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## **President's message: A time of memorable change**

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Year end is usually a time to check inventory levels, prepare for tax-related problems, clean up old receivables and plan for the unexpected. These are still important but pale in comparison to the challenges we now face dealing with the turmoil in the construction industry and the economy in general. No question, 2008 has been a roller coaster ride, and 2009 promises more of the same.

Fortunately for ASM, 2008 has been a very good year. We welcomed our 400th member this fall, reaching a goal that several years ago seemed almost unthinkable. What is most impressive, though, is not our size, but the extent of our reach into every corner and trade of the multi-billion dollar Massachusetts construction industry. You need only look at any subcontractor list to appreciate how the members of ASM dominate the region's major projects and are truly the leaders in our industry.

To better serve the members, we have launched a new website and expanded our educational offerings and business resources. In the political realm, ASM has taken the lead on subcontractor-related issues, fighting the slow erosion of contract rights and promoting legislation to inspire a more efficient construction market. ASM has been the strong voice that subcontractors need at times like these.

For the past two years, I have been privileged to be president of ASM. At our biennial dinner gala recently, that honor passed to the capable hands of Sara Stafford. I am sure under Sara's leadership, ASM will continue to experience great success and help speed the return to better times for all of us.

Scott Packard is the 2008 president of the Associated Subcontractors of Mass., Boston.

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