



2008 YEAR IN REVIEW

*In 2008 ASM unveiled a powerful new website, tripled the distribution of **The Professional Contractor** magazine, conducted our first online advocacy campaigns, made remarkable progress with major “prompt pay” legislation, increased our educational offerings, and achieved a new membership milestone, topping 400 members. In a year of historic presidential elections, we held one of our own, electing the first woman president in the association’s 58-year history.*

LEADERSHIP

Board

In a gala event at the John F. Kennedy Presidential Library and Museum, ASM members elected Sara Stafford, of Stafford Construction Services, as the association’s first female president. David Cannistraro of JC Cannistraro LLC was chosen as President Elect, to succeed to the post in 2011. Four Officers and nineteen Directors were also elected to lead ASM for the next two years. For a complete list, visit the ASM website.

Important actions during the year included votes to approve new Antitrust and Communications policies; invest more in our website and member communications; go “electronic” in our event materials; and most important, plan for the expansion of ASM office space and staff to better serve the members.

Committees

ASM’s Committees met regularly throughout the year, and planned many of the programs and services that we celebrate in this report. ASM extends special thanks our Committee volunteers for their dedicated service to ASM in 2008:

Legislative Committee and Payment Task Force

Richard R. Fisher, Red Wing Construction, *Chair*.

The Professional Contractor Editorial Board

Gregory A. Porfido, Mark Richey Woodworking & Design, *Chair*.

Membership Committee

Michael S. Kosiver, Lockheed Window Corp., *Chair*.

Program Committee

Joseph H. Bodio, Lan-Tel Communications, Inc., *Chair*.

Golf Committee

Steven P. Kenney, N. B. Kenney, *Chair*.

Safety Committee

Paul MacKay, Edward G. Sawyer Co., Inc., *Chair*.

Technology Committee

Eric Goldstein, Textura, *Chair*.

LEGISLATION AND LEGAL

■ **ASM Counsel at Corwin & Corwin responded** to hundreds of calls on our legal hotline, providing free advice to ASM members on bidding, payment and contract issues.

■ **As the voice of subcontractors on Beacon Hill**, ASM successfully defeated bills that would have stripped subs of lien rights, eliminated filed sub bidding, or otherwise been detrimental to subcontractors.

■ **ASM helped win several legislative changes** favorable to subcontractors, including a measure to standardize the state’s energy code rather than allow municipalities to set their own codes; and a bill that stops UMass from freely using “alternative methods” on its building projects.

■ **ASM’s “Prompt Payment” legislation**, first filed in 2007, made remarkable progress in its first legislative cycle, stopping just short of a vote in the House. This early success reflects the broad recognition of payment problems in the industry, and should give us the momentum to do even better with the bill in 2009.

■ **To strengthen our grassroots efforts**, we implemented a new online advocacy system, VoterVOICE, that allows members to communicate instantly with Beacon Hill legislators. In the spring, we used the system to generate over 300 messages to Beacon Hill urging support for our bills to stop onerous “pay-if-paid” and risk transfer provisions. The effort brought more attention to the bills than ever before.

■ **ASM was appointed to the Governor’s Mobilization Task Forces**, set up to prepare the commonwealth for federal stimulus funds expected for “shovel ready” projects early in 2009. ASM served on the Procurement Task Force charged with streamlining procurement procedures for stimulus projects, and on the State Facilities Task Force that identified eligible building projects.

■ **ASM worked closely with other industry groups** and the Attorney General’s Office to achieve clarification on the 2006 OSHA 10 Hour Law and 2004 Independent Contractor Law. As a result, new guidance was issued by the Attorney General in 2008, incorporating suggestions made by ASM.

continued on back



2008 YEAR IN REVIEW

MEMBERSHIP

- **ASM membership reached a new high** of 401 companies as we welcomed 70 new members to the association in 2008.
- **Our group insurance program with Acadia Insurance** surpassed 100 participating members in 2008, an extraordinary achievement. Early in the year Acadia issued a dividend payment of over \$1 million for the 2006 plan year, to 78 ASM members who contributed to the program's good results in 2006. That was an average of more than \$13,000 per member!
- **We launched a successful new Member Referral program**, presenting \$500 cash rewards to members who referred the most new members to ASM each quarter. Three members won the reward in 2008.
- **An all-new Associate Member Directory and Buyers Guide** was distributed to the membership, highlighting the benefits of doing business with fellow ASM members.
- **A new Premium Sponsorship program** debuted in 2008, and two companies – Eastern Insurance and United Solutions – enjoyed year-round benefits as our first-ever platinum level sponsors.

COMMUNICATIONS AND OUTREACH

- **ASM's quarterly magazine, *The Professional Contractor***, showcased the achievements and business interests of subcontractors, and tripled in circulation to reach more than 7,000 real estate, banking and construction professionals across the state.
- **We expanded the content of the ASM e-NEWSbriefs**, to keep members informed of important developments in times of economic uncertainty and rapid change.
- **We launched an all-new state-of-the-art ASM Website, www.associatedsubs.com**, with many exciting new features to enhance the membership experience, including online event registration, news archives, an interactive member "forum" and a personalized member portal that allows members to view their participation history and update personal and company information.
- **Our new online Member Directory** provided a user-friendly means of linking ASM members with potential customers and business partners for upcoming projects.

EDUCATION AND EVENTS

- **At ASM Seminars, business and legal experts covered timely topics** such as negotiating construction subcontracts, differentiating between AIA Docs and ConsensusDOCS, controlling the costs of worker's compensation, navigating equipment leasing and liability risks, business strategies for growth and transition, and year-end tax and financial planning.
- **ASM Member Meetings took on a new "look"**, featuring presentations that were both informative and entertaining – on managing a diverse workforce, keeping up with technology, how to get your foot in the door – followed by receptions that were all about making connections and having fun in the process.
- **Our new "Business Breakfasts"** proved very popular, drawing our largest audiences ever for a 2008 economic forecast, and a presentation on public projects in the pipeline.
- **Our new Technology Committee** presented ASM's first-ever technology showcase, highlighting devices to help members stay abreast of fast-changing industry technology.
- **The ASM/ OSHA/ DOS Safety Alliance** hosted quarterly "roundtables," that provided information on driver and fleet safety programs, fall protection basics, and how to make the OSHA website work for your company.
- **300 members and guests gathered at Boston's John F. Kennedy Library and Museum** in November for a world-class "Biennial Dinner Gala" featuring fine food and entertainment, a talk by prominent media personality Mike Barnicle, and election of ASM's new President and Board of Directors.
- **ASM's Golf Tournament** at Shaker Hills set new records, yet again, with more sponsors than ever before. Thanks to the generosity of participants, ASM was able to present three \$2,000 Scholarship Awards in 2008.
- **ASM attended the semi-annual conferences of the National Subcontractors Alliance (NSA)** in Baltimore and Dallas, where the 9 member organizations engaged in important debates on national industry issues, including immigration, misclassification of workers, economic trends, contractual risk transfer, payment issues and more. ■

INFORMATION • ADVOCACY • SUPPORT

ASM

Our business is helping you do yours...

Associated Subcontractors of Massachusetts, Inc.

One Washington Mall, 5th Floor, Boston, MA 02108
tel: 617-742-3412 • fax: 617-742-2331 • email: mail@associatedsubs.com • web: www.associatedsubs.com