



New England Real Estate Journal – March 2014

President's Message

Welcome to Spring -- A Time of Renewal

After the winter we've had, spring can't come soon enough! Spring is always a time of welcome transition, renewal, and new beginnings – whether in school, business, government, or associations. The same is true at ASM.

We started the year with a new Board of Directors, and the new Board is undertaking a strategic planning process for ASM, to chart our course for the next several years. We are using an innovative “lean” process to guide our planning – led by the lean experts of Haley & Aldrich – and it is exciting to see the energy and engagement it brings out in participants. We look forward to sharing the results later this spring – with our new and renewed goals for the future.

Also new this spring is ASM's Young Professionals Group, formed to foster camaraderie and professional growth in our next generation of industry leaders. Read more below about the Group's successful “tip off” event Feb. 26 – the first of many more to come.

On the educational front, we're covering new and different topics in our seminars – from marketing to building backlog – and our members are responding in droves. With the industry rebounding, members are investing again in professional development, which is great to see.

On Beacon Hill, we are busier than ever – advocating for retainage relief that is a priority for subcontractors – but also conveying our concerns that proposed “reforms” to our unemployment system would be catastrophic for subcontractors, raising their UI taxes by 36%.

So, even as we embrace change and renewal this spring, we remain true to our mission – to protect subcontractor interests and promote professionalism in construction, through education, communication and advocacy.

April 3 Public Bidding Seminar Looks Beyond the Basics

On Thursday afternoon, April 3, from 3:00 to 5:00 pm in Woburn, ASM will host a seminar focusing on aspects of the public bidding process that can be problematic for even the most experienced public bidders. The seminar features Atty. Carolyn Francisco and Atty. Joseph Pisarri of [Corwin & Corwin LLP](#), who will review the major bidding statutes and the important differences between them, then do a “deep dive” into topics that can lead to costly protests and disputes, including bid errors (waivable v. unwaivable), “equals,” Paragraph E issues, rejections and more. The seminar is open to members and nonmembers alike. Visit ASM's website for more information .

May 1 Seminar Covers Insurance Essentials

Insurance is something all contractors need, but don't always understand – and that can be a mistake. Don't just leave it to your broker! Join ASM on Thursday, May 1 for a seminar that will delve into typical insurance policies and demystify the “additional insured” and other tricky provisions that can get you into trouble. . The seminar features a panel of legal and insurance experts – Atty. David O'Connor of O'Connor & Associates, Atty. Carolyn Francisco of Corwin & Corwin LLP, and Bernard Quinlan of Sullivan Group Insurance. It takes place 8:00 to 10:00 AM at the Westin Waltham, and all are welcome. Contact ASM to register.

Mark the Date! ASM's 19th Annual Golf Tournament – July 14

Polar vortex notwithstanding, summer is coming, and ASM is getting ready to return to The International in Bolton on Monday, July 14 for the 19th Annual ASM Golf Tournament. This ASM event is a great time to take a break, celebrate summer, and enjoy the company of industry colleagues – all while perfecting your swing on one of the region's best courses! Last year, the event was a sellout – with over 270 players – so it's important to reserve early.

Registration is now open at the ASM website, and includes your choice of golf course, a BBQ lunch on the course, and countless prizes and giveaways, all followed by reception and dinner at the end of the day. A wide variety of sponsorships is also available, and is a great way to demonstrate support for ASM and the subcontracting industry. Contact Scott Szycher at ASM for details.

The proceeds from this event not only support ASM's educational and legislative efforts, but also our ASM's college scholarship program – which this year will award four scholarships (up from three), all at \$2,000. Presentation of the awards to our winners is always a highlight of the event.

ASM's Young Professionals Group takes flight!

There have been concerns for years about fewer young people making construction their career. So ASM is doing its part to change that through its new Young Professionals Group (ages 21 – 39), which now has over 80 members!

The YP Group's first event was a winner, with 40 members grabbing every seat we had at the Celtics-Hawk game at the TD Garden on February 26. In addition to watching the action on the court, YP Group members spent time getting to know each other, exchanging cards, and developing relationships that will serve them for years to come. As for the game, the YP Group brought the Celtics some needed good luck, as they rallied for a 115-104 win.

It is our hope the Young Professionals Group will foster a sense of community within the industry's up-and-comers, and it certainly got off to a great start. The Group's Steering Committee is already looking to the future, and planning a mix of social and educational events in the months to come.