



New England Real Estate Journal November 2012

President's message

Reflecting on 2012

By David G. Cannistraro

As the year draws to a close, much of what will be remembered of 2012 is a blur of campaign slogans and lamenting over the impending "fiscal cliff," but behind the scenes the construction industry was slowly turning the corner toward rebound and growth. We saw subtle signs of improvement everywhere, from the number of cranes across the state to media coverage of highly visible projects coming back to life. This also means that there is more work in the pipeline from private to public work - good news for the members of ASM, and for ASM itself.

As an association, we also experienced positive signs of growth, further indicative of growth in the industry as a whole. ASM welcomed 20 new members in recent months, including six in October alone from varying trades across the state.

In addition to expansion of our membership we have also made several impressive advancements with legislative initiatives including progress on our bill to cap retainage at 5% on private work – advancing it to one step short of passage in the Massachusetts House. This was a rare achievement on the heels of our Prompt Pay victory, and it paves the way for even better results in the coming year. We also took action to protect subcontractor payment rights on public work, persuading the state's highest court to rule that a subcontractor's payment bond rights are like lien rights and cannot be waived.

And, we were one of just three associations to be approved by the state to form a "group health purchasing cooperative," which will launch in the spring and help ASM members save on the costs of health insurance. In addition, our Acadia insurance program paid over \$300,000 in dividends to participating members.

Lastly, our Enterprise program saved members thousands of dollars on new vehicles; and our legal hotline saved thousands in legal fees. Perhaps most valuable of all was the knowledge members gained from ASM's educational programs and publications – and the business opportunities from events like our Golf Outing and GC Showcase – and it's impossible to put a price tag on that.

In short, it was a busy and productive year for ASM and we look forward to strengthening our membership and our industry in 2013. Our goal is to be your expert business resource. Should you have any questions or comments, please do not hesitate to contact me at president@associatedsubs.com.

A Focus on Recruitment and Renewal

ASM believes that there is strength in numbers – for ASM and for members. In that spirit, we would like to remind existing members of the many valuable benefits that membership has to offer from legislative advocacy and access to important industry information to valuable educational seminars. Not a member yet? Now is a great time to take a look at ASM. Join before December 1, and receive a special discount.

For more information contact ASM at 617-742-3412.

SEE PHOTOS

Rave Reviews for October BIM seminar

ASM recently hosted a program on ***BIM in 2013*** featuring leading local experts in a panel discussion on the growing use of building information modeling, both locally and nationally, and lessons learned from actual projects. The program was attended by members from many different trades, who learned how BIM collaboration can benefit their business as well as the project. Heard first at the event was the news that the state's major construction agencies – including the Division of Capital Asset Management and Massport – will be collaborating to put together a master set of BIM Guidelines to apply to state projects.

ASM Hosts 2nd Annual GC Showcase

More than 130 ASM members and prospective members attended ASM's second annual **GC Showcase** on Thursday, November 8, 2012 at the Westin Hotel in Waltham. ASM's premier networking event, the Showcase featured 19 of the area's leading general contractors and provided an opportunity for subcontractors to make valuable business connections with potential customers. Members learned about upcoming projects and had the rare opportunity to interact directly with company executives including VP's, Estimators and Purchasing Managers.

To learn more about ASM please visit www.associatedsubs.com or contact ASM at 617-742-3412.

ASM Welcomes New Members

If there is any question that the construction industry is showing signs of rebound, ASM's recent increase in membership is testament to the industry's awakening. In recent months, we have welcomed many new members, six in October alone. This reflects the slow but steady improvement in the local construction market, and the growing sense of business confidence.

ASM welcomes its newest members, **Casey Plumbing and Heating, Inc.** (Harwichport), **J.J. O'Brien & Sons, Inc.** (Waltham), **Raycon Construction, LLC** (Braintree) and **Sullivan and McLaughlin** (Boston).

ASM Calendar

Wednesday, November 28, 2012

ASM Safety Roundtable – OSHA Recordkeeping

10:00 AM - 12 Noon

Eastern Insurance, Natick