



PUNCH LIST

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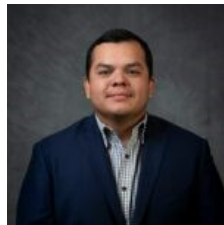
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THANK YOU TO OUR 2023 SUPPORTERS

2023 was a big year for SAM! None of it is possible without our Board of Directors. Three new faces joined our board this year - Debbie Parker (King of Texas Roofing), Josue Garay (Garay's Concrete Work), and Matthew Singel (Anderson Paving). Each has brought a different perspective and valuable insight in our board meetings.



SAM operates on a pretty tight budget, which is a founding principle of the association. We have numerous sponsors to thank for their support. We simply could not do what we do without you.

As we like to remind you often, this association is for YOU! If there is a meeting topic you would like to hear about or an event you would like to see us host, please contact Carrie Buckley and share your ideas. We want you to rely on SAM as a resource to help you in your business. Your input is an essential part to helping us achieve that goal.

Toss & Taste Sponsors



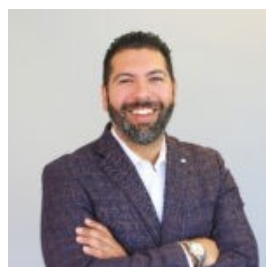
Night at the Races Sponsors



Clay Shoot Sponsors



Lorie Welch (Woodwright Hardwood Flooring) led our team as President for the first quarter of 2023. Due to the demands of her company, she had to take a step back from SAM. We appreciate her service and dedication while she served on the Board of Directors, especially her leadership while she served as President.



Eric Hernandez (USI Southwest) became our first Associate President in April. Eric has brought a new level of energy and excitement in his position. You can't help but to smile and laugh with him in your interactions.

He is truly a light on our board!

YEAR IN REVIEW

SAM MEETINGS

We enjoyed sharing our SAM Happy Hour Meetings with you this year at our new venue, Maggiano's Little Italy in Plano. We covered a wide range of information to help you manage your business. Meeting Topics included: City Mayor Panel, Charting the Course Ahead with Jeffrey Brewster (BT Valuation), Steer Clear of Bank Fraud with Denise Owens (PlainsCapital Bank), Worksite Equipment Rentals with Spencer Trussell (SitePro Rentals), The Underwriting Process with Texas Mutual, Safety Roundtable, and a General Contractor Panel.

We look forward to bringing you the following topics at SAM Happy Hour Meetings in 2024: Trades Education for High School Students with the Construction Industry Education Foundation (January 11); Equipment Rentals and Associated Technology with HILTI (March 7); Safety Roundtable (June 6); and a Legislative Update from Texas Construction Association and Legislators (September 5).



SEMINARS

Our Annual Seminars are always a hit with our members and our Sponsors' clients. We hosted our Annual Subcontract Language and Lien & Bond Claim Seminars, and we added a new Human Resources Seminar. We appreciate the support of Cutler-Smith, P.C., PCL Contract Bonding Agency, and Unity Insurance Partners as they have sponsored the Subcontract Language and Lien Seminars for many years.

We look forward to bringing you the following Seminars in 2024: Annual Subcontract Language Seminar (April 4); Human Resources Seminar (July 11); Sales Tax in Construction (August 1); and our Annual Lien & Bond Claim Seminar (November 7).



SAM UNIVERSITY MEETINGS

We created SAM University in 2023 to help new construction professionals learn about the basics of the construction industry. Our monthly meeting Topics included: Effective Communication, Cyber Security Best Practices, Breaking Down GC Pay Applications, Refresh Your Headshot Event, Basics of Bonding, Managing Crisis on the Jobsite, and The Subcontractor-GC Relationship.

We will present this important information and more in three half-day seminars in 2024. Seminar Topics are Risk Management (February 22); Construction Management (March 21); and Annual Subcontract Language Seminar (April 4). We will celebrate all participants and recognize those that complete the whole program at a Mixer on May 23.

While classes have been designed for new construction professionals, experienced professionals could benefit from attending the classes, too. All are welcome! Registration is open on our website.

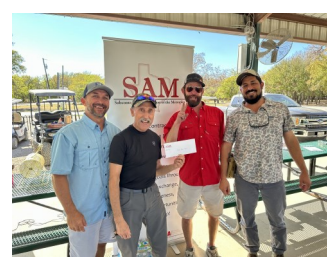


SAM EVENTS

What kind of an association would we be without Networking Events?! We co-hosted the Toss & Taste with APWC in March. Our Night at the Races was a huge hit in May. Our Annual Clay Shoot was the most successful to date!

We will host four networking events in 2024. We will co-host the Toss & Taste with APWC (February 15); our First Annual Golf Tournament (May 9); Tour The Star in Frisco (August 22); and our Annual Clay Shoot (October 17).

We would like to grow the attendance of our events to enhance your networking opportunities. Feel free to invite Suppliers and General Contractors to all SAM Networking Events!



LOOKING AHEAD TO 2024

We are going to shine a bright light on two organizations throughout 2024. The first is the Texas Construction Association, our state affiliation. The TCA represents many subcontractor associations in Texas. TCA began when a group of subs met with some general contractor representatives in Dallas during a legislative session. While this meeting was happening, another group of general contractors was in Austin, and they killed a bill that the subs wanted to pass. It was at that time that our subcontractor representatives realized that Texas needed a state-based subcontractors group. The general contractors have deeper pockets, and therefore a louder voice, so it is essential for the subcontracting community that we come together through TCA. TCA does not want to change the legislation so that it bends in subcontractors' favor, rather it works to **level the playing field**. If your brain shuts off at the mention of the words legislation, legislators, senators, representatives, or Austin, wake it up. The politics involved with TCA are not the same as the politics you see on the news each evening. Our issues are not Democrat or Republican issues. They are Construction issues, and it is so important that you share your stories with the legislators to help explain why the field is in need of leveling. About halfway through the year, we will begin to share information about the 2025 Walk on the Capitol. Please consider attending the event to help us effect some real change in the construction playing field.



*Thank you for your continued support!
Merry Christmas and Happy New Year!*

The second organization is the Construction Industry Education Foundation. CIEF began in Southern California, and they began working in Texas about 18 months ago. They work to reach out to high school students and offer two great events to give the students real exposure to the trades. The first is a Trades Day Expo. This is meant to give the students some hands-on exposure to the trades. They are looking for 20 subcontractors for their February 9 Event. The second event is a two-day Design & Build Competition. 20 teams of students from schools across the Metroplex will build a structure under the mentorship of industry professionals on the first day of the competition. The second day includes an industry lunch and awards. Industry professionals and students network throughout the lunch, and the winners of the competition and Design & Build Scholarships are awarded to high school seniors following the lunch. CIEF would like to raise \$5,000 for this year's scholarship fund.

You can support CIEF three ways:

1. In-Kind Materials Donation
2. Volunteer to be a Mentor
3. Monetary Donations

Please contact Carrie Buckley for more information.



OUR ASSOCIATION LEADERSHIP

Eric Hernandez - USI Southwest
President
Membership Committee Chair

Bryan Kindopp - Staley Steel
Vice President

Debbie Parker - King of Texas Roofing
Secretary
Safety Committee Chair

George McGraw - PlainsCapital Bank
Treasurer
Government Affairs Committee Chair

Becca Neu - Neuco & Associates
SAM University Committee Chair

Josue Garay - Garay's Concrete Work
Director

Matthew Singel - Anderson Paving
Director

Robert Petitti - INSURICA
Director

Spike Cutler - Cutler-Smith, P.C.
Legal Counsel
scutler@cutler-smith.com

How Can You Help SAM?

We need committee members to help brainstorm and execute new ideas that the committees decide to implement in SAM.

This Association was created for YOU, the subcontractors in Dallas-Fort Worth. Your involvement is the key to your getting what you want from SAM!

Contact Carrie to sign up as a committee member.

Subcontractors Association of the Metroplex

Carrie Buckley, Executive Director

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