



**ARE YOU GETTING PAID?
ARE THE PAYMENTS TIMELY?
IS THE CONTRACT LANGUAGE FAIR?**



Most subcontractors rate these as their most serious concerns. Subcontractors have no greater advocate than the Minnesota Subcontractors Association. *ASA-MN works daily to improve your position.*

WE ARE SUBCONTRACTORS - THESE ISSUES ARE OUR FOCUS!

Our Members, Attorneys and Professional Lobbyists are working for you!

1. MSA leads a coalition of specialty contractor associations. We renewed the Contractors Bill of Rights Coalition (CBRC), an organization of the largest subcontracting trade associations in Minnesota. Our objectives is working together to improve existing law including:

- Indemnity provisions - each party should be responsible for their own errors
- Retainage - eliminate it or require interest payment on amounts held
- Require disclosure of payments to contractors (transparency)
- Pay if Paid / Pay when Paid - prohibit contract provisions allowing them
- Remove residential exclusions (**Passed in 2009**)
- Improve the effectiveness of liens as a collection tool

2. In the Courts - MSA led the way with an Amicus Brief before the Minnesota Supreme Court in support of subcontractor L.H. Bolduc. The crucial case involved indemnification. The 128 year old company faced \$235,000 judgment even though the courts determined that they were ZERO % negligent. We have a second case before the court (Safety Sign) on Bond Claims.

3. Best Practice and Education - MSA provides an ongoing series of programs presented by attorneys, accountants and professionals to enhance knowledge and facilitate your success; examples:

- Using the law to get paid
- Understanding contract provisions and negotiations
- Financial management
- Networking Events

No one else is focused on these issues. This is just a summary of the high points, there is much more.

There are thousands of subcontractors in Minnesota. We do 90% of the work on every project, as we do so, we also finance the project. We need your membership to increase subcontractor leverage. Join Today!

Testimonials:

Jennifer Sahler, President, Dispatch Trucking LLC- "As a small business, I wondered whether joining MSA would be a good investment. Now I renew my annual membership without question. As with any business owner, collecting our receivables can be a daily struggle. In the last year alone, the education that I have received, and the connections that I have made, helped me recover over 10 times the dollar value of my membership dues. I wish every business investment had that kind of return!"



Donna Gulden, President, Homeco Insulation, LLC- "MSA changed the way I do business" Donna used MSA materials and information to improve contracts and her ability to negotiate!



**For More Information about Joining MSA Call Today 763-413-0669 or visit
www.MSAMN.com**