



ASM PAGE
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President's View: The Value of the ASM Community

There is no guidebook, no degree, no set of texts that teach you how to run a subcontracting business. We all come to our businesses in different ways – some are born into it, while others start out in other fields and come to construction as market and career opportunities present themselves. However you become a subcontractor, you face challenges in building your company and building your knowledge of best business practices.

You start your business with all good intentions, and you begin to win some work. Suddenly, you find yourself strangled by the negotiated price and by contract terms that leave you exposed to liability; and you are pretty sure you will have to fund the project yourself before you ever get paid.

We never see this story in the business school textbooks. That's where belonging to a business network of subcontracting firms helps immeasurably. It gives you access to a wealth of information from companies that have learned through experience, and know where to find the best help available.

I am honored to serve as president of the Associated Subcontractors of Massachusetts. Our mission is a simple one. To help you improve your business through a system of relationships and resources that cannot be duplicated anywhere; to maintain your voice in the Massachusetts legislature; and to educate your employees to keep your company on the cutting edge.

We are facing a whole new set of challenges in this economy, and we need to work together to overcome them. ASM will work to inform you of industry trends, and business strategies for tough times. As a very wealthy friend of mine just told me, "It is pretty bad when your bank calls to tell you they no longer exist." What will fall next, our bonding companies, our insurance companies, the owners and general contractors? Hold on! It will be a bumpy ride.

I encourage all ASM members to get involved in the association. You will find it to be your best business tool and collectively we can accomplish much.

Lt. Gov. Tim Murray to Speak Feb. 10

With job losses climbing and state revenues falling, Massachusetts is facing its greatest economic challenge in decades. Join us for a special breakfast with the Lt. Governor on Tuesday, Feb. 10 to learn what the Administration is doing to address the problem. As Lt. Gov., Tim Murray is close to the action, and will be able to highlight some of the initiatives that are underway to stimulate jobs and economic growth. He will give an update on the Administration's life sciences program, as well as other efforts to promote technology innovation and energy efficiency as primary growth areas for the commonwealth. He will also talk about the Administration's outreach to cities and towns to discuss ways state government can assist cities and towns in the areas of technology, health insurance, purchasing, capital asset management, and transportation. Most importantly, he will provide the latest information on the state's request for federal funding as part of the Stimulus Package now under consideration in Congress. The federal funds are expected to be used for "shovel ready" infrastructure projects that will jump start the economy and create jobs. For more information or to register for the event, visit www.associatedsubs.com.

Safety Roundtable, Feb. 24

ASM's safety roundtables are held on a quarterly basis in cooperation with OSHA and the Division of Occupational Safety, and are open to all subcontractors free of charge. The next Roundtable will be held on Tuesday, Feb. 24 and will feature a presentation by Applegate Associates and Acadia Insurance on how to develop a written safety program for your company. Having a written program is essential not only to improve safety performance within your company, but also to be able to provide evidence to insurers and OSHA of your

commitment to safety. The Roundtable will be held at Eastern Insurance in Natick from 10 a.m. to noon. Visit the ASM website to register, www.associatedsubs.com.

ASM Scholarship applications now available

In 2009, ASM will once again award three \$2,000 scholarships, funded by proceeds from our annual Golf Tournament. The scholarships are based on merit, and are available to any employee or immediate family member from an ASM member company who is an entering freshman or returning student in a 4-year accredited college or university. Applications are available from the ASM website, www.associatedsubs.com. Deadline is March 1, and the Scholarships will be awarded at the Golf Tournament in June.

CALENDAR

Visit the ASM website for a current list of seminars and events:

www.associatedsubs.com

Tuesday, February 10, 2009

ASM GOVERNMENT AFFAIRS BREAKFAST
WITH LT. GOV. TIM MURRAY
7:30 a.m. – 9:30 a.m.
Westin Hotel Waltham

Tuesday, February 24, 2009

ASM SAFETY ROUNDTABLE
How to Develop a Safety Program
10:00 a.m. to noon.
Eastern Insurance, Natick

Wednesday, February 25, 2009

ASM SEMINAR
How to Get Paid for Your Work
3:00 p.m. – 5:00 p.m.
Westin Hotel Waltham

Thursday, March 5, 2009

ASM MEMBER MEETING
Tech Talk with Rob Johnson, Sage Systems
Thursday, March 5, 2009
5:00 p.m. – 7:00 p.m.
Westin Hotel Waltham

Wednesday, April 1, 2009

ASM SEMINAR
Contractors' Guide to Insurance and Indemnification
3:00 p.m. – 6:00 p.m.
Westin Hotel Waltham

Thursday, April 30, 2009

ASM MEMBER MEETING
Best of Both Worlds: Mark Richey on Mountain-Climbing & Green Technology
5:00 p.m. – 7:00 p.m.
Marriott Hotel, Newton