

## MSA LEADS ON MINNESOTA SUBCONTRACTOR ISSUES

We coordinate the Contractors Bill of Rights Coalition (CBRC), an alliance of top Minnesota Construction Trade Associations. The CBRC is dedicated to improving business conditions for all construction subcontractors and suppliers in Minnesota through unified legislative action.

### MSA LOBBYIST

MSA has a dedicated lobbyist in St. Paul working for the passage of our bills and to coordinate the efforts of allied associations. This gives you year round support on Minnesota issues.

### MSA OBJECTIVES

Our objective is to improve existing construction law including:

- \* **Retainage Reform** - Limit the retainage % and limit the length of time it can be held
- \* **Prohibit Indemnity Transfer Via Contract or Insurance Policy** - Eliminate Duty to Defend
- \* **Transparency & Disclosure** - Regarding Project Financing Among Owners, Lenders, Primes, Subcontractors & Suppliers
- \* **Fair Contract Terms**

*Jennifer Sahler, President  
Dispatch Trucking LLC*

*"Collecting receivables can be a daily struggle. In the last year alone, the education I received, and the connections I made, helped me recover over 10 times the dollar value of my membership dues. I wish every business investment had that kind of return!"*

## EFFECTIVE ACTION ON SUBCONTRACTOR ISSUES

## WE WILL MAKE A DIFFERENCE

Subcontractors, with their suppliers perform 90% of all construction (residential & commercial). In spite of this, builders and contractors have been allowed to speak for the entire construction industry.

***We must stand together.***

Using the strength of our numbers, we can change the laws and influence regulators to compel fairness in construction practices and contracts.

***Join MSA and make a difference.***

## MSA IS YOUR PIECE



**Visit our website for more  
information about MSA  
[www.msamn.com](http://www.msamn.com)**

Minnesota Subcontractors Association  
1123 Glenwood Avenue, Suite 100  
Minneapolis, MN 55405  
Office: 763.413.0069  
Fax: 763.413.1131  
[info@msamn.com](mailto:info@msamn.com)



# MSA

## Minnesota Subcontractors Association

## THE VOICE OF MN SUBCONTRACTORS

Mike Schmalz, *Executive Director*  
Direct: 612.598.1753  
[execdir.mike@gmail.com](mailto:execdir.mike@gmail.com)

Fred Wessman, *Development Director*  
Direct: 612.236.5108  
[FredW@msamn.com](mailto:FredW@msamn.com)

[www.msamn.com](http://www.msamn.com)

**Act Now - Join TODAY**

Danny Nubbe, Mineral Service Plus, LLC  
 "The value of what I learned greatly exceeded my membership cost on just one job. It will continue to pay off in years to come."



# INVITATION TO MEMBERSHIP\*

YES, my company hereby applies for membership in the MN Subcontractors Association (MSA).

## WHO WE ARE

The Minnesota Subcontractors Association (MSA) is a non-profit trade association representing residential & commercial subcontractors and suppliers. We have been in Minnesota since 1991 and are the only association that concentrates exclusively on the business issues affecting all subcontractors and suppliers.

## WHAT WE DO

**Advocacy** - MSA has a dedicated lobbyist to represent our interests in St. Paul. we have and will continue to introduce changes to the law related to:

- \* Retainage Reform
- \* Risk Transfer / Indemnification
- \* Slow Payment & Financial Transparency
- \* Lien Rights

**Education** - MSA education programs (discounted for members) by construction professionals help you:

- \* Use the Law to Get Paid
- \* Understand & Negotiate Contracts
- \* Safety
- \* Avoid Tax and Regulatory Problems

**Solve Problems** - Top Construction Attorneys, Accountants, Insurers, Lien Services, Surety Bonding Experts, etc. are MSA members. They and subcontractors members will answer your questions.

**Networking** - Meet General Contractors at MSA member events. Learn what other subs are doing to handle the same issues you see on the construction projects.

**WE SOLVE PROBLEMS -  
JOIN TODAY!**

Company Name \_\_\_\_\_ Representative \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Website Address \_\_\_\_\_

**Please indicate the type of membership you are applying for:**

- Active Subcontractor or Construction Supplier
- Professional Service Member (a firm or individual who provide services to subcontractors such as insurance, accounting, banking, legal, collections, marketing and is not an active subcontractor or supplier)

Describe your specific business.

\_\_\_\_\_

\_\_\_\_\_

NAICS code \_\_\_\_\_ SIC Code \_\_\_\_\_

- Check enclosed payable to MSA & mail to:

MSA  
 1123 Glenwood Avenue, Suite #100  
 Minneapolis, MN 55405

- Credit Card - Join via our secure site online (www.msamn.com)  
 For your protection, MSA can't accept Credit Card data via email.

Signature: \_\_\_\_\_  
 With my signature I agree to receive faxes and emails regarding MSA.

Title: \_\_\_\_\_

Who introduced you to MSA? \_\_\_\_\_

### Thank you for your support!

\* Architects, engineers, general contractors, construction managers and construction owners are not eligible to become members of MSA.

\* With my membership, I agree to receive faxes and emails regarding MSA. Dues payments are not deductible as a charitable contribution, but may be deductible as a business expense. A portion of you MSA base dues payment may not be deductible due to lobbying activities on behalf of MSA members. This amount is calculated each year and will be provided on request.

\* MSA Membership includes all members of your immediate company

## Minnesota Subcontractors Association (MSA) Membership Dues Table

1. The dues year for MSA is July 1-June 30 each year
2. Incoming MSA Members have the option of paying dues with a lump sum or by becoming sustaining members. Sustaining members will be billed automatically by credit card each month at the rate specified in the table below.
3. Existing members may become sustaining members when renewing by submitting the required forms.

### New Member Dues if Paid Lump Sum

### If Paid Monthly with Credit Card

Month Joined	Active Subcontractor Member Dues	Professional Service Member Dues	Subcontractor Member Dues	Professional Service Member Dues
July	825	1000	79.95	99.95
August	756	917	79.95	99.95
September	688	833	79.95	99.95
October	619	750	79.95	99.95
November	550	667	79.95	99.95
December	481	583	79.95	99.95
January	413	500	79.95	99.95
February	344	417	79.95	99.95
March	275	333	79.95	99.95
April	206	250	79.95	99.95
May	825*	1000*	79.95	99.95
June	825**	1000**	79.95	99.95

\* 14 months for the price of 12

\*\* 13 months for the price of 12