

GEORGIA BRANCH

The Associated General Contractors of America, Inc.



Report to Members

JUNE 2009

"... Without a doubt, we are a better trained, informed and effective company as a result of our active involvement with AGC."

Vision

"... building the best and most innovative contractor association in Georgia."



Mission

Guided by our core principles of *Skill, Integrity and Responsibility*, our mission is "... to be the voice of Georgia's construction industry, provide valuable member services and promote best construction industry practices."

On the cover:

"Thank you for the excellent way the AGC team supports all of our members. The staff is always accessible and we take full advantage of the many services offered by the Chapter. We rely heavily on the safety and professional development classes to train and educate our people and have used the Site Safety Van on numerous occasions. The Chapter's monitoring of the constant changes in political and legal issues helps us stay on top of critical legislation and regulatory changes that impact our operations on a day-to-day basis.

I firmly believe there is a certain level of respect gained in the marketplace with our clients due to our membership in the AGC organization. Without a doubt, we are a better trained, informed and effective company as a result of our active involvement with AGC."

Randall Redding, President
R. K. Redding Construction, Inc.
Bremen

A Message From the Chapter President

As my year of service comes to an end, I am pleased to present you with the June 2009 *Report to Members*. This annual publication helps members, prospective members, industry officials, and key influencers learn about our organization and the many things we are accomplishing to benefit your company and the construction industry in Georgia.

Despite the economic challenges and industry setbacks many of us have experienced these past few months, Georgia Branch, AGC continues to be a highly respected, fiscally strong, statewide organization. We represent over 575 of the top general contractors, specialty contractors and service and supplier firms throughout the state. It is our collective voice at both the state and national level that matters and makes a difference on issues affecting each of our respective companies and industry.

Serving as Chapter President, my knowledge about our organization and the value we deliver to members has deepened considerably. On several occasions, I have had a front row seat at the Capitol watching the legislative process in action. It has been amazing to witness the number of proposed bills that are killed before they ever reach the legislative chamber. This is a real credit to the Chapter's governmental affairs and advocacy team who are constantly staying on top of things for us. I also have had a closer look at the Chapter's active representation on numerous state advisory boards and agencies which translates into a major asset for our members when it comes to learning best practices needed to properly access and win public projects.

A noteworthy accomplishment of the past 12 months is the continued success of the Chapter's Members First program. It is helping us get closer to members in Albany, Columbus, Macon, Savannah, and Valdosta. As more members participate in monthly programs to learn and stay connected with each other and use Chapter services like the Site Safety Van, we become a more dynamic organization.

I especially want to acknowledge the outstanding efforts of member firms and

their employees who participate in the Chapter's Young Leadership Program who have taken my message to heart of "giving back" to the industry. Through their hard work in charitable and community service initiatives along with other leadership development activities, young industry professionals are making tremendous strides in improving both the Chapter and industry's positive image in the marketplace.

My sincere thanks to the Officers and Board members who served with me this past year helping us maintain our position as the most respected construction association in Georgia. A special thank you to Board members whose terms are ending and who served with distinction: Ted Cooper, Tim Farrell, Randy Foster, Dan Hartley, Roger Huggins, Scott Laye, Dave O'Haren, Calvin Pate, and Randall Redding.

Please join me in congratulating the Chapter's 2009-10 Board (complete list on p. 15) under the able leadership of Dan Baker, President of Duffey Southeast Inc. in Cedartown. Serving with Dan is Gary Newell, Collins & Co. in Smyrna as Vice President, Tony Pellicano, Pellicano Construction in Albany as Secretary, and Ken Swofford, Swofford Construction, Inc. in Austell as Treasurer. Supporting the Board is an outstanding professional staff who work tirelessly on our members' and the industry's behalf.

During my travels around the state, I have had the honor of observing first-hand how Georgia Branch, AGC and our member firms are guided every day by our core principles of Skill, Integrity and Responsibility. It is gratifying to see us fulfill the Chapter's mission "to be the voice of Georgia's construction industry, provide valuable member services and promote best construction industry practices."

To make the industry better, my greatest wish is for all of us to remember to take the time to show respect and dignity to each other, by engaging in "random acts of kindness," and finding ways to "give back" to the industry. On behalf of the Chapter and Board, thanks to our members for your continued loyalty and support.



**Doug Davidson, President
New South Construction Co., Inc.
2008-09 Georgia Branch, AGC
Chapter President**

ABOUT Georgia Branch, AGC

ABOUT

CATEGORIES OF MEMBERSHIP

- 1) General Contractor Members
- 2) Associate Members
 - Specialty Contractors
 - Service Providers
 - Suppliers

All employees of a member firm are considered both Chapter members and AGC of America members and are afforded full membership benefits.

Prospective new AGC members must meet eligibility requirements and demonstrate "skill, integrity and responsibility" in their business history and conduct.

Construction firms operating in Georgia who are affiliated with an AGC Chapter in another state can join Georgia Branch, AGC and take full advantage of our member services at a reduced rate. This is a special category of membership.

WHO WE ARE

Georgia Branch, AGC is the statewide Chapter affiliated with The Associated General Contractors of America, Inc. (AGC of America) and one of 95 Chapters representing over 33,000 members nationwide. We are a 501(c)(6) non-profit corporation and trade association having served Georgia's construction industry since 1928.

In March 2008, our Chapter received the distinguished honor of winning AGC of America's Chapter of the Year award for our noteworthy accomplishments in moving the industry forward to better meet our members' needs and positively impact their business success.

WHO WE SERVE

Chapter members perform the majority of public and private commercial construction work throughout the state. Members include over 575 of the top construction contractors and industry-related companies representing:

General Contractors
Residential/Light Commercial Builders
Construction Managers
Design Builders
Municipal-Utility Contractors
Heavy and Highway Contractors
Specialty Contractors
Service Providers
Suppliers

WHAT WE DO

Georgia Branch, AGC provides a full range of services designed to satisfy the needs and requirements of its members and enhance the stature and reputation of the construction industry. Services focus on workforce development, safety training, professional development education, networking and relationship-building activities, leadership development for young professionals, industry advocacy and legislative representation, information and referral, community and charitable work, career development and recruitment, and industry resources.

Collectively, we bring a strong, influential and single voice to the industry.

AFFILIATION WITH AGC OF AMERICA

Companies who join and become a member of Georgia Branch, AGC automatically become members of AGC of America enjoying the full benefits, resources, opportunities and services provided at the national and state level.

SERVICES

CHAPTER SERVICES

SERVICES AT-A-GLANCE

- Workforce training for field and office personnel
- Professional and leadership development classes and programs
- On-site safety training using the Site Safety Van program
- Industry representation and lobbying before the Georgia General Assembly
- Advocacy role with Georgia governmental agencies and regulatory authorities
- Leadership on industry issues, new trends, new technologies, and best practices
- Workers' compensation program – CompTrust AGC MCIC
- Chapter and industry news disseminated in *The Forum*, a weekly electronic newsletter
- Safety start-up kits for OSHA compliance
- Special industry award/recognition programs
- Regular economic/market trends and statistical updates from AGC of America's Chief Economist including state-by-state reports
- Industry contract documents and publications
- Physical Plan Rooms in Atlanta and Gainesville
- Internet Plan Room service with iSqFt
- Annual *Membership Directory & Resource Guide* including valuable industry information
- Hosting special events with architects, engineers and public/private owner groups
- Developing the leadership potential of young industry professionals
- Community involvement and charitable service opportunities
- Workforce recruitment at high school and college levels
- Chapter and national AGC industry magazines on timely topics and news
- Convene industry-wide safety stand downs to promote safe jobsites
- Political Action Committees supporting both state and national candidates
- Access to AGC Bookstore
- Multiple ways to “give back” and support the industry
- Underwrite and partner with the Construction Education Foundation of Georgia (CEFGA) to promote construction careers
- Discounted vendor and supplier relationships
- Solutions for many of your company's challenges
- Networking and relationship-building opportunities

NETWORKING AND RELATIONSHIP-BUILDING OPPORTUNITIES

- PAC Sporting Clays Fund Raiser
- Young Leadership Program (YLP)
- Regional Workforce Alliances
- AGC of America Convention
- Technology Roundtable
- Fishing and Golf Weekend
- Safety Day Conference
- Higher Education Fundraising Golf Tournament
- YLP Charity Golf Tournament
- Contacts for Contracts – Technology Marketplace
- Contacts for Contracts – General Contractor Marketplace
- Contacts for Contracts – Membership Appreciation
- Legislative Reception
- Fall Leadership Conference
- Chapter's Annual Convention
- Members First Regional Monthly Programs
- President's Tour Meetings
- Committees and Taskforces
- Construction Education Foundation of Georgia (CEFGA) Career Expo

WHAT WE HAVE ACCOMPLISHED

(JUNE 2008-MAY 2009)



This has been another solid year of performance for Georgia Branch, AGC. We have continued our efforts to get closer to members throughout the state so they feel more connected to the larger organization as well as the construction industry. Several of our services previously only available in the metro Atlanta area are now offered in multiple regions and cities. This is making it more convenient for the entire membership to participate and take full advantage of Chapter benefits.

LEGISLATIVE ADVOCACY AND INDUSTRY REPRESENTATION PROTECTS YOUR BUSINESS INTERESTS

We are proud to serve as a major voice impacting both public and private construction policies in Georgia. While in some situations we are out in front leading the way, more often you will find AGC working behind the scenes to protect the best interests of our members and the construction industry. This past year, the Chapter continued to play a major role in overseeing the recently enacted contractor licensing law responding to numerous requests for assistance, counsel and information. Georgia Branch, AGC tracked major legislation during the 2009 Georgia General Assembly, and we were extremely busy playing defense to stay on top of hundreds of proposed bills that if passed, could have negatively impacted contractors and our industry.

Many members and Chapter staff continued to serve on a number of advisory committees and task forces with various public agencies including the Department of Corrections, the Board of Regents and the Department of Community Affairs where Georgia Branch, AGC plays an important role in shaping policies. This past year, Chapter staff worked alongside members updating the *State Construction Manual*. The Chapter had representation on the Energy Efficiency and Sustainability Construction Taskforce, which established new standards for state construction. In putting the state's budget together, Georgia Branch, AGC responded to requests from representatives of the Governor's Office of Planning and Budgeting to provide input on construction's economic multiplier impact on Georgia's economy. Through this type of involvement, the relationships we have built, and the excellent reputation we have earned, AGC has gained access to state government insuring our members a voice on issues, decisions, and policies.

"In these tough economic times, it is more important than ever to stay connected to others in our industry and not isolate ourselves. Maintaining our membership in AGC is critical to both our company's continued business success and the industry's ability to present a strong, united voice to legislative leaders and regulatory authorities at both the state and national level. AGC is a highly-respected and prestigious organization. I firmly believe being a member enhances our stature with owners and company employees."

Tim P. Lentile, President
Lentile Construction Company
Dublin



Members of the Metals Theft Coalition including Georgia Branch, AGC's own Mark Woodall, Director of Governmental Affairs (3rd from rt.), join Governor Perdue when he signed the new metals theft legislation providing increased protection and recourse for contractors.

RECOGNITION AS A TOP LOBBYIST IN THE STATE

The Chapter's director of governmental affairs distinguished himself, our members, and the construction industry by being singled out from nearly 1,600 registered lobbyists in the November 2008 *James* magazine as "one of the top ten lobbyists for an association/corporation." The rankings were completed after voting by peers and legislators who credited these individuals for "giving every effort to make government work." Given the complexity of the lobbying business today, individuals who can meld strong personal relationships with industry and governmental expertise are considered the mark of an outstanding lobbyist. Staying on the front lines of both defense and offense representing what is in our members and industry's best interests is one of the most valued services members say AGC offers to them at the state and national level.

BUILDING INDUSTRY INFLUENCE

Georgia Branch, AGC has a well-funded and active Political Action Committee (PAC) governed by nine Trustees who are Chapter members. Our PAC allows us access into the halls of government where we take the time to build relationships with elected officials and new candidates running for government office. Our goal is to identify and support pro-business and proconstruction candidates. During the last election cycle, 95% of the candidates we supported won their seats reinforcing to our members the dollars they contributed to PAC go for a worthwhile purpose. The Chapter continues to host an annual skeet shoot to help raise PAC funds. Members contributing \$500 or more each year to the PAC are members of the 236 Club.



"Georgia Branch, AGC does a great job helping members understand policies impacting the construction industry and knowing when to refer them to their professional advisors for legal, business or financial counsel. The Chapter is an invaluable resource that many members call on and use on a regular basis and what I consider to be one of the best kept secrets why contractors choose to be a member of this outstanding Association."

**Marvin Willis, Partner
Smith & Howard, CPAs
Atlanta**



2007-08 Chapter President Rick Allen (right) proudly introduces guest speaker Senator Saxby Chambliss to members attending the June 2008 Convention at the Hilton Sandestin Beach Golf Resort and Spa in Destin, FL.

ACCOMPLISHMENTS *(continued)*

"Thank you for the great safety meeting recently delivered by Georgia Branch, AGC on our jobsite. While the Site Safety Van trainers always do a good job for us, the recent topic 'cost of insurance' opened people's eyes and was one of our best safety meetings. We appreciate the safety van coming to the field making safety information much more accessible and convenient to a larger number of people who might not otherwise receive it."

Thomas Richard Ingalsbe, Sr.
President
Cobb Erectors, Inc.
Powder Springs



Photo by Steve Hudson

New Industry-Wide Safety Stand Downs Reinforce Safe Practices

The Chapter launched its first two highly successful Safety Stand Downs in August 2008 and February 2009 attracting approximately 47,000 participants. During both of the stand downs, over 120 member and non-member general and specialty contractors agreed to shut down 857 jobsites for up to one hour all at the same designated time to focus their respective field personnel on a single safety topic. The first stand down addressed best practices in crane safety to minimize or eliminate crane accidents from occurring in Georgia similar to what was happening in other states. The second stand down featured fall protection. The Chapter's very active and dynamic Safety and Health Committee played a major role in the stand downs success. In addition, several member firms took a leadership role making sure these stand downs were successful and publicized to a larger audience. This helped the Chapter and industry focus positive attention on the safety measures we are taking to insure a safe workforce. These stand downs have had a direct positive impact on our industry's image and reputation which influences young people to pursue construction as their career choice.



Jobsites across Georgia shut down their projects at the same time during the Chapter's two industry-wide safety stand downs to focus field personnel on enhanced safety awareness and best practices in crane safety and fall protection.

Significant Safety Milestone Reached

In May 2009, Georgia Branch, AGC achieved a major milestone when 500,000 individuals received safety training delivered by the Chapter's Site Safety Van service. What started back in 1984 with an initial grant from OSHA has expanded to now include two vans, four safety loss control specialists who deliver the training at jobsites, and a library of over 100 safety-related videos in English and Spanish. In the 25 years of the program, more than 29,000 jobsites have been visited bringing important safety messages and safe practices to both contractor members and non-Chapter members alike. This popular safety service is available at no additional cost to members and is contributing significantly to making Georgia worksites safer and healthier so employees can return home injury free to their families and loved ones at the end of each day.

In the last twelve months alone, a record-setting 184 member firms used the Chapter's safety van service for a total of 1,882 site visits and 41,920 individuals participating.

Building a Stronger Safety Culture Across the State

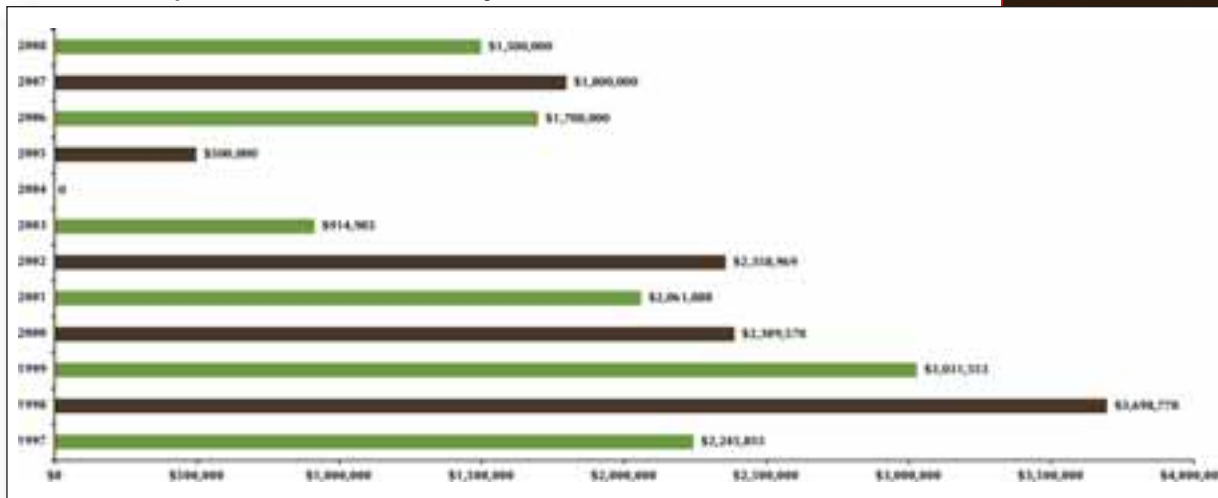
Despite the down economy, attendance at the Chapter's annual Safety Day conference was much larger than in previous years with a total of 98 companies and 320 people participating. Even more impressive, we experienced no decrease in member firm participation across any of the other safety services and programs offered by the Chapter including the safety stand downs, on site safety training, the Safety and Health Committee, and safety classes. While safety is historically one of the first areas to be cut, this is no longer true as increasing numbers of Chapter members have learned to see the value of safety to their bottom line and as one of the primary indicators of their company's success.

Workers' Compensation Fund Pays Participants Both in Safety and Monetary Dividends

Georgia Branch, AGC members who choose to participate in the Chapter's CompTrust AGC MCIC workers' compensation program reaped more benefits than ever this past year due to its recent conversion to a mutual captive insurance company. Participants are eligible for out-of-state policies that better suits the needs of Chapter members working in multiple states. In addition, program participants continue to take advantage of the free safety training available to all employees such as fall protection, OSHA 10-Hour in Construction and scaffolding. Safety staff provide participants with complimentary site inspections producing written reports for the office and field on safe and unsafe practices. This allows contractors to pinpoint possible improvement opportunities to become safer.

CompTrust AGC MCIC remains strong and member equity has continued to increase. Total reserves have also increased. The program currently has \$32 million worth of assets and \$8.3 million in annual premiums. As a result of 168 Chapter members who participate and maintain a positive safety record, annual dividends this past year totaled over \$1.5 million and were shared by all program participants. Dividend checks are distributed to members at the Chapter's Annual Convention in June.

Workers' Compensation Dividend History



Chapter members participating in the workers' compensation program continue to share the monetary benefits that result from keeping jobsites safe and improving their safety records.

"Congratulations on reaching the significant milestone of training 500,000 individuals as a result of Georgia Branch, AGC's Site Safety Van service. Since 1984 when the program started, more than 29,000 jobsites have been visited bringing the safety message to a greater number of people than would have been possible with classroom training alone. Thank you for contributing in such a meaningful way to making construction in Georgia a safer industry where more folks can go home to their families injury-free."

**Cindy A. Coe, Regional Administrator
U.S. Department of Labor, OSHA
Atlanta**

"At a Members First program in Savannah featuring the Chapter's workers' compensation program, I gained a better understanding of why it makes much more sense for us as AGC members to participate in this service versus using a more traditional insurance program where profits are not returned to the stakeholders. I also like the fact that CompTrust AGC MCIC is managed by contractors for contractors and offers a more proactive approach to workers' comp. I look forward to making the most of my firm's participation in this program."

**Phil Allen, President
Allen & Graham, Inc.
Brunswick**

ACCOMPLISHMENTS *(continued)*



High school and vocational school students together with school faculty, Chapter members and industry leaders were on hand during CEFGA's annual Career Expo which drew more than 6,000 attendees.

"While it is so easy to get immersed in the current economic situation and the toll it is taking on the construction industry, I appreciate AGC's efforts to stay focused on the future by your continuing to prioritize workforce development efforts and offer classes to enhance our knowledge of BIM technologies and LEED practices. We want to be ready when the economy turns for the better and construction is back in full swing so these opportunities are important for our company to participate in now."

James. S. Samples, Owner
Terra Group, LLC
Decatur



Chapter members attend one of 111 classes offered at the AGC Training Center or regional locations throughout the state.

Preparing Our Members for the Future

With the recent downturn in the economy, it has been especially challenging for the construction industry. At a time when many of our members have been holding the line, Georgia Branch, AGC has continued to offer its full array of services and activities. In addition, we have been doing what we can to help our members stay on top of the workforce development challenges with new solutions and strategies. We have also put into motion several new training and educational opportunities to accelerate our members' knowledge and skills in areas including customer service, business development, LEED®, and human resources. At the Chapter's Fall Leadership Conference, members attended seminars to enhance their leadership skills and knowledge, learning for example the best ways to relate to employees from different generations. At the Business of Successful Contracting Secrets from the Experts program members took away best practices in hiring and firing employees as well as BIM technology. Members also signed up to take advantage of AGC's new Construction Quality Management (CQM) course. Georgia Branch, AGC offered a new BIM primer class for members to take before enrolling in a more in-depth series of BIM classes created by AGC of America that are being rolled out by the Chapter. Each of these opportunities help our members develop their current workforce and gain a competitive advantage when the economy turns for the better.

Workforce Alliances Expand Across the State

Chapter members, CEFGA representatives and construction school officials continue to meet quarterly putting solutions in place to tackle one of the industry's greatest challenges— attracting more individuals and especially young people to construction careers. With so many of the industry's workforce approaching retirement age and now the added impetus of industry layoffs during a slow economy that has seen many people pursue other types of work, the need to develop a skilled workforce for the near future has never been greater. Successful Workforce Alliance programs are taking place in Macon, Albany and Valdosta. New Alliances were started this past year in Columbus and Augusta in response to pending billion dollar construction budgets. The Augusta region is set to receive funding for construction of a nuclear plant and the Columbus region will begin work on new military projects. Each Alliance helps generate interest in the construction industry, thus recruiting and attracting much needed personnel.

In addition to 44 member firms actively participating in workforce alliances, representatives from a total of 26 different school districts, vocational schools and construction programs participate as well.

Professional Development & Safety Classes Provide Opportunities to Enhance Job Performance

During the past year, over 1,300 individuals from 326 firms participated in one or more of the 111 classes held on topics ranging from confined space entry to lien law revisions to the prep course for the LEED® exam. For many Chapter members, AGC is their primary or sole training partner and these members count on what we do to make sure their employees learn new skills, add new knowledge, and stay competitive. While many of the classes are held in the Chapter's training center, this past year saw an impressive list of classes offered throughout the state that members signed up for in increasing numbers. This was the first year the Chapter offered a well attended Human Resources Academy for members, and we continued to offer the popular Leaders Course® throughout the state.

AGC Responds to Increased Demand to Develop Young Industry Leaders

The Chapter's Young Leadership Program (YLP) has grown considerably since its start in 1996, and this past year is no exception. The program originally operated in Atlanta, and recently expanded to Macon, Savannah and Columbus.



The Chapter's Young Leadership Program hosted a very successful roundtable discussion for their members and the membership-at-large to hear from several respected industry executives about their construction career experience and secrets to success.

Over 145 individuals representing 82 firms participate in this program, which focuses on developing and enhancing the leadership skills and potential of young people so they can contribute more to their respective firms. The program also continues to provide young people with many opportunities throughout the state to build relationships with others in the industry through a variety of networking and educational events. There are also occasions to learn about and experience the AGC organization firsthand. This popular program saw a 40% increase over the past two years in the number of general contractor firms participating and overall doubled in size in 2008 from what it was in 2005. Regular roundtable programs continue to bring timely and important topics for learning to YLP members which have proven to be very successful in attracting a larger Chapter-wide audience.

Raising Funds and Providing Services for Worthy Charitable Purposes



During the holiday season, members participating in the Chapter's Young Leadership Program joined with thousands of others across the nation to lay wreaths at veterans' gravesites to honor those who have lost their lives serving our country.

As in previous years, Georgia Branch, AGC relies on members of the Young Leadership Program (YLP) to raise funds for worthy organizations and charitable groups. This is done primarily through an annual golf tournament each May and in 2009, raised a total of \$60,300 for a cumulative fundraising total of \$443,000 over the last 10 years. Annual recipients of these funds

continue to include Hillside Treatment Facility, CEFGA, USO, Habitat for Humanity, Wreaths Across America, as well as the Toys for Tots program. The YLP does a lot during the holiday season for families in need. Through YLP's support of Operation Homefront, members learned of a young Navy Seal who was injured in combat and could benefit from our Association's support. He has a spinal injury, traumatic brain injury and is an amputee. He cannot get around his two-story home, and YLP members are retrofitting it for wheelchair access.

Every year, the Chapter continues to host a Higher Education Fund Golf Tournament to raise scholarship dollars. Financial scholarships are awarded to students in construction programs at state universities.

"Having the opportunity to participate in the Chapter's Young Leadership Program and the many professional events offered continues to help me develop stronger soft skills, leadership and life skills. This has made a tremendous difference in building my confidence, allowing me the ability to contribute more during my firm's proposals and presentations to win new work, when I am meeting with current and potential owners, and when I am leading a project team on a high-profile project."

Kendall Dutton, Project Manager
Bowen & Watson, Inc.
Toccoa

"The Young Leadership Program at Georgia Branch, AGC has got to be one of the best in the country. I think it is doing a wonderful job developing the young constructors of the future."

Ken Swofford, President
Swofford Construction, Inc.
Austell

ACCOMPLISHMENTS *(continued)*

"As members of Georgia Branch, AGC, we can sit comfortably knowing we are more informed and have access to more information than others in the industry. In addition to all the information coming out from the Chapter each week, we also receive regular publications and e-newsletters from AGC of America that help us stay on top of new opportunities, new trends, new technologies, and industry best practices. This is what makes our membership in this organization so valuable and rewarding.

Jeffrey P. Harper, Director of Operations
Harper & Company Builders, Inc.
Douglas

"As a satisfied AGC member, we certainly credit a lot of our staying power in this industry to the many services and opportunities offered to us by Georgia Branch, AGC and the national organization. We are proud our membership goes back to 1933 and applaud the Chapter's efforts to attract more young people to our industry through their active involvement with CEFGA."

Ed Van Winkle III, President
Van Winkle & Company
Atlanta



Members rely on three Chapter magazines published each year to keep up with industry news, featured services, and best practices to help their companies perform at a higher level. The 4th Quarter issue is the Chapter's Leadership Issue. These publications are in addition to six magazines members receive from AGC of America.

Chapter Increases Visibility as Industry Spokesperson

As plans for the government's economic stimulus plan unfolded, the Chapter's Executive Vice President became an increasingly sought after authoritative voice and resource for papers and publications who wanted his comments about the state of the construction industry in Georgia. One of many examples is his being cited in the *Macon Telegraph* saying "Federal funds should benefit nonresidential construction and add infrastructure improvements in the Peach state." This article was picked up in an *ENR News Alert* electronically mailed to a national audience. This and many other similar efforts with AGC's name in the headlines significantly boosted state and national publicity of Georgia Branch, AGC.



One of many publications where the Chapter's Executive Vice President was asked for his opinion on the state of the construction industry and opportunities to benefit from the government's economic stimulus funding.

Enhancing our Role as an Industry Resource

Chapter members continue to value the many opportunities Georgia Branch, AGC provides each year to help them stay informed and on top of new trends, best business and construction practices, new construction methods, new technologies, new legislation, and a host of other types of information needed to run their companies. This past year we expanded our role considerably in this area by keeping our members up-to-date on the status of the government's economic stimulus spending so they would know where and how the construction dollars are being spent. AGC of America conducted stimulus briefing sessions around the country and Atlanta was one of the host cities. Chapter members took advantage of this opportunity to learn about federal government project opportunities. Members also attended special sessions sponsored by Georgia Branch, AGC to learn how to work for the federal government and the Corps of Engineers. During the last four legislative sessions, the Chapter's director of governmental affairs has been the keynote speaker for the Atlanta Bar Association's Construction Division keeping this important group of influencers current on issues and policies impacting their clients.

Communicating to a Broader Audience

While historically the Chapter communicated primarily with the top executive of each member firm, we are now in direct contact with a much broader audience. For example, the Chapter's weekly electronic newsletter, *The Forum*, is distributed to over 4,500 individuals providing front-line construction employees with knowledge at their finger tips and easier access to information. The Chapter's annual *Directory and Resource Guide* and *Georgia Construction Today* magazines are also distributed to a much larger audience than ever before as we continue to add names of owners, developers and industry-related business leaders. The quality of these publications continues to be enhanced to connect with and provide more value to our readers.



Always a well attended and popular event, the annual Contacts for Contracts program features a General Contractor Marketplace where general contractors promote their respective companies and make contacts with specialty contractors, suppliers and service providers.

Member Participation Steadily Increases

For the past several years, Georgia Branch, AGC members have been participating in larger numbers across all of our services and activities with minimal exception. This is one of the most important ways the Chapter confirms the relevance and value of what we do. In addition to seeing increases in the number of member firms who are participating, we are experiencing broader and deeper participation within each of these firms. This same trend is continuing into 2009. In 2008, a total of 48,845 individuals representing 212 different member firms participated in or used Chapter services including professional development classes, safety classes, networking events, the Young Leadership Program, the site safety van, the annual convention, fundraising and charitable events, and workforce alliances. This compares to 39,623 individuals representing 153 member firms participating in 2007 and 36,784 individuals representing 110 member firms participating in 2006. Over the last three years, individual members have taken advantage of what the Chapter offers on 125,252 occasions. This does not include all of the non-members and guests who attend many of our activities and classes as well.

Engaging members from around the state in our active Members First program combined with the active participation of members in the Atlanta metro area has allowed the Chapter to reach more members than ever before.

Continued Success and Expansion of Members First

Ever since 2005 when the Chapter's Members First program began in Macon, it has continued to grow in popularity. The goal of delivering services and bringing members together in the different regions of the state quickly grew to also include the Albany and Valdosta areas. This past year was no exception when the regions surrounding the cities of Savannah and Columbus came on board. Today, Georgia Branch, AGC members and prospective members in each of these five regions participate in monthly programs and a number of safety and professional development classes held in their respective area. This is in addition to the many activities, classes and events available to members at the Chapter's training center.

As a result of our Members First initiative, out of 149 member firms located outside the Atlanta area, a total of 87 general contractors, specialty contractors, and service and supplier firms are actively participating. The five Members First regions include: Central Georgia, Southwest Georgia, South Georgia, West Central Georgia, and Southeast Georgia.

"As AGC members, we really appreciate the work of the Chapter staff. They always have an open ear and offer sound and practical advice regardless of the issue or situation. We are very happy to be a part of the AGC and to receive the tremendous support they give us. Most importantly they make safety a part of their culture and not just a program topic."

**Phil Roy, Senior Vice President
of Southern Region
Barton Malow Company
Roswell**

"Receiving this week's newsletter and taking note of everything you offer to members and the construction industry makes me burst with pride at AGC and especially our Chapter. Everyone on staff at Georgia Branch, AGC makes my life better and more rewarding. I am very proud to be associated with you."

**Chris R. Sheridan, President
Chris R. Sheridan & Company
Macon**



Chapter members listen during one of the first Members First meetings in Columbus to learn about AGC and future plans to bring programs and classes to their area.

ACCOMPLISHMENTS *(continued)*



Georgia Branch, AGC together with AIA and ACEC host the annual Building Georgia Legislative Reception so our respective members can meet with legislators and other elected government officials, and regulatory agency personnel in an informal setting to get better acquainted with each other.

"As a specialty contractor, we continue to benefit from our association with AGC. Our company has developed strong relationships with many of the general contractors who are AGC members. We appreciate the Chapter's efforts to encourage and promote the benefits of members working with other members."

Matt Leiter, President
Atlas Drywall & Acoustics, Inc.
Austell



Contractors enjoy participating on the Chapter's Legislative Committee where they help develop our pro-active legislative agenda. This keeps Chapter members in the loop and very engaged in the political process.

Bringing Designers and Contractors Together

For the first time this past year, the Chapter hosted AIA-AGC joint meetings in Savannah and Columbus. Similar well-attended meetings are held in Macon, Albany and Valdosta providing an informal opportunity for contractors and architects to meet and expand their working relationships. The Chapter also continued its tradition of co-hosting the annual Legislative Reception in Atlanta with AIA and ACEC where attendance doubled from the previous year. This brings Chapter contractor members a total of six organized opportunities during the year when they can network with architects and designers.

Cost-Saving Opportunities Available with Strategic Partners

Increasing numbers of Chapter members are taking advantage of special arrangements made with a number of vendors offering exclusive incentives, benefits and in many cases cost-saving opportunities.

Opportunities via Georgia Branch, AGC:

- American Express—upgrade from an individual or business card to a corporate card for more protection
- Verizon—offers discounted monthly fees for any construction-related firm who is a member
- Corporate Advocates—analyzes your existing phone services for cost saving opportunities

Opportunities via AGC of America:

- ENR—offers deep discounts on subscriptions
- BP—provides discounts on fuel purchases
- Ford Fleet—discounts vehicle pricing and offers flexible vehicle funding and savings on vehicle maintenance
- Enterprise Fleet Management— discounts vehicle pricing and offers flexible vehicle funding and savings on vehicle maintenance
- FedEx—provides cost savings on selected shipping services
- Avis—provides cost savings for selected daily rates
- Hertz—offers member discounts
- Williams Scotsman—provides cost savings when using their equipment

Building a Stronger Construction Community in Georgia

Throughout the year, Georgia Branch, AGC provides a diverse array of events, activities, classes, and program meetings in a variety of venues across the state. Members come together to make new contacts and build stronger relationships with each other, to recognize and honor construction and safety excellence, to learn and advance one's skills and capabilities, to relax and have fun, and to stay connected with others in the Georgia construction community.

As a result of Chapter members participating and staying engaged during the past 12 months at significantly higher levels than in the past, we can confidently conclude members are making the most of their membership and finding ways for the Association to work for them and their employees.

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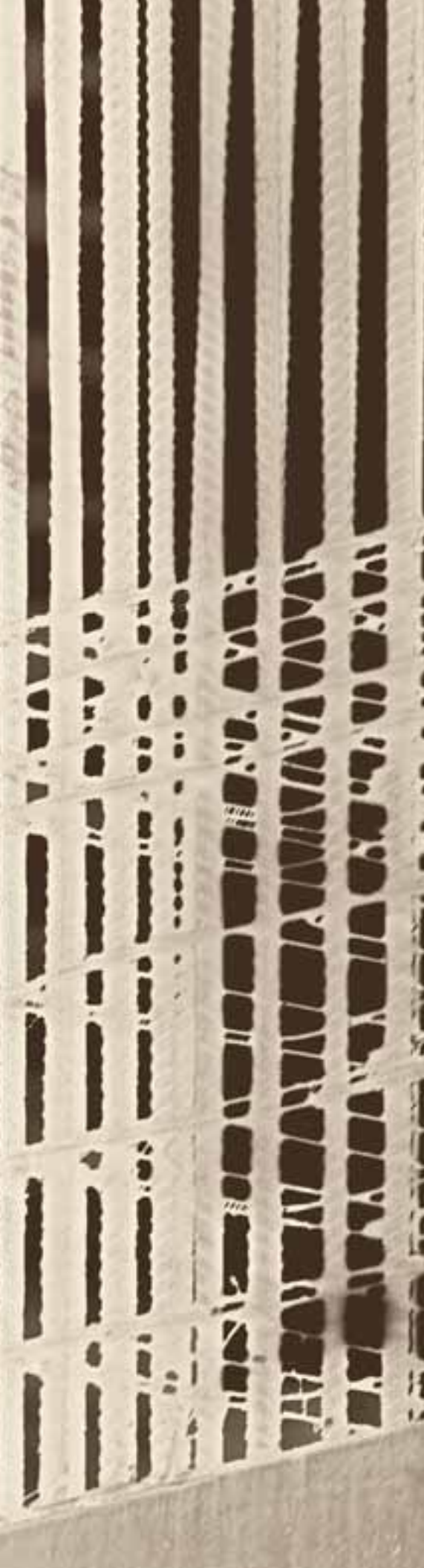
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Skill The possession and application of the necessary technical knowledge and practical experience to execute the projects undertaken in a professional and efficient manner.

Integrity The character to comply with the spirit and letter of contracts undertaken and to handle every transaction with fairness and honor.

Responsibility The possession and application of the necessary finances, cash or credit, together with the needed equipment and organization to fulfill all commitments promptly and completely.

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