

The American Subcontractors Association of Colorado (ASAC), Inc. does not make any judgments or evaluations. ASAC, Inc. assists its qualified members in finding companies who have experience with the GC or Builder in question. ASAC, Inc. is not responsible for information, nor does ASAC, Inc. make any representations or warranties concerning the accuracy of the information that you might receive from the independent companies to whom you are referred.

**Drew Rzepiennik, Esquire**  
**ASAC Member Attorney**  
**ASAC Board Member**

1401 Seventeenth Street, Suite 900  
Denver, CO 80202  
drzepiennik@RS3legal.com  
Phone: 303-575-8096

**Mark D. Gruskin, Esquire**  
**ASAC General Counsel**

Senn Lewis Visciano  
1700 Lincoln Street, Suite 4500  
Denver, CO 80203-4500  
Email: mgruskin@sennlaw.com  
Phone: 303-298-1122



**American Subcontractors Association**  
**Colorado**

3575 South Sherman St., #3  
Englewood, CO 80113

Phone 303.759.8260  
Email DScifo@ASAColorado.com  
Website www.ASAColorado.com



**ASAC Subcontractor**  
**Members Only**  
*Membership Benefit*

**EXPERIENCE ASAC**



- ◆ **B**usiness & credit information of Subcontractor Clients.
- ◆ **P**rofessional exchange of first hand historical experience pertaining to contracting, payment and business practices.
- ◆ **I**nformation is factual, objective and professional.

# Business Practice Interchange

## **Question: BPI—What is it?**

**Answer:** BPI stands for Business Practices Interchange. It is a service provided for subcontractor members of ASAC, at ASAC Member Meetings.

*Non-ASAC Subcontractor Members may attend ONE BPI when invited by an ASAC Subcontractor Member.*

## **Question: What happens at the BPI discussion meetings?**

**Answer:** BPI Meetings are facilitated by an ASAC Member Attorney or ASAC's General Counsel. The attorney serves as a facilitator for discussion and monitors to be certain that only first-person experience is discussed. The ASAC member, may come prepared to give as well as receive current information referencing General Contractors, Builders and jobs.

The attorney begins the discussions by asking members if they have inquiries or information on jobs or contractors and builders. You are asked to respond with first person, first-hand, true experience information. When the jobs or contractors you are interested in come up for discussion, the others are asked for the same input. Remember, these discussions are limited by law to first person, true knowledge and admissible in a court of law.

## **Question: What is the Purpose of BPI?**

**Answer:** A professional subcontractor is an informed business person. ASAC endeavors to provide attendees with knowledge of contractors with whom a member company may intend to do business. The information may assist you to make an informed but independent business decision. **IT IS NOT** a credit reporting service.

## **Question: Is there a cost to attend?**

**Answer:** There is no extra charge for this membership service. It is included in your membership dues.

## **Question: What about confidentiality?**

**Answer:** You are enjoined from giving opinions or hearsay information at the meetings, or as a result of information you receive at meetings. The information is for **YOUR** business use only! Any information you offer at the meeting is also confidential.

## **Question: What happens at BPI to help me run my business?**

**Answer:** Free legal advice is available during the "Ask The Attorney" segment of the BPI. Informal information segments with or without speakers, are provided on: ASAC programs, future meetings, upcoming events, other member services tax and accounting information, updating computer technology, contract clauses, lien law information, bonding etc.

## **Question: How long are the meetings, and when are they held?**

**Answer:** BPI meets periodically and following ASAC Member Business Breakfast for an hour.



## **HOW TO BE SMARTER !**

- ♦ **ATTEND** BPI.
- ♦ **ASK** about GCs, builders or jobs that are bid considerations or current projects.
- ♦ **ANSWER** inquiries of other BPI attendees per the guidelines.

## **THINK !**

You estimate factors for labor, materials, weather and working conditions when you bid.

Players and payers, knowing who the players are and how they pay will affect your cost and improve profitability.

## **EXPERIENCE ASAC!**

ASAC Members have reported that attending a BPI Session has saved their business substantial dollars because of the information learned at ASAC BPI.