

GEORGIA BRANCH

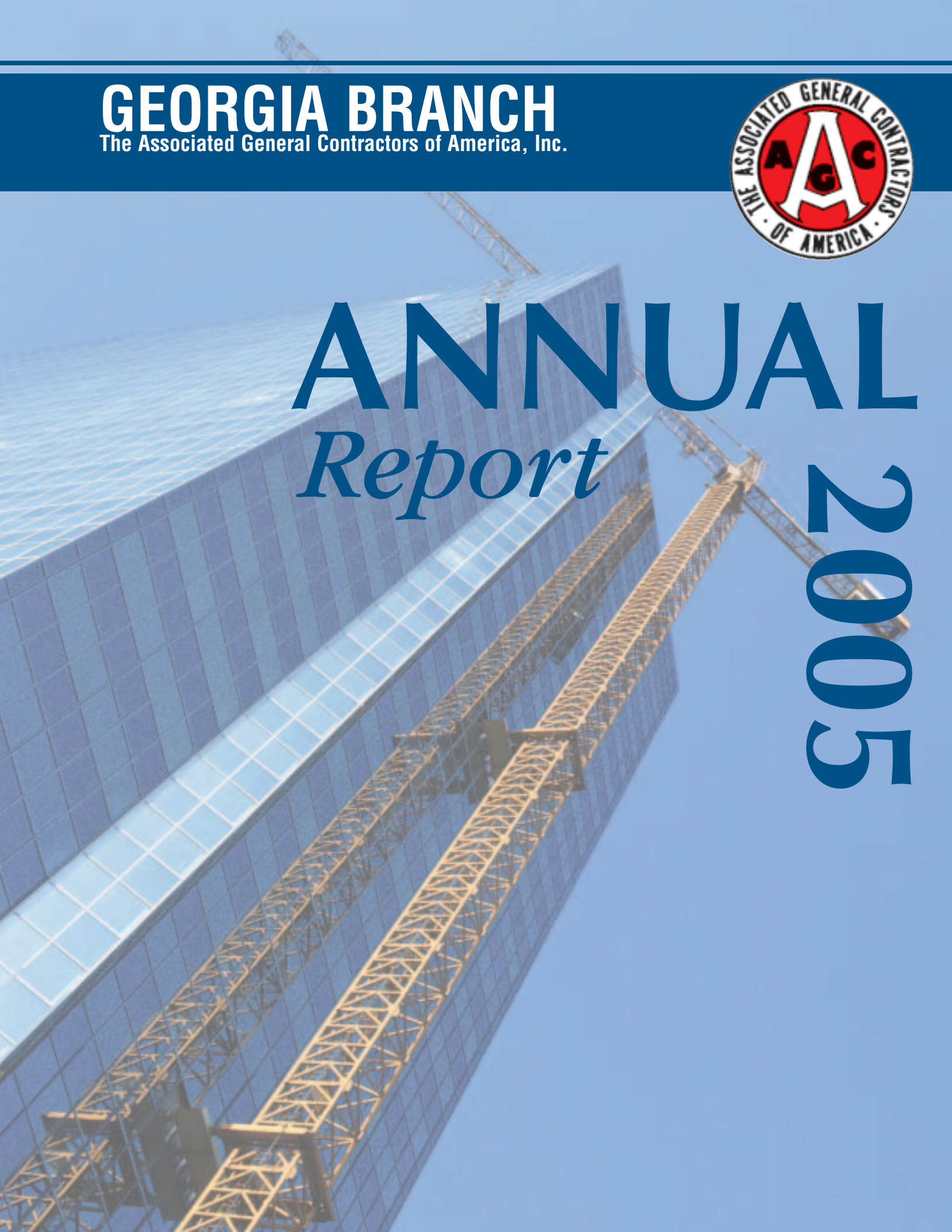
The Associated General Contractors of America, Inc.



ANNUAL

Report

2005



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.”



2005-2006 Board of Directors

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Atlanta

MESSAGE FROM THE CHAPTER PRESIDENT



Chris R. Sheridan, Jr.

As my year of service draws to a close, I am extremely pleased to introduce you to our first Georgia Branch, AGC Annual Report. This 2005 Report represents a new way to communicate with our members as well as our friends and supporters throughout the State. It's an opportunity to learn about who we are as an Association and what we are accomplishing to benefit our members and the industry.

Please join me in congratulating Gary Young for his strong leadership as president in the beginning of 2005. When I was installed in May, the Chapter was well positioned for success. Our wish is for every member to experience the Association to the fullest as we have during our presidencies, so you can appreciate the positive impact the Chapter has on individuals, companies, the industry and our communities.

This past year, we stood firm as the voice of the construction industry and continued to build on our strong political position. Members and staff enjoy excellent working relationships with legislators to help shape laws favorable to the construction industry, meet with State agencies and represent our interests among owners and the design community. We have played a major advocacy and development role with the new contractor licensing law and will continue efforts to represent our members' best interests in this area.

Chapter members are increasingly taking advantage of the site safety vans that travel throughout Georgia. This service provides access to top-notch safety training for field personnel, helping to make their jobsites safer. We have also seen increased attendance in our safety training classes and in the professional development programs offered for all levels of employees. Our self-insured workers' compensation fund, CompTrustAGC of Georgia, offers many members an economic advantage and value-added services.

Improving the quality and accessibility of our training, membership programs, events and services continue to be a top priority for the Chapter. More specifically, we are pleased this past year to have successfully launched our *Members First Plan* that calls for expanding Chapter services deeper into all regions of the State. A huge thank you goes to members, Roger Huggins from Lawrenceville and Jerry Anderson from Fort Gaines, who led the taskforce that developed the Plan. Members First was successfully started in the Central Georgia region and we will replicate this success in other regions of the State. As a result, members can expect to see increased delivery of services and personal contacts by Chapter staff.

Our Young Leadership Program continues to attract the best and brightest construction professionals from around the State. We are proud of the success this group is experiencing and pleased to have their chairmen participating in the Chapter's Board meetings.

Early in 2005, we significantly revamped our Chapter's website and continue to explore ways to make the site an even more valuable and user-friendly resource. A new weekly electronic newsletter is also helping our members receive timely information while enhancing the Chapter's communication effectiveness.

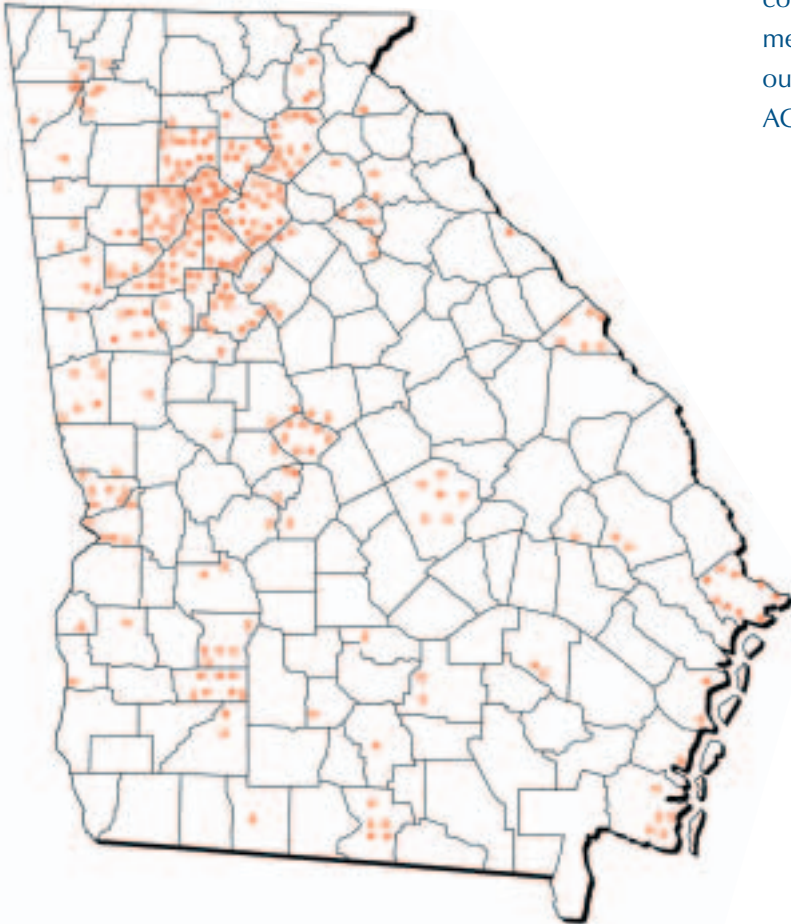
We are excited about a recent, formal strategic planning process that is focusing on ways to enhance the value and services delivered to our membership. You can look forward to seeing positive changes as we prepare our organization for continued success in 2006 and beyond.

Georgia Branch, AGC accomplishments are a result of a strong Board of Directors who served beside me and the outstanding staff led by Mike Dunham. From all of us, we thank our members for their loyalty and continued support over the years. On a personal note, I value the friendships made in my travels around the State and look forward to visiting again.

Chris R. Sheridan, Jr.

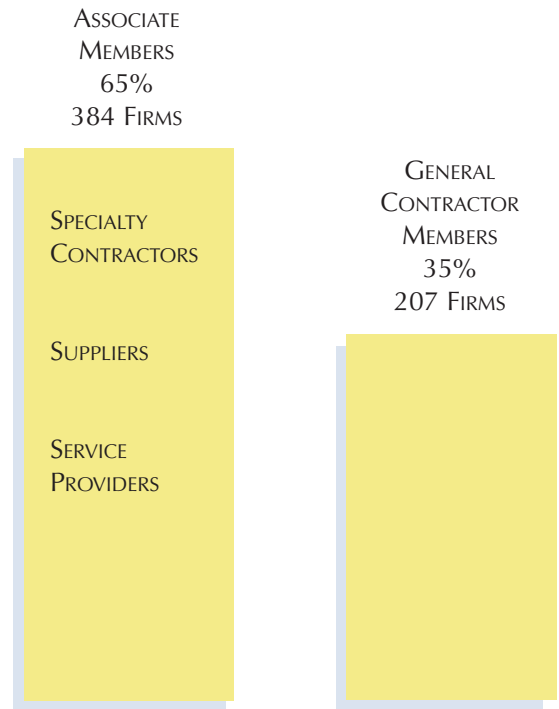
May 2005 - May 2006 Chapter President

WHO We Are



You can find Georgia Branch, AGC members throughout the State.

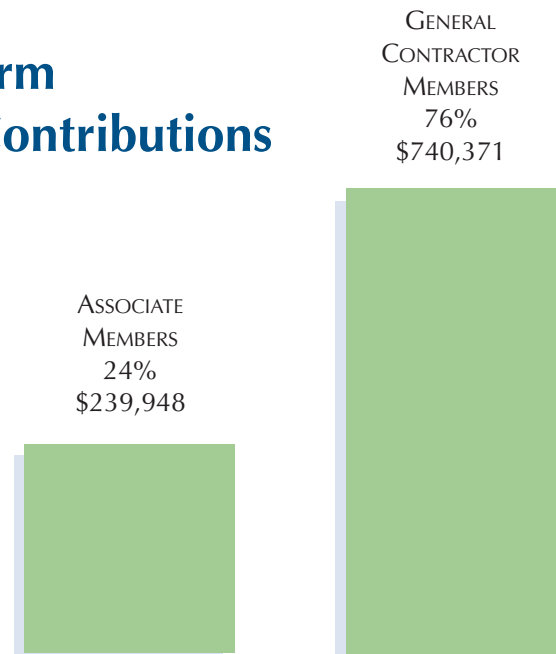
Georgia Branch, AGC includes a total membership of 591 firms who have offices in every major city throughout the State. Of this number, 207 firms represent top general contractors doing business in Georgia. While general contractor members are the smallest in number of the two member types, they provide the largest financial support to our Chapter. Here is a further breakdown of Georgia Branch, AGC members:



✓ Key Fact:

Georgia Branch is one of 100 Chapters affiliated with The Associated General Contractors of America (AGC) representing over 33,000 members.

Member Firm Financial Contributions



All figures are based on December 31, 2005 fiscal year end.

Georgia Branch, AGC provides member firms and their employees with opportunities to learn, network, build new relationships, influence policy and laws, save money and become more profitable, insure safer jobsites, and stay informed on current issues and best industry practices.

Services are offered in the following areas:

- Workforce training for all levels of employees
- Professional and leadership development
- Safety, health and environmental training classes
- Delivery of on-site safety classes to field personnel
- Safety start-up kits to develop safety programs for OSHA compliance
- CompTrustAGC of Georgia, a self-insured workers' compensation fund
- Industry representation and lobbying
- Advocacy role at all levels of government
- Networking events for fun and fellowship
- Leadership on industry issues
- Special industry award/recognition programs
- Information and resources
- Industry publications and contract documents
- Plan rooms in four cities in Georgia
- Automatic membership in AGC of America
- Industry relations with architects, engineers & owners

Our Chapter also plays a major role in influencing the image of our industry and in particular the reputation of our contractor community throughout the State of Georgia.

From January 2005 – May 2006, 49,227 individuals took advantage of our Chapter's services. Of this number, 45,933 people benefited from our education and training services. In addition, 210 member firms are participating in CompTrustAGC of Georgia, our self-insured workers' compensation fund.

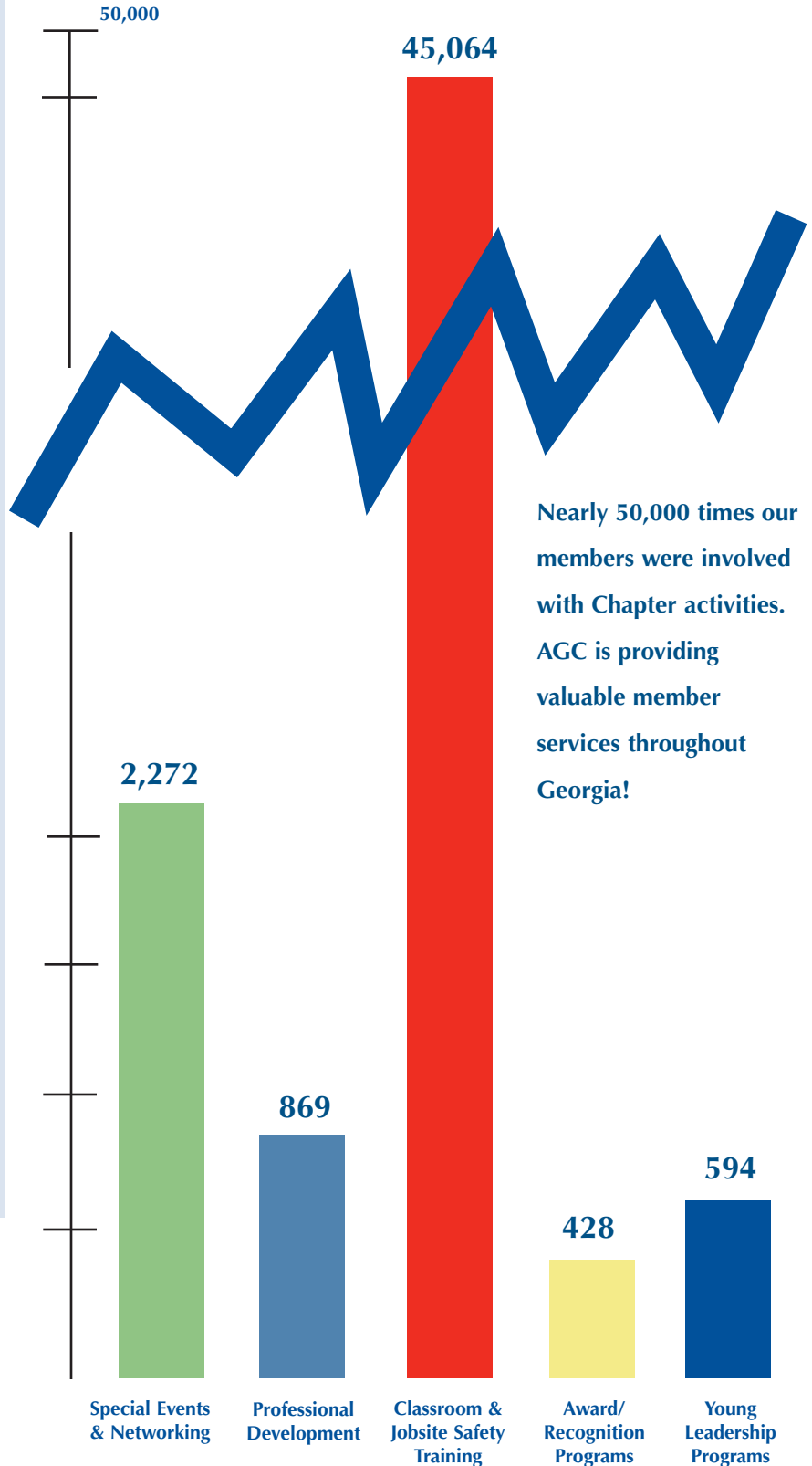


Key Fact:

Today over 300 companies, both member and non-member firms, subscribe to the Chapter's iSqFt Internet Plan Room service.

WHAT

We Do



ACCOMPLISHMENTS



Dave O'Haren, Holder Construction Company; Georgia Congressman Lynn Westmoreland; Jerry Anderson, Anderson Construction Co. of Fort Gaines; and Rick Allen, R. W. Allen & Associates participate in the AGC of America Leadership Conference in Arlington, VA.

SAFETY, EDUCATION AND PROFESSIONAL DEVELOPMENT

- Over 189 member firms received onsite safety training from the Georgia Branch, AGC's two traveling safety vans, and a total of 45,933 individuals were trained during these visits
- Offered roundtables, mini-tradeshows and committee taskforce meetings focusing on helping members learn about cost-effective construction-related technology solutions
- Packaged and distributed 75 Safety Start-Up Kits to member firms
- Approximately 2,425 member jobsites were visited by our five safety professionals
- Played a major role in educating members on Georgia's new NPDES stormwater guidelines by offering special classes and exams on the subject
- Over 800 members took advantage of the many professional development classes available including the highly rated active learning seminar, The Leaders Course[®]
- 341 members participated in AGC of America's Safety Awards program
- Two Safety Conferences in Atlanta and Forsyth attracted over 470 attendees who learned hands-on field demonstrations and classroom seminars
- Facilitated programs educating members on the State's new general contractor licensing law
- Over 900 individuals attended 58 safety training classes including such topics as OSHA 30-Hour, Competent Person: Trenching/Excavations and Fall Protection
- 42 members participated in the Chapter's Supervisory Safety Awards program

INDUSTRY LEADERSHIP

- Members participating in CompTrustAGC of Georgia, our self-insured workers' compensation fund, received sizeable annual dividends; more than \$20.5 million has been returned since the fund's inception as a result of members' strong safety programs, their lack of jobsite incidents, and fewer claims
- Hosted AGC of America's Chief Economist, Ken Simonson, to speak to members about industry trends and issues
- More than 82 of the best and brightest young professionals participate in the Chapter's Young Leadership Program with members raising over \$100,000 for the group's Charitable Works Fund -- \$88,000 has been donated to the following charities: Habitat for Humanity; Toys for Tots; Hillside Hospital; American Red Cross; AGC of America's Foundation for Education Scholarship and Katrina Disaster Relief Fund for Construction Workers; FOCUS; Atlanta Community Food Bank; CHRIS Homes, Inc.; Operation Home Front; Georgia National Guard Foundation; Camp Sunshine and CEFGA's Georgia SkillsUSA Competition



Georgia Branch, AGC offers a host of networking and fun sporting events throughout the year. New South Construction Company entered a foursome into the recent Higher Education Golf Tournament which supports the Chapter's scholarship program.

- Jerry Anderson, past Chapter President and longtime AGC advocate was installed as the 2006 AGC of America Treasurer
- Continued ongoing dialogues with federal owners, such as the South Atlantic Division of the Corps of Engineers
- Chapter members served as chairmen of several AGC of America Committees and are active in the Building Division
- Georgia Branch, AGC has given a cumulative \$255,000 to the Construction Education Foundation of Georgia (CEFGA) for workforce development and we actively participate and co-sponsor their Construction Expo
- Many Chapter members and staff serve on a variety of industry liaison and advisory boards, benefiting the entire industry
- Georgia Branch, AGC's Scholarship Program provides annual support to the building construction management departments at Georgia Southern University, Georgia Institute of Technology, Southern Polytechnic State University and Gwinnett Tech

LEGISLATIVE AND INDUSTRY ADVOCACY

- Organized and convened well-attended Joint Legislative Receptions with the Georgia Chapters of the American Institute of Architects (AIA) and the American Council of Engineering Companies (ACEC) at the Atlanta Railroad Depot and the world-renowned Georgia Aquarium. Our 2006 Legislative Reception was the biggest

and HIGHLIGHTS

ever and the first legislative reception to be held at the Aquarium with more than 500 people attending. 152 AGC members joined AIA and ACEC members to show the collective strength of the industry to more than 100 State officials

- Initiated and won legal action against the City of Statesboro, preventing them from awarding a construction contract by utilizing Reverse Auction Bidding to select a general contractor to build their new police station
- Successfully engaged legal counsel to stop the City of LaGrange from providing construction services for other public owners
- Worked with the Governor's office to identify and recommend the new members of the contractor's licensing board—all of the General Contractor members serving on the new board are Georgia Branch, AGC members
- Since the inception of the Georgia Branch, AGC/PAC in 1994, more than 85% of the candidates receiving our support have been elected to office. To date, we have raised more than \$130,000 in Political Action Committee (PAC) monies and participated in more than 100 campaigns during the 2005 – 2006 election cycle
- Celebrated numerous legislative victories in both 2005 and 2006 including the passage of the contractor licensing law SB 124 clearing the way for a \$600,000 appropriation to initiate the new contractor's board



Members who attended the Fall Management Conference Marketing Seminar were encouraged to bring their laptops to gain full benefits from the interactive session.

- Passed HB 306 requiring public owners to advise contractors of any tax liability for owner purchased and contractor installed equipment and material, relieving the contractor of that tax liability, if they have not been properly notified by the public owner
- Worked with the Governor's office to develop an amendment to HB 312 (Governor's New Georgia Legislation) clarifying that Reverse Auction Bidding is prohibited for construction services
- Passed HB 1385 allowing for Private Architect/Engineer plan review and inspection when government cannot provide timely service
- Passed SB 530 assuring lien rights for parties working in the Public Right-of-Way when the work is for the benefit of and under contract for the improvement of a private owner

NETWORKING AND RELATIONSHIP BUILDING

- Developed and successfully launched our Members First Plan in Central Georgia, conducting 10 well-attended sessions in Macon, with plans to replicate the program's success in other regions of the State
- During a 17-month period, Georgia Branch AGC members participated nearly 50,000 times in an AGC service, program, meeting or resource
- Approximately 2,300 members participated in a variety of networking and social events designed to bring members together for conversation and to build relationships that often lead to business opportunities—includes golf outings, President's tours, Open Houses, Annual Convention, Fishing Rodeo & Golf Weekend, Quarterly meetings, etc
- The Annual Convention held in Destin, FL in 2005 and Amelia Island, FL in 2006 attracted over 500 members and their families
- Member Appreciation receptions were held to introduce new members to existing members, Chapter staff and Board members
- Nine President's Tours were conducted in Savannah, Macon, Albany, Columbus, Dalton, and Gainesville/Athens where members came together to meet and visit with the Board President and Chapter staff

MARKETING AND COMMUNICATION

- Significantly revamped and improved the Chapter's website www.agcga.org providing visitors a state-of-art and user-friendly experience
- Increased the number of visits to the Chapter's website by members and the general public to more than 80,000 pageviews per month
- Over 400 members participated in safety and project award programs to recognize the quality and excellence of their safety programs and construction work
- Introduced a new electronic industry specific newsletter, *The Forum*, distributed weekly via email to nearly 2,000 Chapter members and affiliated industry representatives
- Published four management-focused magazines, *Georgia Construction Today*, and two Annual Membership Directory and Resource Guides, distributed to nearly 4,000 contractors, architects, engineers, building owners, and managers in related fields
- Streamlined event and course registration for members with the Chapter's new website
- Partnered with the *Atlanta Business Chronicle* to promote the Build Georgia Awards program highlighting the Best of the Best in Georgia Branch, AGC members' construction projects
- Extended our reach into member firms using electronic mail and nearly 2,000 employees of member firms receive communication directly from the Chapter on industry and association news



Georgia Branch, AGC conducts numerous courses and seminars for all members of the construction team.

FINANCIALS

What We're Worth

LIABILITIES AND MEMBER EQUITY

At the end of fiscal year 2005, the Georgia Branch, AGC is fiscally strong with total assets of \$6,106,055 and member equity at \$4,491,103. Our Chapter's Board of Directors reviews monthly financial statements on behalf of the membership to insure accountability, sound fiscal policy and prudent financial management of the organization's assets. Chapter finances are also audited each year by the independent accounting firm of Smith & Howard, CPAs.



Where...

the money came from

Total Operating Revenues
\$2,077,821

Member Dues

The Chapter's 207 general contractor members pay annual dues based on construction volume with 384 associate members (specialty contractors, suppliers and service providers) paying a flat fee each year to cover many of the services they receive.

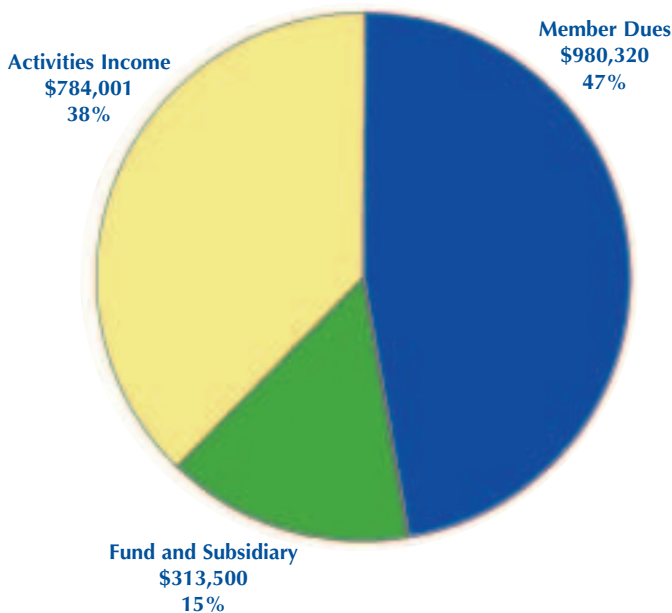
Activities Income

Members pay enrollment, service and admission fees for some safety training and professional development classes, and selected special events to help cover some of the costs associated with offering these services. Other fees are associated with services provided by the AGC Builders Exchange.

Fund & Subsidiary

CompTrustAGC of Georgia, a self-insured workers' compensation fund and Affinity Service Group, Georgia Branch, AGC's for-profit subsidiary, provide a royalty and sponsorships.

Total AGC Revenue 2005 of \$2,077,821



the money went

Total Operating Expenses
\$2,002,900

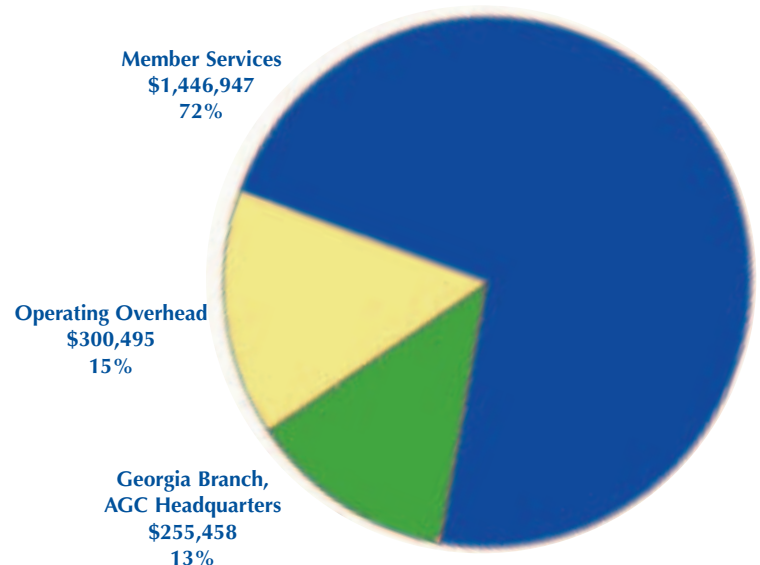
A majority of the Chapter's funds are used to underwrite and supplement the actual costs of delivering services to our members. Nine full-time Chapter staff members working together with five safety professionals, employed by Affinity Service Group, offer members customized training and professional development programs, on-site and in-class safety instruction, lobbying and advocacy in government, special networking events, industry information, publications and a host of other services. Chapter members also have access to a full array of services offered by AGC of America.

The Georgia Branch, AGC owns and operates a 19,500 sq. ft. headquarters in Atlanta. Within this facility is an Education and Conference Center including a Plan Room/reprographics center managed by Imaging Technologies Services, Inc. The facility also serves as home to Affinity Service Group and CompTrustAGC of Georgia's operations. Classes and programs are conducted on a continuous basis in our Atlanta facility and we continue to find new ways to offer our programs and services throughout the State.

Operating Surplus
\$74,921

As a result of the Chapter's responsible management of funds, \$74,921 was added to Member Equity in 2005.

Total AGC Expense 2005 of \$2,002,900



STRATEGIC OBJECTIVES



Governor Perdue signs SB 124 into law, opening the doors for contractor licensure in the State of Georgia. Pictured in this Signing Ceremony photo were AGC members, Randy Foster, Roger Huggins and Charlie Garbutt; AGC staff, Mark Woodall, Director of Governmental Affairs; and Mike Dunham, EVP. Other industry members pictured are Suzanne Williams and Tim Williams of the Home Builders Association of Georgia and representatives of the Secretary of State's office. Pictured standing right of the Governor is the bill's sponsor Senator Mitch Seabaugh.



Georgia Branch, AGC's Safety Vans travel the State bringing jobsite safety training to the field. This is a FREE service for all Chapter members.

Pursuant to Georgia Branch, AGC's Strategic Plan, the Chapter's long-term strategic objectives include:

- To maximize quality membership growth, participation, retention and satisfaction.
- To maximize opportunities for the Chapter and members to differentiate themselves in order to become the best and safest while leveraging our political clout and influence.
- To expand our leadership role in addressing the workforce development and training needs of the construction industry.
- To enhance our marketing and communication effectiveness by increasing awareness of the value we offer, promoting a positive industry image and enhancing the Chapter's visibility in the marketplace.
- To make improvements in the Chapter's infrastructure that will increase our capacity to deliver value-added services and programs for members throughout the State.
- To successfully implement our strategic plan by holding ourselves accountable for measurable and quality results.



Meet the Future . . . The Young Leadership Program Leads the Way!

2006-2007 OFFICERS

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President: Dave O'Haren
Holder Construction Company
Atlanta

Vice President: Rick Allen
R. W. Allen & Associates, Inc.
Augusta

Treasurer: Doug Davidson
New South Construction Company, Inc.
Atlanta

Secretary: Dan Baker
Duffey Southeast, Inc.
Cedartown

DIRECTORS

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Scott Thompson
Piedmont Construction Group, LLC
Macon

John Turner
National Construction Rentals
Lithia Springs

Kevin Watson
Bowen & Watson, Inc.
Toccoa

Jim Wilkerson
J. M. Wilkerson Construction Company, Inc.
Marietta

Gary W. Young
Young Contracting Company, Inc.
Atlanta

Chapter's Professional Staff 678.298.4100

You may contact a staff member directly by dialing 678.298 and their four digit number

• Michael (Mike) Dunham	Executive Vice President	x 4120	dunham@agcga.org
• Alyson Abercrombie	Director, Communications	x 4106	abercrombie@agcga.org
• Kristina Aguilera	Receptionist/Controller Asst.	x 4100	aguilera@agcga.org
• Bob Calhoun	Controller	x 4114	calhoun@agcga.org
• Bill Chambless	Membership Development Specialist	478-972-5865	chambless@agcga.org
• Machell Harper	Director, Member Services	x 4108	harper@agcga.org
• Denise (DD) Latham	Director, Special Events	x 4118	latham@agcga.org
• Cherri Watson	Director, Education & Safety	x 4104	watson@agcga.org
• Mark Woodall	Director, Governmental Affairs	x 4116	woodall@agcga.org

Safety Professionals

• Brian Wood	678.298.1891	bwood@affinityservicegroup.com
• Josh Conrey	404.550.2508	jconrey@affinityservicegroup.com
• Wayne Hurst	404.550.4358	whurst@affinityservicegroup.com
• Denny Pickett	404.550.5188	dpickett@affinityservicegroup.com
• Charles Sizemore	678.298.1884	csizemore@affinityservicegroup.com

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 & Conference Center

1940 The Exchange
Atlanta, GA 30339
678.298.4100
fax 678.298.4101
800.203.4629

Georgia Branch, AGC Builders Exchange Plan Room Locations

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

1030 Reynolds Street
Augusta, GA 30901
706.724.7924
fax 706.724.7360

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

555 Walnut Street
Macon, GA 31201
478.742.7541
fax 478.741.1469



www.agcga.org