

# GEORGIA BRANCH

The Associated General Contractors of America, Inc.

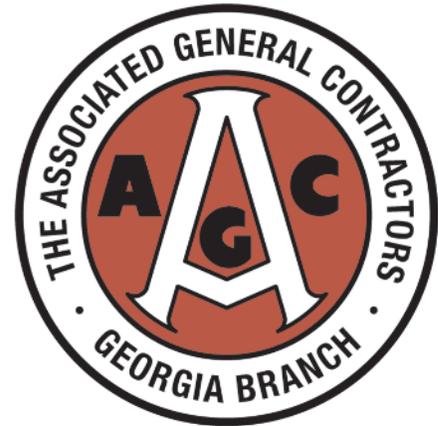


## Report to Members

JUNE 2010

# 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.”

Georgia Branch, AGC is a statewide Chapter affiliated with The Associated General Contractors of America, Inc. (AGC of America). We are a professional trade association whose members represent over 500 of the top general contractors, residential/light commercial builders, construction managers, design builders, municipal-utility contractors, heavy and highway contractors, specialty contractors, service providers, and suppliers comprising the state’s commercial construction industry.

Collectively, we bring a strong, influential and single voice to the industry. We are one of 95 AGC Chapters representing 33,000 member firms. Members of Georgia Branch, AGC are also members of AGC of America. This affords local members with an even stronger industry voice and broader access to services, resources and activities available on a national level.

# A Message From the Chapter President



**Dan Baker, President  
Duffey Southeast, Inc.  
2009-10 Georgia Branch, AGC  
Chapter President**

It is with great pleasure I present to you our June 2010 *Report to Members*. This annual publication helps members, prospective members, industry officials and key influencers learn more about our Association. It also gives us the opportunity to highlight some of the many things we accomplished over the last year.

I can certainly say this has been one quick and interesting year! When my term as President began last June, Chapter Executive Vice President Mike Dunham was only three weeks away from being hospitalized with a life-threatening spinal condition. After spending over 6 weeks in critical condition and months in therapy, we are eternally grateful for his full recovery and return to work in December.

Looking back on the year, despite Mike's absence, we can be proud of our accomplishments, the most notable of which is finding out how strong we are as an organization. This includes the capabilities of Chapter staff. Under interim leadership by Director of Governmental Affairs, Mark Woodall, our staff continued to provide an outstanding level of service to members. I want to personally thank this incredible team for stepping up to the plate when we needed them to come through the most.

Another important accomplishment this past year was the Board's decision to continue expanding the high level of service and programs expected by our members. In these turbulent economic times when our industry is facing many challenges, most associations are cutting staff and expenses. This was not an easy decision to make; however, it shows our Association's commitment to the membership.

One of the priorities of my term was to encourage stronger member participation in AGC going beyond upper management by driving participation and the AGC experience deeply into the organization or culture of a company. This was the example set for me early in my career, and I believe it needs to be passed on to the next generation. Company-wide participation builds a stronger sense of community and provides the face time needed for stronger relationships

among industry peers. I am excited to report that across most Chapter services, member participation remained high this past year and even increased for several of our events and programs.

Some of my most fun and gratifying experiences over the years have been at AGC events. My attendance at the AGC of America Leadership Conference in Washington, D.C. last Fall was another one of those experiences. It was an honor for me to represent our membership in meeting with the president, vice president and staff executives from many of the other 95 AGC Chapters and some of our Congressmen to discuss critical issues facing our industry.

I want to offer my most sincere gratitude to the Officers and Board Members who have served with me this past year. This group is directly responsible for our ability as a Chapter to withstand the current economic storm while continuing to be the voice of the construction industry.

While my term as President has come to an end, I look forward to continuing my service as a past president and Board member. I am pleased to welcome a talented group of incoming officers led by Gary Newell, President of Collins & Company in Smyrna, who will take the helm as 2010-11 Chapter President. Working with him are Tony Pellicano, President of Pellicano Construction in Albany as our Vice President; Ken Swofford, President of Swofford Construction in Austell serving his second term as Treasurer; and Dave Cyr, President of Parrish Construction Company in Perry serving his first of a two-year term as Secretary.

I leave this office confident that with the leadership of your new officers and the support of our outstanding staff, Georgia Branch, AGC is in good hands and destined for even greater accomplishments in the year ahead.

A handwritten signature in blue ink, appearing to read 'Dan Baker', located at the bottom center of the page.

# ACCOMPLISHMENTS

June 2009 – May 2010

## AGC ON THE FRONTLINE

This has been another solid year of performance for Georgia Branch, AGC despite this being one of the worst economic years in modern times. The challenges impacting many of our members and industry have been enormous. With 2009 ending for the Chapter on a positive note, we are in a great position to serve our membership in 2010. We are financially strong and committed to insuring members receive all of the services and resources they have come to value and expect. At the same time, we continually look for new ways to raise the bar and insure a more beneficial and enjoyable “member experience.”

Because of the industry’s shrinking workforce and changing landscape, the Chapter finds itself on the frontline helping members to a greater degree than ever before. When a member’s resources are reduced or new delivery methods are used, many times their first call is to AGC to

learn how to address their challenges and needs. Our goal for the coming year is to become a more powerful resource and offer greater value to members who are trying to survive and thrive. We are continually finding ways to help members in their turnaround efforts so they can emerge as a stronger company. This follows the mantra recently espoused by Wayne Rivers, President of the Family Business Institute in his February 2010 webinar with AGC. He recommends business owners, including contractors, focus first on “surviving” and then on a “turnaround” that will prepare them and their companies to “emerge healthy.”

AGC begins every year with the sole purpose of serving our members. We want to be part of the solution and help our members navigate all the challenges and more importantly the many opportunities that lie ahead.

*What follows is a recap of Chapter highlights and accomplishments.*

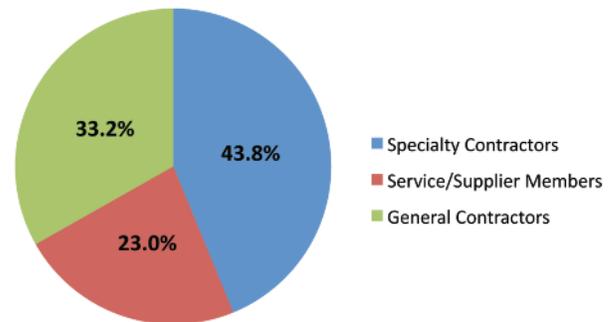
### Members Demonstrate Strong Loyalty

At midyear 2010, the Chapter has a total of 537 member firms including 179 General Contractor members accounting for 33.2% of the membership and 358 Associate members (includes 235 Specialty Contractors and 123 Service and Supplier firms) comprising for 66.8% of the membership.

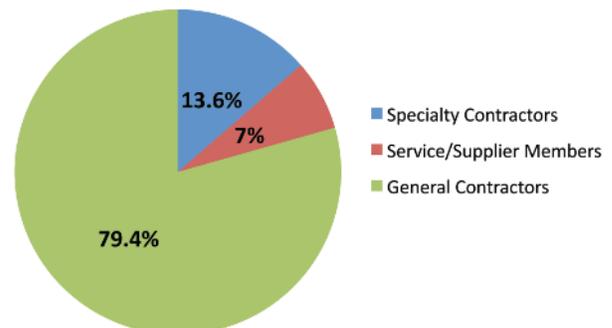
While General Contractor members are the smallest in number of the two member types (GC and Associate), they continue to provide the largest financial support to the Chapter at 79.4% of our total dues revenue.

Overall, membership retention was 82% for 2009. General contractor retention was 87%, and Associate member retention was 80%. Given the significant decline in both the construction industry and the general economy in 2009, these numbers indicate a strong loyalty to Georgia Branch, AGC. For the first part of 2010, retention numbers show an increase for both membership categories.

### Membership Demographics



### Dues Revenue





**Participation Remains Strong**

Georgia Branch, AGC classes, services, programs and events held throughout the year and in locations around the state continue to attract strong member interest and participation. In 2009, over 48,600 individuals used the Chapter’s services or attended these activities. This figure does not include members participating in the two safety stand downs held each year. In fact, we saw an increase in participating member firms in 2009 from the previous year in their use of the safety van service and attendance at the Legislative Reception.

**Conducting Member Visits**

Calling on members and conducting a personal visit at their office is still an important strategic priority for the Chapter. Finding out what is most important to our members and understanding what they are experiencing helps Chapter staff and Board members better

understand what members are facing as it impacts their involvement with Chapter activities. In addition, the opportunity to receive a member’s feedback on what the Chapter is doing and offering in the way of services is critical to our continuous improvement efforts.

In the last 12 months, over 270 member visits were conducted around the state. These reveal

to us members who are working twice as hard, some doing well and busier than ever, some going into new markets, some moving outside the state to find work, and some bidding everything they can. Some members have trimmed staff and others are pursuing federal work for the first time. There is a lot of scrambling, expanding, changing and holding on for dear life waiting to see what will happen in 2011.

<b>Selected Service/Event Highlights</b>	<b>No. of Participants</b>
Professional Development/ Safety/Education Classes	1,330
Safety Van (during 1,680 site visits)	34,815
Legislative Reception	450
Safety Day Conference	215
Chapter’s Annual Convention	311
3 Contacts for Contracts Programs	594
Members First Monthly Meetings	505
2 Safety Stand Downs	18,500

“At Georgia Branch, AGC, we are the industry’s leaders and I firmly believe in our founding principles of ‘skill, integrity and responsibility.’ To me, AGC is the heart, mind and soul of the construction industry—bringing all of us together around common concerns and opportunities, keeping us informed and knowledgeable, and looking out for our company and industry’s best interests when it comes to government policies and regulations.”

**Shane Hornbuckle, Vice President  
Van Winkle & Co., Inc.  
Atlanta**

*Pictured above: The GC Marketplace in Atlanta is offered at one of three Contacts for Contracts events held for members each year. During this event, contractors set up booths to promote their firms and meet with other members who have an interest in working with them.*



**2010 Legislative Session Fares Well for Contractors**

The state’s most pressing issues for the 2010 Legislative Session, identified in the Chapter’s Pre-Session Report including the state’s economy/budget, water and transportation funding, were each addressed with bills that passed. For the first time in many years, the state’s legislative leadership including the Governor, Lt. Gov. and Speaker all worked together to address these and many other important issues. This laid the groundwork for Georgia to bounce back from the current recession with a bright economic future.

AGC went into this particular Session with a relatively light agenda; however, quickly became involved in a number of important industry issues. In the end, AGC and the entire

construction industry fared well in a tough legislative environment.

In addition to bills passing that cover the budget, water and transportation funding, AGC favorably influenced the passage of several other bills impacting construction relating to procurement procedures for state agency public works contracts, prohibition of code requirements for fire sprinklers in homes, and revisions to Georgia’s security/immigration compliance act among others.

**State and National Political Action Committees**

For the second year in a row, Georgia Branch, AGC achieved 100% Board of Director participation in contributing to the AGC of America PAC, resulting in the Chapter receiving national

recognition at AGC’s Annual Convention in Orlando. This is an honor bestowed on a select group of Chapters. Georgia Branch, AGC members contributed over \$38,000 to AGC of America’s PAC. In all, \$1 million was raised nationally for AGC’s PAC that supports a national lobbying effort so crucial in a turbulent political environment.

The Chapter’s PAC efforts were very successful again this year. Even in this off election year, the Chapter raised monies for its state PAC. The upcoming elections in 2010 will be a very important year for Georgia since numerous statewide offices are up for re-election including all constitutional offices. In addition, many state Senate and House seats are now open for election due to legislators vacating them to run for higher office. This

“AGC serves a valuable function to our industry and is considered a forceful and influential entity. As an advocate for both members and the industry, Georgia Branch, AGC helps to insure things are equitable and fair. For example, with the lien laws, AGC was instrumental in having the laws changed.”

**Chris Wortham, President  
H & H Insurance Services, Inc.  
Norcross**



*At the AGC of America Convention in Orlando, Doug Pruitt, 2009-10 National President presented Dan Baker and Mike Dunham with an award recognizing the Chapter Board’s significant accomplishment of achieving 100% participation in the national PAC fund. This is Georgia Branch, AGC’s third time earning this award.*

**Pictured above:** Hundreds gather for the 2010 Building Georgia Legislative Reception in downtown Atlanta.



election will have a larger turnover than previous years, so it is important to have resources in place to support pro-business and pro-construction candidates. Additional time needs to be spent identifying new candidates and educating them on the construction industry and our issues.

### Woodall Recognized as Top Lobbyist

For the second consecutive year, the Chapter's Director of Governmental Affairs, Mark Woodall, distinguished himself and AGC by being singled out from over 1,600 registered lobbyists in the November 2009 *James Magazine* as "one of the top ten lobbyists for an association." These rankings were completed after voting by peers and legislators in Georgia who credited these individuals for "giving every effort to making government work." Staying on the frontline 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 at the state and national level. Mark's outstanding efforts are a positive reflection on the

"As a marketing professional, it is very important for me to stay on top of current economic trends impacting both our industry and clients. In addition to the information I read in the Chapter's weekly newsletter and AGC of America bulletins, I really enjoyed hearing from AGC's economist who spoke at the recent Legislative Reception co-hosted by Georgia Branch, AGC, AIA and ACEC."

**Keith Johnson, Director of Business Development  
Duffey Southeast, Inc.  
Cedartown**

quality of our membership, our association and industry.

### Legislative Efforts on Behalf of Members and Industry

Staying on top of all legislative proposals that develop in the General Assembly and working to monitor and track legislation is a big part of the Director of Governmental Affairs job throughout the year and especially during legislative sessions. Mark Woodall, Mike Dunham and Bill Chambless, the Chapter's three registered lobbyists, together with members of the Chapter's Legislative Committee develop strategies to approach many of the intricate issues that arise each session with the potential

to positively or negatively impact the construction industry. The Legislative Committee, which is open to all members, meets prior to the session and as needed while the General Assembly is in session.

### Legislative Reception

Together with Georgia Chapters of AIA and ACEC, Georgia Branch, AGC hosted its tenth annual Building Georgia Legislative Reception bringing leaders from the three groups together to network with each other and meet with legislative leaders and representatives of industry-related governmental agencies.

*Pictured above left: Dan Baker, Chapter President, and Gary Newell, Chapter Vice President, were accompanied to Washington, D.C. in the Fall by Mark Woodall, Director of Governmental Affairs, to attend AGC of America's Leadership Conference. Special arrangements were made to meet privately with both Georgia U.S. Senators and five Congressmen. L-R: Woodall, Congressman Lynn Westmoreland, Baker and Newell. Pictured above right: Chapter members and staff presented Lt. Gov. Casey Cagle with PAC checks supporting his re-election bid. L-R: Mark Woodall, Brian Daniel, Carroll Daniel Construction Co., Lt. Gov. Cagle; Dave Cyr, Parrish Construction Company, Inc.; and Doug Davidson, New South Construction Co.*



### 2010 Ga. construction outlook varies by sector

**C**onstruction had a rough year in 2009, both nationally and in Georgia. Unfortunately, 2010 will provide only mixed relief.

From October 2008 to October 2009, construction spending dropped 14 percent nationally, with nonresidential down 11 percent and residential off 23 percent. And from November 2008 to November 2009, seasonally adjusted construction employment fell 14 percent nationally, 17 percent in Georgia, and 19 percent in the Atlanta-Sandy Springs-Marietta metro area.

But there was limited good news in November.

The national decline in construction jobs slowed to 27,700, seasonally adjusted, from twice that level in October. Seasonally adjusted construction employment in Georgia rose for the second straight month by 1,900 or 1.2 percent. (Seasonal adjustment takes into account the normal month-to-month variations because of weather or holiday patterns, but not ex-

are likely to have risen also, as they have done nationally, although there is no comparable state-level data. Rising sales, combined with relatively lean inventories of unsold new houses, will bring a revival of home construction.

However, multifamily construction is likely to keep shrinking in 2010. Job losses — plus a lack of openings for new college graduates and other first-time job seekers — hit would-be renters especially hard, forcing many to double up or move back in with parents. The first-time home buyer tax credit, which has been extended to cover contracts ratified by April 30, 2010 (with closing by June 30), undoubtedly helps home sales but further depletes the pool of renters.

Meanwhile, supplies remain swollen with unsold and repossessed houses and condos now being offered for rent, especially in the Atlanta metro area. With so much going against it, no wonder multi-

In particular, consumer spending, residential construction and federal government purchases, fueled by the stimulus legislation, should boost real GDP. But business investment in equipment and structures, state and local government purchases, and perhaps net exports will remain weak for several more quarters.

A surge in home buying could spawn at least a modest uptick in retail construction, as demand rises for neighborhood shopping centers, home furnishing and appliance stores, and yard and garden stores. But other developer-financed construction — multifamily, office, warehouse and hotel — will be dragged down by high vacancy rates, low rents and reluctant lenders.

Hospitals and universities, which were undertaking a lot of construction through the summer of 2008, were pummeled by the stock and bond market meltdown that autumn. They could no longer issue private-activity bonds to finance construction.

Meanwhile, the value of endowments and the prospects for capital campaigns plunged. Now that the “bond door” has swung open again and portfolios have recovered, many of these institutions

**VIEWPOINT**  
Ken Simonson

### Continued Efforts Updating State Construction Manual

Both GSFIC and the Board of Regents host working committees whose members are fulfilling a multi-year commitment to update the *State Construction Manual*. This covers best practices for Georgia’s project management, procurement and contracting processes for state design and construction contracts. Mark Woodall represents the Chapter on this committee and several AGC members serve on the Editorial Board as well as the Committee itself. At the present time, Mark and several Chapter members serve on the Board of Regents Facility Advisory Board and on an Advisory Board to GSFIC.

### Joint Efforts Publishing Best Practices for Public Works

AGC has helped secure commitments from the Association County Commissioners of Georgia (ACCG), the Georgia Municipal Association (GMA), and the Georgia Department of Education to develop a best practices document for securing construction services for public government work at the local level. What is now available at the state level with the *State*

*Construction Manual* has never before been pursued for the local level.

### AGC of America Economist Takes Spotlight in Georgia

Georgia Branch, AGC hosted AGC of America Chief Economist Ken Simonson three times over the past fourteen months— at an Economic Summit in April 2009, at the 2010 Building Georgia Legislative Reception and again at the 2010 Chapter Convention. Simonson presented his economic projections for the construction industry nationwide, and more specifically for Georgia, to a receptive audience.

Georgia Branch, AGC was honored to be approached by the *Atlanta Business Chronicle* to provide a column for their January 1, 2010 Who’s Who in Buildings feature section. Given the state of the economy, we invited AGC of America’s Chief Economist, Ken Simonson to write his “Viewpoint” about the state of the commercial construction industry in the Southeast and Georgia. Receiving this and other similar type media requests from around the state underscore why Georgia Branch, AGC is the respected voice of the industry.

“For the last 5 years, AGC’s Site Safety Van service has played an important part in helping us at Conlan provide the safest possible working environment for all of our employees and every subcontractor, client or visitor at our jobsites. I personally value the convenience of having this type of quality safety training delivered to our doorstep on different project sites and recommend all Chapter members take advantage of this free service if they are not doing so already.”

**Mike Schroeder, Project Superintendent**  
**The Conlan Company**  
**Marietta**

*Pictured top left: In February, Ken Simonson, AGC of America’s Chief Economist, addresses Georgia Branch, AGC members, ACEC and AIA members, public and state officials, and other guests at the Building Georgia Legislative Reception. Picture top right: Editors of the Atlanta Business Chronicle called on Georgia Branch, AGC for a 2010 construction industry outlook, resulting in Ken Simonson’s “Viewpoint” column appearing in the January 1 issue.*



### Thousands Participate in Safety Stand Downs

For the second consecutive year, Georgia Branch, AGC hosted two Safety Stand Downs, one in August and the other in February. This past year stand down themes included trenching and electrical safety. While participation has decreased slightly as a result of fewer jobsites, there is still record participation by member firms that choose to host these stand downs and stop construction on one designated day and time. These firms are committed to bringing their entire workforce together on active jobsites to participate in a formal presentation and group discussion delivered in English and Spanish. Company management



*The Chapter's two Site Safety Vans travel around the state taking training to jobsites making it easier for field personnel to learn about safety. Different Tool Box Topics are requested by each member firm so site specific safety issues can be addressed. Over 54,000 jobsite personnel have benefited from this complimentary safety service during 2009 and 2010.*

buy-in for these Stand Downs send a strong message to our construction workforce about

the importance of being vigilant when it comes to safe practices.

***Pictured top:** Contractors participate in the August 2009 Safety Stand Down on trenching best practices. Over 360 jobsites were shut down on a designated day at the same time to reinforce the importance of jobsite safety.*



### **AGC Provides Input to Georgia Alliance as New Stand Down Program Begins**

In addition to the Chapter's regular Safety Stand Downs, Georgia Branch, AGC was invited by OSHA to become a partner with them and other organizations in the "Georgia Struck By Alliance" for a November Industry-wide Stand Down on work zone safety. Cheri Watson, Director of Safety, Education and Workforce Development, was instrumental in helping organize participation in this event as requested by OSHA. Other Alliance members include 3M, Association County Commissioners of Georgia, Federal Highway Administration—Georgia Division, Georgia Highway Contractors Association, Georgia DOT, Georgia Power, Lamar Advertising and Georgia Tech Research Institute.

The "Georgia Struck By Alliance" serves as an advocacy group helping protect jobsite employees, pedestrians and drivers in and around highway construction sites who are at an increased risk of injury. This Alliance erected four billboards on Georgia interstates that include logos of the Chapter and other partners. The billboards state "R-U-In-Text-I-Cated? Put Down the Phone!" encouraging

motorists to focus on driving rather than using their cell phone.

Everyone in the Alliance shares a commitment to fostering a culture of injury and illness prevention while sharing best practices and technical knowledge in the area of work zone safety and "struck by hazards." This initial safety stand down was supported by more than 85 construction firms, utility companies, schools as well as state and local government agencies. The stand down impacted a total of 1,724 worksites which covered a total of 16,194 employees. Georgia Branch, AGC members were well represented.

### **Safety Day Conference**

Over 215 individuals attended Georgia Branch, AGC's annual Safety Day Conference held on March 26 at Southern Polytechnic State University in Marietta. The day was filled with safety award presentations, 16 safety classes to choose from, and speakers who addressed attendees during breakfast and lunch. SPSU construction department students who are members of the AGC Student Chapter helped Safety and Health Committee members and staff to insure the event went smoothly for all participants. The Ron

Amerson Supervisory Safety Award was given to 275 superintendents who were nominated this year by their company leaders for achieving no lost time accidents on their jobsites in 2009. This is the highest participation level by member firms in the history of the awards program. Over 70 of the nominated superintendents attended Safety Day where they were personally recognized and congratulated for their outstanding efforts.

### **Safety & Health Committee Brings Leaders Together**

Every month, over 30 safety leaders from member firms and senior OSHA representatives participate on the Chapter's Safety and Health Committee. The Committee is open to all members and provides a sounding board and forum for discussions on safety issues, safety prevention strategies, and Chapter safety activities. Committee members have input into the Chapter's safety class schedule and curriculum, help organize the annual spring Safety Day, and plan the Safety Stand Downs. The group continues to grow in popularity and works closely with Chapter staff to bring the best in safety practices to all members.

*Pictured above: Members attend one of the safety classes offered during the March 2010 Safety Day Conference.*

“As a result of our participation in the Chapter’s Workers’ Compensation CompTrust program and having their safety reps watch over our safety program, I am pleased to report our safety modifier has gone down significantly. This benefits us in so many ways, most of all a safer workplace for our employees so they can go home injury-free.”

**Brian Daniel, President  
Carroll Daniel Construction Company  
Gainesville**

**OSHA’s Increased Scrutiny Prompts Proactive Response**

Right after the Obama administration took office, and as a result of the Chapter’s strong relationship with local OSHA representatives, we learned the Federal agency was in the process of hiring more field workers to closely look at safety recordkeeping procedures. The Chapter took the initiative to deliver free OSHA recordkeeping training to both members and non-members, filling classrooms and meeting rooms across the state. Typically these classes were held following a Members First monthly meeting to make it convenient for more

members to participate. A total of 106 people participated in this special training opportunity making this a successful effort.

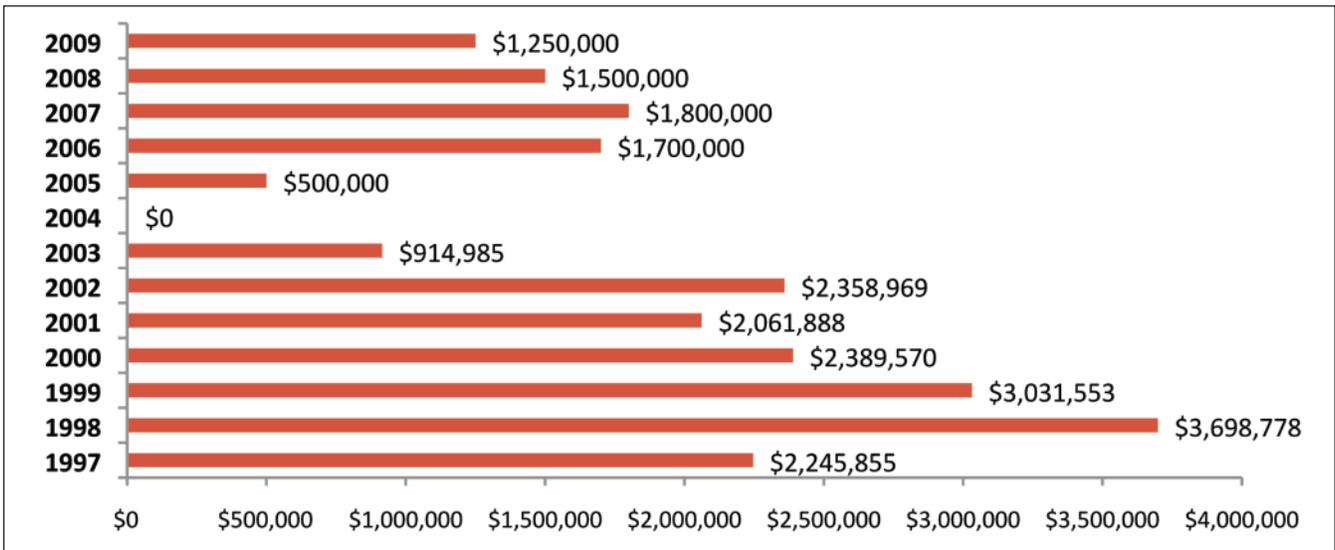
**Workers’ Compensation Fund – Continued Success and Dividends for Participants**

To date, 153 member firms have chosen and are qualified to participate in the Chapter’s CompTrust AGC Mutual Captive Insurance Company (MCIC) workers’ compensation program. It allows participants to pool their insurance premiums for greater coverage and services. Program participants continue to take

advantage of free safety training and complimentary site inspections conducted by safety staff.

CompTrust AGC MCIC remains strong and member equity has continued to increase. As a result of members participating and maintaining a positive safety record, annual dividends this past year totaled \$1.25 million and were shared by all program participants. CompTrust AGC MCIC participants who attend the Chapter’s Annual Convention each June are among the first to receive their dividend checks.

**Workers’ Compensation Program Dividend History**  
*“Returning Dollars to AGC Members”*



*Affinity Service Group (ASG), a For-Profit Subsidiary of AGC, provides professional third party administration for CompTrust AGC MCIC.*

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**Professional Development Opportunities**

As in previous years, the Chapter continues to offer members a diverse array of courses and classes to choose from including safety topics, industry best practices, management and leadership sessions. Classes on lien law, storm water, integrated project delivery, lean construction methods, green construction and LEED accreditation, contractor licensing training, and a host of other topics are always on the calendar. The Chapter continues to offer The Leaders Course® and other special programs of interest via speakers at the various Members First monthly meetings who cover topics such as insurance, legal matters, and workers' compensation.

Sampling of Professional Development Courses	No. of Attendees
CPR, First Aid & Bloodborne Pathogens	143
Georgia Licensing Exam Prep	136
NPDES Level 1A Recertification	190
OSHA 10-Hour for Construction	203
Prep Course for LEED Exam	80
What's Different About Federal Contracts	23

**SkillsUSA Competition and Career Expo Largest in History**

On March 11 and 12, Georgia Branch, AGC played an active role in helping to convene this annual career expo and skills competition at the Georgia International Convention Center in College Park. This event, sponsored by the Construction Education Foundation of Georgia (CEFGA) of which the Chapter is one of two major partners and underwriters, continues to grow in popularity with students, con-

struction workers and construction firms alike who give the event high marks. Participation grew by 7% from 2009 to 2010. This year's program attracted 6,498 attendees, including representatives from over 300 industry-related businesses and organizations, high school and technical college students, their teachers, counselors and even parents. Cherri Watson is the Chapter's staff liaison to CEFGA. Several Chapter members serve on CEFGA's Board as well. Planning for this event, the largest of its kind in the nation, is conducted over a six-month period.

**Workforce Alliances Focus on Future Workers and Industry Needs**

CEFGA and Georgia Branch, AGC staff continue to meet and work with Chapter members, local high school and technical school representatives, and construction science faculty in several regions around the state

"I am a long-time, firm believer in the AGC organization because of their strong education programs offered at both the national and state level. They give our people an opportunity to get better at what we do and at the same time meet other people in the industry. Building these relationships and having the support of each other is important."

**Roger Smith, Commercial Sales  
Ready Mix, USA  
Woodstock**

*Pictured above: Thousands participate in the annual two-day CEFGA Construction Career Expo and SkillsUSA Competition in March. Photo by Lori Grice.*



Photo by Lori Grice

*Amy Norman, Holder Construction Co. speaks with students wanting to learn about green building. Many member firms participated in CEFGA's 2010 Career Expo and SkillsUSA State Championships.*

*The second annual Career Fair in Albany promoting construction firms and the entire industry as a great career choice is one of several accomplishments initiated by the Chapter's Workforce Alliance in this region.*

focusing on ways to encourage more young people to make construction their career choice. A successful Southwest Georgia Career Expo in Albany was organized by the Chapter's Workforce Alliance in this region for the second year in a row and took place in October. Both the South Georgia Workforce Alliance in Valdosta and the Central Georgia Workforce Alliance in Macon are also going strong in their third year of operation with many Chapter members supporting the need to keep a dialogue open among all parties.

A new West Central Georgia Workforce Alliance in Columbus,

previously operated by the Greater Columbus Chamber of Commerce, will now have meetings run by AGC and CEFGA to tie in with other Chapter workforce alliance activities. This resulted from Georgia Branch, AGC's recent involvement with the Chattahoochee Valley Partnership/Sustainable Construction Workforce Alliance that had been set up originally to oversee the \$3 million Fort Benning BRAC Workforce Development Grant awarded to the Chattahoochee Valley Joint Development Authority. With the grant ending in June 2010, construction at Fort Benning will not. The Chapter and CEFGA believe there is a real need to

establish an alliance of construction, architecture and engineering professionals within the Valley Region (including both Georgia and Alabama) to help focus on the construction and workforce development needs in the future, particularly as it relates to sustainable construction. The purpose of the new alliance is threefold:

- (1) to act as a clearinghouse for workforce skill training requirements,
- (2) to provide a forum for industry networking, and
- (3) to provide a mechanism for industry outreach and awareness.

***Pictured above top:** Dr. D. Ray Perren (in tie), President of Valdosta Technical College, and Phillip Moncrief (in blue), OSHA-Savannah Compliance Assistant Specialist, talk with Chapter members during a South Georgia Workforce Alliance meeting to address workforce needs and future training opportunities to help young people better prepare themselves for employment.*



**Young Leadership Program Popular at State and National Level**

Georgia Branch, AGC’s Young Leadership Program (YLP) continues as one of the Chapter’s flagship programs helping prepare young construction professionals for future leadership roles at their respective companies, within the construction industry, and at AGC. The Program’s success has made it a model for other AGC Chapters.

A total of 81 member firms (33 GC and 48 Associate) currently sponsor 141 talented young men and women who engage in a combination of professional development, community service, charitable, networking, and relationship building activities throughout the year. YLP continues to strengthen its original Atlanta-based program and its

outreach efforts in Macon, Savannah and Columbus. Several roundtable programs are offered each year in each of these geographic areas.

**YLP Golf Tournament Surpasses Previous Year Results**

YLP’s annual charitable golf tournament continues to exceed

expectations for raising significant dollars used to support worthy charitable causes and undertakings. The May 2010 Golf Tournament saw its largest participation numbers ever with 277 golfers signed up and the biggest dollars raised since the program’s inception in 1996. Monies raised are placed in YLP’s Charitable Works Fund.

**YLP Community Service**

One of YLP’s major initiatives for the past three years is about to conclude—members are in the final stage of completing the funding, permitting, building and erection of a marble sign at the entrance of the Georgia National Cemetery in Canton, GA. This will replace an old wooden sign at the memorial ground’s street entrance. YLP members also participated again this year in

“Georgia Branch, AGC provides plenty of opportunities for members to participate. For me, most of my time is spent with the Chapter’s Young Leadership Program (YLP) and the Safety Committee. Serving on YLP’s Council in a leadership role has been a very rewarding experience and I enjoy my association with other young industry professionals. I especially value the participation by GC’s and OSHA reps on the Safety Committee which allows me to better understand the GC’s expectations of us and other subcontractors.”

**Chris West, Safety Director  
Brent Scarbrough & Company  
Fayetteville**

*Pictured above: Many YLP participants heard from Secretary of State Brian Kemp during lunch and then toured the Capitol during the 2010 Legislative session.*



*Young Leadership Program members renovated the home of a young disabled veteran and his family. Installing an elevator lift, widening the doorways, installing a handicapped accessible bathroom and putting in hardwood floors for improved mobility were just a few of the features of this community service project. YLP representatives and Chapter staff accepted an AGC in the Community Award at the AGC of America March 2010 convention in Orlando for their incredible efforts.*

AIA's CANstruction competition with teams building structures made of canned goods which are donated to local food banks. The YLP team placed as a finalist. Members also participated in a "Day at the Capitol" program during the 2010 Legislative Session. They heard keynote remarks from then newly appointed Secretary of State Brian Kemp and Chapter Director of Governmental Affairs Mark Woodall. After the luncheon, attendees were invited to a tour of the Georgia State Capitol.

### **YLP Receives AGC of America Honor**

One of YLP's major achievements this past year, which included over 2,400 man-hours,

is the construction and renovation of "Jon's House" in Villa Rica. This is the home of wounded Navy Seal, Jonathan Moore, who could not safely access all levels of his home due to his disabilities. The gracious support of so many companies donating their time and products resulted in enough money remaining in YLP's "Jon's House" budget for the group to pay the family's mortgage for all of 2010. This donation enabled Jon and his wife to return to school full-time to receive the education and training they wanted to better their lives. In addition to YLP being singled out by AGC of America in winning the 2010 AGC in the Community Award, the accom-

plishments of our industry's young people were featured in print and television media. YLP representatives, along with Machell Harper, Director of Member Services, accepted this award at AGC of America's Convention in Orlando.

### **New YLP Facebook Page**

This past year marked the start of YLP's Facebook page which has a fan following including many YLP members. They use the site to communicate with each other and keep up with AGC and YLP reminders. It is a convenience YLP members wanted to do and made a commitment to help develop and maintain.

*Pictured above left: AIA's annual CANstruction competition attracted YLP participation again this year. Pictured above right: YLP members attend the April 2010 Roundtable where they learned how to bring more value to their company and build their career.*



### Chapter Staff Increases Role as Industry Spokesperson at State and National Level

Chapter staff is often called on each year to represent the Chapter and industry speaking to a variety of state and national groups and this past year was no exception. In the spring of 2010, Mike Dunham was the featured speaker for the following groups: Georgia Tech and Southern Polytechnic State University Student AGC Chapters, the South Atlantic Division of the Corps of Engineers, the Columbus Chapter of NAWIC, the Georgia Black Contractors Association, and Gwinnett Tech.

Mark Woodall, Director of Governmental Affairs, was invited to serve on a national panel in 2009 for a joint program hosted by the U.S. Chamber of Commerce and AGC of America

addressing immigration and immigration reform which was filmed by Lou Dobbs. In May 2010, Mark was asked to serve as a guest speaker at the national Construction Owners Association of America Conference on the topic of “best value procurement” as a result of some of his work on this topic in Georgia. For the sixth consecutive year, Mark spoke to the Construction Division of the Atlanta Bar Association advising attorneys during the legislative session on what is likely to happen that will impact the construction industry.

Bill Chambless, the Chapter’s member development specialist, recently spoke at a business session for the Building Officials Association of Georgia (BOAG) on EPA’s new Lead Renovation, Repair and Painting Program Rule. As a former building official in Macon before joining the Chapter’s staff in 2006, Bill has continued to maintain his ties with the building official community and regularly attends their annual state conventions. In addition, his

knowledge in this area is a valuable resource to members as permitting and code issues come up.

### Members and Chapter Staff Represented at Georgia Educational Institutions

In addition to many Chapter members serving on various boards and advisory groups, Chapter staff is also represented. Cherri Watson, Director of Safety, Education and Workforce Development, serves on the Executive Advisory Board in Construction Management at Southern Polytechnic State University and on the Gwinnett Tech Construction Management Advisory Board.

Mike Dunham serves on the Industry Advisory Board for the Construction Management Program at Georgia Southern University. Bill Chambless serves on the Career, Technical and Agricultural Education Advisory Board for the Bibb County Board of Education. Recently, Bill was also appointed to serve on the Advisory Committee at Savannah Tech. This provides an added resource to members who are recruiting workers from this area.

Advisory Board members are called on to help with fundraising, curriculum development,

“I really enjoy attending as many Member First events and other Chapter activities that I can. The AIA programs and receptions are popular events we especially like to participate in. They all provide valuable face time with people we work with and an opportunity to build stronger relationships.”

**Bruce Campbell, Technical Sales**  
Tindall Corporation  
Conley

*Pictured top: Members First Meetings held around the state continue to be popular with members. Here in Columbus (left) and Savannah (right), members gather for the featured program and an opportunity to interact with other members.*



The Chapter's Higher Education Golf Tournament raises funds for scholarships, teaching materials and instructor professional development at the state's four collegiate construction management departments.

"Our participation in many of the activities and programs Georgia Branch, AGC has to offer provides us with excellent networking opportunities. As a result, we are exposed to a wider range of industry professionals and gain more access than would otherwise be possible."

**Charlie Boswell, Division Manager  
General Steel Company  
Macon**

and hiring new faculty and staff.

### Higher Education Golf Tournament Raises Funds to Help Industry

Proceeds from this past year's Higher Education Golf Tournament provided the Chapter with an opportunity to donate \$7,000 of safety DVDs from the AGC library to the Construction Management Department at Southern Polytechnic State University.

Approximately 85 individuals played in the tournament representing 47 different firms. Additional funds go toward annual scholarships offered to construction management students at the following schools: Georgia Southern University, Georgia Institute of Technology, Gwinnett Technical College and Southern Polytechnic State University.

### President's Tours

These meetings are held around the state each year when the Chapter's President and Executive Vice President visit with members to talk about the state of the Association and hear from members what is on their minds. These special sessions are held in Augusta, Albany, Braselton, Columbus, Dalton, Macon, Savannah and Valdosta.

### Members First Programs

Georgia Branch, AGC continues to have a strong presence in many regions throughout the state as a result of regular Members First meetings and programs held each month. These programs give members outside metro Atlanta an opportunity to network with one another, learn about important

topics of interest, and meet with Chapter staff to stay connected with what is happening in the Chapter and industry. We continue to hear from members about the value of these programs in getting members together and more engaged.

### Dunham and Members Joyfully Reunite at Regional Meetings

Soon after Mike Dunham was cleared by doctors to return to work in December, he couldn't wait to get out and visit with members. Mike was immediately placed on the calendar as the speaker at the Chapter's Members First January meetings around the state. Members greeted Mike with open arms as he filled them in on the state of the association and the life threatening medical journey he went through during the summer and fall of 2009.

**Pictured above left:** Chapter members in Valdosta warmly welcomed Mike Dunham, Chapter Executive Vice President, who spoke on the state of the Association during their January Members First Meeting. **Pictured above right:** Chapter members in Albany attend the annual President's Tour in their region.

STAYING  
CONNECTED



**New Members First Program in Metro Atlanta Proves Big Hit**

One of the most important changes in the Chapter's five year old Members First program occurred in August 2009 when we kicked off a new Members First program in the metro Atlanta area. Our first program featured the proposed Atlanta to Chattanooga light rail project, which attracted a strong turnout. This confirmed members' interest in this type of learning opportunity in addition to regular

programming offered out of the Atlanta headquarters office.

**Industry Leaders and Families Enjoy Conventions**

Over 300 people representing 72 member firms participated in and enjoyed the Chapter's June 2009 Annual Convention at the Amelia Island Plantation resort in Amelia Island, FL. In addition to planned events and activities bringing members together, everyone appreciated the time to socialize informally, sit in on pro-

fessional development seminars, relax, and spend time with their families and industry colleagues. Those attending heard from both Steve Sandherr, AGC of America Staff Executive, and Doug Pruitt, President of Sundt Construction and the 2009-10 President of AGC of America about the Association and what is happening nationally in the construction industry. The 2009 Build Georgia Award winners were announced and members participating in the workers' compensation program, CompTrust AGC MCIC received their dividend checks. YLP members, their spouses and guests enjoyed dinner together followed by a fun Casino themed networking event. Children and spouses enjoyed special activities planned for them as well.

Every year, many Chapter members including our Officers and Board members attend AGC of America's Convention to

"As a fairly new member, we really valued the opportunity to attend the Chapter's first quarterly Members First meeting in Atlanta to hear about the new rail program. This is a great way to pull people together where at the same time we can learn about a topic of interest that impacts our business, industry and community."

**Ben Bunyard, VP of Operations  
Choate Construction Company  
Atlanta**



*While many Chapter members chose to play golf on the Convention's first day, many members and their children are tennis fans and spent the morning on the courts.*

**Pictured top:** *The inaugural Members First meeting in metro Atlanta held in August 2009 was a hit with members who wanted to learn about a proposed light rail line and spend time with other members.*



Every year following Georgia Branch, AGC's Annual Convention, the Atlanta Business Chronicle devotes a special section to the "Best in Construction" featuring the Build Georgia Award winners. These member firms are recognized for construction excellence.

take advantage of meeting with industry leaders from around the country as well as with their peers in Georgia. Everyone attending speaks highly about the quality of national speakers, educational seminars, the Willis safety breakfast, luncheon and dinner programs and entertainment, special spouse programs, and trade show exhibition.



Chad Clark, Rogers Construction Company, and his family enjoyed the Annual Convention's first night of festivities with other members over dinner.

March 2010 was no exception when dozens of members attended the Convention in Orlando. Smith, Currie & Hancock, LLP hosted a special cocktail reception the second night of the Convention for local members, and national friends of Georgia Branch, AGC.

**Build Georgia Awards**

Over 90 entries for projects completed in 2009 were submitted for the 2010 Build

Georgia Awards program making this the largest number of nominated projects in the award program's history. Winners are announced at the Chapter's annual convention in June and featured in the Chapter's Fourth Quarter 2010 *Georgia Construction Today* magazine. Additionally 205,000 readers of the *Atlanta Business Chronicle* receive a special section in June featuring Build Georgia Award winners.

*Pictured above:* Enjoying a wonderful evening on the final night of Georgia Branch, AGC's 2009 Convention, attendees saw the President's gavel passed from Doug Davidson to Dan Baker, new Officers and Board members installed, and E. Turner Collins, Jr. accept the prestigious SIR Award (skill, integrity and responsibility), the highest honor an individual can receive from the Chapter.



### Keeping Members Informed

One of the most valued services Chapter members say they appreciate about the AGC organization is how it keeps them informed and on top of a whole spectrum of industry issues, legislative activity, economic trends, government regulations, best practices, project delivery trends, Chapter and national programs, and special events. Chapter members receive numerous bulletins, publications and newsletters from Georgia Branch, AGC and AGC of America announcing this information to them in a timely and useful manner. In addition, special classes and programs are often convened to insure members have what they need to be knowledgeable, in compliance and competitive.

What follows are two of many examples where Georgia Branch, AGC is consistently taking the lead to keep members informed:

- With the recent passage of an EPA Lead Renovation, Repair and Painting Program rule, the Chapter and AGC of America are actively advising members about the new rules and some of the expansion actions being taken with

“In today’s environment, we are flooded with information. Georgia Branch, AGC does a great job of keeping us informed instead of our having to dig for information on our own.”

**Brad Williams, Vice President  
Dabbs-Williams General Contractors  
Statesboro**

potential impact on the construction industry. In addition to posting where accredited renovation training programs can be taken for compliance with the new regulations, the Chapter is exploring the option of becoming an accredited trainer.

- As more and more public owners move away from Design-Bid-Build to alternative delivery methods, Chapter staff finds themselves more in demand from members who need their help to understand these new delivery methods and new selection processes. Since this public work is where most of the opportunities are in today’s market and there is such stiff competition, members are increasingly

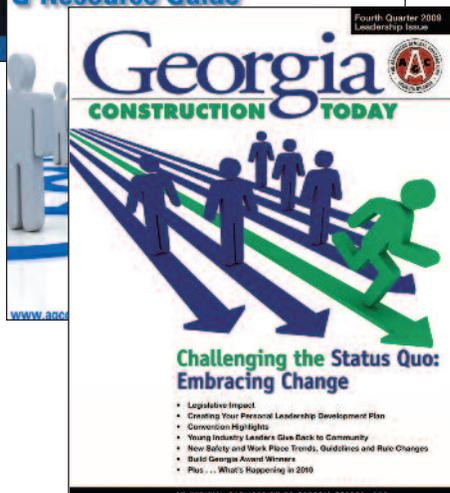
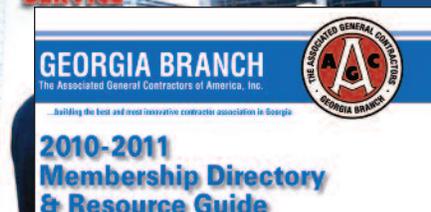
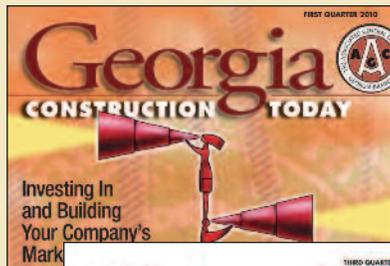
looking at ways to compete and differentiate themselves based on value.

### Chapter Publications Members Say Are Worth Reading

In recent phone interviews with a cross-section of Chapter members, we asked for their feedback regarding our marketing and communication efforts. We learned members rely on the Chapter’s weekly e-newsletter called *The Forum*. Also, they like receiving AGC Chief Economist Ken Simonson’s economic reports and AGC of America’s *Smart Briefs*, both of which are published weekly.

Every year, the Chapter publishes a tremendous resource for members during the 2nd Quarter called the *Membership Directory &*

*Pictured top left: The Annual Fall Leadership Conference held in Asheville at the Grove Park Inn provides a unique opportunity for Chapter leaders to get away from their usual work routine for special seminars and relaxation. Pictured top right: The Fishing & Golf Weekend held in Fort Gaines every April brings members from Alabama and Georgia together for good fun, fishing, golf, a fish fry, BBQ, and fellowship. Both AGC Chapters compete for a revolving fishing trophy which is a 26 year tradition. L-R: Gary Newell, Collins & Co.; Ken Swofford, Swofford Construction; Ricky Vickery, Rogers Construction Co.; John Turner, National Construction Rentals; and Tony Pellicano, Pellicano Construction.*



One of many ways Chapter members stay informed each year is by receiving three magazine publications and an updated Member Directory & Resource Guide. This is in addition to six Constructor magazines members receive from AGC of America. Members comment on how valuable the industry information in these publications is to their daily business practices.

**Resource Guide.** The Chapter also publishes three issues of *Georgia Construction Today*, a magazine mailed in the 1st, 3rd and 4th Quarter of each year. The 4th Quarter issue is the Chapter's popular Leadership Issue.

### Increasing AGC Name Recognition Around State

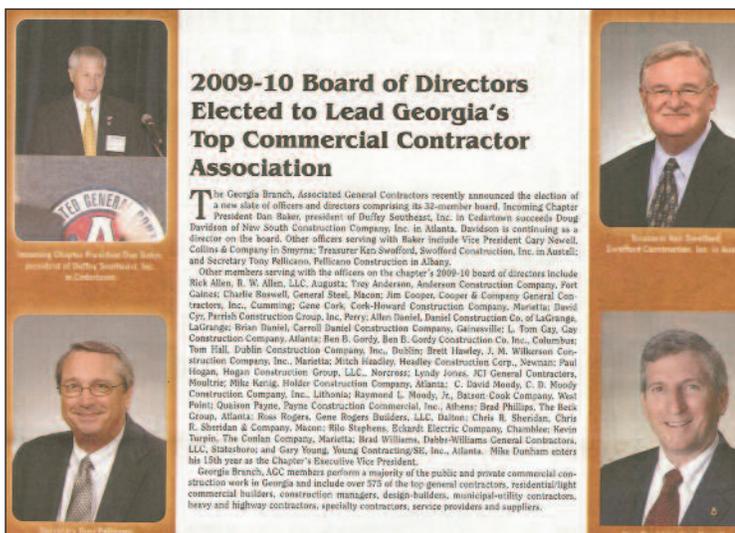
Georgia Branch, AGC has numerous opportunities throughout the year to get its name into

the marketplace through various media including television, print and on-line publications. Press releases are sent out by the Chapter and member firms announcing a variety of accomplishments and milestones having to do with the AGC organization. Often these announcements and press releases are posted on member firm websites or in company newsletters distributed to clients, architects and others in the

industry. These promotional pieces cover a variety of topics including Safety Stand Downs, the installation of new Chapter Officers and Board members, appointments of Chapter members to prestigious National AGC Committee or Board positions, Build Georgia Award Program, YLP's community service projects, and CEFGA initiatives.

"The new digital page-turning magazine you sent out is terrific and the article on marketing in the Chapter's 1st Quarter 2010 issue of 'Georgia Construction Today' was beyond helpful. I sent a copy of this article to our executive committee for them to share with others throughout the company and all of our ops guys received a copy as well."

**Lori Benton, VP of Corporate Communications  
R. J. Griffin & Company (JE Dunn Construction Company)  
Atlanta**



Georgia Branch, AGC's newly elected Officers and Board members are announced throughout the state media. This July/August 2009 article appearing in the Equal Construction Record newspaper is one of the many examples of this type of press coverage.

STAYING INFORMED

**Member Discounts and Benefits—Providing More Value and Cost-Savings**

Georgia Branch, AGC has developed special arrangements with the following vendors to offer exclusive incentives, benefits and in many cases, cost savings to our members.

**American Express** – Upgrade from an individual or business card to a corporate card for more protection

**Corporate Advocates** – analyzes your existing phone services for cost saving opportunities

**iSqFt** – maximize bid volume, cut document acquisition costs, and gain a competitive edge on bid day

**Verizon** – offers discounted monthly fees for any construction-related firm who is a member

In addition, Chapter members can also take advantage of the vendor relationships available through many strategic partnerships AGC of America has to offer.

Avis  
BP  
Computer Guidance Corporation  
ConsensusDOCS  
Constructionjobs.com  
e-MARS

ENR  
Enterprise Fleet Management  
Family Business Institute  
FedEx  
Ford Fleet  
GM Fleet and Commercial

Hertz  
OfficeMax  
National Equipment Register  
SmartMarket Report  
Williams Scotsman

**Concluding Remarks**

*Georgia Branch, AGC's ability to withstand the current economic storm over the last 12 months while continuing to serve members and remain a strong voice for the construction industry is an accomplishment we can all be proud of in addition to the many other accomplishments highlighted in this Report.*

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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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### **Affinity Service Group/CompTrust AGC MCIC**

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