Lumber and Supply

Visit us online at  
[www.asamichigan.net](http://www.asamichigan.net)

## PRESIDENT'S CORNER

### 2019 Goal: Educate Members on MCOY Process



In 2019, the ASAM board's goal is to thoroughly educate our members about the Michigan Contractor of the Year (MCOY) award process: from voting, to GC follow-up, to measures implemented, and more. Our plan is to provide you with an A-to-Z overview of MCOY and, more importantly, outline why your feedback and MCOY matters.

Last year, our board witnessed a significant decrease in MCOY voter participation—only 76% of our member-companies were involved. That's a 10% drop from just three years ago!

This is unfortunate because MCOY voter participation offers a unique opportunity for ASAM to provide valuable feedback to the entire Michigan contracting community. Above and beyond best practices gleaned from the eight nominees and winner, it is also an opportunity for us to sit down and share how their companies can achieve these best practices.

The MCOY award is more than just a fun-filled celebration for one Michigan contractor; it's a highly coveted prize that has produced positive change throughout the contracting community in Michigan. The MCOY committee will continue striving to make the process the

best it can be and we will keep you informed every step of the way.

As we turn the page to a new year, the MCOY committee is once again beginning the process of planning for MCOY 2019. The event continues to be successful in part due to your support. If you haven't heard, 2019 is the 10-year anniversary and we are planning for our biggest event to date!

Stay tuned ... and save the date for October 17, 2019.

**Tony Vermaas**, ASAM President  
Sobie Company, President & CEO

## CWDA Rally 2019

Get ready for the fifth annual CWDA Rally on March 6! This year's event will add several new games and innovative twists to those that have been tried and true. The event raises funds to inspire and attract the next generation of construction industry professionals—not to mention it is an enjoyable and entertaining evening! [Click here to get your tickets](#) for this important industry event. We hope to see you there!

## Improve Your Bottom Line with Captive Insurance

Captive insurance is an alternative to traditional, third-party insurance that, if properly implemented, can:

- Reduce premiums by more than 25%
- Improve coverage and risk management
- Recover unused premiums for losses or claims
- Create a cash surplus to increase bonding capacity, and
- Boost overall company value

The article in the link below, will detail some of the ins and outs of captive insurance programs, provide tips for the formation process, and debunk some common misconceptions about this risk-management tool.

[To read the full article in the CFMA Sept/Oct 2018 issue please click here.](#)

Mark Rysberg, Hilger Hammond & Dan Hatch, Hilger Hammond

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## ASAM Introduces Our New Program Chair — Travis Koetje

Please welcome our new Program Chair, Travis Koetje of Burgess Concrete Corporation. Travis joined the ASAM board in September and will be replacing James Bockheim as the Program Chair starting in February. Travis, a project accountant, has been with Burgess Concrete for twelve years. If you have suggestions for future programming topics or feedback on our current programming schedule, please contact Travis at [tkoetje@burgessconcrete.com](mailto:tkoetje@burgessconcrete.com) or 616-877-0008.

We hope you can join us for the next General Membership Meeting on Feb. 13, where we will welcome Tim Mroz, Vice President, Strategic Initiatives at The Right Place, who will give a West Michigan Economic Update. To register for this event, and to see what other events are coming up, [visit the ASAM website](#).