CONSTRUCTION SUBCONTRACTOR’S EDUCATION CATALOG 2016–17

BROUGHT TO YOU BY THE AMERICAN SUBCONTRACTORS ASSOCIATION & THE FOUNDATION OF THE AMERICAN SUBCONTRACTORS ASSOCIATION

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Learning the contract negotiation, sales and marketing, insurance and bonding, and other business management strategies you need to compete and thrive in today's business environment has never been more convenient. The videos-on-demand available from FASA's Contractors' Knowledge Depot are recordings of one- to two-hour ASA webinars you can play on widely available, free media players such as Windows Media Player. When you order, you'll receive an email containing a link to access/download the videos you purchased. Play your purchased videos any time, and as many times as you'd like! View a free, sample video-on-demand at www.contractorsknowledge depot.com.

Contract Bidding, Negotiation and Administration

Driving Project Success: Keys to Improving Productivity (Item #8090)
Learn how to minimize waste and inefficiencies to get the best effort from field forces. You'll learn practical tools that managers can implement to lower the cost of production, as well as how to quantify losses to substantiate claims for extra costs.

Negotiating Retainage (Item #8086)
Learn to develop an effective strategy to convince general contractors to reduce or eliminate retainage, and how to broach the topic of zero or reduced retainage with clients by negotiating from a position of strength.

Cash Management for Subcontractors (Item #8082)
This webinar will examine the internal treasury function, or management of surplus funds, for subcontractors. You'll learn best practices for handling liquid capital on your balance sheet while meeting your current cash flow needs, and you'll explore a multi-step liquidity optimization analysis.

Managing the Life Blood of Contracting—Cash Flow (Item #8079)
Learn cash management practices and techniques including contractual negotiation strategies, pricing and bidding practices, development of cost and resource-loaded schedules that tie to billing activities in the schedule of values, use of 12-week cash flow forecasts, project closeout procedures, and managing the billings and collection cycle.

Non-Negotiators' Strategies for Negotiating Outstanding Results (Item #8078)
Learn techniques to improve your results from any complex negotiation, including conversational strategies that create advantages for you, how to prepare properly—even if you have little time, when aligning outcomes is important and how to do it, when you should walk away, how to bring the other party back into the negotiation, and when to stay the most focused to avoid slippage.

How to Bid More Competitively on Government Construction (Item #8072)
Learn how to cut costs, mitigate risks and work more efficiently, including how to save money on payroll taxes and how to reduce fiduciary liability.

How to Choose the Right Customers (and Get Them to Select Your Bid) (Item #8071)
Learn about the challenges general contractors have obtaining bid coverage on their projects and how subcontractors can make their firms a preferred partner by making the GC's jobs easier.

Navigating Contract Revisions (Item #8070)
Learn which provisions can cause the most risk and how to protect your business.

Prequalification Management (Item #8067)
Learn how to make the prequalification process as efficient as possible to allow your subcontracting company to submit qualifications to "maximize the gain and minimize the pain."
Benefiting from the New and Improved ConsensusDocs (Item #8045)
The ASA-endorsed ConsensusDocs documents underwent substantial revisions in 2011. Learn why these documents were updated, what's new and improved in key documents like the ConsensusDocs 750 subcontract, and how the changes benefit subcontractors.

Understanding and Managing the Risks of Green Projects (Item #8043)
Learn the right questions to ask about the green construction processes and practices to be used on a project. Obtain examples of contract language that can clarify the green responsibilities of a job up-front.

Preserving Your Claims with Project Documentation (Item #8038)
Discover why claims are challenged and denied, and how to overcome common objections. Learn how to create a system of documentation that will help your claims survive common excuses customers give for denying claims.

Managing Sub-Subcontractors Made Easier (Item #8033)
Learn how the ASA-endorsed ConsensusDocs 725 Standard Agreement Between Subcontractor and Subsubcontractor facilitates contract negotiations and focuses your team on getting the job done on-time and on-budget.

Getting Final Payment: Strategies That Work (Item #8031)
Explore strategies to get paid at the end of the project, when full and timely payment is most imperiled. Learn contract language that takes away the excuses customers may give for indefinitely delaying payment.

Hold Harmless or Hold Harmful? Limiting Your Liability for Others' Mistakes (Item #8030)
Learn the ins-and-outs of hold harmless clauses in all their varieties, why customers want certain hold harmless language, and what that language really means. Don’t let a hold harmless clause be your invitation to a frivolous lawsuit.

Cashing In on the ConsensusDocs (Item #8024)
Get an overview of the bottom-line benefits of the ConsensusDocs family of ASA-endorsed model contract documents/forms.

Negotiating Skills: Secrets to Selling Your Customer on Your Contract Changes (Item #8021)
Discover how to get hesitant clients on-board with equitable contracts. Identify the negotiating tactics that will be the most effective for selling your customer on the terms and conditions you want.

Insurance and Bonding

The Subcontractor’s Guide to a Fair Lien Waiver Process (Item #8081)
Subcontractors confront unique lien waiver forms and procedures on nearly every project. Unfortunately, it’s too common for general contractors, owners, and lenders to use the promise of payment and other tactics to influence subcontractors to execute lien waivers. This webinar will go through the lien waiver rules across the nation, and explore markers of a fair and unfair lien waiver process.

Mechanic’s Liens: Protect and Collect (Item #8077)
Learn about mechanic’s lien laws and how you can use them to protect your company from losses and get paid sooner.

Risk Transfer: Surviving the Circling Sharks (Item #8004)
Learn how surety bonds and bond alternatives can protect your business against claims caused by your subcontractors. Have you considered bare-bones insurance protection or bonds to cover contractor defaults? Learn how surety bonds can help mitigate the risk of non-payment or payment abuses.

Evaluating and Bidding Wrap-Up Projects (Item #8027)
Discover the questions every subcontractor should ask before bidding a project with owner- or contractor-controlled insurance. Learn what ASA tools are available to address wrap-up risks.

New Risks: Gauging and Limiting Your Professional Liabilities (Item #8022)
Learn how professional liability insurance covers possible gaps in insurance, especially for design/performance liabilities.

Insurance and Surety: Emerging Risks for Subcontractors (Item #8050)
Learn how to protect your business against risky consolidated insurance programs, poorly written contractual insurance requirements, unintended design liabilities, and unregulated surety bonds and bond alternatives. Learn the questions to ask of insurance agents and surety bond producers.

Managing Your Completed Operations Risk (Item #8037)
Learn how to negotiate contract language related to completed operations. Examine how model contract documents such as the ASA-endorsed ConsensusDocs 750 subcontract handle completed-operations risks.

Sales and Marketing

How To Get Results from a Networking Event (Item #8056)
Get tips and techniques on how to effectively network and generate sales. Learn how to generate market presence and brand awareness for your company.

New Risks: Gauging and Limiting Your Professional Liabilities (Item #8022)
Learn how professional liability insurance covers possible gaps in insurance, especially for design/performance liabilities.

Using LinkedIn to Create an Effective Online Network (Item #8058)
Learn how to use LinkedIn to make your subcontracting firm stand out and generate sales leads.

How to Sell Your Construction Services (Item #8052)
Learn how to eliminate common sales closing mistakes and learn techniques for locking buyers into selecting your firm and paying you more.

Domain Name (Item #8089)
Your business’s online identity is more than simply your Web site and your email address. It’s how you are found on search engines, your company and employees’ LinkedIn profiles, your Facebook page, Twitter account, and it’s what others say about you on ratings sites like Yelp! Learn how to establish and seize control of your business’s online identity.

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How to Sell Your Construction Services (Item #8052)
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Seller Beware: Why You Need to Know Your Customer BEFORE Signing the Subcontract (Item #8049)
Get insights on what you need to know about a client or prospective client before signing the subcontract. Learn what kinds of questions to ask about the business, relationships with subcontractors, business practices, contracts, etc.
Expanding Your Professional Network and Your Profits in the Digital Age (Item #8041)
Learn why social media is a valuable time investment, and how to efficiently and effectively expand your business network. Get online social networking tips that will help you increase your business contacts.

Putting Your Best Foot Forward: How to Impress Clients and Get the Job (Item #8040)
Learn how to position your firm to get the job, including how to get and use information about the prime contractor, its business practices, and its pre-qualification process.

Boom or Bust? Predicting Your Business’s Future (Item #8036)
Learn how to predict business booms and busts. Get tips on profiting from your clients’ business cycles, and exploiting your competitors’ cycles.

Where the Projects Are: Finding and Getting Federal Projects (Item #8032)
Learn how to find federal and other public projects, and how the ASA-endorsed ConsensusDocs 752 can help you and your client quickly reach agreement on subcontract terms for federal projects.

Sales Training Bundle—Networking, Why Buyers Buy, and Staying Motivated (Item #5007)
Learn how to identify customer hot buttons and buying motives in this three-part series. Learn how to network to generate revenue, and techniques for motivating and reaching your sales goals.

Other Business Management

Proposed Wage & Hour Regulations (Item #8088)
Learn how the Department of Labor’s proposed revisions to the Wage and Hour Regulations may affect your business.

The War for Talent Drives Construction Pay Higher: Pay Trends in the Construction Industry (Item #8085)
Few industries felt the adverse impact of the Great Recession as much as the construction industry did. Overall, the recession that started in 2007 downsized the industry by 30 percent. Since then, however, profound changes have reshaped the industry and a war for talent is underway.

Business Succession and Transfer Planning (Item #8066)
Learn how to create a valuable business and capture and collect on the value you create.

How to Use Financial Benchmarking for a Financial Edge (Item #8060)
Learn how to evaluate and compare your company’s financial health and performance using ratios of liquidity, profitability, leverage and efficiency.

Recovering Your Overhead Costs (Item #8051)
Learn how to improve your accounting of costs and review different methods for tracking overhead costs. Get tips on choosing the right tracking method to make it easier to recover costs.

Employee or Independent Contractor? Getting Worker Classification Right (Item #8044)
Learn how the IRS and state regulators enforce worker classification rules and get resources to properly classify workers. Review commonly used factors for determining worker status and examine why and how public officials are increasing enforcement.

Reducing Employee Theft and Fraud (Item #8042)
Reduce your chance of becoming a victim of theft and fraud. Learn about anti-fraud strategies, how to assess risk, and prevention and detection techniques, and how to develop a plan for an investigation in case fraud is detected.

Protecting Against Client Bankruptcy (Item #8034)
Learn steps to take early on in a project that could help if a prime contractor later files for bankruptcy. Get an outline of some of the typical events that follow a bankruptcy filing, and tips for preserving claims and getting a maximum financial recovery.

Developing a Corporate Ethics Policy (Item #8011)
Learn how to develop an ethics policy that fits your company’s unique needs and helps employees make the right choices.

Employment Law Changes and How They Affect Screening and Hiring Practices (Item #8084)
With ever-changing employment regulations such as immigration reform and healthcare reform, employer’s are faced with challenging their screening and hiring practices. This webinar will identify changes in employment law and how those changes will affect employers of all sizes.

Implementing Technology for the Jobsite: Turning Refusers into Adopters (Item #8083)
As the construction industry increasingly adopts the use of mobile software and gadgets, many companies are faced with the challenge of convincing their workforce to use and become proficient in new technologies. This webinar will examine how to help project team members understand the value of using new technology and will provide a roadmap for helping tech resistors adopt tech tools.

How to Properly Manage and Terminate Employees Without Breaking the Law (Item #8080)
Get the tools you need to properly coach, counsel and discipline employees and to ensure adequate documentation to best protect your company from liability.

Common Practices and Effectiveness of Incentive Compensation (Item #8074)
Learn critical issues that are common practices in the construction industry that need to be addressed to improve the effectiveness of your incentive program.

The Value of Technology and Data Management for Construction (Item #8073)
Learn about the benefits of technology as it relates to your firm’s bottom line, including how to minimize the risk of budget overruns and delay by studying performance data.

Strategic Planning - Looking Forward from the Downturn (Item #8069)
Learn how to develop your firm’s strategy and gain a competitive advantage.

Preparing for a Changing Workforce (Item #8068)
Learn how to identify and grow the potential of non-traditional resources and how to build an infrastructure and corporate culture that nurtures innovation and creative thinking.
CONSENSUSDOCS

ORDER ONLINE AT WWW.COMONSENSUSDOCS.ORG

ConsensusDocs publishes a comprehensive catalog of 100+ contracts and forms, including the ConsensusDocs 700 Series for subcontractors (below). A complete catalog of these and other ASA-endorsed documents is available online at www.consensusdocs.org. Use code “ASA100” when ordering for your 20 percent ASA-member discount.

ConsensusDocs 702: STANDARD PURCHASE ORDER FOR COMMODITY GOODS
ConsensusDocs 702.1: TERMS AND CONDITIONS FOR PURCHASE ORDER FOR COMMODITY GOODS
ConsensusDocs 703: PURCHASE AGREEMENT FOR NONCOMMODITY GOODS
ConsensusDocs 705: INVITATION TO BID/SUBBID PROPOSAL
ConsensusDocs 706: PERFORMANCE BOND
ConsensusDocs 707: PAYMENT BOND
ConsensusDocs 710: APPLICATION FOR PAYMENT
ConsensusDocs 721: STATEMENT OF QUALIFICATIONS
ConsensusDocs 725: AGREEMENT BETWEEN SUBCONTRACTOR AND

SUBSUBCONTRACTOR (INCLUDES EXHIBIT E)

ConsensusDocs 746: CONSTRUCTOR AND GEOTECHNICAL CONSULTANT AGREEMENT
ConsensusDocs 747: CONSTRUCTOR AND CONSULTANT AGREEMENT
ConsensusDocs 748: CONSTRUCTOR & TESTING LAB AGREEMENT
ConsensusDocs 749: AGREEMENT BETWEEN CONSTRUCTOR AND LABORATORY FOR HAZARDOUS WASTE TESTING
ConsensusDocs 750: AGREEMENT BETWEEN CONSTRUCTOR AND LABORATORY FOR HAZARDOUS WASTE TESTING
ConsensusDocs 750 1: RIDER BETWEEN CONTRACTOR AND SUBCONTRACTOR FOR MATERIAL STORAGE AT SUBCONTRACTOR’S SITE

ConsensusDocs 751: SHORT FORM AGREEMENT BETWEEN CONTRACTOR AND SUBCONTRACTOR

ConsensusDocs 752: STANDARD SUBCONTRACT AGREEMENT FOR USE ON FEDERAL GOVERNMENT CONSTRUCTION PROJECTS
ConsensusDocs 760: BID OR PROPOSAL BOND
ConsensusDocs 781: CERTIFICATE OF SUBSTANTIAL COMPLETION
ConsensusDocs 782: CERTIFICATE OF FINAL COMPLETION
ConsensusDocs 790: SUBCONTRACTOR REQUEST FOR INFORMATION (RFI)
ConsensusDocs 795: CHANGE ORDER
ConsensusDocs 796: INTERIM DIRECTED CHANGE

ConsensusDocs 907: EQUIPMENT LEASE

DOWNLOADABLE PDF FILE

Lien & Bond Claims in the 50 States (2016 edition) (Item # 3006)
This resource summarizes lien and bond requirements for each state and the District of Columbia, divided by public and private work. It provides information about effectively filing and executing claims. (138 pages) $55 for ASA Members/$80 for Nonmembers.

BOOKS

Simplified Guide To Construction Law (Item # 5001)
Learn from real examples of what can go wrong with contracts, changes, torts, fraud and misrepresentation, warranty and strict liability, construction defect, indemnity and more. $35 for ASA Members/$40 for Nonmembers.

Subcontractor’s Operations Manual: Forms, Processes and Techniques (Item # 5006)
Here’s everything you need to make your company more productive and more profitable. This book includes rock-solid advice for bidding on jobs, negotiating with general contractors, drawing up airtight contracts, scheduling work, dealing with change orders and more. It also includes a CD-ROM packed with nearly 40 reproducible business letters and forms you can use as-is or easily customize.

– $62 for ASA Members
– $73 for Nonmembers.
## ASA/FASA 2016–17 EDUCATION ORDER FORM

MAIL OR FAX THIS ORDER FORM TO:

FASA CONTRACTORS’ KNOWLEDGE DEPOT, 1004 DUKE ST., ALEXANDRIA, VA 22314-3588
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RETURN AND REFUND POLICY

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ASA MEMBER-ONLY BIDDING, CONTRACT NEGOTIATION, AND PROJECT MANAGEMENT RESOURCES

ASA members have exclusive access to resources — articles, podcasts, model contract language, industry reports, and more — designed to help them bid and negotiate contracts, and manage projects. Log in to “Log In/Access Member Resources” on the ASA Web site, www.asaonline.com, and then use the “Advanced Site Search” link in the upper right-hand corner of the Web page to find and download any of the below resources.

ASA Model Bidding and Contract Provisions

• ASA Subcontract Documents Suite (2016)
  • ASA Subcontractor Bid Proposal (2016). Use/adapt this document to condition your bid on the use of the ASA-endorsed ConsensusDocs 750 as the subcontract agreement for the project.
  • ASA Addendum to Subcontract (2016). Use/adapt this document to propose an addendum to a subcontract agreement that would comprehensively modify the agreement.
  • ASA Short-Form Addendum to Subcontract (2016). Use/adapt this document to propose an addendum to a subcontract agreement that would modify a limited number of key subcontract terms (hold harmless, insurance, payment, and changes and claims).

• ASA Subcontract Offer Terms for Projects Using Wrap-Up Insurance (2016). Use/adapt this document to condition your bid when the project will feature an owner- or contractor-controlled insurance program.
• ASA Subcontract Addendum—Pertaining to Project-Specific Insurance (2016). Use/adapt this document to propose an addendum to a subcontract agreement, where the project will feature an owner- or contractor-controlled insurance program.

• ASA Subcontractor’s Negotiating Tip Sheets. These negotiating “tip sheets” help subcontractors navigate harmful contract language and provide suggested responses to general contractors’ excuses. Each tip sheet is designed to provide a subcontractor with the information it needs to negotiate a particular subcontract clause, including ASA-recommended language, samples of what a subcontractor may see in a client’s proprietary subcontract, an explanation of the impact of poor language on a subcontractor, negotiating tips, and sources for more information.

• Improving Cash Flow. This series of articles provide tips for improving cash flow to both veterans as well as newcomers in the construction industry.
• Contract Changes and Claims. This series of articles provides tips for the management of changes and changed conditions and how to realize full adjustment to the contract price or contract time.
• A Shared Responsibility. This series of articles focuses on issues that are shared responsibilities in the construction industry.

ASA EXCELLENCE IN ETHICS AWARDS 2016

ASA will honor selected firms that demonstrate the highest standards of internal and external integrity during an awards ceremony at the ASA annual convention, SUBExcel 2017, March 15-18, 2017, in Denver, Colorado.

HELPFUL LINKS

• Watch the Excellence in Ethics Awards Video.
• Download the 2016 Excellence in Ethics Awards Brochure.
• Download the 2016 ASA Excellence in Ethics Awards Application.
• ASA provides useful model documents to help with your submission and your ethics program. View the 2016 Excellence in Ethics Awards Resource Guide.
• Download the 2016 ASA Excellence in Ethics Awards Timeline.

• ASA’s Excellence in Ethics Awards Program Q&A LinkedIn Group—a forum for getting answers to your questions about the award and application process. This forum includes current award recipients who have been through the application process and are willing to help guide new applicants through their application process.
• Recipients of the 2015 ASA Excellence in Ethics Awards may re-apply for 2016 using the Re-Certification Form.

APPLICATION DEADLINE: DECEMBER 16, 2016
Save the Date!

2017 SUBExcel
ASA - We Build Excellence

www.SUBExcel.com

March 15 – 18, 2017
Denver Marriott City Center
Denver, Colorado
• ASA Short List of Subcontract Negotiation Points (2005). This “short list” provides some simple but effective pointers for subcontractors who want to negotiate fair terms.

• ASA’s Risk Transfer: Frequently Asked Questions. Familiarize yourself with some of the major liabilities subcontractors face, and the advantages and disadvantages of the different contractual and insurance solutions commonly used to address them.

• ASA’s Risk Transfer: 30 Questions for Consolidated Insurance Programs. Consolidated insurance programs usually don’t provide coverage that is equivalent to the coverage provided by your own insurance policies. This list of questions will help you discover and evaluate what may not be covered.

• ASA’s The General Contractor Factor: A Guide to Analyzing the Contractual and Business Practices of GCs. This manual provides subcontractors with a system for objectively evaluating the contracts and business practices of GCs.

• ASA audio podcasts (each comes with an accompanying white paper):
  • Accounting for Technology Change
  • Checking Performance Bond Requirements
  • Guarding Against Frivolous Backcharges
  • Evaluating Dispute Resolution Alternatives
  • Limiting Termination for Convenience
  • Understanding Termination for Default
  • Addressing the Additional Insured Problem
  • Defending Your — Not Others’ — Mistakes
  • Curbing the Risk of Lien Waivers
  • Protecting Against Payment Default
  • Establishing the Right to Payment Assurances
  • Eliminating or Limiting Retainage
  • Preserving Claims for Scope Changes
  • Preserving Claims for Schedule Changes
  • Preparing for the Unexpected
  • Writing and Enforcing a Contractual Warranty
  • Controlling Risk With the Right to Cure

• Understanding Warranty Types
• Defining Design Responsibility
• Evaluating Transfers of Design Responsibility
• What’s Not in the Contract
• What the Subcontract Really Says

ASA Research/Reference Tools
• ASA’s Retainage Law in the 50 States (2016 Edition). Research what each state law allows regarding the rate and release of retainage on private and public work.
• ASA’s Anti-Forum Selection Clauses in the 50 States (2015 Edition).
• ASA’s Contingent Payment Clauses in the 50 States (2014 Edition). Research whether and how each state allows/enforces pay-if-paid and pay-when-paid clauses.
• ASA’s Prompt Payment in the 50 States (2014 Edition). Research each state’s requirements for prompt payment of different tiers of construction on private and public work.
• ASA’s Subcontractors’ Chart of Anti-Indemnity Statutes (2013 Edition). Research how much risk each state allows to be transferred to subcontractors through indemnity clauses, or “additional insured” endorsements.
• ASA’s OSHA’s Rule on Respirable Crystalline Silica (2016 Edition).

ASA Project Management Resources
• ASA’s Project Information Form. Use this form to obtain and record key project information such as the legal description of the property, and the address of the construction lender and bonding agent.
• ASA Change Order Reservation of Rights sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed change orders that you submit to a customer.
• ASA Lien Waiver Reservation of Rights sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed lien or bond waivers that you submit to a customer.
• ASA Payment Application Reservation of Rights sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed payment applications that you submit to a customer.
• ASA Schedule Approval Reservation of Rights sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed schedule approvals that you submit to a customer.

Research Reports/Tools from McGraw-Hill Construction
• Business Benefits of Green Buildings
• Business Case for Energy Efficient Building Retrofit and Renovation
• The Business Value of BIM
• Green BIM: How Building Information Modeling Is Contributing to Green Design and Construction
• Prefabrication and Modularization: Increasing Productivity in the Construction Industry
• Natural Disaster Mitigation White Paper

Resources for Members and Nonmembers
• ASA’s monthly electronic educational journal, The Contractor’s Compass.
• AGC/ASA/ASC Guidelines for a Successful Construction Project: www.constructionguidelines.org
• ASA Change Order Reservation of Rights Sticker.
• ASA Change Order Reservation of Rights Sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed change orders that you submit to a customer.
• ASA Lien Waiver Reservation of Rights Sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed lien or bond waivers that you submit to a customer.
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• ASA Schedule Approval Reservation of Rights Sticker. Print on Avery 5163 (or equivalent) stickers and attach to signed schedule approvals that you submit to a customer.

ConsensusDocs Guidebook: www.consensusdocs.org
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ASA Podcasts for Subcontractors: public.asaonline.libsynpro.com/rss
• Reainage Practice in the Construction Industry: www.fasaonline.com
• Subcontractor Default Insurance: Its Use, Costs, Advantages, Disadvantages and Impact on Project Participants
ASA NATIONAL CONSTRUCTION BEST PRACTICES AWARDS 2016

ASA offers national recognition to prime contractors that are committed to superior business practices like prompt payment. ASA’s annual National Construction Best Practices Awards, developed by the Task Force on Ethics in the Construction Industry, recognize elite prime contractors that uphold best practices and refuse to do business according to the “lowest common denominator.” The deadline for prime contractors to submit applications is Nov. 11, 2016. The application fee is $495. Each prime-contractor applicant must supply three sealed business-practices recommendations from specialty trade contractors that have worked for it in the past year, along with a copy of its standard subcontract, with its application. ASA will honor recipients during an awards ceremony at the ASA annual convention, SUBExcel 2017, March 15-18, 2017, in Denver, Colo.

HELPFUL LINKS
- Watch the National Construction Best Practices Award Video.
- Prime contractors: Download the 2016 National Construction Best Practices Award Application Form.
- Specialty trade contractors: Download the 2016 National Construction Best Practices Award Form for Evaluating the Applicant’s Business Practices.

ASA Chapters: Download the ASA Chapter Guideline for Processing the 2016 National Construction Best Practices Award and other materials under “Industry Relations” in the ASA Chapter Toolbox.

APPLICATION DEADLINE: NOVEMBER 11, 2016