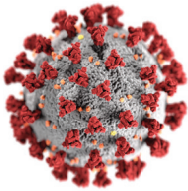




Associated Subcontractors
of Massachusetts

2020 YEAR IN REVIEW

2020: The Year of the Pandemic



The COVID-19 pandemic has had a tremendous impact on construction in Massachusetts and the surrounding region. It was Wednesday, March 10, 2020, when the Baker-Polito Administration declared a State of Emergency urging private sector employers, where possible, to limit or eliminate non-essential travel and larger meetings. We all know the ups and downs we have experienced since March. Through all the challenges, ASM members have remained resilient and have dedicated themselves to adapting to the new normal of construction.

ASM by the Numbers in 2020

- 70** In 2020 ASM turns 70 years old
- 306** Members; 80% subcontractors
- 25** New members joined in 2020
- 7** Annual Premium Sponsors supported ASM in 2020
- 45** Number of specialty trades ASM Members practice
- 11** Number of times ASM provided testimony on legislative issues in 2020
- 23** Number of educational seminars, safety trainings, and webinars
- 1,280** Number of members and industry partners on our programs and seminars
- \$7,900,000** Dividends paid to qualified members in ASM Acadia Insurance Program between 2003–2019



Thank You to Our 2020 Premium Sponsors

PLATINUM



GOLD



SILVER



We turn 70 in 2020 and We Remember Our Beginnings

In 1950, a small group of subcontractors was alarmed by efforts to weaken a state law calling for competitive bidding of sub-trade work. Determined to preserve the law and protect subcontractor rights, they came together to form the Associated Subcontractors of Massachusetts (ASM). With the help of legendary construction attorney Joe Corwin (whose law firm still serves as counsel to ASM today), the founding members formed a legislative committee and set to work. Over the next several years, they not only saved the law, but persuaded Beacon Hill lawmakers to expand it to further strengthen the protections for subcontractors.

As a direct result of their efforts, we have the law as it is today, with separate “filed sub bidding” by 18 sub-trades, as well as direct payment rights for subcontractors. Also, thanks to the founders’ work, we now have in ASM the only statewide association that remains dedicated exclusively to the business issues affecting subcontractors.

Today, ASM is the voice of subcontractors on Beacon Hill — both union and open shop, in all of the specialty trades.

While remaining true to our mission to protect the rights of subcontractors, ASM today focuses on providing important resources and connections to help our members build their businesses. We also work in cooperation with general contractors and architects to promote fair business practices that benefit the entire industry.

Congratulations to ASM for reaching the 70-year milestone and special thanks to all the volunteer leaders who made our Association successful. Special thanks to all the ASM Past Presidents who served and led ASM over the years. Below is a list of ASM Past Presidents.



ASM Past Presidents

Susan Coghlin Mailman <i>Coghlin Electrical Contractors Inc.</i>	2017-2019	Paul F. McConnell <i>Norfolk Electric</i>	1993-1996
Joseph H. Bodio <i>LAN-TEL Communications</i>	2015-2017	Edward Dupre <i>Paragon Plumbing & Heating Inc.</i>	1989-1993
Richard R. Fisher <i>Red Wing Construction</i>	2013-2015	Michael Sullivan <i>A & A Window Products</i>	1985-1989
David G. Cannistraro <i>J.C. Cannistraro, LLC</i>	2011-2013	John Ostrow <i>Ostrow Electric Co.</i>	1982-1985
Sara Stafford <i>Stafford Construction Service, Inc.</i>	2008-2011	William F. Lynch <i>William F. Lynch Co., Inc.</i>	1976-1982
Scott Packard <i>Chapman Waterproofing</i>	2006-2008	David Vigoda <i>Norfolk Electric</i>	1973-1976
Christopher M. Molinaro <i>K&J Interiors, Inc.</i>	2002-2006	John J. Manganaro, Jr. <i>Manganaro Brothers</i>	1969-1973
Steven P. Kenney <i>N.B. Kenney Co., Inc.</i>	2000-2002	Fred C. McClean <i>Fred C. McClean Heating Supplies Inc.</i>	1965-1968
R. Lindsay Drisko <i>ENE Systems, Inc.</i>	1998-2000	John Ostrow <i>Ostrow Electric Co.</i>	1960-1964
Alan Kasow <i>M.L. McDonald Sales Co. Inc.</i>	1996-1998	Thomas G. Gallagher <i>Thomas G. Gallagher, Inc.</i>	1950-1960

ASM Leadership

Here is a look at our Officers & Directors who are leading the Association for the 2020-2021 term:

OFFICERS

- President** – Peter Gormley, *New England Waterproofing*, Natick
- President-Elect** – Jeffrey Marr, *Marr Scaffolding Company*, Boston
- Treasurer** – Steven Amanti, *E. Amanti and Sons Inc.*, Salem
- Assistant Treasurer** – Matt Brown, *Greenwood Industries Inc.*, Worcester
- Vice President** – Peter Townsend, *ML McDonald Sales Company*, Watertown
- Past President** – Sue Mailman, *Coghlin Electrical Services, Inc.*, Worcester
- CEO/Clerk** – Michael McDonagh

DIRECTORS

- Darlene Beshaw**, *Marsh & McLennan Agency*, Worcester
- Christopher Buell**, *Wright Architectural Millwork*, Northampton
- Leslie Carrio**, *DePaoli Mosaic Company*, Canton
- Dennis Drain**, *LAN-TEL Communications, Inc.*, Norwood
- Lawrence Eagan**, *Collins Electric Company*, Chicopee
- John Guarracino**, *J.M. Electrical Co.*, Lynnfield
- Cassie Johnston**, *Fall River Electrical Associates*, Fall River
- Michael Kosiver**, *Lockheed Window Corporation*, Pascoag, RI
- Brian Lynch**, *William F. Lynch Co.*, Worcester
- Jacquelyn Magill**, *EDM Construction*, Merrimac
- Regina McGregor**, *J.C. Cannistraro*, Watertown
- Michael McNulty**, *The Pearwood Group*, Cranston, RI
- Lenny Monfredo**, *E.M. Duggan*, Canton
- Bernard Quinlan**, *Sullivan Group*, Needham
- Ellen Young**, *Eastern Insurance Construction Division*, Natick
- Counsel** – David Wilson & John Curran, *Corwin & Corwin*, Woburn



ASM Mission

ASM's mission is to protect and advance the interests of all subcontractors and promote professionalism in public and private construction through education, communication and advocacy.

ASM is the state's leading association for specialty contractors. We represent companies of all trades, large and small, union and open shop, who work on major building projects across the commonwealth, in both the public and private sector.



Why be an ASM Member Anyway?

CONNECT | EDUCATE | ADVOCATE

1. CONNECTIONS

As an ASM member, you are part of a network of construction professionals who share ideas, advice, and industry updates through many different forums including seminars, committee meetings, and networking events. We can't wait to get back to in-person events once it is safe to do so under state guidelines.

2. ADVOCACY

Be a part of one of the state's most influential organizations, with a reputation for "getting things done." Some of our recent victories include legislation on prompt pay (statute was recently upheld by Superior Court) and 5% retainage.

3. PROFESSIONAL HOTLINES

If you have a question or concern, call or email ASM. We will connect you with our construction experts at Corwin & Corwin LLP, employment law experts at Hirsch Roberts Weinstein LLP, or insurance law experts at O'Connor & Associates LLC. Save money and call ASM for help.

4. STAY INFORMED

ASM's regular monthly publication ASM News & Events and our weekly Construction News keep you informed of industry changes, member news, and events.

5. INSURANCE COVERAGE

Members have access to the highly-rated Acadia Insurance Program for your commercial, liability and workers' compensation coverage with the potential to receive annual dividends. Since 2003 the Program has returned over \$7 million to eligible participants.

6. COMPETITIVE EDGE

Be the first to know about important business legal, and legislative developments that impact your business. Stay ahead of the curve and be part of a vibrant community of construction professionals.

7. RECOGNITION

Build name recognition and show yourself as an industry leader by being part of the Association. Share your company news, join a Committee, or step up and become a Premium Annual Sponsor.

The construction industry remains cautious but optimistic about what the next few years will bring. Construction is an integral part of the overall economy and future success will depend on the pipeline of new projects coming online in the next six to 24 months. ASM will remain active and engaged at all levels to help the construction industry and subcontractors navigate these challenging times.



15 Court Square, Suite 840, Boston, MA 02108

T: 617-742-3412 | F: 857-453-4338

email: mail@associatedsubs.com | web: www.associatedsubs.com