



Carolina Subcontractor

FEBRUARY, 2017

“The Voice of the Industry”

ASA Calls for Surety Bonds on State and Local Water Projects

In a Feb. 14 letter, a coalition of eight construction-related associations including ASA called on the Environmental Protection Agency to require state and local governments to require performance and payment bonds on water projects financed by the federal government. The coalition recommended that surety bond requirements be included in EPA’s interim final rule to implement the Water Infrastructure Finance and Investment of 2014. WIFIA provides loans guarantees to help finance state and local water projects, many of which could involve construction. “By requiring payment bonds be furnished on WIFIA-financed arrangements, EPA will ensure that certain subcontractors and suppliers on these projects will have payment remedies in the event of nonpayment, ensuring the continued viability of these often local businesses,” the coalition told EPA. The coalition’s letter further explained:

“The payment bond provides invaluable protection to parties furnishing labor or material on federal construction projects. Subcontractors and suppliers rely on the payment bond in case the prime contractor does not or cannot pay them. Subcontractors and suppliers often are small businesses and the risk of non-payment can be catastrophic to their businesses. The payment bond often is the only remedy for non-payment.”

In addition to ASA, signatories to the letter included the National Association of Surety Bond Producers, The Surety & Fidelity Association of America, the American Institute of Architects, the American Insurance Association, the Business Coalition for Fair Competition, the Mechanical Contractors Association of America, and the National Electrical Contractors Association.

RESERVE THE DATE:

June 15th—18th, 2017

ASAC CONVENTION

Renaissance Asheville Hotel, Asheville NC

See enclosed for details!

Guideline Helps You Balance Reward and Risk in the Digital Age

Would your company be insured if an employee accidentally sawed through a beam that wasn’t on the plans and specs for a project, causing structural damage and thousands of dollars’ worth of damage? How about if the beam was on the original plans, but it was deleted because of a computer glitch or an incompatibility between the version of the rendering program your company uses and the server used by the plan room you downloaded the file from? What if the prime contractor could prove that the original file had the “correct” plans and specs on it? It’s not hard to see how these kinds of problems could land specialty trade contractors, prime contractors and construction owners in expensive and lengthy disputes. To help all members of the construction team communicate more accurately and promote efficient projects with fewer disputes, ASA, the Associated General Contractors of America and the Associated Specialty Contractors published the “Guideline on Exchanging Documents and Data in Electronic Form.” The guideline is one of the “Guidelines for a Successful Construction Project” as part of the [Guidelines for a Successful Construction Project](#). One of the suggestions in the guideline is that contractors establish a protocol for exchanging data electronically that details, among other things, “[t]he applicable insurance requirements, if any.” Establish a written protocol with the prime contractor for data exchange and, where necessary, any supplemental or specific insurance requirements that are needed to cover potential liabilities.

Assessing the potential liabilities of data exchange means discussing the risks, and the alternatives for minimizing risk, with an attorney and an insurance agent. The guideline points out that:

In many instances where design professionals do forward documents in electronic form to contractors, such documents often are accompanied by statements disclaiming accuracy and completeness or limiting the design professional’s liability. Such language requires a conscious decision on the part of contractors and specialty contractors to decide whether they are willing to accept such documents in electronic form, thereby increasing their potential liability, or if they would be better served by waiting for the “hard copies.”

WELCOME New Members

CHARLESTON CHAPTER

GATCH ELECTRICAL CONTRACTORS INC.

Charleston SC
James B. Gatch, President
Jason Meyer, Accounting Manager
Electrical Contractor
*Sponsored by: John Burbage
Austin Construction Company*

GALLIVAN WHITE & BOYD, PA

Charleston SC
Gunnar Nistad, Partner
W. Duffie Powers, Partner
Grayson Smith
Law Firm
*Sponsored by: Tom Stokes,
Sanders Brothers Construction*

PALMETTO SITEWORK SERVICES LLC

Orangeburg SC
J. Drew Evans
Site Construction/Highway Construction
Sponsored by: Linda Burkett, ASAC

MIDLANDS CHAPTER

GALLIVAN WHITE & BOYD, PA

Columbia SC
Duffie Powers
Ron Tate
Shelley Montague
Law Firm
Sponsored by: Linda Burkett, ASAC

PALMETTO SITEWORK SERVICES LLC

Orangeburg SC
J. Drew Evans
Site Construction/Highway Construction
Sponsored by: Linda Burkett, ASAC

QUEEN CITY CHAPTER

KMAC OF THE CAROLINA'S INC.

Charlotte NC
Colin Krasen, Pre-Construction Manager
Gypsum & Elevated Concrete Subcontractor
Sponsored by: Linda Burkett ASAC

TRIANGLE CHAPTER

BRIEGAN CONCRETE CONSTRUCTORS

Clayton NC
Kenneth C. Tiffany, Vice President
Concrete Construction
Sponsored by: Linda Burkett, ASAC

TIS OF THE CAROLINAS LLC

Raleigh NC
Emory Sadler, Partner, Producer
Commercial Insurance
*Sponsored by: Bob Shackelford,
Bryant Durham Electric*

2017

ASAC Event Calendar

- 03.15.17 ASA National SubExcel -
Denver Marriott City Center, Denver, CO
- 03.24.17 Triangle Chapter Inaugural Skeet Shoot
- 03.27.17 Charleston Chapter Meeting
Senator Paul Campbell
- 03.28.17 Midlands Chapter Meeting
Tony Richardson, Amerisure, Driver Liability & Risk Management
- 04.11.17 Triangle Chapter Meeting (Dinner Meeting)
GenConnect
- 04.24.17 Charleston Chapter Meeting
Bill Ross, One Region
- 04.25.17 Midlands Chapter Meeting
- 05.18.17 ASAC Board of Directors Meeting
- 06.15.17 ASAC Convention— Renaissance Asheville Hotel, Asheville NC
- 06.15.17 ASAC Board of Directors Meeting
- 06.30.17 ASAC Membership Renewals Due
- 07.11.17 Triangle Chapter Meeting
BIM and Related Issues, Kirlin Carolinas
- 08.08.17 Triangle Chapter Meeting
Site Specific Safety Plans
- 09.29.17 ASAC Midlands Chapter 11th Annual Golf Tournament—The Windermere Club

For additional meeting details visit www.asac Carolinas.com or call ASAC at (803 or 877) 285-3356



COMMERCIAL PROPERTY INSURANCE TAX—DEDUCTIONS:

Everything You Need to Know

By Stephen Robert Morse

As the actress Helen Mirren said, “I don’t believe that if you do good, good things will happen. Everything is completely accidental and random. Sometimes bad things happen to very good people and sometimes good things happen to bad people.”

Whether you’re a good person or not, bad things can potentially happen to you... and to your commercial property. For example, you may wake up in the morning to discover there was a fire at your commercial property in the middle of the night. You may be away on vacation when you learn the eye of a hurricane is heading straight toward your business. Or you may sit down to dinner when you hear that a vehicle was stolen from your property’s parking lot.

Even while [there is great reward](#) in being a commercial property owner, these are the inherent risks of property ownership. Due to the risks involved, many businesses prefer to rent their space rather than own it. This means that, for those who are willing to bear the risk of owning property, renting out commercial property can reap serious benefits.

Economic and Tax Implications of Commercial Property Insurance

One way to mitigate the risk of commercial property ownership is to procure [commercial property insurance](#). Fire, theft and natural disasters have the potential to quickly wipe out gains made by your business. Commercial property insurance can provide you with more than just peace of mind; it can help you retain your hard-earned rental income rather than having to pay it out in lawsuits or rebuilding fees.

Protections Offered by Commercial Property Insurance

Commercial property insurance protects you when you rent your property for use by a third party. While your tenants are allowed to legally inhabit your property, you as the owner are still liable in many situations if and when things go wrong.

Though at times overlooked by commercial landlords, commercial property insurance is necessary. Why? Very few contracts with tenants explicitly say that the owner isn’t liable in the event of a problem. Below are specific protections offered:

- **Indemnity period.** This is the amount of time you would be able to claim back lost rent in the event that a fire or natural disaster makes your property uninhabitable by your tenants.
Damage from natural disasters. In the event that your property falls in line with the path of a hurricane or tornado, you as the property owner are typically responsible for such expenses as debris removal, building demolition, and even rebuilding costs. Few people think such situations will happen to them, but you needn’t look much farther than the major storms that have hit the U.S. in recent years [causing massive amounts of property loss](#) to understand that this threat is real: 2005’s Hurricane Katrina caused an inflation-adjusted economic loss of \$119 billion and 2012’s Hurricane Sandy cost an inflation-adjusted economic loss of \$77.3 billion.
- **Tenant law suits.** Commercial property insurance may also offer protection if you need to sue a tenant who has not paid rent or has destroyed your property with malicious intent.
- **Injury liability.** Such insurance can also cover if, for instance, a visitor slips on ice in your parking lot, requires expensive surgery and subsequently sues you.

Break-ins. If someone forcibly enters your building, causing damage and stealing property, you’ll want to have a commercial property insurance policy on your side. Additional Benefits: Greetings, Tax Man!

More good news: commercial property insurance is tax deductible. Yes, you read that correctly. By protecting yourself and your property, you can write this expense off to save on taxes.

No matter where you live or where your property is located, you can take advantage of many federal tax deductions available to commercial property owners across the U.S. For example, you can deduct the premiums you pay for nearly every insurance option for your commercial rental activity, including:

- Fire, theft and flood insurance
- Landlord liability insurance.
- The cost of health and workers’ compensation plans for any employees who work on premises.

A major benefit of commercial property insurance is that it allows you to combine the many types of insurance covered into a single, cost-effective plan that can help you get far better deals than if you purchased your insurance plans needed for your property a piecemeal manner.

Furthermore, in the event that your commercial property is adversely affected by a rare weather event like a flood, you can obtain a tax deduction for all or part of your loss. These losses are typically called casualty losses, so it is unlikely that you will bear a substantial burden when all is said and done.

Next Steps

If you already own commercial property, double check that you have ample insurance to cover you if a hazardous event occurs. And if you already have commercial property insurance, consider rolling multiple insurance policies into one plan so you can save money and receive more comprehensive offerings.

Frequently Asked Questions and Answers on Tax Reform

ASA Chief Advocacy Officer E. Colette Nelson reports that one issue of primary importance to ASA members is comprehensive tax reform. Nelson has compiled the most frequently asked questions she has received and her responses.

Politics & Economics of Tax Reform

Is there a chance for comprehensive tax reform in 2017?

For the first time in more than a decade, there seems to be a real opportunity to pass comprehensive tax reform. Certainly, among Congressional Republicans there is pent-up demand to simplify the tax code, make it more business-friendly and reduce tax rates. Their plan is to tackle tax reform using the budget reconciliation process for fiscal year 2018, a document that is expected to be released sometime in late summer 2017. Using budget reconciliation would allow tax reform to be passed by the Senate with just 51 votes, since debate on budget reconciliation is limited under Senate rules. And, of course, President Donald Trump has promised to sign comprehensive tax reform.

Is there a downside to using the budget reconciliation process?

Any tax provision passed under the budget reconciliation process that would lose revenue beyond the budget window (i.e., usually 10 years) must expire at the end of the budget window. For example, the phased-in estate tax repeal, which was passed in 2001, was resurrected in 2011 after the 10-year window passed and Congress did not renew the repeal because of budget losses.

Are there other obstacles to comprehensive tax reform?

Perhaps the biggest obstacle to tax reform is simply Congressional lack of bandwidth. The new president and Congressional leaders have made many promises to take immediate action on so many controversial issues that they may simply run out of time.

What do you mean by comprehensive tax reform?

Comprehensive tax reform means that the corporate tax provisions, individual tax provisions, provisions dealing with pass-through entities, and international tax provisions would all be modified—and, ideally, simplified—at the same time.

How much would comprehensive tax reform cost?

That's the 2 trillion to 7 trillion dollar question. The Trump Plan would cost between \$5 trillion and \$7 trillion during the first 10 years. The House Blueprint would cost half that. Some Republicans argue that the rules on determining cost should be modified to take into account their estimate of growth as a result of implementing tax

reform—a budget process known as dynamic scoring. However, even with the use of dynamic scoring, the cost of the House Blueprint would drop by less than \$200 billion during the first decade. The Blueprint itself says that “it envisions tax reform that is revenue neutral.” Ultimately, the devil will be in the details.

So how is Congress going to pay for comprehensive tax reform?

At this point, Republican leaders are reporting that they won't. Essentially, they are asking for GOP deficit hawks to stand down during consideration of and votes on tax reform. They argue that they must take advantage of their control of both Congress and the White House, just as the Democrats did with the enactment of the Affordable Care Act.

Business Taxes

Republican Congressional leaders are starting tax reform with two competing proposals, the first issued by now President Donald J. Trump during his election campaign and the House Blueprint issued by the Republican leadership in the U.S. House of Representatives in 2016.

What do the two proposals say about business tax rates?

House Blueprint: The Blueprint would adopt a new concept, “active business income” from pass-through entities and sole proprietors, and cap the tax rate at 25 percent. “Active business income” is the income remaining after deducting the “reasonable compensation for services” for the owner(s). This means that for owners of a pass-through entity, an amount equal to a reasonable compensation for the owners' services would be taxed at the regular personal income tax rate for each owner. The remainder of the income generated by the company would be considered to be “active business income,” which would be taxed at a rate no higher than 25 percent. The Blueprint would reduce the tax rate for C corporations to 20 percent.

Trump Plan: Under the Trump Plan, the business tax rate would drop to 15 percent for both C corporations and “active business income” for pass-through entities.

What do the proposals say about the expensing of investments?

House Blueprint: All businesses would be permitted to expense investments in all tangible and intangible assets, except land. The Blueprint would eliminate the deduction for interest expense associated with the debt incurred to finance the investment (though it can be deducted up to the corporation's interest income).

Trump Plan: Manufacturers would be able to deduct 100 percent of asset acquisition and production costs but would not be permitted to deduct interest expenses.

What would happen to the Alternative Minimum Tax?

Both the House Blueprint and the Trump Plan would eliminate the AMT.

What about existing tax deductions and credits?

Both plans would eliminate most tax deductions and credits. The research and development credit would be retained.

What about border adjustability taxes?

House Blueprint: The corporate tax would not apply to exports. Corporations would no longer be able to deduct the cost of imported items; that is, imports would be subject to corporate tax. This provision is estimated to raise over \$1 trillion in tax revenue over 10 years. However, it is highly controversial in the business community (and thus Republicans) pitting importers versus exporters.

Trump Plan: Tariffs would be levied on imports.

How would employer-based retirement plans be addressed?

The House Blueprint directs the House Ways and Means Committee to consolidate and reform the many existing options “to provide effective and efficient incentives for savings and investments.” This would seem to indicate that the flexibility that is now in the system would be diminished.

How would net operating losses be treated?

Under the House Blueprint, net operating losses would be allowed to be carried forward indefinitely.

How would inventory be treated?

The House Blueprint directs the House Ways and Means to continue to “evaluate options for making the treatment of inventory more effective and efficient in the context of this new system.”

How would the current deduction for interest be treated?

Both the House Blueprint and the Trump Plan favor equity over debt financing. The House Blueprint directs the House Ways and Means Committee to “work to develop special rules for banks, insurance and leasing companies to take into account the role interest income and expense plays in their industry.”

Individual Taxes

What would happen to individual tax rates?

Both the Trump Plan and the House Blueprint would reduce personal tax rates as follows:

- 0-12 percent for married couples filing jointly with taxable income below \$75,000.
- 25 percent for married couples filing jointly with taxable income between \$75,000 and \$225,000.
- 33 percent for married couples filing jointly with taxable income above \$225,000.

The thresholds are half the above amounts for single taxpayers. The head of household rates would be eliminated.

What would happen to the standard deduction?

House Blueprint: The standard deduction would be increased to \$24,000 for a joint filer, \$18,000 for a single

taxpayer with a child and \$12,000 for a single filer.

Trump Plan: The standard deduction would be increased to \$30,000 for a joint filer and \$15,000 for a single filer.

What would happen to personal exemptions?

Both plans would eliminate personal exemptions.

What about itemized exemptions?

House Blueprint: Itemized deductions would not be capped. Deductions for mortgage interest and charitable contributions would be preserved.

Trump Plan: Itemized deductions would be capped at \$200,000 for joint filers and \$100,000 for single filers.

What about the Alternative Minimum Tax?

Both plans would eliminate the AMT.

What would happen to various investment tax rates?

House Blueprint: The tax rates for net capital gains, dividends and interest income would be cut in half—that is, they would be subject to tax rates of 6 percent, 12.5 percent or 16.5 percent depending on the tax bracket.

Trump Plan: Current rates would not be changed.

What about the estate tax, the generation-skipping transfer tax and the gift tax?

Both the House Blueprint and the Trump Plan would repeal the estate tax and the generation-skipping transfer tax. Neither addresses the gift tax. Under the Trump Plan, a new “death capital gains tax” would be imposed on the first \$10

SCI	SOIL CONSULTANTS, INC.
	Engineers and Geologists Since 1951
Geotechnical Engineering Nondestructive Testing Contract Drilling	Construction Materials Testing Special Inspections Environmental Consulting
SCDOT DBE & SBE, Governor's OSMBA WBE Charleston County SBE, City of Charleston WBE	
CHARLESTON OFFICE P.O. Drawer 698 Charleston, SC 29402-0698 P: 843.723.4539 F: 843.723.3648	MYRTLE BEACH OFFICE 4118 Susie Ln Myrtle Beach, SC 29588-8509 P: 843.236.6616 F: 843.236.0474
E: engineers@soilconsultantsinc.com WWW.SOILCONSULTANTSINC.COM	



2017 Virginia Casey Short Award - Nomination Form
Nominations due before May 15th

The Virginia Casey Short (VCS) Award, named in honor of ASAC's first full time Executive Director, is the maximum recognition bestowed upon an ASAC member. To be eligible for the VCS Award, a nominee must have been a member of ASA of the Carolinas for five (5) years as of January 2, 2017.

The VCS Award Committee considers the following criteria, among other things, which it thinks pertinent:

- The nominee's outstanding citizenship and service to the association in a fashion which most exemplifies the personality, attitude and character of Virginia Casey Short;
- The attitude and personality of the nominee from a standpoint of enthusiasm, positiveness and leadership;
- The nominee's participation during meetings;
- The nominee's service on committees, the board and as an officer;
- The nominee as an active participant in all association matters;
- The nominee's efforts to bring in new members;
- The nominee's demonstrated adherence to the Subcontractor's Code of Ethics;
- The nominee's service to the community;
- The nominee's record in respect to attendance at meetings and payment of dues and other charges.

The VCS Award will be presented during the ASAC Convention at the Renaissance Asheville Hotel, Asheville NC on June 17th, 2017.

Past VCS Award recipients include:

Tommy Parker, Eddie Williams, Robert Roberson, Harry Robbins, Bill Cooper, Dave Denson, Alan Jennings, Charles Truluck, Daniel Brailsford, Fenton Erwin, Jay Foreman, Theresa Brewer, Timmy McLaughlin, John Parker, Brian Johnson & Terry Preston.

To submit your nomination for the VCS Award, complete the information below, in addition to a brief narrative of the nominee's qualifications on a separate sheet. This form must be returned to the ASA Carolinas Executive Director no later than May 15th, 2017.

Name of Nominee: _____
 Company: _____
 Address: _____
 Nomination made by: _____
 Your Phone #: _____
 Your Company: _____
 (Provide a brief narrative of the nominee's qualifications)

Mail to: ASAC, 104-A North Woodland Drive, Lancaster, SC 29720 **OR** **Email to:** asac@asacarolinas.com



**ASAC Education
Committee Report—
February, 2017**

**ConsensusDocs Updates Best Practice
Standard Contracts
*Keeping You Ahead of the Curve!***

The [ConsensusDocs](#) Coalition has published the 2016 comprehensive revisions to many of its prime and subcontract agreements. Contracts are the foundation of every project, and ConsensusDocs' mission is to publish contracts that advance project results. The revised contracts address industry changes impacting insurance, legal, technology, and terminology.

Here are the ConsensusDocs Contracts that have been revised to help you remain current with industry changes:

- **ConsensusDocs 200** Owner & Constructor Agreement
- **ConsensusDocs 205** Owner & Constructor Short Form Agreement
- **ConsensusDocs 240** Owner & Design Professional Agreement
- **ConsensusDocs 750** Constructor & Subcontractor Agreement
- **ConsensusDocs 751** Constructor & Subcontractor Short Form Agreement

Coming in early 2017 the following revised contracts will be released:

- ConsensusDocs 235 Owner & Constructor Short Form Agreement (Cost of Work)
- ConsensusDocs 245 Owner & Design Professional Short Form Agreement
- ConsensusDocs 410 Owner & Design-BUILDER Agreement (Cost of Work Plus Fee with GMP)
- ConsensusDocs 415 Owner & Design-BUILDER Agreement (Lump Sum)
- ConsensusDocs 420 Design-BUILDER & Design Professional Agreement
- ConsensusDocs 450 Design-BUILDER & Subcontractor Agreement
- ConsensusDocs 460 Design-BUILDER & Subcontract Agreement (Cost Plus with GMP)
- ConsensusDocs 500 Owner & Construction Manager Agreement (GMP with Preconstruction Services Option)

The [Coalition](#) will continue to release new and updated contract documents throughout 2017 and beyond to further its mission of helping the industry build a better way.

ConsensusDocs are the only industry standard contracts written by a coalition of 40 leading design and construction industry associations. Offering [100+ contract documents](#) addressing all methods of project delivery, ConsensusDocs incorporate fair risk allocation and best practices to represent the project's best interests. Coalition members represent Designers, Owners, Contractors, Subcontractors and Sureties (DOCS).

For additional information, please visit www.ConsensusDocs.org.

You can contact us at (866) 925-DOCS (3627) or support@consensusdocs.org.

CONSENSUSDOCS CONTRACTS ARE COPYRIGHTED DOCUMENTS.

YOU MUST HAVE AN ACTIVE SUBSCRIPTION TO USE THE CONTRACTS IN WHOLE OR IN PART.

USE OF THE CONTRACTS WITHOUT A SUBSCRIPTION IS STRICTLY PROHIBITED.

EACH FINALIZED CONTRACT IS ENCRYPTED WITH A UNIQUE SECURITY ID.



Building a stronger business starts with the right advisor.

Our Construction Team provides a wide-range of accounting and advisory services to general contractors, specialty contractors, engineers and architects. We bring clients valuable insight and a unique perspective based on in-depth knowledge and first-hand industry experience. Benefit from advisors who understand your business from the ground up.



Georgia | North Carolina | Ohio | South Carolina | Tennessee | Virginia
elliottdavis.com



GULF STREAM CONSTRUCTION

General Site Contractor

Gulf Stream Construction Company, Inc.

1983 Technology Drive

Charleston, South Carolina 29492

843-572-4363

www.gulfstreamconstruction.com

Celebrating 51 Years of Excellence

1966 - 2017

ASAC and Whitehurst Offer

Discounted Dental, Vision, Life & Disability Plans to Member Businesses



The American Subcontractors Association of the Carolinas (ASAC) and Whitehurst Strategic Partners are excited to announce that they will soon be offering discounted VBA Dental, Vision, Life & Disability Plans. These benefits will be available to ASAC member businesses starting in December 2014.

VBA Dental Insurance Plans are among the most competitive dental plans on the market today in both pricing and benefits. They allow employees to choose ANY dentist they prefer. As an added enhancement, employees also have the option to use VBA's Maximum Care Dental Network to choose their dentists, which will save them additional money. The minimum enrollment is only three employees and group plans are guaranteed issue*.

VBA Vision Insurance is an affordable way for employees to protect and maintain their sight. It uses the VSP national network of over 22,000 participating locations. It is 100% voluntary, and the minimum enrollment is also only three employees. Plans are guaranteed issue* and rates are guaranteed for two years.

For more information or a custom quote for your business, please call Whitehurst Strategic Partners at 919-488-5240.

**Employer restrictions may apply*

About VBA



VBA (Voluntary Benefits Agency, LLC) is a privately-held company based out of Columbus, Ohio, and is licensed to do business in 48 of the 50 United States. VBA is a General Agency and Enrollment Firm dedicated to doing business exclusively through the broker community and is often referred to as "The Broker's Broker".

VBA has built itself on selecting the right products and the right plan designs to match the needs of each individual client. With 19 years experience in the voluntary benefits arena, our staff understands the insurance market. Every client is different and every need is unique. We will help ASAC's members design the right plan and the right mix of products to meet their individual needs.

About Whitehurst Strategic Partners



Whitehurst Strategic Partners was founded in 1966 and offers personal service to our clients by communicating on a regular basis. We minimize losses, reduce costs and maximize protection by identifying the risk unique to your business. Over the years, we have built a reputation for providing our clients with value and service. We offer ASAC members customized solutions to protect what means the most to them, their families, employees and other assets.

2017 ASAC Convention

Together We
"CAN"
Make ASAC Greater



The Asheville Renaissance, Asheville NC
June 15th – June 18th, 2017

American Subcontractors Association of the Carolinas (ASAC)

104-A North Woodland Drive, Lancaster, SC 29720

Phone: (803 or 877) 285-3356

Email: asac@asacarolinas.com

Web Site: www.asacarolinas.com

Facebook: American Subcontractors Association of the Carolinas Inc.

REGISTRATION—Registration rates listed apply to registrations
March 1st, 2017—March 31st, 2017

NOTE: To qualify for the "early" reduced registration rate, completed registration WITH
PAYMENT must be received at the ASAC Office BEFORE March 31st.

2017 ASAC Convention

Together We “CAN” Make ASAC Greater

Schedule

THURSDAY— June 15, 2017

12:30 PM Convention Registration Open
1:00 PM ASAC Executive Committee Meeting
3:00 PM ASAC Full Board Meeting
3:00 PM Hotel check in time
6:00—7:00 Welcome Reception

FRIDAY— June 16, 2017

8:00—9:00 AM Breakfast
9:00—10:00 Keynote Speaker—CHUCK GALLAGHER,
“*SECOND CHANCES: Transforming Adversity into Opportunity*”
10:15—10:45 General Membership Meeting
10:45—12:00 Program: “**BREAKING COMMUNICATION BARRIERS**”, Chuck Gallagher
1:00 PM Whitewater Rafting (*Optional Event*)

SATURDAY— June 17, 2017

8:00—9:00 AM Breakfast
9:00 —10:00 AM General Contractor Panel Discussion
10:00—10:15 Break
10:15—11:30 Program: TBA
1:00 PM Golf—Asheville Country Club (*Optional Event*)
7:30 PM Reception
8:00 PM Banquet & Silent Auction

We are looking forward to a great conference in beautiful downtown Asheville NC.

The Renaissance Asheville is located within walking distance of many restaurants, shops, entertainment and other activities.

For more information on things to do in Asheville, check out www.exploreasheville.com

We look forward to seeing you in Asheville NC for another great ASAC Convention!



Asheville Renaissance Hotel

31 Woodfin Street
Asheville NC 28801-3020

Phone: (828) 252-8211

ASAC Convention/Vendor Table Registration
June 15th, 2017 — June 18th, 2017.....Renaissance Asheville Hotel, Asheville 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 Breakfast & Seminars, Saturday Breakfast, Seminars, Welcome Reception/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 before March 31st \$ _____

Registration for _____ additional couple (s) from same company at \$750 each before March 31st \$ _____

Individual registration \$635 per person before March 31st \$ _____

Above registrations include Early Registration Discount with payment received at the ASAC office before March 31st.

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 \$ _____

TO HELP US PLAN FOOD SERVICE OFFERED DURING THE CONVENTION

PLEASE COMPLETE THE FOLLOWING:

<u>Date/Event</u>	<u># Attending</u>	<u>Date/Event</u>	<u># Attending</u>
Thursday Evening (6/15/17) Welcome Reception	_____	Saturday Morning (6/17/17) Breakfast	_____
Friday Morning (6/16/17) Breakfast	_____	Saturday Morning (6/17/17) Programs	_____
Friday Morning (6/16/17) Programs	_____	Saturday Evening (6/17/17) Recep./Banquet	_____

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 16th —1:00 pm—WHITEWATER RAFTING - \$195 per person

Includes transportation to the French Broad River, admissions and all required gear, bottle waters, boxed lunches.

Number Participants _____ *@ \$195 each* \$ _____

Saturday, June 17th —1:00 pm—GOLF—\$100 per player

Country Club of Asheville (170 Windsor Drive, Asheville NC 28804) Includes Cart & Lunch.

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

Method of Payment:

_____ MasterCard _____ Visa _____ Discover

TOTAL AMOUNT DUE \$ _____

_____ 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, 2017. No refunds on or after May 14th, 2017.

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

EMAIL to: asac@asac Carolinas.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 Friday, May 19th, 2017** by calling (828) 252-8211 and refer to the American Subcontractors

Association of the Carolinas for your discounted rate of \$249 plus applicable taxes per night .



**CONVENTION
SPONSORS
TO DATE**

Big Bucks

*ASAC Midlands Chapter
David Allen Company, Raleigh NC*

Platinum Plus

Schulz Iron Works Inc., Raleigh NC

Platinum

*Gulf Stream Construction, N. Charleston SC
Shellste Metals Inc., Apex NC
Truluck Construction, Charleston SC*

Silver

*Dillon Construction Services, Irmo SC
Sanders Brothers Constr., N. Charleston SC
Soil Consultants Inc., Charleston SC
Whitehurst Strategic Partners, Wake Forest NC*

Copper

*Pinnacle Constr. & Dir. Boring Inc., Summerville 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

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

FEBRUARY 2017



ASAC MISSION STATEMENT— To promote the value of ASA; to become a leader in the construction industry by representing the interest of the membership by developing laws & legislation and by setting a standard of support, quality and service to our customers & communities.

Visit the ASA of the Carolinas (ASAC) web site at www.asacarolinas.com and the ASA National (ASA) web site at www.asaonline.com where you will find members listed by trade, construction law updates, contractor references on the BPI, lien lists, legislative updates, meeting schedules, contract information and more!

CAROLINA SUBCONTRACTOR

Published for the information of its members and others active in the construction industry in the Carolinas. Pertinent articles are invited and may be revised to meet space limitations. Advertisements occasionally appearing in this publication do not indicate endorsement of any product or service by ASAC.

Some articles may have copyright restrictions and should not be reprinted without written permission from originator.

Chuck PinnixPresident	Rob Jenkins.....1st VP	Tiffany Gidley.....2nd VP
Mike Young.....Secretary	Rick PadenTreasurer	Sarah Windham.....Asst. Treasurer
Cindy Schulz ...Honorary Chairman of the Board		
Linda Burkett.....Executive Director	Sharon Catoe.....Administrative Assistant	



Phone: (803 or 877) 285-3356 Email: asac@asacarolinas.com Web Site: www.asacarolinas.com



MIDNIGHT RUNS.

We make emergency deliveries 24 hours a day, 7 days a week.



The Carolinas' and Georgia's Specialist in Rebar, Wire Mesh, Caulking, Waterproofing, and all Concrete and Masonry Accessories.

• Columbia, SC
803-791-8700

• Charleston, SC
843-760-0780

• Charlotte, NC
704-358-9797

• Greenville, SC
864-269-7007

• Colfax, NC
336-992-0237

• Hardeeville, SC
843-784-1580

• Garner, NC
919-662-9012

• Myrtle Beach, SC
843-236-6447

• Snellville (Atlanta), GA
404-844-2555

www.newsouthsupply.com

KNOW HOW. CAN DO.™