

GEORGIA BRANCH

The Associated General Contractors of America, Inc.



REPORT TO MEMBERS

JUNE 2008

**- Winner -
AGC of America's
Chapter of the Year Award**

1928 to 2008 - Celebrating 80 years of service to Georgia's construction industry

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 501(c)(6) non-profit corporation and professional trade association whose members represent over 600 of the top general contractors, residential/light commercial builders, construction managers, design-builders, municipal-utility, 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. For the past 80 years, our greatest source of pride and legacy is serving in an advocacy role to protect and represent what is in our members’ and industry’s best interest.

We are one of 96 chapters affiliated with AGC of America representing over 32,000 members nationwide. Members of Georgia Branch, AGC are also members of AGC of America. This affiliation affords Georgia Branch 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

It is my great pleasure to introduce this *Report to Members* for the Chapter's special anniversary year of 2008. In 1928, Georgia Branch, chartered by The Associated General Contractors of America, Inc., was organized with 18 general contracting firms as founding members. We sure have come a long way in our 80 years!

Today, Georgia Branch, AGC is a highly respected, fiscally strong, statewide organization representing and serving over 600 of the top member firms who comprise the construction industry. In fact we have just completed a remarkable year of accomplishments and milestones capped off in March when Georgia Branch, AGC received the prestigious and highly-sought-after AGC of America 2007 Chapter of the Year Award. As your President, it was a personal thrill to join Mike Dunham in accepting this award on behalf of our members, past presidents, Board members, and staff in front of a national audience attending AGC's annual convention and industry awards dinner in Las Vegas.

What led our Chapter to winning this award is a combination of many things we are doing exceptionally well. Much of the groundwork was laid years ago with bold ideas and initiatives launched by my predecessors. Developing our strategic plan in 2006 provided the Chapter with an even clearer roadmap and impetus on how we needed to proceed in achieving our vision of "building the best and most innovative contractor association in Georgia." The successful implementation of this strategic plan with impressive measurable results is a credit to our dedicated Board and outstanding Chapter staff who were also instrumental in making the Chapter of the Year award possible.

During the past year, members have continued to access many of the same quality services and benefits they are accustomed to receiving. We continue to identify new ways to deliver value based on what our members tell us is important to them. A top concern—the labor shortage—has led us to take a much more proactive stance in addressing this issue with the formation of workforce alliances and other workforce development initiatives designed to educate and attract young students to construction careers.

Taking steps to free up senior Chapter staff to spend more time visiting our members, staying focused on delivering an "exceptional customer experience" for each member and improved marketing communication have all contributed to our highest level of membership participation in the Chapter's history. Across almost all of our programs, service areas and activities we have achieved a 27% increase in member firm participation from the previous year. New membership growth is at an all time high in the last decade and our Members First program,

which takes Chapter services to members around the state, continues to be well-received and valued. Since January, Chapter services are now more accessible in the Columbus market following in the footsteps of our successful efforts in Macon, Valdosta, and Albany.

One of the highlights of my year serving as your President was traveling around the state meeting with members and spreading a message about "servant leadership" principles. I firmly believe this philosophy serves as a powerful model that can help our industry. This was also my first year to attend everything offered by the Chapter. Having this chance to experience all of our programs and events makes me more convinced than ever of the tremendous value our members receive from joining our Association. My sentiments are shared with so many other members and some of their testimonials are featured throughout this *Report*.

It is quite remarkable seeing what can be learned from fellow members to take back to our respective companies. With this in mind, I encourage you to spend more time building relationships with other Chapter members. My association with Georgia Branch, AGC has also led to some wonderful and valuable opportunities to get involved on the national level with AGC of America. These same opportunities are available for you if you choose to be active and experience all our Chapter and national organization have to offer.

A special thank you to the Officers and Board of Directors who served with me this past year to help improve and provide sound governance for the Association. I am pleased to pass the gavel to Doug Davidson, President of New South Construction Co., Inc. in Atlanta as the Chapter's new President. Serving with Doug for the 2008-09 year is Dan Baker, Duffey Southeast, Inc. in Cedartown as Vice President; Gary Newell, Collins & Company in Smyrna as Treasurer; and Tony Pellicano, Pellicano Construction in Albany as Secretary.

It is gratifying to witness first hand how we as an organization and our member firms are guided every day by our core principles of Skill, Integrity and Responsibility. I am confident we are fulfilling our Chapter's mission "to be the voice of Georgia's construction industry, provide valuable member services and promote best construction industry practices."



Rick W. Allen, President
R. W. Allen, LLC
2007-08 Chapter President

Members Say it Best . . .

"I really appreciate a Chapter staff member coming to visit with me recently to better understand how we are doing and explore further ways we can take advantage of the many services provided to members. We are proud of our relationship with Georgia Branch, AGC going back almost 40 years and several generations in my family."

Kirk Malone, President
Malone Construction Company
Atlanta

ENHANCING YOUR "MEMBER EXPERIENCE"

For the past two years, the Chapter has placed a greater emphasis on asking you, our members, for feedback about your overall "experience" as a Chapter member. This has led to a greater understanding of what we can do to better meet your needs and expectations. In addition to soliciting your input during member visits, we are also asking for your feedback following classes, events and programs. To date, over 1,000 individuals have contributed to this feedback.

Chapter staff carefully review and analyze member feedback to learn what our members are saying and pinpoint improvement opportunities. Making these types of changes and improvements no matter how big or small is needed to insure an exceptional member experience for every firm and individual.

Georgia Branch, AGC is eager to hear what you have to say and learn what is most important to you.

- Workforce training for all levels of employees
- Professional and leadership development
- Safety, health and environmental training
- On-site safety classes for field personnel
- Safety start-up kits for OSHA compliance
- Workers' compensation program through CompTrust AGC MCIC
- Networking and relationship building opportunities
- Chapter and industry news disseminated in *The Forum*, a weekly electronic newsletter
- Industry representation and lobbying before the Georgia General Assembly
- Advocacy role with Georgia governmental agencies
- Leadership on industry issues, new trends and best practices
- Special industry award/recognition programs
- Regular economic/market trends and statistical updates from AGC of America's Chief Economist
- Industry contract documents and publications
- Physical Plan Rooms in Atlanta and Gainesville
- Internet Plan Room
- Automatic membership in AGC of America
- *Membership Directory & Resource Guide*
- Strategic alliances with architects, engineers & public and private owner groups
- Development of young industry professionals
- Community involvement and charitable service
- Workforce recruitment at high school and college levels
- Chapter magazine, *Georgia Construction Today*

Highlighting Networking & Relationship Building Opportunities

- PAC Sporting Clays Fund Raiser
- Young Leadership Program (YLP)
- Regional Workforce Alliances
- AGC of America Annual Convention
- Technology Roundtables
- Fishing and Golf Weekend
- Safety Day Conference
- Higher Education Fund Golf Tournament
- YLP Charity Golf Tournament
- Contacts for Contracts – Technology Marketplace
- Contacts for Contracts – General Contractor Marketplace
- Contacts for Contracts - Member Appreciation
- Annual Legislative Reception
- Fall Leadership Conference
- Chapter's Annual Convention
- Members First Regional Monthly Meetings
- President's Tour Member Meetings



One of many social functions held this past year where Chapter members and their guests enjoy good food, fun and fellowship.

SURPASSING GOALS IN MEMBERSHIP GROWTH AND MEMBER PARTICIPATION

This has been an exceptionally strong year for Georgia Branch, AGC in expanding our membership base throughout Georgia. New members joined at a faster rate than in previous years due in large part to our concerted effort to increase personal contact with current members leading to more referrals. Increasing our administrative support has allowed the Chapter's senior staff to spend more time with members. During the past year, over 200 member visits and 80 prospective member visits were conducted. Continuing these visits to reach more of our members is a high priority.

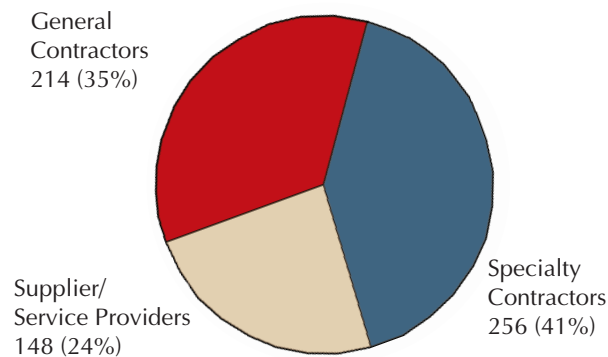
Our increase in new members is also attributed to an aggressive effort to bring member services to regions outside metro Atlanta. This effort has attracted a lot of positive attention and greater interest in our organization. Adhering to a well conceived Members First plan, the Chapter is now more active and visible in Central Georgia/Macon, South Georgia/Valdosta, Southwest Georgia/Albany and West Central Georgia/Columbus. In addition to offering numerous education and safety classes in these regions, 31 Members First meetings were convened this past year attracting over 900 members and guests. Members tell us they are receiving greater value from their membership as a result of greater access to our services.

Chapter members and staff recruited 86 new members from all across the state. This excellent growth coupled with a consistently high member retention rate, stronger than many similar organizations, allows us to keep a strong presence in Georgia.

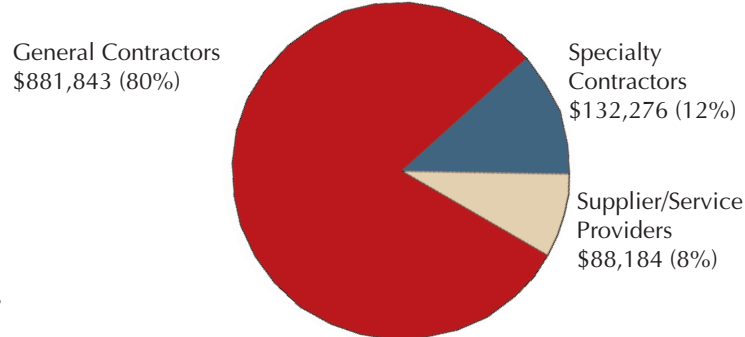
Staying in closer touch with our members, understanding what is important to you, and improving the way we communicate about our services and value being delivered—each have contributed to a significant increase in participation across the majority of our services and events. For the past 12 months, a record 36,669 individuals from member firms attended one of our programs, classes and events or benefited from one of our direct services such as the onsite safety van. Today, more member firms are participating and taking advantage of multiple services and opportunities provided by the Chapter than ever before.

Georgia Branch, AGC has two membership categories: General Contractors and Associates. Specialty contractor members and supplier/service providers comprise the Associate member group.

WHO WE ARE



MEMBER FIRM FINANCIAL SUPPORT



Members Say it Best . . .

"Some of the benefits we enjoy as a member of Georgia Branch, AGC include access to information affecting our industry, access to training for our employees and the recognition of being an AGC contractor. Any of these reasons alone are worth the cost of membership and we would not consider being in this business without a partnership with Georgia Branch, AGC."

**Mark H. Massee, President
Massee Builders, Inc.
Fitzgerald**

"The value of being a member of AGC is much more than the learning opportunities, the CompTrust AGC MCIC program, and our political clout on state and national levels. The Association is also a peer group of competent, reliable construction people you can count on. Recently I needed information on an issue we were encountering at our company. I asked my peers at AGC for their counsel, and within one day, I had more information than I could gather on my own in a month. This is why we are members of Georgia Branch, AGC!"

**Gary Young, President
Young Contracting Company, Inc.
Atlanta**

Members Say it Best . . .

"As a new member of Georgia Branch, AGC, we especially value your advocacy role in looking out for what is in the best interest of member firms and the construction industry, particularly in the legislative arena. This is one less thing to keep me up at night so I can concentrate more on running my company."

**Ray Whitehead, Owner
Griggs Contracting, Inc.
Conyers**

"The clout and influence the construction industry enjoys at both the state and national level is directly attributable to the work done on our behalf by AGC staff. They work tirelessly in looking out for our best interests by monitoring pending bills and legislation, public policy initiatives and government rules and regulations. AGC staff is always well prepared to inform and advise industry leaders so we are pro-active participants in the process. In addition, they build strong relationships with government and state officials giving us a seat at the table and earning the trust and respect of all stakeholders."

"I believe the legislative-related accomplishments alone are worth every penny of membership dues. As a PAC contributor, I know my dollars are invested to support candidates who are pro-business and pro-construction. Thank you for being such an outstanding advocate for all our members and the construction industry at-large."

**Dave Cyr, President
Parrish Construction Group, Inc.
Perry**

The 2008 Session of the Georgia General Assembly will not be remembered for producing major new pieces of legislation. However, Georgia Branch, AGC considers it a successful year since we were able to effectively block possible changes in the law unfavorable to our industry. With more than 3,000 bills introduced under the Gold Dome requiring our monitoring, never before have we worked harder to protect and represent the interests of our members and industry.

On numerous occasions, Georgia Branch, AGC testified before House and Senate Committees on issues important to contractors across the state. Our recent leadership role in cleaning up Georgia's lien law is a testament to our ability to build consensus with all stakeholders. These and other similar efforts result in passing proactive legislation benefiting everyone in the construction process.

Georgia Branch, AGC continues its leadership role on the statewide contractor licensing law. In addition to serving as a resource for the Licensing Board on implementation rules, our Chapter is recognized as the primary source for information and hands-on assistance to contractors attempting to navigate the application

requirements before the law takes effect July 1, 2008. We also arranged to have a contractor licensing prep course offered to the contractor community.

Owner and regulatory groups greatly impact our industry, and we are honored they respect and value Georgia Branch, AGC's input and feedback. Chapter staff and members proudly represent the construction industry as members of many advisory committees, boards and taskforces for groups including the Department of Corrections, GSFIC, Board of Regents, NPDES Stormwater, State Licensing Board and Corps of Engineers.

In Georgia's election cycle, Georgia Branch, AGC PAC allows us to participate in nearly 150 House, Senate and Statewide campaigns in order to help elect pro-business, pro-construction legislators. At the federal level, our Chapter's outstanding fundraising efforts were recognized in March by our national organization. We won AGC of America's PAC award for 100% participation by Chapter Board members and received recognition for having the largest single dollar amount by any Board of all AGC Chapters. Georgia Branch, AGC was also honored because our members donated the 5th largest dollar amount of all 50 states to AGC of America's PAC.



AGC of America recognizes Georgia Branch, AGC for its award-winning support of AGC PAC.



Industry leaders with AIA, ACEC and AGC meet with Lt. Governor Cagle at a joint legislative reception.

Since 1982, Georgia Branch, AGC has successfully operated one of the state's longest running self-insured workers' compensation trust funds. Based on member feedback and a desire to better reflect the changing marketplace, the Chapter initiated a comprehensive planning process to convert its self-insured trust fund called CompTrustAGC of Georgia to a mutual captive. The Georgia Department of Insurance approved our conversion effective January 1, 2008, and the new program operates under the name of CompTrust AGC Mutual Captive Insurance Company (MCIC). This conversion eliminates the joint and several liability clause and creates the opportunity for out-of-state coverage which is especially attractive to many Chapter members doing business in multiple states.

Currently, 169 Chapter members are participants and enjoy the benefits of CompTrust AGC MCIC. It has an annual premium of approximately \$12 million and more than \$25 million in investments. During 10 of the past 11 years, over \$18.9 million in dividends have been returned to program participants in large part due to their strong safety programs, fewer jobsite incidents and fewer claims. In 2007, a \$1.8 million dividend was declared for distribution in 2008 making this a powerful investment opportunity for Chapter members. This program is administered by Affinity Service Group (ASG), a wholly-owned subsidiary of Georgia Branch, AGC formed in 1999.

CompTrust AGC Mutual Captive Insurance Company

Members Say it Best . . .

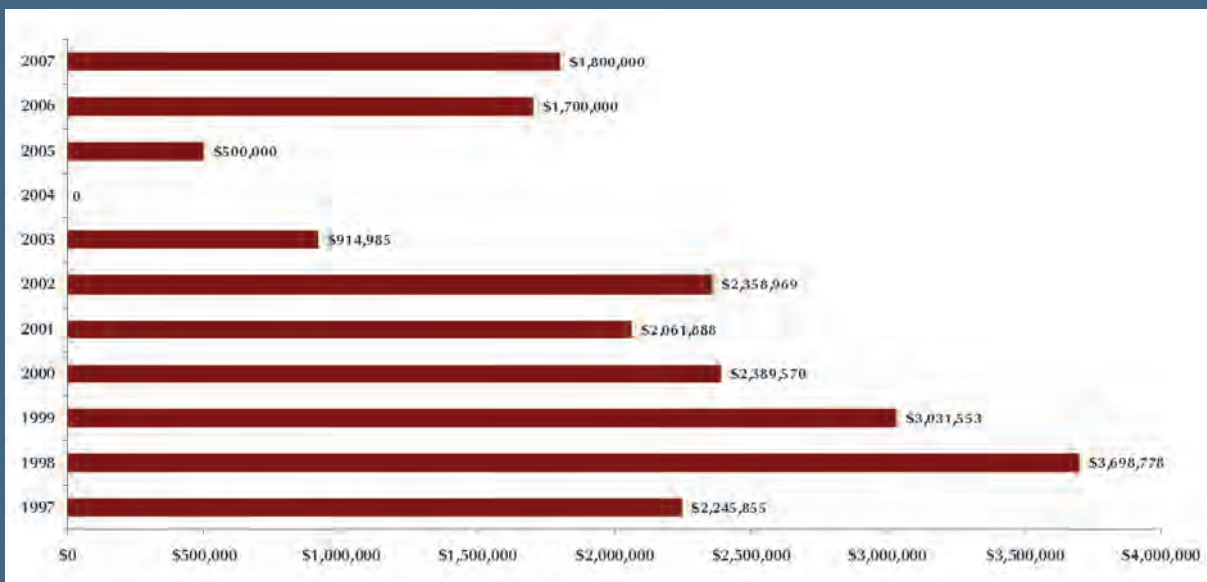
"Participating in the workers' compensation program at Georgia Branch, AGC continues to be one of the major benefits we receive as a member of this organization. My company's excellent safety record is consistently rewarded with sizeable dividend checks. We could not be happier with this program, and are especially pleased with the recent enhancements to better meet new market trends and changing member needs."

**L. Tom Gay, President
Gay Construction Company
Atlanta**



CompTrust AGC MCIC Board members and Bonnie Corey, President of Affinity Service Group, declare the dividend awarded to program participants.

Dividend History



Members Say it Best . . .

“Your onsite safety van service is something we count on to compliment our strong safety program at Starr. We appreciate the Chapter’s safety team bringing these services directly to our headquarters and jobsites.”

Bill Grovenstein
Shop Superintendent
Starr Electric
Macon

“We rely heavily on Georgia Branch, AGC for the majority of our training needs having logged over 585 hours of training time in the past year. Having well trained employees has certainly been a major factor contributing to our company’s success and staying power.”

David Schoendorf
Senior Vice President
R. J. Griffin & Company
Atlanta

“As a proud, relatively new member of Georgia Branch, AGC, we have already benefited greatly from sending 15 of our employees to your professional development and safety courses.”

Danny Creamer & Wade Pearce
Principals
Creamer-Pearce, LLC
Kennesaw



Convenient training options are available for members in both classroom and jobsite settings.

Safety is a top priority for Chapter members and Georgia Branch, AGC. Many Chapter’s resources are dedicated to assisting member firms with classroom safety education, jobsite safety training, and general safety support. Safety specialists employed by the Chapter deliver safety services and training to member jobsites via safety vans, and their safety knowledge is especially valued by the most experienced safety personnel.

All Chapter members are welcome to participate in an active Safety and Health Committee whose sole purpose is to address top safety issues and proactive opportunities to become safer. Nearly 40 members who oversee safety at their respective firms and OSHA representatives comprise this group. Each year, this committee works in conjunction with Chapter staff to plan the annual safety conference in March. Committee members help our industry take the lead in proactively addressing numerous workplace safety issues such as our recent hosting of a forum on crane safety to tie in with recent tower crane accidents outside of Georgia. A list of best practices in tower crane safety was developed and shared with all Chapter members.

Our Site Safety Van Program created in 1984 remains one of the core and most popular programs offered to members. Two safety vans traverse the state bringing a strong safety message and training to member firms and their workforces assembled on jobsites. During the past year, 174 member firms took advantage of this safety van service for a total of 2,314 jobsite safety meetings and 32,156 registered attendees. This is in addition to over 702 individuals attending one or more of the 43 safety classes offered by the Chapter.

The Chapter also found new ways to effectively use the safety vans to deliver our strong safety message to a broader audience including construction students and the Hispanic workforce. For example, on the same day the safety van is visiting with contractor members, arrangements are made at local high school construction programs in the same area to bring toolbox talks and safety videos to students. As a sponsor of Latino Appreciation Day, the Chapter made arrangements to have one of our safety vans playing safety videos in Spanish.

ADDRESSING THE LABOR ISSUE AND YOUR WORKFORCE DEVELOPMENT NEEDS

Many members tell us the labor shortage is the top issue impacting their company today. This is supported by current facts projecting a 6,800 construction worker shortfall in Georgia over the next 18 months. Georgia Branch, AGC is working on several fronts to provide member firms with solutions to their workforce needs. Investing in a well-trained workforce is part of the solution especially for those workers who will replace many of the industry's finest who are rapidly approaching retirement age. Georgia Branch, AGC offers members a strong curriculum of 106 different classes to choose from to assist with the professional development and technical skills of office and field personnel. A record 2,000 individuals attended these classes this past year. More new classes were added in 2007-08 than ever before due to increased member demand for this service, especially from those outside the metro Atlanta region. In response to member feedback, Chapter members now have an opportunity to take advantage of a more comprehensive leadership development curriculum.

For the past nine years, our Chapter has been one of two general partners providing more than \$280,000 in

grant monies to support the Construction Education Foundation of Georgia (CEFGA), a non-profit organization created to promote careers in construction especially targeting Georgia high school and technical college students. This partnership with CEFGA continues to benefit Georgia Branch, AGC members in many tangible ways, one of which is their joint efforts with us in convening workforce alliances around the state.

Workforce alliances are bringing Chapter members together with school administrators, faculty and students from local construction programs. A total of 15 alliance meetings took place this past year, with over 20 member firms participating. This collaboration is producing many tangible results including an increase in student internship opportunities with member firms, the addition of new construction programs to accommodate a greater number of students interested in construction, member firms providing their surplus building materials for teachers to use in their high school programs, and stronger good will between our member firms as potential employers and students participating in these programs.



Field and office personnel regularly take advantage of many professional development and training opportunities offered by the Chapter.

Members Say it Best . . .

"Georgia Branch, AGC and CEFGA have been instrumental in getting our region's workforce alliance initiative underway. It's great to know we have enthusiastic and dedicated leadership doing something positive, organized and constructive to address the labor shortage, and even more, it is producing tangible results in our area."

Lee Burkett
HR/Health & Safety Manager
Pinnacle Prime Contractors
Valdosta

"Georgia Branch, AGC staff has what I consider a well-earned reputation for being open and receptive to all types of member requests. This was my experience when we talked some time ago about bringing AGC's Supervisory Training Program (STP) back to Georgia so employees at our company could participate. STP is now again part of the ongoing curriculum offered to Chapter members. I enjoy being able to present the STP material to new students since completing AGC of America's STP trainer course."

Rob McKinney
Safety Director
J. M. Wilkerson Construction Company, Inc.
Marietta

Members Say it Best . . .

"My involvement for so many years in the Chapter's Young Leadership Program and Charitable Works Fund has led to new opportunities I never imagined possible. Serving on Georgia Branch, AGC's Board this past year has been an incredible experience and is just one of many examples."

Calvin Pate, Vice President
Harrison Contracting Company, Inc.
Villa Rica

"My firm is a long-time member of Georgia Branch, AGC, and my participation these past four years in the Chapter's Young Leadership Program has provided me with an opportunity to develop friendships with many other young industry professionals. These relationships are important to our respective companies and AGC as we become the industry's next generation of leaders."

Derek Wortham, Account Executive
H & H Insurance Services, Inc.
Norcross

"I am a tremendous advocate of the Young Leadership Program, one of the Chapter's flagship services. As a member of this group, I have been given a wonderful avenue to stay ahead of the curve on industry issues, standards and practices. Most importantly, I am part of an exciting group that prides itself on developing strong leaders to serve our industry now and in the future."

Gretchen Orrin, President
Athena Construction Group
Hapeville

In 1996, Georgia Branch, AGC created the Young Leadership Program (YLP), and ever since, member firms have encouraged young professionals to take part in this unique opportunity to learn best industry practices, build relationships and develop their leadership potential. The Program's growth this past year exceeded results achieved over the previous 10 year period with a record 23 new individuals joining. Today, 121 individuals and 70 member firms participate in YLP.

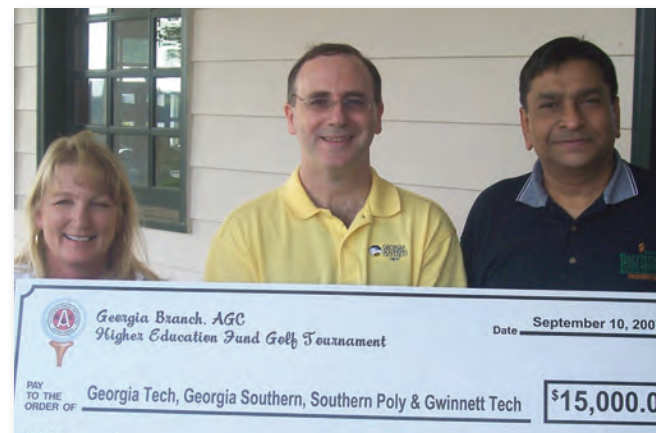
One of the YLP's major initiatives is its Charitable Works Fund giving both Program members and the Chapter an opportunity to engage in community service and fundraising activities that support worthy charitable causes. Nearly \$200,000 has been raised for this Fund much of which comes from an annual golf tournament organized by YLP members and Chapter staff. The tournaments and fundraising in 2007 and 2008 were by far the most successful in recent history with the largest total golf registrations and sponsorships.

As the YLP grows and becomes an even stronger and well-managed Program, Chapter members tell us they are witnessing first hand its profound impact in preparing a new generation of leaders who will be capable stewards at their own companies as well as for the Association and industry.

Through Georgia Branch, AGC's extensive involvement with the state's collegiate construction management programs, we continue to build strong ties with students active in AGC Student Chapters. Chapter members and staff also bring an influential voice to many local construction management programs by serving on advisory boards for Southern Polytechnic State University, Georgia Institute of Technology, Georgia Southern University and Gwinnett Technical College. Monies raised by the Chapter's annual Higher Education Fund Golf Tournament provide student scholarships and funds for special needs identified by faculty at these schools.



Delivering toys to deserving children over the holidays is one of the most rewarding activities for Chapter members and staff participating in the Young Leadership Program.



Student scholarships and construction department needs at Georgia colleges are supported by members who take part in the Chapter's Higher Education Fund Golf Tournament.

ENHANCING THE INDUSTRY'S IMAGE – A YEAR OF CELEBRATION AND MILESTONES

Georgia Branch, AGC and member firms who make up our Association have much to celebrate this year—for the first time in the Chapter's 80 year history, we were all honored in winning AGC of America's Chapter of the Year award. Winning this award is no easy feat. Vying against tough competition from other AGC Chapters, we had to put together a comprehensive award submittal showcasing all of our achievements and activities during the past year that would distinguish our Chapter from previous years. Certainly, important groundwork laid in previous years along with many prior successes were all contributing factors to us receiving this award.

It is just a coincidence the Chapter won this award the same year we are also celebrating an 80 year anniversary milestone of service to the construction industry in Georgia. Winning this award and our longstanding reputation as one of the leading Chapters within the AGC organization are both testaments to the quality and enduring nature of our membership.

Your commitment and love of the construction industry and desire to make the industry better has sustained and propelled our Chapter over the years. Together, we continue to shape and enhance the reputation and image of our industry by trying to be better one step at a time, one person at a time, and one company at a time. Every win, success and accomplishment by our members is an accomplishment for our entire organization and industry. These accomplishments are recognized and celebrated by the Chapter throughout the year. It is this pride in ourselves and our workforce that will help us attract new workers in the future and insure the continued viability of our respective organizations.

We continue to strengthen our communication and marketing with members and the marketplace. Improvements in these areas are contributing to increased member growth, increased member participation and a more positive industry and Association image.



On behalf of members, Board and staff, Rick Allen, Chapter President, and Mike Dunham, Executive Vice President, accept the trophy awarded to Georgia Branch, AGC for winning AGC of America's Chapter of the Year award at the national convention. Additional honors went to Rick (2nd from left), named Chapter President of the Year, and Mike (2nd from right), named Chapter Executive of the Year.



Build Georgia Award recipients proudly display their award plaques for outstanding construction projects honored at the Chapter's 2007 Annual Convention.

Members Say it Best . . .

"Thanks for the valuable article on understanding the differences between leaders and managers appearing in the Chapter's new 'Leadership Issue' of the Georgia Construction Today magazine. The article sheds important light on something I had not considered before."

Rick Torrance, President
Torrance Construction Company
LaGrange

"Georgia Branch, AGC is one of the best Chapters in one of the best trade organizations in the country. Because of this, the easiest path is to become complacent and conduct business as usual. Instead our Board and staff took the opposite path. In 2006, we engaged in a strategic planning process pointing us in some new directions and to a much better place. Our success these past two years is due in large part to the staff's complete and enthusiastic backing of the Strategic Plan. They have earned my utmost respect."

Chris Sheridan, President
Chris R. Sheridan & Company
Macon



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 Professional Staff

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