



# THE SUBtext

ASA SAN ANTONIO | 13333 Blanco Rd. Ste 306, San Antonio, TX 78216 | 210.349.2105

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*Fire Alarm Control Systems, Inc.*

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*ESC Safety Consultants*

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*Allen & Allen Company*

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*Michalak, PC*

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*You Name It Specialties*

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*EquipmentShare*

## CHAPTER ATTORNEYS

**Bethany Beck**

*Sanderford & Carroll*

**Tom Walthall**

*Sanderford & Carroll*

## CHAPTER HISTORIAN

**Greg Kanning**

*Dumas Hardware*

## NATIONAL BOARD

**Kenneth Moore**

*KCM Cabinets*

## PRESIDENT's message

Forgive me for not shaking your hand!

A few of the hardest words to say as a Texas subcontractor. We have been accustomed to taking people at their word and have done business in the past on a handshake. It is an interesting time we are living in and certainly a blessing to be considered an essential business. The title 'essential business' comes with relief to be working and having an income for our team and their families as well as stress of sending everyone to work in the field or office with exposure to an unseen enemy, COVID-19. This virus is wreaking havoc in a construction world that has already been rocked by blue collar worker shortages. Added to that our ability to stay on our feet with regulations and contract negotiations like none we have seen before. Now add contracts with virus stipulations and this makes for a special ASA-San Antonio training exercise everyone should be attending (ask about details on our 5 week Back-2-Basic Contract class).

On the positive it is also a time for opportunity and growth in our industry. We are essential to developers, general contractors, building owners whether commercial, residential, medical, educational, or military base. We are essential to the continued growth of our city as we take part in new construction, maintain and remodel existing spaces. All of this also comes at an additional cost to follow federal COVID-19 sick leave mandates (FFCRA) and supply the right PPE's to keep our employees safe. We pray for everyone's safety and ability to fight the virus with a vengeance. We remember those we lost recently to the COVID-19 virus and others due to previously diagnosed health conditions. We pray for their families as they fill the void with memories and know their loved ones and our friends will not be forgotten as a person who had an impact in the industry.

As I start the new year as your Board President, I am imagining what the next 12 months will bring in opportunities and challenges to all of us and especially to you, our members. I look forward to working with educational institutions with construction curriculum students to build their interest in the industry where there are so many opportunities for a successful financially rewarding career. I want to bring members together to meet with political allies and work to protect our subcontractor rights as we prepare for the 2020 elections and 2021 ASA Walk on the Capital. I want to continue networking opportunities, with safety in mind, to support each other working together to get jobs done with quality subcontractors. Take a moment to review our ASA calendar as we add opportunities for educational training, informative speakers, and business continuation skills. Be assured we will follow CDC protocols and it is up to you to wear your mask, wash your hands, keep social distancing and stay home when you are not well to prevent the spread of COVID-19.

*Debbie Hannasch  
Fire Alarm Control Systems  
ASA San Antonio Chapter President*



Committee involvement is one of the BEST ways to gain value from your ASA Membership! Please consider serving on an ASA Committee & contact the ASA office or the Committee Chair listed below to find out how you can get involved!

## **ASA COMMITTEE CHAIRS**

### **Membership**

Nick Metcalf  
[Rx Technologies](mailto:RxTechnologies)

### **Safety Committee**

Britt Bulgerin  
[britt.bulgerin@bigstateelectric.com](mailto:britt.bulgerin@bigstateelectric.com)

### **Government Advocacy**

Ish Gonzalez & Tom Freund  
[igonzalez@alphaiwp.com](mailto:igonzalez@alphaiwp.com)  
[tom@freundenterprises.com](mailto:tom@freundenterprises.com)

### **Rodeo BBQ**

Mike McGinnis  
[mike@lumberhardware.com](mailto:mike@lumberhardware.com)

### **Golf Tournament**

Jan Meuth & Adam Matthys  
[jan@ynis.net](mailto:jan@ynis.net)  
[amatthys@chamberlinltd.com](mailto:amatthys@chamberlinltd.com)

### **Subfest & BBQ Cook-Off**

Mike McGinnis  
[mikem@lumberhardware.com](mailto:mikem@lumberhardware.com)

### **Fishing Tournament**

Greg Kanning & Ish Gonzalez  
[greg@dumashardware.com](mailto:greg@dumashardware.com)  
[igonzalez@alphaiwp.com](mailto:igonzalez@alphaiwp.com)

### **Clay Shoot**

Ted Dunnam  
& Toby Martinez  
[tdunnam@escsafety.com](mailto:tdunnam@escsafety.com)  
[toby@bexarexcavating.com](mailto:toby@bexarexcavating.com)

### **Pour-Off Committee**

Ish Gonzalez  
[igonzalez@alphaiwp.com](mailto:igonzalez@alphaiwp.com)

### **Tailgate Mixer**

Mike McGinnis & Toby Martinez  
[mikem@lumberhardware.com](mailto:mikem@lumberhardware.com)  
[toby@bexarexcavating.com](mailto:toby@bexarexcavating.com)

# **Stand-Down for Safety**

Fatalities caused by falls from elevation continue to be a leading cause of death for construction employees, accounting for 320 of the 1,008 construction fatalities recorded in 2018 (BLS data). Those deaths were preventable. The National Safety Stand-Down raises fall hazard awareness across the country in an effort to stop fall fatalities and injuries.

## **What is a Safety Stand-Down?**

A Safety Stand-Down is a voluntary event for employers to talk directly to employees about safety. Any workplace can hold a stand-down by taking a break to focus on "Fall Hazards" and reinforcing the importance of "Fall Prevention". Employers of companies not exposed to fall hazards, can also use this opportunity to have a conversation with employees about the other job hazards they face, protective methods, and the company's safety policies and goals. It can also be an opportunity for employees to talk to management about fall and other job hazards they see.

## **Who Can Participate?**

Anyone who wants to prevent hazards in the workplace can participate in the Stand-Down. In past years, participants included commercial construction companies of all sizes, residential construction contractors, sub- and independent contractors, highway construction companies, general industry employers, the U.S. Military, other government participants, unions, employer's trade associations, institutes, employee interest organizations, and safety equipment manufacturers.

## **How to Conduct a Safety Stand-Down**

Companies can conduct a Safety Stand-Down by taking a break to have a toolbox talk or another safety activity such as conducting safety equipment inspections, developing rescue plans, or discussing job specific hazards. Managers are encouraged to plan a stand-down that works best for their workplace anytime. See Suggestions to Prepare for a Successful "Stand-Down" and Highlights from the Past Stand-Downs. OSHA also hosts an Events page with events that are free and open to the public to help employers and employees find events in your area.

## **Share Your Story**

If you want to share information with OSHA on your Safety Stand-Down, Fall Prevention Programs or suggestions on how we can improve future initiatives like this, please send your email to [oshastanddown@dol.gov](mailto:oshastanddown@dol.gov). Also share your Stand-Down story on social media, with the hashtag: **#StandDown4Safety**.

**PLUS!** Be sure to let the ASA Office know you're planning a stand-down and receive an ASA Stand-Down banner to display at your jobsite!

**Get  
Your  
Certificate**

*Employers will be able to provide feedback about their Stand-Down and download a Certificate of Participation following the Stand-Down. The certificate pages will be active on September 14, 2020, for employers to enter their information and print their certificate.*



# MEMBERSHIP Corner

It's incredible to see so many new companies jumping in to join ASA, and that is a testament to YOU and your enthusiasm for our association. It's no secret that ASA members strive to do business TOGETHER & the more quality contractors and companies who join, the stronger we ALL become as a team. Spreading the word throughout the industry is the best referral we can get, and we thank you for all you're doing to promote ASA. Speaking of spreading the word, we hope you're taking time to check out our videos on social media and in the weekly Monday email update. We have a number of surprises coming in the next few months that you won't want to miss, so if you're not receiving the updates be sure to reach out to the ASA office to be added to the email blast, and subscribe to our ASA YouTube page so you never miss a new video!

## Welcome to our newest members

Please take the time to meet the newest members of ASA of San Antonio, and let's start building a better future together!

### Anchor Insulation of Texas

Gabe Aguilar  
17170 Jordan Road # 405  
Selma, TX 78154  
210.455.0501  
www.anchoritx.com  
Trade: HVAC, Plumbing,  
Equipment Insulation, Heat  
Trace Insulation

### Bonded Lightning Protection Systems

Beth Weddle  
122 Leesley Lane  
Argyle, TX 76226  
800.950.7933  
www.bondedlp.com  
Trade: Lightning Protection

### M Co Asphalt Milling & Contration

Beau Bukowski  
PO Box 248  
Buda, TX 78610  
512.748.1611  
Trade: Asphalt Milling

### PJ Industries Inc/ PJ Services

Patricia Johnson  
11585 Galm Road  
San Antonio, TX 78254  
210.523.5282  
Trade: Distributor of HVAC  
supplies/equipment; CAD/BIM  
drafting services

### Team Mechanical of Texas

Chris Humphries  
131 Guttuso Rd  
New Braunfels, TX 78132  
830.865.5103  
Trade: HVAC & Plumbing  
Service and Construction

### Young Brothers Fire Protection

Rusty Young  
14107 Bandera Road  
Helotes, TX 78023  
210.695.2266  
Trade: Fire Sprinkler

INDUSTRY CHAMPIONS



**SOUTHERN AMERICAN**  
INSURANCE AGENCY

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ASA INDUSTRY LEADERS



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# ASA SUMMER GOLF TOURNAMENT

## JULY 27, 2020 TPC GOLF COURSE



1st Place Gross  
BizDoc, Inc.



1st Place Net  
Anchor Insulation of Texas



2nd Place Gross  
Skanska



2nd Place Net  
Allegiance Floors



3rd Place Gross  
Sundt



3rd Place Net  
Chamberlin Roofing & WP

ASA Members enjoyed a beautiful day on the greens at TPC's Canyon Course. Over 120 golfers came out to enjoy the fun & festivities, and even with social distancing everyone had a great time. Special thanks to our corporate sponsor, **EquipmentShare** for your support. Save the date for our Spring Tournament, April 8, 2021 at The Golf Club of Texas.





# ASA CLAY SHOOT 2020

## AUG 20, 2020

The heat couldn't stop over 150 of the BEST shooters in the industry from coming out to the National Shooting Complex for the ASA 2020 Sporting Clay Shoot Tournament! After a quick registration & lunch, shooters headed out to the red and yellow courses for shooting fun! In spite of COVID everyone had a "blast" (pun intended!) & we hope you'll join us next year, August 19, 2021!

### CONGRATS TO THE WINNERS

#### RED COURSE

Top Team  
Big State Electric

#### YELLOW COURSE

Top Team  
IBTX Team 1

#### RED COURSE

1st Place A Division  
Austin Luchak

2nd Place A Division  
Jacob Sireno

3rd Place A Division  
Jay Gable

1st Place B Division  
John Thimons

2nd Place B Division  
Rick Nanez

3rd Place B Division  
Preston Jordan

#### YELLOW COURSE

1st Place A Division  
Clyde Culver

2nd Place A Division  
Bruce Culver

3rd Place A Division  
Brad Moore

1st Place B Division  
Kurt Rogers

2nd Place B Division  
Shannon Young

3rd Place B Division  
Jason Hennesey

Leading Lady  
Carissa Flores

Gave It Your Best Shot  
Blaine Ash

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General Contractors



Thank You to our Corporate Sponsor  
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**CONGRATULATIONS  
KENNETH MOORE:  
NEWEST ASA NATIONAL  
BOARD MEMBER**

ASA National is proud to announce that Kenneth Moore, founder of KCM Cabinets in San Antonio, TX, will be joining the ASA National Board of Directors. The ASA National Board will formalize his addition to the team at the September virtual Board Meeting, and then Kenneth will officially be part of a ballot sent to the membership prior to SUBExcel and the sworn in during the Annual Business Meeting.

Kenneth Moore came from humble beginnings and after gaining experience in the construction industry, he took a leap of faith and opened his own cabinetry company, KCM Cabinets. He worked for numerous cabinet and millwork companies in the San Antonio area before deciding to start his own casework and millwork shop in 1998. Since then KCM Cabinets has grown to serve Texas and even some surrounding states. His determination, focus, and drive helped his company flourish and become one of the leading cabinetry companies in the San Antonio industry.

It's that same determination, focus & drive that brought him into a leadership position within the San Antonio Chapter of ASA. Kenneth joined the San Antonio Chapter Board in 2014 with a goal to increase communication. Kenneth knew that new energy and open lines of discussion could give the association the breath of fresh air it desperately needed after a period of decline in membership. Rising from a director to Vice President, he then served two consecutive terms as President. As President, Kenneth quickly went to work restructuring the format of the board meetings to encourage seasoned members and experienced former board members to attend board meetings to provide guidance and feedback. This open discussion encouraged the new board members to think outside the box and be creative, but also helped them maintain a clear understanding of the chapter history and legacies they should protect. Through continued efforts to improve communication, the San Antonio Chapter grew to its largest membership total in the chapter's 35-year history! Kenneth Moore is a true leader.

# Construct A Kid's Christmas Gala 2020

*by Jennifer Swinney, ASA Executive Director*

With so much uncertainty going on in the world due to COVID and new safety precautions, many events and celebrations are being postponed or canceled. The festivity simply isn't worth the risk. However, when the Construct-A-Kids Christmas Board & Committee was faced with the possibility of canceling their event this year, the reaction was a resounding "NO!"

Cancellation was NOT an option and they immediately sprang into action to form a "plan B." They knew that too many innocent children were counting on the San Antonio construction industry to give them hope and joy in an otherwise tragic year. The children in need aren't just trying to find a "new normal" amidst COVID, they are struggling with finding a way of survival.

When schools were closed, many children saw their only source of healthy meals disappear. Where they once had to find a way to get food over a two-day weekend, they were now struggling to find a way to get food every single day. Many children have younger siblings that they are now forced to take care of day after day, with no breaks, no help, no playmates, no chance for them to have time to be a kid themselves.

Additionally, with COVID adding stress on adults along with the turmoil and confusion of our country, many children have found themselves the "punching bag" for angry parents and caretakers. These children, now more than ever, need the support and assistance of programs like Bexar County Child Protective Services (CPS) and Child Advocates of San Antonio (CASA), which are the primary benefactors of the Construct-A-Kids Christmas Gala.

We are fortunate that the construction industry has remained essential, with the 20th Anniversary of the Construct-A-Kids Christmas Gala we hope to remind these children that they are essential, too.

*For more information visit the Construct-a-Kids Christmas website: [www.cakc-sa.org](http://www.cakc-sa.org)*

# MEMBERSHIP *Benefit*

Did you know that most members are eligible to earn a **SECOND** dividend with Texas Mutual? Join others in your industry to maximize savings.

We know that workers' comp is one of many business expenses you have to consider. Joining a safety group can help you maximize your savings through premium discounts and group dividends.

## What are the benefits?

In addition to a 12.2% to 12.4% premium discount, you'll have access to customized safety resources for your industry and the potential to earn a second dividend.

Dividends are based on performance and are not guaranteed, but Texas Mutual has paid dividends for more than 20 consecutive years.

## How do I join a safety group?

Your agent can see if you qualify for a safety group during the quoting process. Texas Mutual does not charge any additional fee to join a safety group, your eligibility is included in your membership.

**Texas Mutual**  
Insurance Company

*The Future's so Bright*



It probably goes without saying that when the 18 members of the ASA Board of Directors accepted their positions, they never expected to be leading the chapter in the midst of a global pandemic. Unfortunately, that's just what 2020 brought with it earlier this year. However, this team of leaders chose to buckle down and work hard to ensure the association and the San Antonio construction industry stayed safe and essential, and they found new ways to host events and continue to press forward together. Each board member continued to champion the three pillars of ASA: Education, Advocacy & Networking, and reached out to ASA members to hear their needs, help with their struggles, and lend a hand. Through all the chaos of the past few months one thing has remained constant - their positivity. ASA Chapter Vice President, **Ted Dunnam**, stated "we might be spending a lot of time and energy on getting through these times, but no matter how dark it seems, we can always count on the hopefulness of the future and believe for brighter days on the horizon."

## Outgoing Board Members



Chris Christians  
Lynwood Building Materials



Kenneth Moore  
KCM Cabinets

*Those who can, do. Those who can do more, volunteer.*  
~Author Unknown

# UPCOMING EVENTS

## OCTOBER

Oct 28 - Killer Contracts Seminar  
Oct 29 - Tailgate Mixer

## DECEMBER

Dec 3 - 20th Anniversary  
Construct-a-Kids Gala

## FEBRUARY

Feb 10 - TCA Walk on the Capitol  
Feb 24 - SubExcel

## MARCH

TBD - Pour Off & Texas Hold 'Em  
Mar 10 - ASA Awards Banquet

## APRIL

TBD - Fiesta Mixer  
Apr 8 - Spring Golf Tournament

Thank You to our  
Newsletter Sponsor



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Let's *get* Social



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