

GEORGIA BRANCH

The Associated General Contractors of America, Inc.



Report to Members

JUNE 2011

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.”

Who We Are

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 520 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.

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message from the president

Let's Build the Future...Together

Welcome to our annual *Report to Members* highlighting some of the many accomplishments of Georgia Branch, AGC and Chapter members who are benefiting from and enjoying our services (see photo collage on pp. 10-14). Despite record levels of unemployment in our industry (more than double the national average), we have much to share with you, our members, potential new members, owners, architects, engineers and other key industry players, about how AGC members are poised for a new beginning as we **build the future**.

During the past 12 months, many members have taken advantage of AGC's Building Information Modeling (BIM) certification process and green building courses which are offered both at Georgia Branch and national AGC conferences. They are also attending classes to learn about the new lead-based paint regulations and stringent OSHA crane safety standards. Members continue to utilize our ongoing safety education conducted at their jobsites from two full-time safety vans traveling to every corner of our state. Using the latest in technology, members are also participating in AGC of America webinars and viewing the Chapter's new "on demand" educational videos hosted on our website at www.agcga.org.

Georgia Branch, AGC members tell us these valuable educational programs are helping to make them more competitive and better skilled. This past year, we expanded our training class offerings into all regions throughout the state. This ensures every member has the opportunity to become fully qualified to **build the future**.

Our Association's clout and respect among state agencies such as the Georgia Department of Revenue, GSFIC and the Board of Regents, as well as among our state representatives, senators and other elected and appointed officials, is at an all time high. The same is true at the national level where AGC has provided leadership on a host of important regulatory issues and new business opportunities impacting our industry. Representatives of these agencies and governmental bodies seek out AGC's valuable input due in large part to the knowledgeable and quality staff we have at both the state and national levels who, over many years and administrations, have earned the trust of these governmental agencies and individuals. Keeping these representatives informed about our construction business helps create and maintain a fair and equitable marketplace for

our members, paving the way for us to **build the future**.

The top commercial contractors in Georgia and the most viable, successful companies supporting our industry understand there is tremendous prestige that comes to their firm by being associated with Georgia Branch, AGC. The AGC name is well known and respected among public and private owners who buy our construction services. Both the Georgia Branch, AGC and The Associated General Contractors of America brands are recognized and valued symbols in our industry. Chapter members recognize why they should be aligned with this brand and its strength as the voice of the construction industry. What members have told me as I toured around the state and visited with them at different Chapter programs is that they feel being a part of Georgia Branch, AGC brings them real value, both today and as they prepare to **build the future**.

As my term as President of Georgia Branch, AGC comes to an end, I want to thank our dedicated staff for their continued, enthusiastic support of our membership and the AGC organization. Please join me in congratulating Executive Vice President Mike Dunham who was recently recognized at the national Convention for achieving 30 years of service to The Associated General Contractors of America. His leadership, coupled with our talented staff, makes Georgia Branch, AGC one of the most respected and recognized AGC Chapters in the country.

I am also proud to give accolades to my fellow Officers and Board of Directors. Their foresight and vision for our Association this past year has allowed us to elevate services to our members. We expanded programs throughout the state and added a new field person on the staff to better accommodate member needs. Your Board's confidence and investment in the future will allow us to be ready as the recovery gains strength and owners look more and more to our members to help them build their projects.

A final thanks to each of you for your individual contributions to our industry and for your help in making us a stronger, more cohesive construction community. Standing side-by-side with Georgia Branch, AGC, we are retooling ourselves and ready to **build the future...together**.



**Gary Newell, President
Collins & Company
2010-11 Georgia Branch, AGC
Chapter President**

A handwritten signature in blue ink, appearing to read "Gary Newell", written in a cursive style.

Year-End Highlights

June 2010 – May 2011

AGC – Strong, Stable and Service-Oriented to Meet Your Needs



"You will be happy to know everything Georgia Branch, AGC accomplished last year is still being done this year to serve our members. In spite of a down market, we chose to expand our services to do a better job of reaching everyone in the state. We grew our presence in northern Georgia and continue to push forward in keeping a constant

level of service our members need and expect. With a highly dedicated professional staff and a Board of Directors committed to taking good care of our members, we want you to consider AGC as an extension of your own staff and part of your team.

You are encouraged to call on us and let us know how we can help you. In fact, many of our members are taking us at our word as they downsize their companies and coming to us more often for assistance.

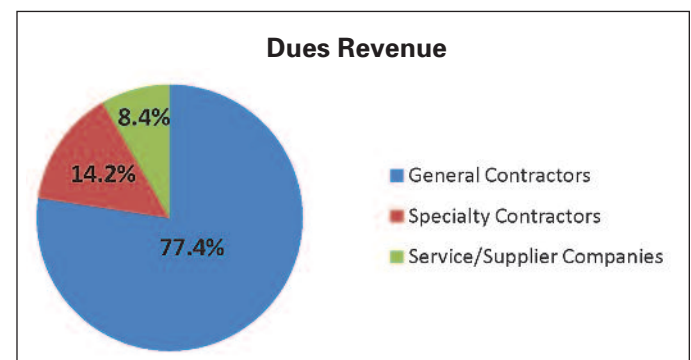
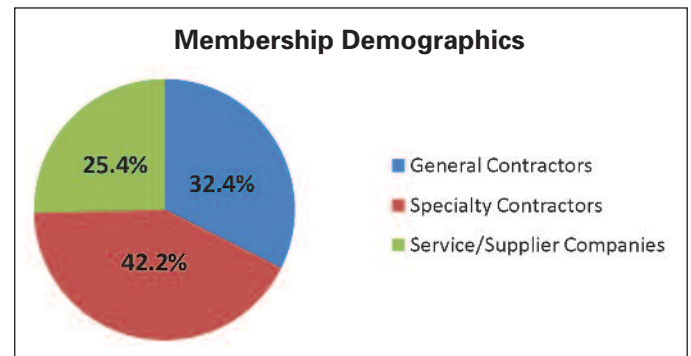
Georgia Branch, AGC remains financially strong and ready to give you the help you need. A special thanks to Chapter Board members who, over the years, have made wise decisions on behalf of our membership. We are debt free in our headquarters and have reserves in the bank to draw on as needed to insure the ability to be a valued and reliable resource for members."

-- Mike Dunham, Executive Vice President --

Members Continue to Demonstrate Strong Loyalty

At midyear 2011, the Chapter has a total of 521 member firms including 169 General Contractor members accounting for 32.4% of the membership, 220 Specialty Contractor members at 42.2%, and 132 Service and Supplier members at 25.4%. Despite a net loss of 58 member firms, who for a variety of reasons chose not to renew in 2010, the Chapter has welcomed 48 new members thus far in 2011. Although so many longtime members are struggling due to economic conditions, it is a tremendous testament to the value we are providing that our retention rate has remained strong and new members are joining at a record-setting pace.

General Contractor members continue to provide the largest financial support to the Chapter at 77.4% of total dues revenue. With the economy slowly improving and the construction industry showing signs of a rebound, we are optimistic about the growth of the Association particularly due to the steps taken to bring higher quality programs and services to our members.



Members Stay Engaged

An active membership is what contributes to Georgia Branch, AGC being a dynamic organization. While member participation is down from the previous year, in 2010 over 35,000 individuals used the Chapter's services or attended various programs, classes and events. As a result of our efforts, this is still an impressive record of those we are reaching. This figure excludes members participating in the Chapter's semi-annual safety stand downs, which trained 7,800 field personnel. In many instances, lower participation numbers are the result of companies trimming their workforce and remaining employees taking on more duties leaving less time for outside activities.

Members who take advantage of our services and programs are maximizing their dues investment. In 2010, Georgia Branch, AGC added another field staff member whose primary focus is to bring our services and resources closer to where members are located throughout our state. Chapter staff conducted over 435 member visits compared to 270 visits completed in 2009. While we still have many more members to visit, our making it a priority to meet with members in their offices and hometowns is helping us better understand member needs and receive feedback on how we are doing. The visits also help make the Chapter and our services more accessible to members.



President Gary Newell met with members in Northeast Georgia to discuss their region's construction climate and exchange ideas on how Georgia Branch, AGC can best meet their needs.

Selected Service/Event Highlights	No. of Participants
Professional Development/ Safety/Education Classes	1,088
Members First Regional Meetings	507
Safety Van (during 1,791 site visits)	31,686
Annual Convention & Fall Leadership Conference	408
2 Safety Stand Downs	7,800
Safety Day Conference	217
Young Leadership Program Golf Tournament	295

AGC Member Savings Opportunities

Georgia Branch, AGC proudly offers dozens of members-only savings opportunities with nationally recognized companies. While we realize it's unlikely for one member to utilize all benefits below (over \$15,000 in potential savings), we are confident every member can benefit from several opportunities such as saving on office supplies, vehicles and shipping services.

Please contact the chapter office at 678-298-4100 for questions concerning these savings opportunities.



Company	AGC Member Discount	Usage Scenario	Potential Savings
American Express	Corporate Card at competitive enrollment fee	Charge company purchases including project materials	Capture between 1 – 3% off everyday business purchases
Avis	15% off select daily rates	20 rental days/year at \$25/day	\$75/year
BP Fuel	Save up to 6¢/gallon of BP fuel; or 1.5¢ rebate on other brands	5 vehicle fleet at 50/gallons of BP fuel per week	\$780/year
CEO Performance Roundtable for Contractors	Participate in facilitated CEO Performance Roundtables at reduced rate	Attending peer group meetings with non-competing contractors who perform similar work	Moving your company to the next level
Computer Guidance	5% discount off all software applications	Buy 5 user minimum construction management software system & save ~\$5,000. Buy more, save more	Minimum of \$1,000/year
ConsensusDOCS	20% discount on purchase of any contract document	Buy a full subscription to ConsensusDOCS @ \$999/year	\$200/year
ConstructionJobs.com	15% off access firm's job board and resume database	Post 6 jobs for 60/days each @ package price of \$1,500	\$225/year
eMARS	Save 10% on 1-yr contract; 15% on 2-yr contract	1-year contract at estimated \$1,500	\$150/year
ENR	Subscription for \$49/year or \$99 for 3 years	3 year subscription at full rate = ~\$225	\$125
Enterprise Fleet Management	Fleet vehicle discounts and comprehensive fleet management	Buy 5 new fleet vehicles and receive a \$500 rebate per vehicle	\$2,500/year
FedEx	Save up to 29% on select FedEx shipping and business services	Spend ~\$500 on overnight shipping in a year @ ~10% savings on overnight shipping	\$50
Ford Fleet	Discounts on Ford fleet vehicles and Ford's Quality Fleet Care Program	Buy 5 new fleet vehicles at savings of \$500/each	\$2,500/year
Global Crossing Conference Call Solutions	3¢ per minute conference calling (Typical rates outside of this pooled resource can be greater than 25¢/min)	1 five person 30-minute conference call per month 3¢/min = \$4.50 25¢/min = \$37.50	\$33 per call for a yearly savings of \$396

Chapter members are increasingly taking advantage of the many cost saving opportunities available through Georgia Branch, AGC and AGC of America. You can view the complete matrix of these savings from the Chapter's weekly newsletter or on our website at www.agcga.org.



President Gary Newell and Executive Vice President Mike Dunham participate in a November 2010 Enhanced Partnering Agreement signing ceremony in Washington, D.C. during AGC of America's National Leadership Conference. Georgia Branch, AGC was among the first to embrace an opportunity to foster greater collaboration and cooperation between national AGC and chapters resulting in a higher quality of programs and services delivered to our members.

Members First Expands to Entire State

The Chapter's popular Members First Program, started in Central Georgia in 2005, now covers the entire state. Five new regions were added in 2010, with regular meetings and programs offered in members' "backyards." Eight meetings are held each year in 10 cities giving members an opportunity to learn, socialize with each other and spend time with Chapter staff. Members outside the metro region appreciate the added convenience of not driving to Atlanta to participate in programs or classes on timely topics such as immigration reform, NPDES, balancing competing demands on your time, lead paint regulations, or compliance with the Davis Bacon Act.

Compared to the previous year, individual participation from member firms at Members First Meetings increased 20% with a total of 426 attendees. Also in 2010 we saw an increase in the number of member firms participating in our annual Convention, YLP Golf Tournament, PAC Sporting Clays Fundraiser, and Members First regional meetings. Data

10 Georgia Branch, AGC Members First Regions

Central - Macon
East Central - Augusta
Metro - Atlanta
Northeast - Athens
Northeast - Gainesville
Northwest - Calhoun
South - Valdosta
Southeast - Savannah
Southwest - Albany
West Central - Columbus

*Members and their guests are welcome to attend meetings and programs in all 10 regions.



shows participation in Members First meetings up a resounding 54% from 117 firms to 180 member firms in 2010. These results are definitely tied to a combination of increased member visits, improved Chapter communication and the expansion of Members First into the additional regions.

Political Influence and Legislative Advocacy

The combined efforts of Georgia Branch, AGC and AGC of America professional staff and lobbyists who represent and advocate on behalf of members and the construction industry continues year after year. In addition to being touted for what is accomplished in getting new bills and policies passed favoring our industry, they are lesser known for all of their behind-the-scenes efforts. AGC works hard to prevent negative bills and regulations impacting the construction industry from getting out of committee and onto the legislative floor for consideration.

Bottom line, the Chapter and AGC of America provide protection for members. Staff members are dedicated to the task of making sure a pro-business agenda is pursued without negative repercussions on the construction industry. Much of this is possible due to the relationships developed and trust earned between lawmakers and public officials, AGC members and Chapter staff.



Many AGC, AIA, ACEC members and staff, along with state agency partners who contributed to the development of the State Construction Manual, were present when Governor Perdue signed SB 447 by Senator Bulloch into law. The Manual is a set of best practices for Georgia's Project Management, procurement of and contracting for state design and construction contracts. This bill requires all state agencies to adhere to policies and procedures contained in the Manual with ongoing input from the private sector.

Numerous AGC activities held throughout the year enhance this level of trust and understanding needed at critical junctures during the lawmaking process. AGC provides members with a venue to build these relationships and visit with government leaders and elected officials during our annual Building Georgia Legislative Reception. We also arrange opportunities for members to call on Georgia congressmen both locally and on Capitol Hill. Senator Isakson was the featured speaker at the August 2010 metro Atlanta Members First luncheon which gave our members and the Senator an opportunity to get acquainted.

AGC went into the 2011 Legislative Session with a relatively light proactive agenda because we anticipated a number of very important industry issues that would require a tremendous amount of our attention, namely immigration reform, ethics reform, and water infrastructure expansion. Immigration reform was the most hotly debated topic with multiple bills filed in the House and Senate and only HB 87 making it to the finish line. AGC lobbied on behalf of SB 122 to address Georgia's future water needs and the Chapter worked together with the Georgia Chamber of Commerce and other business groups in support of HB 232 on ethics reform clarifying certain registering and reporting requirements that could have become burdensome for Georgia companies.

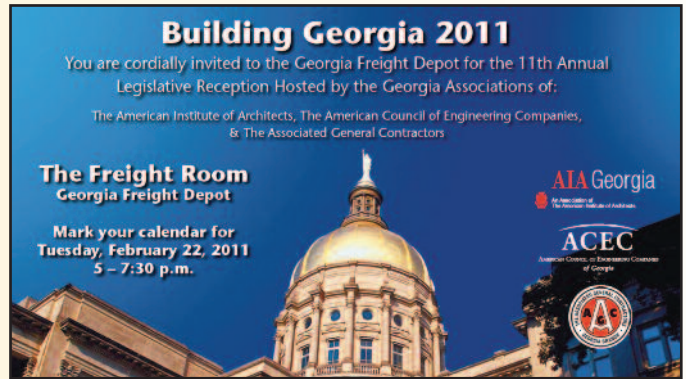


Georgia Branch, AGC earned its fourth award for having all Board members contribute to the national PAC fund.

At the recent AGC of America Annual Convention in Las Vegas, Georgia Branch, AGC was recognized with our fourth award for achieving 100% PAC participation by our Board. Among 95 Chapters, our Board ranked third in total PAC monies raised.

As in previous years, the Chapter's

Director of Governmental Affairs, Mark Woodall, was singled out from over 1,600 registered lobbyists in the Nov/Dec 2010 issue of *James Magazine* as "one of the top ten lobbyists for an association." Mark and Mike Dunham are the Chapter's two registered lobbyists. Working together with members of the Legislative Committee, they continue to develop strategies on important issues.



Georgia Branch, AGC and the Georgia Chapters of AIA and ACEC co-hosted the 11th annual Building Georgia Legislative Reception bringing legislators and elected officials together with industry firms.

In some instances, the Chapter's advocacy role steps into high gear and has a national impact when a member or members bring a particular issue to our attention. An example of this is when Georgia Branch, AGC and AGC of America jointly filed a friend-of-the-court brief in the case of *American Empire Surplus Lines Insurance Company v. Hathaway Development Company, Inc.* Our brief helped persuade the Georgia Supreme Court that commercial general liability (CGL) policies sold to contractors across the country provide coverage for unexpected and unintended defects in their subcontractors' (or sub-subcontractors') workmanship, or at minimum the property damage resulting from such workmanship.



During his long tenure in Congress, newly elected Governor Deal was a friend of AGC on a state and national level. Georgia Branch, AGC was proud to present him with a PAC check supporting his bid for Governor. Of the 158 races for statewide office, and state House and Senate seats the Chapter participated in with PAC contributions, 95% of those candidates won their race in the 2010 elections.

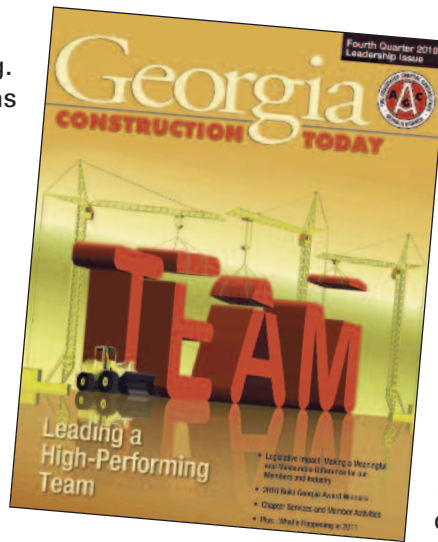
Education and Training of Current Workforce

Georgia Branch, AGC plays a vital role in educating and training current construction employees as well as reaching out to those in college, high schools and vocational schools who will be part of our industry's future workforce. Professional development classes in safety, LEED, BIM, lien law and contract bond law, as well as a host of other topics, continue to be offered each year to Chapter members and others in the industry.



Pictured here are students in the Construction Management Guild at Georgia Southern University who are learning from our members and Chapter staff about the construction management delivery system and construction climate.

In 2010, participation in these learning opportunities was down 18% from the previous year. However, the number of different firms enrolling attendees increased 35% with 502 firms participating. Reaching a broader base of firms is a reflection of our efforts in calling on members around the state and making them more aware of these class offerings. In addition, members participating in a Members First region often decide together to bring a class to their area which results in more firms participating. Some training delivered by the Chapter is at the request of a member firm where classes are held in their office.



is the popular Leadership Issue members say they look forward to receiving since it always addresses a critical component of leadership.

Workforce Alliances Promote Construction Careers

Chapter members continue to participate in four Workforce Alliances around the state with monthly meetings organized by Georgia Branch, AGC and CEFGA—Construction Education Foundation of Georgia. The Chapter is a strategic partner and underwriter of CEFGA (www.cefga.org) whose mission is to encourage more students to choose a career in construction.

Developing Industry Leaders

Leadership development is still an important component of our efforts to educate the construction workforce both in the office and field. In addition to the Chapter's Young Leadership Program (YLP) that helps to develop young leaders, many members participate in the annual Fall Leadership Conference to broaden their knowledge. This past year, members participated in seminars on "Leading a High Performing Team" and took personality surveys to understand their leadership style. The 4th Quarter issue of the Chapter's magazine, *Georgia Construction Today*

The Alliances bring community leaders, construction students, faculty and administrators at high schools and technical schools together with our members to discuss mutual needs and develop solutions to enhance the student's learning experience. All of these

Sampling of Professional Development Courses	No. of Attendees
Common Sense Construction Law	38
Competent Person: Trenching and Excavations	82
Davis-Bacon Seminar	112
Discover How You Can be More Valuable to Your Company	43
EPA Lead Certified Renovator	94
GA Licensing Exam Prep Course	100
LEED Green Associate Exam Prep	39
OSHA 10-Hour for Construction	86



efforts strengthen industry ties with 22 schools in and around Albany, Columbus, Macon and Valdosta. Tangible results of Workforce Alliances include: Construction Career Fairs outside of Atlanta like the “Albany Careers in Construction Day” program held in October, donation of surplus construction materials to schools, and cash donations to help students attend CEFGA’s annual Career Expo in Atlanta.

In recent months, Georgia Branch, AGC has been instrumental in supporting the Georgia Chapter of MAGIC Camp (Mentoring A Girl in Construction), a non-profit designed to encourage girls to consider a career path in construction. This summer program is supported by several members especially those working in the federal construction market. It complements the efforts of our Workforce Alliances. Discussions are underway for the West Central and South Georgia Workforce Alliances to host camps for these girls in 2012.

Prior to 2006 when the Chapter initiated Alliances in four regions, the industry had little involvement in high school or vocational programs. Relationships are now



Over 6,000 people attended the 7th Annual CEFGA CareerExpo and SkillsUSA State Championships held March 17-18 at the Georgia International Convention Center. Students, teachers, school administrators, parents and industry exhibitors including many Georgia Branch, AGC members participated. Photo credit: Lori Grice

in place and we are finding new ways like the MAGIC Camp initiative to meet the respective needs of industry and education.

Schools Supported by Workforce Alliances

Central Georgia Construction Workforce Alliance

- East Laurens HS
- Jones County HS
- Westside HS
- Southwest HS
- Mary Persons HS
- Lamar County HS
- Upson-Lee HS
- Baldwin HS
- Central Georgia Technical College

West Central Georgia Construction Workforce Alliance

- Jordan Vocational HS
- Harris County HS
- Columbus Technical College

South Georgia Construction Workforce Alliance

- Valdosta HS
- Lowndes HS
- Cairo HS
- Lanier County HS
- Wiregrass Technical College
- Moultrie Technical College

Southwest Georgia Construction Workforce Alliance

- Monroe Comprehensive HS
- Lee County HS
- Lee County 9th Grade Campus
- Albany Technical College

members maximizing

Georgia Branch, AGC members have an opportunity to choose how active and engaged they wish to be in both Chapter and AGC of America activities and services. Members tell us the more they participate and take advantage of what is offered, the greater the return on their membership investment. Are you and your co-workers benefiting to the fullest from your AGC membership? Check out how many of our members participated in AGC over the last 12 months and learn new ways you can get involved!



Senator Isakson is greeted by a full house during an AGC Members First luncheon in Atlanta.



YLP hosts a day at the Capitol for young industry leaders to take a closer look at the 2011 legislative process.



Renewing acquaintances and building relationships in a relaxed setting is always rewarding at the Chapter's Annual Convention.



First place team at Sporting Clays Tournament joins with others to raise money for Georgia Branch, AGC PAC fund.



their AGC experience



Taking advantage of an opportunity to learn about high performing teams during the Fall Leadership Conference in the north Georgia mountains.



Staying up to date on Chapter news and hot legislative issues at the President's Tours held around the state.



Bringing valuable safety training to members' jobsites using the Chapter's Safety Van service.



Getting a national perspective on the construction industry from Steve Sandherr, CEO of AGC of America, during his annual presentation at our Chapter's Convention.



Attending the Georgia Gang reception among other valuable programs, seminars and events at AGC of America's Convention in Las Vegas.



Participating in the recent Safety Stand Down focusing on scaffold training helps to insure a safer workforce.



Participating in a fun-filled day at the YLP Golf Tournament to raise funds for worthy charitable causes.



Safety leaders come together to learn and receive recognition at AGC Safety Day Conference.





AGC and our members are dedicated to giving back to the community. We often partner with Operation Homefront to help our military heroes with construction projects to improve their quality of life.



Visiting with Congressmen Westmoreland and Price and a majority of Georgia's other congressional leaders during AGC of America's National Leadership Conference in Washington, D.C.



During the Convention, members proudly display their first place Build Georgia General Contractor and Specialty Contractor Awards recognizing projects for construction excellence.



Attending YLP Roundtable Discussion learning about ways to handle the media on your jobsite, impact of immigration reform and new vendor lobbyist classification.



Georgia Branch, AGC members gather with other professionals from the design and engineering communities to visit with elected officials and representatives from industry-related state agencies during the 11th Annual Building Georgia Legislative Reception.



General contractors greet visitors at their booths during well-attended Contacts for Contracts event.



Taking advantage of diverse programs on timely topics offered around the state as part of the Members First outreach effort.



Getting away to Fort Gaines for some fun and relaxation at the annual AGC Fishing & Golf Weekend.



YLP members build Mr. Construction Head and win People's Choice Award in AIA Construction competition providing food donations to the Atlanta Community Food Bank.

Keeping our Workforce Safe

Insuring a safe workforce remains one of the top priorities for Chapter members. Georgia Branch, AGC offers many opportunities to help members and their industry partners keep employees safe and injury-free. Over 31,600 individuals and 174 firms benefited in 2010 from the Chapter's site safety van service, down from the previous year due to decreased project volume. For the 1st Quarter 2011, a total of 373 site visits were conducted with 6,457 individuals and 105 firms participating. As in previous years, the primary users of the safety van service were general contractor members.

In addition, 217 individuals and 75 firms participated in the Chapter's 2011 Safety Day Conference held at the Gwinnett Center in Duluth, GA. Over 332 individuals from 28 member firms received the Ron Amerson Supervisors' Safety Award recognizing the important role of the field supervisor in achieving safety excellence. At the Chapter's Annual Convention, 68 firms received Chapter and AGC of America awards for their safety excellence.



At the Chapter's Annual Convention, members were recognized for their company's outstanding safety records by AGC of America and Georgia Branch, AGC.

For the third consecutive year, the Chapter hosted Safety Stand Downs to draw attention to the importance of jobsite safety. The Stand Down in November 2010 focused on OSHA's new Crane and Derrick Standard: Subpart CC, and the Stand Down in May 2011 focused on scaffold safety. Together these two Stand Downs involved over 7,800 field personnel from 325 jobsites. At the most recent Stand Down, 33 member firms participated in and led the program on their jobsites where work stopped and special training and safety instruction took place both in English and Spanish. To date, over 73,000 individuals have participated in five Safety Stand Downs organized by Georgia Branch, AGC.

Chapter members and OSHA representatives who participate on the Safety and Health Committee meet monthly and play an important role in developing the annual Safety Day Conference and Safety Stand Downs.



Safety and Health Committee meetings provide a forum for professionals responsible for safety at their firm to network and visit about important issues in an effort to bring safety to a higher level in our industry.

Workers' Compensation Program Remains a Valuable Member Benefit

CompTrust AGC Mutual Captive Insurance Company (MCIC) continues to provide Chapter members with a stable source for workers' compensation insurance coverage. Currently, 149 member firms participate in CompTrust. The services and value an AGC member firm receives from CompTrust is unparalleled. Program participants appreciate a wide variety of free safety training and in-depth site inspections. The safety checks are conducted by specialists employed by Affinity Service Group (ASG). This for-profit subsidiary of AGC provides professional third party administration for CompTrust. Some of ASG's safety specialists operate the Chapter's safety vans and visit member jobsites to deliver free safety training. They all work closely with Cherri Watson, AGC's Director of Safety, Education and Workforce Development, to meet the diverse safety needs of member firms.



Georgia Branch, AGC formed CompTrust in 1982 as a benefit specifically for members. Since then, CompTrust has written more than \$218 million in premiums, covered over 20,000 claims with a value in excess of \$143 million and given back approximately \$27 million in dividends to participating members. CompTrust is owned by its policy holders and governed by a Board of Directors consisting of construction industry executives who are members of Georgia Branch, AGC. The program is financially sound with assets totaling nearly \$30 million.

Young Leadership Program

Members participating in Georgia Branch, AGC's Young Leadership Program (YLP) have completed another busy and successful year under the leadership of an 18 member Council. Talented YLP members engaged in a combination of professional development, community service, charitable, networking and relationship-building activities.

Young industry leaders could participate in eight YLP roundtable discussions on various industry topics, a family day outing, a Day at the Capitol, a holiday luncheon, joint activities with the local AIA chapter, and numerous special community service projects. YLP members organized another successful golf tournament with participation at an all-time high -- 260 registered golfers filled two courses at Chateau Elan. All proceeds from the day's tournament go to the YLP's Charitable Works Fund which supports worthy causes.

Taking the lead from YLP's successful collaboration with Operation Homefront in 2009, the Chapter targeted additional opportunities throughout 2010 and into 2011 to assist more veterans and their families with home construction/renovation needs. YLP members are supporting these efforts with the help of other member firms from a financial, manpower and materials perspective.



In partnership with Operation Homefront and NADRA, YLP members helped build a new deck for the family home of a veteran.

Join or Renew Your Membership in Georgia Branch, AGC's
YOUNG LEADERSHIP PROGRAM
 August 2010 - July 2011

Many of the best and brightest young industry professionals from around the state participate in Georgia Branch, AGC's Young Leadership Program (YLP). The Program offers young people a platform to enhance their leadership skills, engage in new learning opportunities, and build relationships with other young people in the construction community. This is the time of year when Chapter members are encouraged to join or renew their annual membership in this popular program.

YLP has grown considerably since it was first conceived in 1986 by Raymond Moody, President & CEO of Baker-Cook Company, during his term as Chapter President. For many years, YLP members and programs were concentrated in metro Atlanta. Due to increased member interest, the Program now offers additional meetings in Macon, Savannah and Columbus.

Today, 137 individuals representing 77 Georgia Branch, AGC member firms participate in the Chapter's YLP. These individuals represent a cross-section of all types of professionals including company presidents, vice presidents, project managers, field accountants, project engineers and administrators, accountants and other office staff.

Georgia's construction industry and Georgia Branch, AGC have both prospered over the years as a result of strong leaders and effective leadership. To ensure an equally successful future, it is imperative for the next generation of construction leaders to regularly prepare themselves for the challenges and opportunities that lie ahead. The YLP is striving to create a meaningful commitment to benefit our community, our association, and the future of Georgia's commercial construction industry.

By choosing today to join or renew your membership in YLP, you can experience a full year of activities and events. Don't miss out on new opportunities, new learning, fun networking opportunities, community service initiatives, discounted services and registration fees, and much more! Sign up now by completing and returning the application form on the last page of this brochure.

Representatives of AGC member firms who sponsor YLP participants use the following words to describe the Program:

- Progressive
- Action
- Professional
- Up and Coming
- Energy
- Opportunity
- Growth
- Enthusiasm
- Responsibility
- Community Service
- Teamwork
- Dynamic
- Ultimate

An Investment in Your Future

Chapter members participating in YLP renew their enrollment each year. New members are always welcome.



YLP members are proud to have completed a three-year effort to fund, obtain permitting, build and erect a marble sign at the entrance of the Georgia National Cemetery in Canton, GA.

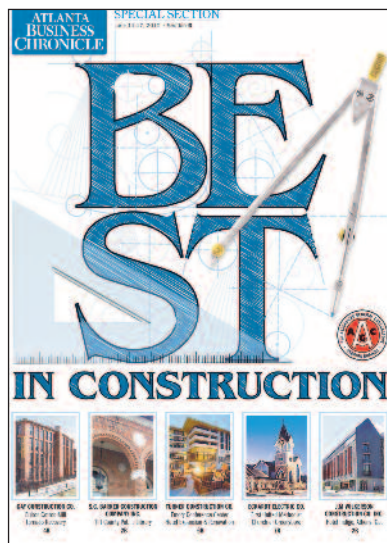


YLP members were the first at Georgia Branch, AGC to use social media to communicate. All members are now able to link to AGC information on social media through the newly redesigned Chapter newsletter, The Forum.

2010 YLP Membership	
Total Firms Represented	75
General Contractors	32
Specialty Contractors	21
Supplier/Service Companies	22
Total Individuals from Each Member Type	122
General Contractors	68
Specialty Contractors	28
Supplier/Service Companies	26

AGC in the News

Throughout the year, you can find numerous references in the media to Georgia Branch, AGC, AGC of America and many of our Chapter members. In addition to AGC sending out press releases, Mike Dunham, EVP and Mark Woodall, Director of Governmental Affairs, continue to be sought out as spokespersons for the industry and are often quoted. Both Mike and Mark appeared as featured speakers for numerous groups including the Corp of Engineers, Construction Division of the Atlanta Bar Association, Southeast Region Chapter of Design Build Institute of America (DBIA), and the Black Contractor's Association. As in previous years, Mike also dedicated time to speak at AGC Student Chapter meetings held at the Construction Departments of Georgia Southern University, Georgia Tech, Gwinnett Tech and Southern Polytechnic State University.



Here are a few of the places Georgia Branch, AGC or AGC of America were cited or quoted as the respected voice for the construction industry:

- June 11-17, 2010 *Atlanta Business Chronicle*, "Best in Construction" Special Section.
- July 23-29, 2010 *Atlanta Business Chronicle*, "Construction biz poised for consolidation" by Douglas Sams.
- February 7, 2011 *The Atlanta Journal-Constitution*, "Georgia businesses express caution about crackdown on illegal immigration" by Jeremy Redmon.
- March 4-10, 2011 *Atlanta Business Chronicle*, "Immigration proposals draw ire of business" by Dave Williams.

Keeping Members Informed

A primary responsibility of AGC is to keep members informed about developments in our industry, legislative and regulatory changes impacting their business, and best practices that will help them be better at what they do.

Members visited the Chapter and AGC of America's websites to stay on top of current trends, important news items, legislative updates, and calendar of upcoming events and classes. They also used the online convenience of registering for events and purchasing documents and publications. Other ways members stayed informed is with our electronic newsletter, three Chapter magazines and the annual

Report to Members. Each member firm received an updated Directory making it easier for them to do business with other members. In addition to these publications, Chapter members also received communications from AGC of America in the form of e-newsletters such as *News & Views*, *SmartBriefs*, economic updates and the bi-monthly *Constructor* magazine.



Over 4,400 representatives from member firms and industry partners receive *The Forum* newsletter every Wednesday. Based on feedback, the newsletter was redesigned in January 2011.



Georgia Branch, AGC's hardworking Board meets regularly to oversee and provide proper governance of the Association on behalf of its membership.

AGC of America

THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

Quality People. Quality Projects.



AGC Member Pride and Recognition

Georgia Branch, AGC members take tremendous pride in the Association and what it means to them, their co-workers, customers, and the marketplace in general. Contractor members and those firms supporting our industry who affiliate with the AGC organization are viewed as leaders in our industry both in Georgia and the U.S.

The AGC logo is highly regarded and a well-known symbol to many private and public owners who buy construction services and others working closely with the construction community including architects and engineers. The logo reflects the AGC brand of exceptional *skill, integrity and responsibility* that sets AGC member firms apart from other industry firms. As a result of their AGC affiliation, Chapter members have shared with us how they feel this gives them a competitive advantage in trying to win new work against non-affiliated companies, especially when they demonstrate their firm's active involvement in the Association and role as an industry leader. Across the nation, AGC members have a reputation for attracting the best people in the industry and delivering the highest quality of projects for their customers.

Many Georgia Branch, AGC members proudly display the AGC logo on their jobsites, hardhats, websites, marketing materials, proposal responses, corporate office signs, email signature blocks, and company letterhead. Also out in the field or in



Georgia Branch, AGC was well represented at AGC of America's Convention in Las Vegas when Ted Aadland, President recognized (clockwise) Mike Kenig and Jerry Anderson as Committee Chairs of the Year. Mike Dunham received a commendation from Aadland for 30 years of service to AGC.

the office, you often see the AGC logo placed next to a company logo.



It is also a source of pride for the entire AGC organization when AGC members are recognized in the media for their accomplishments. Every year, Build Georgia award winners and their projects are featured in a special June supplement of the *Atlanta Business Chronicle* and again in the Chapter's 4th Quarter magazine received in early December.



Chapter members proudly display AGC awards in their offices for employees and visitors to see.

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Atlanta

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Hogan Construction Group, LLC.
Norcross

Georgia Branch, AGC Professional Staff

Mike Dunham
Executive Vice President
678.298.4120
dunham@agcga.org

Alyson Abercrombie
Director, Communications & Marketing
678.298.4106
abercrombie@agcga.org

Laura "L. B." Berry
Administrative-Services Assistant
678.298.4102
berry@agcga.org

Bill Chambless, CBO
Member Development
478.972.5865
chambless@agcga.org

Sherry Covington
Controller
678.298.4114
covington@agcga.org

Steve Cushing
Member Development
404.520.9514
cushing@agcga.org

Machell Harper
Director, Member Services
678.298.4108
harper@agcga.org

Jenny Tuggle
Administrative-Services Assistant
678.298.4112
tuggle@agcga.org

Cherri Watson
Director, Safety, Education & Workforce
Development
678.298.4104
watson@agcga.org

Mark Woodall
Director, Governmental Affairs
678.298.4116
woodall@agcga.org

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.

**Georgia Branch, AGC Headquarters
& Training Center**

1940 The Exchange
Suite 100
Atlanta, GA 30339
678.298.4100
fax 678.298.4101
toll free 800.203.4629

Affinity Service Group/CompTrust AGC MCIC

1940 The Exchange
Suite 200
Atlanta, GA 30339
678.298.1800
fax 678.298.1881
toll free 800.233.2436

**Georgia Branch, AGC Builders Exchange
Plan Room Locations**

1940 The Exchange
Suite 300
Atlanta, GA 30339
678.298.4130
fax 678.298.4131

312 Bradford Street, NW
Gainesville, GA 30501
770.536.5047
fax 770.534.3174



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