



ASA President's Monthly Newsletter-May 2011

Dear ASA Member:

What's the *real* cost of an ASA membership? Zero dollars.

How, you ask, can the real cost be zero when you have, or soon will have, a membership invoice from ASA sitting on your desk? The answer is simple. The dues amount you pay from your invoice is an *investment* that provides a far greater *return* for your company than the dollar amount of the invoice. By being an ASA member, you get valuable results that you couldn't get on your own. Just consider some recent examples.

In April, President Obama signed the repeal of expanded Form 1099 reporting requirements, after a year-long repeal campaign led by ASA. This change will save you the overhead costs of completing and filing 10 times (or more!) the number of 1099s you're used to filing every year. This represents a cost savings of hundreds or even thousands of dollars, in a single year.

In February, ASA published updated versions of its *Addendum to Subcontract*, *Short-Form Addendum to Subcontract*, and *Subcontractor Bid Proposal*. Using just *one* model provision, like the following, from these documents could save your company thousands of dollars in claims and legal expenses: "Subcontractor will only issue waivers of lien or bond rights that exclude any waiver of lien or bond rights securing payment of retainage, unbilled changes, and claims which have been asserted in writing or which have not yet become known to Subcontractor, and any such waivers shall either apply only through the date of work covered by Subcontractor's last payment application that has been paid in full, or shall be conditional upon receipt of funds to Subcontractor's account." Preserving a single lien or bond claim is worth many times what you pay in membership dues.

The communications that you receive from ASA are another of the many examples of the tremendous value of ASA membership. Just a few weeks ago, ASA reported that subcontractors can use a federal database to research customers and prospective customers. As of April 15, subcontractors and other members of the public have access to the Federal Awardee Performance and Integrity Information System, enabling them to see the federal government's records of misconduct and legal/administrative actions taken against the contractors that have worked for it. If you glean news like this from ASA and use it to improve your business, you've received a real value from your membership.

These are just a few *very recent* examples of how you always get more from your ASA membership than the dollar amount on your membership invoice. I'm sure you can think of [a dozen more ways](#) that your membership in ASA pays off, including participation in chapter BPIs and ASA's advocacy in your state.

ASA looks forward to continuing to serve your company and providing a return-on-investment for your dues dollars in 2011-12.

If you have comments or questions, please feel free to contact me via e-mail at tmclaughlin@asa-hq.com.

Very truly yours,

Timmy McLaughlin

ASA President, 2010-11

P.S. Don't forget that ASA rewards you for helping to recruit members through the [ASA Subcontractor Power Points](#) program. Tell ASA how you're helping to recruit new members and then redeem your Power Points for ASA and FASA products and services and gifts donated by other ASA members!