



# THE SUBtext

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

## PRESIDENT'S message

**#StaySafeStayEssential** Now more than ever these few words carry a message to our industry to be proactive with all our safety measures. With the increase in positive COVID-19 cases we will continue to be diligent keeping our team members and families safe the best we can by providing PPE's and following protocol to prevent the further spread of illness. And in the words of Paul McNulty, Former US Deputy Attorney General; "If you think compliance is expensive – try non-compliance". 2020 has continued to bring challenges besides the pandemic, supply lines slow due to parts availability and shipping struggles, manpower to handle available workload, we have PPP loan forgiveness applications being submitted, uncertainty about celebrating with our employees end of the year holiday parties, and delaying celebrations for those businesses who have successfully hit milestones of 5, 10, 20, 30 plus years in business. These are only a few of the challenges for owners, managers, supervisors, and employees. Not to mention we have not been able to hold a General Meeting for the membership with restrictions placed on meeting spaces and restaurants.

Our Executive Director, Jennifer Swinney and our Administrative Assistant, Nora Romero, have done an awesome job advertising and coordinating our outdoor events as all of our indoor socials and fundraisers were cancelled as we tried our best to keep all attendees safe from virus and now the flu. As the membership thrives on in person activities in a normal year, we will continue to find avenues to provide training by webinar/Zoom or outdoor activities with weather permitting. Stay tuned to more details on the 2021 schedule including the Walk on the Capital and our ASA-San Antonio Construction Awards Banquet. THANKSGIVING and CHRISTMAS are going to be a little different this year when it comes to in person gatherings but what will stay the same is our ability to be strong and be thankful for what we have at home, at work, at church, and in our membership. There are many businesses in our area that have not been open for months while we have had the opportunity to keep working and bring home an income to provide for our family. Let us not forget the local small businesses during the shopping season and support them as much as possible to keep their dreams alive also.

2021 cannot get here soon enough and we pray it brings with it a positive outlook for health, growth, and prosperity for all. We wish you and yours a heartfelt safe and healthy holiday season. God Bless and Keep Safe the Essential Workers in every line of business.

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

### OFFICERS

**President**  
**Debbie Hannasch**  
Fire Alarm Control Systems, Inc.

**Vice President**  
**Ted Dunnam**  
ESC Safety Consultants

**Secretary**  
**Mike McGinnis**  
Allen & Allen Company

**Treasurer**  
**Dustin Michalak**  
Michalak, PC

**Immediate Past President**  
**John Lelfester**  
Dedicated Landscape Solutions

### DIRECTORS

**John Cruz**  
Broadway Bank

**Tom Freund**  
Comfort-Air Engineering

**Ish Gonzalez**  
Alpha Insulation & Waterproofing

**George Major, Jr.**  
Holes of San Antonio

**Toby Martinez**  
Bexar Excavating & Hauling

**Adam Matthys**  
Chamberlin Roofing & Waterproofing

**Nick Metcalf**  
Rx Technology

**Jan Meuth**  
You Name It Specialties

**Victor Ruiz**  
Markel Surety

**Scotty Trawick**  
EquipmentShare

### CHAPTER ATTORNEYS

**Bethany Beck**  
Sanderford & Carroll

**Tom Walthall**  
Sanderford & Carroll

### CHAPTER HISTORIAN

**Greg Kanning**  
Dumas Hardware

### NATIONAL BOARD

**Kenneth Moore**  
KCM Cabinets



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  
[nick@rx-tech.com](mailto:nick@rx-tech.com)

### **Safety Committee**

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

### **Government Advocacy**

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

### **Rodeo BBQ**

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

### **Tailgate Mixer**

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

# **GO TEAM ASA**

On October 29, ASA San Antonio hosted the first ASA Tailgate Taste-Off Mixer. Ten teams signed up to cook up their best tailgate treats and cocktails, and decorated their booth space in the hopes of taking home one of the coveted awards. Additionally, each team was tasked with raising money for the ASA Scholarship Fund, and the team who raised the most money was awarded the People's Choice award. Thank you to everyone who came out to support this event, with your generosity we were able to raise \$2000 for the scholarship fund & we will be able to make a difference in our community and our industry.

## **CONGRATS TO THE WINNERS**

### **Best Tailgate Food**

1st Place  
MEMCO

2nd Place  
Chamberlin Roofing & Waterproofing

### **Best Booth**

1st Place  
EquipmentShare

2nd Place  
MEMCO

### **Best Cocktail**

1st Place  
Bolero Ventures

2nd Place  
Allen & Allen Company

### **People's Choice**

Bolero Ventures



**Keep the Blessings Going**

## **ASA Giving Back**

Thank you to the ASA Membership for your generosity! You raised over \$1400 in monetary donations & 374lbs of canned goods for the San Antonio Food Bank! Special thanks to Quality Fence & Welding for having a special food drive at their office!



We can keep the blessings going through December! If you'd like to donate to the San Antonio Food Bank or to the ASA Scholarship Fund, please contact the ASA office: 210.349.2105



# MEMBERSHIP Corner

Gobble Gobble!!! It's the time of year you've been waiting for - the ever-popular, fantastic & fun **#Thankful4ASA deliveries!**

Each year our membership committee works hard to visit the member companies to deliver delicious treats & take fun selfies with the staff. Even though 2020 has brought on a number of changes, we aren't letting it bring us down. We're in if you are!

Jennifer has been emailing the membership to make sure it's ok for us to swing by your office the week of Thanksgiving to bring some Thanksgiving cheer. We have a special treat for our members this year, and you won't want to miss it. Our delivery teams will wear masks at all times and will keep a good distance from your employees to make sure everyone stays safe. If you'd like to have members of the committee stop by and drop off goodies, please be sure to respond with "YES."

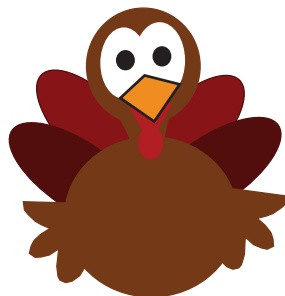
Be sure to follow us on Facebook so you can see when we are in your area of town & join in the excitement. We look forward to seeing you soon, and as always we are **THANKFUL FOR YOU!**

## 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!*

### Rx Technology

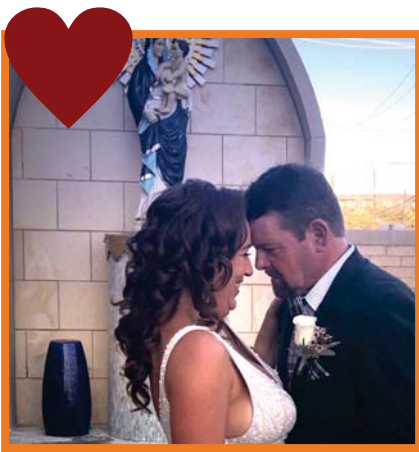
Nick Metcalf  
14220 Northbrook, Ste 500  
San Antonio, TX 78232  
210.828.6081  
[www.rx-tech.com](http://www.rx-tech.com)  
Trade: IT, Security, Cabling,  
Cameras, Thermal Kiosks



## Congratulations John Cruz Broadway Bank

In October, Broadway Bank announced the promotions of three individuals, including ASA Board Member, John Cruz. According to the Bank, "Each of these seasoned banking leaders is committed to deepening business relationships to achieve strategic growth during these challenging times. Together, they will continue Broadway's tradition of world-class service and creative financial solutions that meet the unique needs of each client. [These] new leadership roles continue our commitment to providing modern banking that's locally sourced and personally delivered."





# Congratulations Mr. & Mrs. Kanning



*On October 31, surrounded by family and friends, Greg Kanning and Rhondie Huron said their vows to love, honor & cherish each other for the rest of their days. Fortunately, we had a chance to catch up with the busy bride prior to her nuptials to ask her a few quick questions about the exciting day.*

## **When and how did you and Greg first meet?**

*When I met Greg back in November of 1995. I started working at Dumas Hardware as a purchase order clerk and Carole, my boss at the time, walked me into his office and introduced me to him.*

## **What drew you to him?**

*What drew me to him was his mischievous smile and his wicked sense of humor. We also had this great friendship that we could talk about anything.*

## **Why did you decide to get married on October 31, Halloween night?**

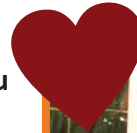
*When we told the kids that we were getting married they asked if they could help plan the wedding and they are the ones that picked the date. It will be a full moon, a blue moon, Halloween and time change. My daughter Bekah said that it must mean that it will be special, and it will be!*

## **How has Covid been a struggle on your wedding plans? How did you overcome?**

*Covid has thrown the proverbial monkey wrench into everything. Once we decided that we were going to stick with the date even if it meant just immediate family only and having a big party next year worse case scenario that took some pressure off. We have faith that it will all work out.*

## **How do you feel your life will change effective November 1? what are you most excited about?**

*I will wake up that morning and be officially married to the man of my dreams. No pun intended. I will have been lucky enough to marry my best friend.*



## Spooky Little Ghoul Like You

The ASA Membership was challenged to submit photos of their staff dressing up for Halloween for our Spooktacular Costume Contest. Thank you to everyone who submitted their photos, and congratulations to the winners!



**MOST EMPLOYEE PARTICIPATION**  
Quality Fence & Welding



**BEST COMPANY-WIDE THEME**  
Baker Triangle



# S A F E T Y S T A N D D O W N

In September, OSHA held the 7th Annual National Safety Stand Down to raise fall hazard awareness across the country in an effort to stop fall fatalities and injuries. Below are ASA members who took a stand to educate their employees & focus on safety. #ASAFety #StandDown4Safety



## SADDLE UP!

*Ted Dunnam, Chapter Vice President*

John Wayne was quoted as saying, "Courage is being scared to death but saddling up anyway." That pretty much sums up the theme of this year, and certainly the ASA subcontractors and members. Our country was faced with a large amount of uncertainty in the beginning of 2020 with the unfolding of the COVID virus and the possible shut down, but in true form, we all saddled up anyway. Construction stayed essential, and we found ways to follow safety precautions to keep the industry going. Now, with the election chaos and the different political ideas about the best route for the future, once again things might look scary, but we saddle up anyway, and we will persevere.

This year, as Thanksgiving approaches and I focus on what I am thankful for, I realize how thankful I am for the San Antonio construction industry. I've had the honor of working in construction for more than 50 years, and what separates our industry from others is the integrity and grit of the people. For the most part, construction is filled with hard-working people who fought to find a way to start their companies, and who are still fighting to keep things thriving. ASA is made up of the best of the best, and when someone gives you their word, you can bank on it. More importantly, when you're part of ASA you're part of a tight-knit family, and whatever comes your way you know you're not in it alone.

So, as this year draws to a close, and we look to the future where things are unclear, we are fortunate that we can all band together and head into the uncertainty as a team. Because when push comes to shove, we will always triumph by being courageous & saddling up together.



# MEMBERSHIP Benefit

Did you know that your ASA Membership gives you access to great discount programs? Many times your savings will cover your annual chapter dues! This month we are focusing on UPS.



ASA and UPS took the guesswork out, and put the easy in. Members now have access to new and improved flat rate pricing with savings of 45 percent on Domestic Next Day/Deferred, 25 percent on Ground Commercial & Residential and up to 50 percent on additional services. In addition, members can take advantage of UPS Smart Pickup® service for free.

ASA exists for its members, and strives to offer them the best in Member Benefits. To learn more about this program, and what ASA has to offer your business, by logging into the national website: [www.asaonline.com](http://www.asaonline.com) & visit the member resources section.

## In ASA there is Always Something Awesome

*With these crazy times we are living in it's nice to be able to step back and focus on the good things in life, and in ASA there's Always Something Awesome!*

**Congratulations to Chris Christians IV & Ashley Christians on the birth of their beautiful daughter, Lucy Jean.**





**INDUSTRY CHAMPIONS**



**Equipment Share**



**KCM CABINETS, INC.**

**SOUTHERN AMERICAN INSURANCE AGENCY**

**INDUSTRY SUPERIORS**



**JOERIS General Contractors**



**ASA INDUSTRY LEADERS**







**ASA INDUSTRY SUPPORTERS**



**ASA INDUSTRY PARTNERS**













**ASA SAN ANTONIO SPONSORS**





# Construct A Kid's Christmas Gala 2020

*Same great fun for an even greater cause!*

**Virtual Event • Dec 3, 2020**

## **SPONSORSHIPS**

### **Diamond Sponsor – \$2,000**

- Catered lunch for 15 from Heavenly Gourmet delivered to your office
- Wine Basket
- Appreciation Plaque
- Photo Recognition in Construction News
- 15 Commemorative 20th Anniversary Tumblers
- 15 Raffle Tickets for the Wheelbarrow of Fun
- 5 Tickets for the Bling & Bang Raffle

### **Corporate Sponsor – \$1,500**

- Catered lunch for 15 from Heavenly Gourmet delivered to your office
- Wine Basket
- Appreciation Plaque
- Photo Recognition in Construction News
- 15 Commemorative 20th Anniversary Tumblers
- 15 Raffle Tickets for the Wheelbarrow of Fun!

### **Supporting Sponsor – \$500**

- Catered lunch for 10 from Heavenly Gourmet delivered to your office
- 10 Raffle Tickets for the Wheelbarrow of Fun

[www.cakc-sa.org](http://www.cakc-sa.org)

## **SILENT AUCTION**

The silent auction will also take place virtually this year. The items will be posted online November 15th for you to review at your leisure and bid on the goodies you hope to win. The best part - every time you are outbid you'll receive a notification to your phone, so you don't have to check back over and over on your bids.

## **DELICIOUS FOOD**

Many attendees have told us their favorite part of the event is the incredible catering from Heavenly Gourmet! With this year's virtual event, you don't have to miss out on the tasty meals! Sponsorships include catered lunch in your office for you and your employees to enjoy. You can even use this as your company Christmas party!

## **RAFFLES**

There's nothing more exciting at the event then watching the bucket of tickets get mixed around, as you anxiously await to see which lucky winner's name will be pulled! Our raffles are bigger and better than ever this year!

## **WHEELBARROW OF FUN RAFFLE**

The Wheelbarrow of Fun has been a fan favorite year after year - but this year it's better than ever! No only will the wheelbarrow be filled with terrific cocktail accessories and games, but it also includes a \$1,000 gift card to Spec's Wine, Spirits & Finer Foods. No need to sort through various alcohol bottles and give away the ones you don't like - now you get to purchase EXACTLY what you like to drink... and plenty of it!

## **GRAND GALA "BLING & BANG" RAFFLE**

THE ULTIMATE HIS & HERS RAFFLE! This year the winner of this incredible raffle will receive a stunning pair of 2ctw round brilliant diamond earrings (GIA certified; color I; Si2; 14k white gold screwback setting) AND their choice of either: a Barrett 82A1 50BMG with Leupold Mark 5 scope OR 3 Gun Bundle which includes: Benelli 828U 12ga over-under shotgun, Christensen Arms MPR 6.5PRC & Staccato STI XL 2011 Pistol.

# UPCOMING EVENTS

## DECEMBER

Dec 3 - 20th Anniversary  
Construct A Kids Christmas

Dec 8 - National Webinar: Faulty  
Workmanship Coverage

Dec 16 - Launch & Learn: Facebook  
Etiquette & Security for Businesses

## JANUARY

TBD - Membership Mixer

Jan 19 - Launch & Learn

## FEBRUARY

Feb 10 - TCA Walk on the Capitol

Feb 23 - Launch & Learn

*Thank You to our  
Newsletter Sponsor*

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1992-2017

**Curney, Farmer, House  
& Osuna, P.C.**

Jeff House

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Let's *get* Social



**@ASASanAntonio**

[www.asasanantonio.org](http://www.asasanantonio.org)