

**Associated Subcontractors of Massachusetts**



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# New year, continued optimism for regional const. industry

There is a lot to be excited about if you work in the construction industry as we turn the page to 2015. Development activity remains robust in Boston; casino developers are rapidly moving ahead with plans in Springfield and Everett; Boston mayor Marty Walsh has made affordable housing construction one of his administration's top priorities; the biotech industry is expanding to the Rte. 128 corridor; and spirits are being lifted on Rte. 495 as some large companies rediscover the woody charms, easier commutes, and abundant office space these communities have to offer.

Subcontractors are busier than they have been in years, racing to bid new work and keep up with tight deadlines. And there is a new sense of confidence that the good times will continue through the next few years. As subcontractors perform the work and pursue the next contract in this burgeoning new economy, ASM will

help provide the tools to manage the process effectively and profitably -- through programs on managing cash flow, negotiating contracts, obtaining financing, understanding insurance and more. We'll address all of these topics at our events this year, as it's our goal to ensure the balance sheets of subcontractors are as strong as their building expertise!

Economy aside, 2014 was a banner year for the association as well, as we celebrated the passage of our landmark "5% Retainage law", and our victory on UI Reform as well. We also welcomed a record number of new members -- from across all the vertical building trades. In addition we added many new associate members providing a host of essential products and services to the industry. It's all part of ASM's mission to provide the resources subcontractors

need to succeed in the dynamic and challenging construction industry.

This year on Beacon Hill, we'll be working to restore teeth to the state's indemnity statutes, which now effectively put subcontractors on the hook for others' negligence; and fix problems with the state's lien law, which has been eroded by recent court decisions. We'll also actively continue to seek new members, as there's power in numbers! Whether those prospective members are already-successful subcontractors, subcontractors on their way up, or equipment or service providers who support subcontractors' success, there's a place at the table for them at ASM!

**Richard Fisher is president of the Associated Subcontractors of Mass., Boston.**

## ASM keeps watchful eye on new sick leave law

**BOSTON, MA** Last November, Massachusetts voters approved Ballot question #4, requiring employers to grant sick leave to employees in the Commonwealth, effective July 1, 2015.

Over the past several weeks, the provisions of the law have been spelled out in numerous publications, detailing who is covered; how the earned sick time can be used; how much can be carried over to the next calendar year; whether unused sick time must be paid upon separation from employment; whether companies with collective bargaining agreements must now provide earned sick time; and more.

Even more important are the unanswered questions, of which there are many, including whether payment for earned sick time must include premium or overtime pay; whether unused time must be compensated at year end; whether sick time accrues if there are breaks in service, and more.

Together with other construction groups, ASM has compiled a list of questions about the law to present to the Attorney General, who is charged with drafting regulations. Like the rest of the business community we will be looking for clarification and guidance on the law, before it takes effect on July 1, 2015.

## Schoppman of FMI to speak at Feb. 10 event

**NEEDHAM, MA** On February 10 from 8AM-10AM the Associated Subcontractors of Mass. is teaming up with the Construction Financial Management Association (CFMA) to host a presentation, "Managing Cash Flow and Getting Paid" at the Sheraton Hotel.



**Gregg Schoppman**

Featuring guest presenter Gregg Schoppman, principal and consulting manager of FMI, the program will focus on the key elements of cash flow management, including cash flow analysis by department or job; estimating monthly project income; anticipating cash disbursements; fine-tuning the punch-list process; negotiating change orders, using cost records and correspondence as evidence; and more.

Named one of the Top 25 Consultants of 2014 by *Consulting Magazine*, Schoppman leads FMI's project management consulting practice, and has served as a guest speaker for multiple construction industry associations.

Please join us for this special presentation on a subject critical to the fortunes of contractors! For more information or to register, please visit the ASM or CFMA website.

## ASM Winter Calendar of Events

### January 27

ASM Young Professionals: Mix & Meet, Featuring Q&A with Industry Leaders  
6:00 - 8:00 PM  
Copper House Tavern, Waltham

### February 10

Joint ASM & CFMA Management Workshop: Managing Cash Flow and Getting Paid  
8:00 - 10:00 AM  
Sheraton Needham

### February 25

ASM Safety Roundtable  
11:00 AM - 1:00 PM  
Topic & Location TBA

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