



## New England Real Estate Journal SEPTEMBER 2013

President's Message

### Looking Back as We Look Forward

By David G. Cannistraro

Two and a half years seems like plenty of time to accomplish big things. In the life of an association, however, it goes by quickly. I should know – it's been my privilege to serve as president of the Associated Subcontractors of Massachusetts for the past two and a half years.

Back in April 2011 it was hard to know what the next two years would bring, with the economy still so uncertain, and membership in the association still taking a hit. But we began with a sense of optimism and a commitment to embrace change and move forward.

Today, cranes dot the Boston skyline, with big projects of all types breaking ground and rising up, and many contractors now as busy as we were before the recession. At ASM, we are growing and remain as busy as ever.

Over the past two years, we've added value to membership, and helped promote subcontractor success. Breaking new ground, we became one of just a handful of associations to win state approval to form a group health purchasing cooperative; ASM's Health Co-op opened its doors in April this year, offering members significant savings not available anywhere else. We have helped save on education, vehicle leasing, and other business services – as well as on legal advice, through our legal hot line.

In the legal arena, we have worked closely with state officials on proposed reforms to public construction – being ever vigilant to the interests of our members; and we won a legal appeal to protect subcontractor bond rights on public work.

Perhaps most important, we have invested heavily in advocacy, with a determination to build on our 2010 Prompt Pay victory, and pass legislation to set limits on retainage, and speed up the release. In just two years, we made great progress with our retainage bill – and we won't stop until a new law is signed.

So it has been a short two and a half years, but productive, where “big things” happened, with promise of more to come. I am proud to have been part of it, and I extend my best wishes to our new ASM leadership team who will take the helm later this fall.

### **ENE Systems to Join Other InsideIQ Firms at Boston Meeting**

ENE Systems of Canton, a member of the InsideIQ Building Automation Alliance, will welcome their fellow InsideIQ members to Boston for the annual meeting of the Alliance on Sept. 23. InsideIQ represents leading innovators in building environments and energy services, with members across North America, Europe, and Australia.

ENE Systems President Lindsay Drisko, a member of ASM's Board, is delighted to have this year's meeting right in our own backyard. "The Boston meeting will offer the opportunity for InsideIQ member firms to share leading edge technical knowledge and best practices face-to-face. As a collaborative organization, participation strengthens the professional business processes and technical delivery capabilities of each local firm."

### **ASM's Biennial Dinner Gala scheduled for Thursday, November 14 at The State Room, Boston**

Make plans to join us on Nov.14 for a special evening at one of the most spectacular venues in downtown Boston – The State Room, where presidents meet, atop the skyscraper at 60 State Street, with sweeping views of the city and harbor below. Emceed by media personality Billy Costa, this event features live entertainment, creative gourmet food, election of new Officers and Directors, awards, and of course outstanding business networking opportunities.

### **ASM welcomes Scott Szycher!**

We are delighted to announce that Scott Szycher has joined ASM's staff team as our new Membership, Marketing, & Communications Manager, effective Sept. 3. With a degree from Tufts and an MBA from Northeastern, he has extensive marketing and communications experience in a variety of industries, including the AEC world – and most recently has worked at two membership-based organizations in the green energy field, so he has a solid understanding of our mission and operations. You will find him working to grow ASM membership as well as on marketing our programs and events and communicating with members via our eNEWS and magazine – not to mention a few other challenges mixed in.

### **New Member Benefits**

Membership in ASM comes with a variety of benefits; and now there are eight more -- specifically, discounts on **FedEx**, **UPS**, **YRC Transportation**, **Office Max**, **TSYS Merchant Solutions** (payment processing), **InterCall** (audio & web conferencing), **Lenovo** (computer products and accessories) and **AchieveLinks** (VISA platinum rewards card).

These new benefits were developed by ASM's national affiliate, the [National Subcontractors Alliance](#), in partnership with **Meridian One** – a company that's known for its member benefit programs for trade and professional associations throughout the country. The Meridian One discounts represent significant savings and are a great deal.

**Calendar of Events:**

**October 31**

ASM Seminar on Tax Planning for 2014, 7:30 – 10:00 AM, Westin Hotel, Waltham, MA

**November 14**

ASM Biennial Dinner Gala and Elections, 5:30 – 9:00 PM, The State Room, 60 State Street,  
Boston, MA