

ASAC

"Contracting

Under the Big Top"

**Managing
The Three Ring Circus!**



JUNE 7th—10th, 2018

**Embassy Suites Wilmington Riverfront
Wilmington NC**

American Subcontractors Association of the Carolinas (ASAC)

104-A North Woodland Drive, Lancaster, SC 29720

Phone:(803 or 877) 285-3356

Email: asac@asac Carolinas.com

Web Site: www.asac Carolinas.com

Facebook: American Subcontractors Association of the Carolinas Inc.



2018 Convention
“Contracting Under the Big Top—Managing the Three Ring Circus”
Schedule

THANK YOU in advance for respecting convention attendees and speakers
by muting or turning off your cell phone
during programs and convention functions!

THURSDAY— June 7th, 2018

12:30 pm Convention Registration Open.....Pre-function
1:00-4:30 ASAC Full Board Meeting.....Executive Boardroom
4:00 Hotel check in time
6:00-7:00 Welcome Reception.....Riverfront Grand Ballroom: Salon 1
(Come dressed as your favorite circus character)

FRIDAY— June 8th, 2018

8:00-8:45 am Breakfast Buffet.....Steam (2nd Floor)
8:30 Registration Open.....Pre-function
8:45-9:45 General Membership Meeting.....Riverfront Grand Ballroom: Salon 1
9:45-10:45 Program: “Lean Construction”
Bill Stevens, Senior Superintendent, Robins & Morton, Charleston SC
10:45-11:00 BREAK
11:00-12:00 Program: “Building Cultures of Recruitment and Cultures of Retention”
Mark Deverges, Senior Manager, Dixon Hughes Goodman
2:00-6:00 “Brew HA HA” (The ultimate comedy & craft beer experience in Wilmington– 3 comedians on the
bus and beer tastings at 3 breweries) *Optional Event – **Must pre-register to participate***
*NOTE: **Space is limited for this event, so register “early” or space may not be available!***

SATURDAY— June 9th, 2018

8:00-9:00 am Breakfast.....Steam (2nd Floor)
9:15-10:45 Program: “The Human Side of Construction”...Riverfront Grand Ballroom: Salon 1
Martha Ann Marley, President, M.A. Surety LLC, Mooresville NC
10:45-11:00 BREAK
11:00 –12:00 Program: “Mechanic’s Liens, Payment Bonds & General Collections
for Construction Projects in SC”.....Riverfront Grand Ballroom: Salon 1
W. Duffie Powers, Partner, Gallivan White & Boyd PA, Greenville SC
1:00 pm Golf—Cape Fear National (*Optional Event - must pre-register*)
7:30 Reception.....Riverfront Grand Ballroom: Salon 1
8:00 Banquet & Silent Auction.....Riverfront Grand Ballroom: Salon 1

SUNDAY, June 10th, 2018-Hotel Check Out 11:00 am

RESERVE THE DATES for future ASAC Conventions

- 07.24.19-The Westin Poinsett, Greenville SC
- 07.22.20-Hyatt Regency, Savannah GA
- 07.21.21-Renaissance Asheville Hotel, Asheville NC

ASAC Big Top SPEAKERS

Friday, June 8th



BILL STEVENS, Sr. Superintendent, Robins & Morton, Charleston SC

“Why Lean Construction is Bettering our Industry”

This interactive session will take a deep dive into lean construction and how it is impacting and changing the construction industry one project at a time. What are we doing differently today to improve and grow our future? He will talk through the challenges and hurdles of taking on the task of changing an industry from the field, to the architects, to the owners, to the Systems.

MARK DEVERGES, Sr. Manager, Dixon Hughes Goodman, Asheville NC

“Building Cultures of Recruitment, Building Cultures of Retention”

This program will help unpack some of the tactile secrets of retention and recruiting being used currently within construction industry firms. Discuss current best practices for recruiting and retention. Maximize cash outlays by instilling more productive internal recruitment strategies.

Specific items will cover:

Maximize employee engagement (engage family); Eliminate exit interviews as being the means for company course correction; How to plan for success well.



Saturday, June 9th



MARTHA ANN MARLEY, President, M.A. Surety, LLC, Mooresville NC

“The Human Side of Construction”^(TM)

This educational seminar will explore the connections between human behavior and financial performance within the commercial construction industry.

W. DUFFIE POWERS, Partner, Gallivan White & Boyd PA, Greenville SC

“Mechanic’s Liens, Payment Bonds & General Collections for Construction Projects in SC”

The information and advice provided on these topics will be timely and is tailored to fit all members regardless of the size of their company or revenue. The focus in the program will be to educate subcontractors on the filing deadlines, processes and anticipated costs involved in the various stages of mechanic’s liens, payment bond claims and general collections litigation. If you attend this program (and pay attention) you will leave better prepared for dealing with collections issues in the future.



ASAC Convention & Vendor Registration
June 7th, 2018 — June 10th, 2018.....Embassy Suites Riverfront, Wilmington NC

Company: _____

Address: _____ City/State/Zip: _____

Phone: _____ Fax: _____ Email: _____

Registrant: _____ Spouse/Guest: _____

(first & last name as you would like it to appear on name tag)

Other: _____

(attach additional sheet with other names if needed)

Convention registration fee includes Thursday Welcome Reception, Friday Seminars, Saturday Seminars, Welcome Reception/Silent Auction/Banquet. (Children are welcome to attend convention functions. However, there may be an additional charge for all functions where food is served. Please call the ASAC office for information on registration for children)

CONVENTION REGISTRATION

Registration for one couple at \$800 \$ _____

Registration for _____ additional couple (s) from same company at \$760 each \$ _____

Individual registration \$635 per person \$ _____

NOTE: Attention First Convention Attendees. To welcome you to your first ASAC Convention, registered couples will receive a \$100 gift credit card, individual 1st time attendees will receive a \$50 gift credit card when you pick up your registration packages at the ASAC Convention Registration desk.

Total Convention Registration \$ _____

VENDOR TABLE REGISTRATION—\$295

Fee includes table registration for two individuals, 8x10 space, six foot draped table, two chairs.

Additional representatives welcome to attend for additional \$50 per person. \$ _____

PLAY TIME—Optional Events:

Friday, June 8th 2:00—"BREW HA HA"- LIMITED SPACE—\$60 per person

Participants can enjoy lunch (not included in price) in one of the many restaurants on the 3 block walk to Bomers Brewery where you will board the "Brew Ha Ha" bus for the trip to sample beers at 3 different breweries, while being entertained by 3 different comedians. End of tour, bus will drop participants off at Embassy Suites

Number Participants _____ @ \$60 each = \$ _____

Saturday, June 9th —1:00 pm—GOLF—\$100 per player

Cape Fear National (1281 Cape Fear National Drive, Leland NC 28451) Includes Play, Cart & Lunch.

Number Players _____ @ \$100 each = \$ _____

=====

TOTAL AMOUNT DUE \$ _____

Method of Payment:

_____ MasterCard _____ Visa _____ Discover _____ AMEX _____ Check Enclosed

Credit Card #: _____ Exp. Date: _____

Name as it appears on card (please print): _____

Email address if you would like a receipt when credit card is processed: _____

Authorized Signature: _____

Cancellation Policy—\$50 service charge for refunds prior to April 30th, 2018. No refunds on or after May 1st, 2018.

MAIL to: ASAC, 104-A North Woodland Drive, Lancaster, SC 29720, or

EMAIL to: asac@asacarolinas.com. Call ASAC at (803 or 877) 285-3356.

ROOM RESERVATIONS

Please note: the above convention registration does not include your hotel room reservations.

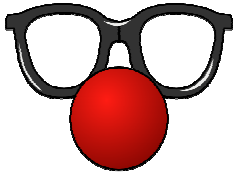
Make your room reservation **before MONDAY, MAY 7, 2018** on line at <http://group.embassysuites.com/asac>,

Property Code—ILMCC, Group Event Nickname—ASAC 2018 Convention, Group Code—ASC or call 1-800-HILTONS.

Room rate \$219 plus applicable taxes, includes breakfast for registered guests, Current parking fees (subject to change)

\$11 self parking, \$15 valet parking.

Embassy Suites Wilmington Riverfront
9 Estell Lee Place, Wilmington NC 28401
www.embassysuiteswilmington.com



**CONVENTION SPONSORS
TO DATE
&
LOOKING FOR MORE**

Double Big Bucks
ASAC Charleston Chapter

Big Bucks Sponsor Plus
ASAC Midlands Chapter
(includes partial HR sponsorship)

Big Bucks
ASAC Triangle Chapter
Buckner Companies, Graham NC
David Allen Company, Raleigh NC

Platinum Plus
Schulz Iron Works Inc., Raleigh NC

Platinum
Gulf Stream Construction, N. Charleston SC
Sanders Brothers Construction, N. Charleston SC
Truluck Construction, Charleston SC

Gold
Pinnacle Constr. & Dir. Boring Inc., Summerville SC

Silver
Dillon Construction Services, Irmo SC
Soil Consultants Inc., Charleston SC

Bronze
Palmetto Pile Driving Inc, Charleston SC
W. Frazier Construction, Ravenel SC



SPONSORSHIP INFORMATION

For your contribution you will receive:

- Recognition in the "Carolina Subcontractor" newsletter
- Recognition in monthly meeting notices
- Recognition at chapter meetings
- Recognition on convention signage
- Recognition in convention registration and program packages
- Recognition in all future convention promotions & registrations

The Sooner You Respond, The More Recognition You Will Receive!

Provide a sponsorship or silent auction item by completing the following:

Silent Auction Options:

- _____ I will donate items to be auctioned
- _____ I will donate money to be used toward the purchase of an auction item-Donation:\$_____
- _____ I will bring an auction item to the convention
- _____ I will mail the donated item to the ASAC Office

Sponsorship Options:

_____ BIG BUCKS PLUS	\$1,250
_____ BIG BUCKS	\$1,000
_____ PLATINUM PLUS	\$ 750
_____ PLATINUM	\$ 500
_____ GOLD	\$ 400
_____ SILVER	\$ 300
_____ COPPER	\$ 200
_____ BRONZE	\$ 100
_____ NICKEL	\$ 50
_____ QUARTZ	\$ 25

Hospitality Room Sponsorship—Please call the ASAC Office ASAC Office @ 803-285-3356 for details on sponsoring the Hospitality Room.

Yes.....please put my company down for a sponsorship as indicated below:

_____ **Enclosed** is my contribution in the amount of \$ _____.

_____ Please **invoice** me for a contribution in the amount of \$ _____ at the address listed below.

Your Name: _____ Company Name: _____

Address: _____

City/State/Zip: _____ Email Address: _____

_____ Please **charge** a contribution to my credit card in the amount of \$ _____.

_____ MasterCard _____ Visa _____ Discover _____ AMEX

Card #: _____ Expiration Date: _____

Name as it appears on card (please print): _____

Email address if you would like a receipt when credit card is processed: _____

Authorized Signature: _____

Mail to: ASAC 104-A North Woodland Drive, Lancaster SC 29720
Phone: (803 or 877) 285-3356 Email: asac@asacarolinas.com