

Associated General Contractors of Georgia, Inc.

Report to Members

June 2013

Helping You Succeed

The logo for the Associated General Contractors of Georgia (AGC) features the letters 'AGC' in a bold, red, sans-serif font. The 'A' and 'C' are solid red, while the 'G' is a red outline. A thick, grey horizontal bar is positioned below the letters.

Georgia

Your Construction Industry Partner

85th Anniversary • 1928-2013

Helping You Succeed...

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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.”

“AGC Georgia is an outstanding resource and champion that helps our company work through the ever-changing and challenging commercial construction environment. Staff members provide information about legislation impacting our work, best practices, new technologies, industry trends, and other valuable intelligence supporting our business objectives. The association works with member firms to insure we maintain the highest safety, professional and legal standards in the industry. Since becoming a member in 1939, AGC Georgia continues to be an asset to our company.”

—John Farmer, Director of Construction, The Beck Group

Message From the President

With my year as president ending, I want to thank you for the opportunity to lead our great association. Based on feedback we receive, AGC Georgia members continue to value and benefit from our services and programs, and participation levels remain strong. It is also nice to see more members becoming engaged by using some of our longstanding services for the first time.

AGC Georgia does not perform our jobs for us; however, the AGC organization is all about helping us succeed—as individuals, professionals and leaders, and as business owners and employees. AGC does a great job of looking out for what is in the best interest of members and the commercial construction industry. For example, AGC Georgia protects contractors from harmful and costly legislative action, helps us achieve safer jobsites, opens doors to government officials so we can share our concerns and provide feedback on the impact of legislation and regulations, enhances our knowledge about new technologies and new trends in construction, and fosters relationships with organizations like the Corps of Engineers and GSFIC.

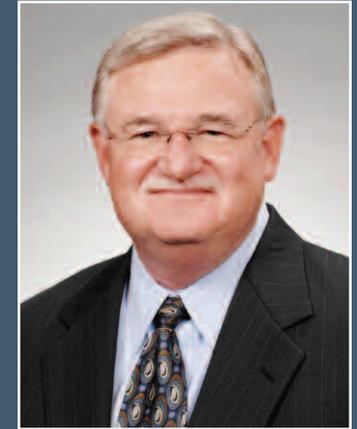
Many of the ways AGC Georgia is **“helping you succeed”** are highlighted in our *2013 Report to Members*. I am particularly proud of the “Contractor of the Future” strategic planning discussions your Board of Directors started in August 2012. These discussions are helping us better plan for the future of our members, the industry and AGC Georgia. At the Fall Leadership Conference, Young Leadership Program (YLP) members joined Board members to further this conversation. Mike Dunham traveled the state sharing with members the results of our study about the future. We are starting to see actionable steps from this effort, with more on the planning table. Specific outcomes include increased interest in our BIM and Lean classes, and YLP’s new alliance with the American Institute of Architects (AIA) and American Council of Engineering Companies (ACEC) to build stronger relationships in the A/E/C and owner communities.

We can all be proud of our successes during the 2013 session of the Georgia General Assembly. Among many notable accomplishments, two legislative proposals spearheaded by AGC Georgia became law. The first law addresses a detrimental ruling by the Georgia Court of Appeals regarding our state’s lien law. The second clarifies bonding requirements for our state and local government public works projects, while giving government the tools to provide contract incentives for early project completion as well as liquidated damages for late project completion.

A highlight for me during the past two years was attending AGC of America’s annual Chapter Leadership Conference in Washington, DC for presidents and vice presidents. This is an information-packed meeting where we met peers from other states, heard from notable national speakers, and met with Georgia’s Congressional delegation. The incredible access to great people from across the nation, and time on Capitol Hill makes this a truly unique opportunity.

Spending time with members and getting to know more of you has made this past year so special. What has touched me the most is how many of you took time to thank me for my service. You made me feel appreciated, and for this I am grateful.

I want to express my thanks to the Officers and Board members who served with me this past year for your able assistance in governing AGC Georgia. I also want to thank our exceptional staff who protect our interests, deliver the services, and plan the events and programs to help you and your firm succeed. Thanks to you and every member for your continued loyalty and support.



**Ken Swofford, President
Swofford Construction, Inc.
2012-13 President
AGC Georgia**

“The AGC organization is all about helping us succeed—as individuals, professionals and leaders, and as business owners and employees.”

“AGC Georgia is proud to achieve an 85-year milestone thanks to the help of visionary volunteer leaders and a loyal member base. As your industry partner, we continue to pursue new strategies to support member firms and promote an external climate that helps the industry and our membership prosper. In the coming year, we pledge to provide even more value in return for your membership dues investment. A special thank you to the Chapter’s staff members who work on your behalf to help you and your company succeed.”

—Mike Dunham
Chief Executive Officer
AGC Georgia

About AGC Georgia

Who We Are

AGC Georgia is the leading, statewide professional trade association representing the commercial construction industry. Services focus on industry relations, governmental advocacy, workforce development, safety, education, training, and networking.

Affiliation with The Associated General Contractors of America, Inc.

We are one of 95 AGC Chapters that comprise The Associated General Contractors of America, Inc. (AGC of America). With over 30,000 member firms, AGC of America is considered the most influential trade association representing the best interests and collective voice of the commercial construction industry.

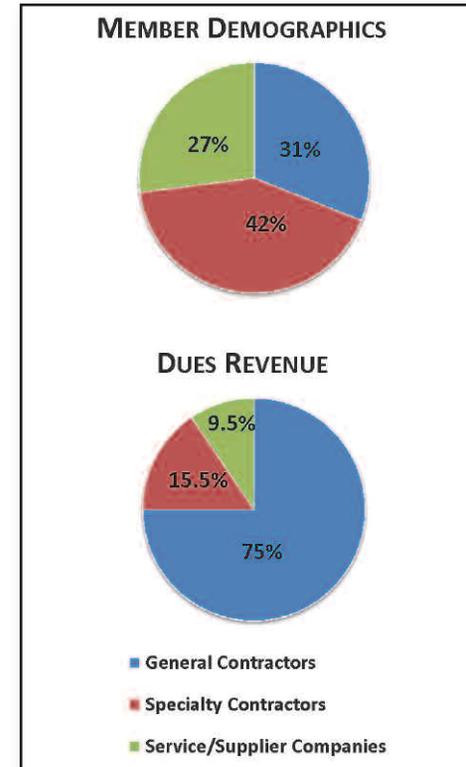


Member firms are highly regarded in the marketplace by construction service buyers, and governmental and business leaders. AGC Georgia members are automatically enrolled as members in AGC of America, providing even more services and opportunities at the national level.

Membership

AGC Georgia members include 485 of the top general contractors, residential/light commercial builders, construction managers, design builders, municipal-utility contractors, heavy and highway contractors, specialty contractors, material suppliers, and service companies operating in communities throughout Georgia.

Since June 2012, 68 firms joined AGC Georgia, adding to the strength of our organization. Membership retention holds steady at 85%.



Chapter Operations

Overseeing the financial well-being and operational integrity of AGC Georgia is a 31 member Board of Directors. Board members represent the diversity of the membership from all areas of the state.



A full-time professional staff carries out AGC Georgia’s day-to-day operations and delivers member services.

Think Strategically

AGC Georgia is challenging the status quo. With our long history of leading the way, we are poised to once again meet challenges head on. The difficult business climate of the past few years is an opportunity for us to learn and respond in new and different ways. Our experiences have taught us what worked previously may not work in the future.

In the summer and fall of 2012, AGC Georgia member, Brent Darnell, guided the Chapter's Board of Directors and staff through an in-depth strategic discussion about the future of the industry and the association. The outcomes of these "Contractor of the Future" planning sessions were shared with members during regional Members First meetings. As a result of this exercise, we are rethinking how we use technology, communicate with members, build a stronger social media presence, develop new services, improve our website and much more. We are also determining the best way to implement the actionable ideas that came out of these meetings.

This type of long-range planning and visionary thinking by our current and past leaders is not unique. One example dating back to 1982 is when the Chapter created its own workers' compensation program to assist members in keeping their workforce safe and providing an alternative to traditional insurance premiums. Another is when leaders had the foresight in 1996 to create our local Internet Plan Room. It has now evolved into the nationally recognized iSqft platform. Our leaders also initiated the Members First program in 2005 to bring services and field staff closer to members throughout the state. A more recent example is our launching the new AGC Retirement Savings Plan to help member firms become more competitive by offering an affordable retirement savings plan for their employees.

Another tangible way of challenging the status quo is when we updated our bylaws, modernized our governance structure, and adopted a new name and logo. AGC Georgia's transformation was the cover story in the Georgia Society of Association Executives Fall 2012 *Connections* magazine. The article focused on the process involved to accomplish this type of "major overhaul for a statewide association" and discussed how AGC challenged the status quo and positioned itself for continued future success.

Just as we have done in the past, we intend to keep a careful watch over the competitive environment of our industry, making certain the association is positioned to adequately address the needs, priorities and preferences of our members.



AGC Georgia Board members held their January meeting in conjunction with the 2013 Building Georgia Legislative Day. At this meeting, top officials from the Georgia State Finance and Investment Commission and the University System Board of Regents spoke to our group about their upcoming construction programs.



Helping You Succeed

"I especially valued my service this year on AGC Georgia's Board of Directors when we participated in a strategic review of the industry and the association from the 'Contractor of the Future' perspective. We challenged ourselves and the status quo to help us plan and better prepare for the future. In the process, I gained important insights for our company, and how we can better prepare for our ever-evolving business of tomorrow."

**—Kevin Kuntz
President, Southeastern Division
McCarthy Building Companies, Inc.**

“We make it a point to attend activities and programs offered by AGC Georgia because it places our employees and company in front of current and prospective customers. Having an opportunity to learn alongside our clients in an AGC class, get better acquainted in social settings, and learn more about our clients’ needs—these are some of the many reasons we consider AGC our industry partner.”

**—Eric Kornegay
Partner
Brown, Nelms CPAs**

Make Connections

AGC Georgia provides members with many opportunities throughout the year to meet with one another and expand their professional network. Whether our members are meeting with a current or prospective client/customer or spending time with an industry peer, relationships are built by affiliating with AGC.

We also help members build important ties and connections with external groups and industry-related influencers in the public and private sectors.

Making these connections is often one of the key reasons members say they attend the Chapter’s Annual Convention, Fall Leadership Conference, our General Contractor Marketplace, Legislative Day, Members First regional meetings, technology and leadership-focused roundtable programs, and committee/taskforce meetings.

Member firms choose the level of involvement in the association that best helps them satisfy their goals and interests. Since June 2012, we’ve seen an increase in attendance by both individuals and firms across many of our programs and events.



AGC Georgia’s 2012 Annual Convention saw its highest participation in years, with nearly 400 attendees.



Metro Atlanta Members First meetings had a 28% increase from the previous year in the number of firms participating, and a 58% increase in the number of attendees.



Over 200 people from 112 different firms participated in the successful Contacts for Contracts General Contractor Marketplace event. Specialty contractors, suppliers and service company members especially appreciated the opportunity to visit with GC representatives at company booths.



In the past year, over 25,000 individuals used Chapter services or attended various programs, classes and events. This figure does not include those we touched through AGC Georgia’s workforce development efforts, including the many young people, school administrators and instructors who participate in the construction career fairs and expos, the technical school programs and construction camps for girls.

Service/Event Highlights	Participants
Professional Development/Safety/Education Classes	1,116
Members First Meetings (29 meetings)	513
Annual Convention & Fall Leadership Conference	518
Young Leadership Program Golf & Tennis Classic	216

Advance Best Practices

Staying on top of new technologies and applications, learning how to maximize social media, keeping up with new construction methodologies and delivery systems, and introducing new ways to approach safety on the jobsite are some of the ways member firms are benefiting from AGC Georgia services and programs. Many of these topics and other best practices are also covered in seminars, webinars and programs delivered by AGC of America.

Technology Committee

Members have the opportunity to participate in several Technology Roundtable discussions each year to learn from each other about new industry trends. A large focus has been on tablet and smart phone use by construction companies, specifically for field personnel. Participants share their experiences with apps they use for needs such as safety forms, plan and project document management, storing photos, cloud file storage, video conferencing from the field to the office, and much more. A series of workshops is in the planning stages to address concerns with device setup and management, company-issued devices in comparison to a “bring your own device” environment, and disaster recovery plans.

Safety & Health Committee

All members are invited to attend the monthly Safety & Health Committee meeting. These meetings bring together OSHA representatives and those responsible for safety at member firms. The focus is on learning best industry safety practices and ways to distribute this knowledge to the membership. Committee members also help Chapter staff plan the Ron Amerson Supervisory Safety Award program conducted in Atlanta and seven other regions around the state. This group is also involved in coordinating efforts for AGC Georgia’s Safety Stand Downs, where construction stops at the same time on the same day across all jobsites to focus on a single safety training topic.



Lean Construction

Classes have been added to AGC Georgia’s curriculum featuring a “lean” approach to construction. This process focuses on improved productivity, quality, and safety by eliminating much of the waste associated with the construction process.



Members are taking full advantage of AGC Georgia’s expanded curriculum by filling new Lean Construction classes.

BIM Education Program

AGC Georgia offers AGC of America’s Certificate of Management–Building Information Modeling (CM-BIM) program. It is the construction industry’s first and only BIM certificate program teaching the practical application of BIM processes and technologies, step-by-step procedures for integrating BIM into the project delivery process, real-life case studies of successful BIM implementations, and the practical issues all parties need to understand when BIM is used on a construction project.

In March 2013, AGC Georgia’s Technology Committee hosted a “There’s An App For That?!” roundtable program where attendees discussed ways they are using tablet technology in the construction industry.

“I am charged with leading our company’s efforts to make us more productive by using new technology. Driving to Atlanta from Augusta to attend the AGC Georgia’s Technology Committee meetings and Technology Roundtables has been a great use of my time. Many new and important ideas are exchanged at these meetings. It is apparent more and more members see new technologies as valuable tools to help our industry and the project delivery process become more lean and effective.”

**—Peter Glenn, CM-BIM
BIM Coordinator
R.W. Allen, LLC**

Enhance Knowledge

Over our 85-year history, thousands of member employees have taken advantage of AGC Georgia's education programs to transform themselves, their employers and customers. Courses are developed to benefit a range of individuals, from the up and coming superintendent developing leadership skills to the most seasoned project manager becoming LEED accredited. Our goal is to provide the knowledge and tools that produce the most skilled, highly-educated and best-trained workforce.



YLP Roundtables, including this professional development program on "Whole Brain Thinking," are popular with the entire AGC Georgia membership.

This past year, AGC Georgia offered over 100 safety and professional development courses. A few of the many classes include OSHA 10- and 30-Hour, Lien Law, LEED, CPR/First Aid, NPDES Stormwater, EPA Lead Certified Renovator, The Leaders Course, How Job Cost Systems Affect Profitability, and Building Information Modeling (BIM) training. Many Chapter members also attend AGC of America workshops, conferences and webinars to stay on top of industry trends and expand their business management knowledge.

In October 2012, we became one of AGC of America's 16 BIM certified testing centers. A group of 20 industry professionals completed all four BIM units, took the exam at

our training center and are now BIM credentialed with the CM-BIM designation. We also added the Lean Construction Program series to our education curriculum.



AGC Georgia Site Safety Van At-A-Glance

Reflects usage from June 2012 – May 2013

Participating Member Firms

122

Jobsite Visits

1,347

Attendees Trained

21,432

**Since the program's inception in 1982,
the AGC Georgia Site Safety Van service
has trained over 613,000 people!**



Field personnel watch a demonstration on fall protection at the AGC Georgia Training Center.

To advance safety education among our workforce this past year, training was delivered in the classroom and to 122 member firms on their jobsites using the Chapter's Site Safety Van service. Affinity Service Group (ASG) personnel work in tandem with AGC Georgia to conduct much of this training. Safety topics are customized to fit the specific site safety needs on a particular project. For our members who participate in the Chapter's workers' compensation program, CompTrust AGC Mutual Captive Insurance Company, ASG safety personnel conduct regular safety audits on projects and provide reports to company management.

In a new partnership with ClickSafety, AGC Georgia members now have the added convenience of accessing safety training online. This is especially helpful for



Members benefit from helpful industry and business-related information provided by both AGC of America and AGC Georgia.

members whose projects require workers with a specific level of safety training before allowing them on a jobsite.

In November 2012, we renovated our training facility to meet a growing demand for classroom space. The facility now has three classrooms, and can accommodate over 125 people a day. More of our members are learning how they can use this facility for their own meeting/training needs.

Construction professionals participated in a full-day AGC of America Fall Protection program hosted by AGC Georgia. We were one of 20 AGC Chapters selected to offer this complementary training opportunity through a Susan G. Harwood Grant.



(Above) Mark Woodall joins members in Valdosta at their Members First meeting to provide an update and answer questions on the year's Legislative Session. (Below) Mark leads a tour of the state Capitol helping members learn about the legislative process.



“Our membership in AGC Georgia for the past 34 years has played an important role in the growth and success of our company. Our employees have regularly attended educational classes and conferences offered by the Chapter, enhancing their construction knowledge and skills. We rely on the AGC Georgia safety van service that brings meaningful safety training to our jobsites, and value the safety audits conducted by safety personnel with CompTrust AGC. It is also reassuring for me to know AGC Georgia represents the interests of our industry at the state Capitol. And most of all, I value the lasting friendships I have formed with so many industry peers.”

**—Tom Gay
President
Gay Construction Company**

Staff and members work with the following groups:

- AGC Georgia Student Chapters at collegiate construction programs
- American Council of Engineering Companies of Georgia
- American Institute of Architects of Georgia
- American Society of Safety Engineers
- Associated Schools in Construction
- Bibb County Career, Technical and Agricultural Education Advisory Board
- Construction Education Foundation of Georgia
- Construction Owners Association of America (Georgia Chapter)
- Department of Community Affairs' State Codes Advisory Council
- Department of Education Career Clusters Counseling and Advisement Committee
- Department of Revenue
- Georgia Association of State Facilities Administrators
- Georgia Bar Association's Construction Division
- Georgia Black Contractors Association
- Georgia Board of Regents
- Georgia Chamber of Commerce
- Georgia Hispanic Contractors Association
- Georgia Municipal Association
- Georgia Real Estate Trade Group
- Georgia School Boards Association
- Georgia Southern University Construction Management Program Industry Advisory Board
- Georgia State Finance Investment Commission Advisory Committee
- Georgia Struck-By Alliance
- Georgia's State Board of Workers' Compensation
- Governor's Office of Workforce Development
- Gwinnett Technical College Construction Management Program Advisory Committee
- Lee County High School Welding Advisory Board
- National Association of Women in Construction
- NPDES Study Committee
- Office of Insurance and Safety Fire Commissioner
- OSHA—Offices in Georgia
- Southern Polytechnic State University Construction Industry Advisory Board
- *State Construction Manual* Advisory Committee
- State Licensing Board for Residential and General Contractors
- Technical Colleges of Georgia
- U. S. Corps of Engineers
- Utilities Protection Center of Georgia

Foster Relationships

Whenever possible, AGC Georgia partners with colleges, technical colleges, industry-related organizations and representatives of initiatives like *Go Build Georgia* to promote the interests of members and the industry. As the leading commercial contractor organization in the state, we are also invited to the table when these groups want industry input.

AGC Georgia staff and members work with the groups listed in the column to the left to host joint programs, co-sponsor events, serve on Boards and committees, provide speakers, tackle issues we have in common, and promote common interests.

Co-hosted by AGC Georgia and the Georgia chapters of AIA and ACEC, the annual Building Georgia Legislative Day is a collaborative effort designed to build relationships among the participants and offer members an opportunity to speak with legislators and learn about the legislative process.

Young Leadership Program members who participated in our Board's Contractor of the Future strategic discussions took the lead in forming a new alliance between AGC Georgia, AIA and ACEC. The group's focus is to improve the level of collaboration and cooperation between the contractor, architect and engineer in order to provide increased value to owners.

For many industry-related groups, AGC Georgia is viewed as the spokesperson for commercial construction. It is common for other organizations to invite AGC Georgia to speak about current trends in the industry that can impact their work. In recent months, Mark Woodall was a featured presenter at membership meetings for the Construction Division of the Georgia Bar Association, the Design-Build Institute of America's Southeastern Chapter, and the Society for Marketing Professional Services-Atlanta.



AGC Georgia members join with ACEC Georgia and AIA Georgia members on the Capitol's steps during Building Georgia Legislative Day.



Mark Woodall participated on a SMPS panel at a program titled “Legal Landmines That Can Blow Up Your Marketing Efforts.” He helped explain new laws and their impact on how construction firms market construction services to public owners.



Members network at the opening breakfast of the 2013 Building Georgia Legislative Day.



AGC YLP members invited young professionals from AIA and ACEC to the Chapter’s training center for a facilitated discussion on forming an alliance between the three organizations.



Don Rosenthal, City of Atlanta, speaks to members about the process for obtaining building permits.



(l-r) ACEC Georgia President, Lt. Governor Cagle, and AIA Georgia President join AGC Georgia President Ken Swofford at the Building Georgia Legislative Luncheon. Cagle addressed more than 250 attendees on workforce development initiatives, including the College and Career Academy Network.

“Thanks for hosting a very informative Lunch-n-Learn meeting with Don Rosenthal, Director of City of Atlanta Office of Buildings. Having a direct line of communication with this department is invaluable. It’s great to know he values our feedback, too.”

—Scott Moore
 Managing Partner
 Humphries & Company, LLC

Helping You Succeed

“AGC helps us navigate the many challenges facing the commercial construction industry. We depend on AGC and consider them our partner in every sense of the word—helping make us safer, looking out for our best interests at the state Capitol and in Washington, connecting us with a large group of top subcontractors and suppliers, and offering the classes and resources we need to stay competitive.”

**—Randy Hall
President
Batson-Cook Company**

Influence & Advocate

AGC Georgia is the industry’s direct connection to government officials and policymakers in our state. Legislation affecting business is a top concern and the association serves as an advocate for our members. We continually monitor, initiate and influence legislation on the state level and proudly work with our counterparts at AGC of America to shape national policy.

Our active involvement, vigilance and impact were evident during the 2013 Session of the Georgia General Assembly. AGC Georgia introduced two proactive proposals. House Bill 434 addresses a detrimental ruling by the Georgia Court of Appeals regarding our state’s lien law. Senate Bill 179 clarifies bonding requirements for our state and local government public works projects, while giving government the tools to provide contract incentives for early completion as well as liquidated damages for late project completion.

AGC Georgia, our members and the industry celebrated a huge victory when both of these major bills spearheaded by the Chapter were passed and signed by Governor Nathan Deal.

Another victory for AGC and the construction industry was AGC Georgia’s participation in the Amicus Brief filing with the Georgia Supreme Court, which overturned the Georgia Court of Appeals Pitts decision. This case involved a construction worksite fatality. The Georgia Court of Appeals rendered a decision eviscerating the

workers’ compensation exclusivity rule by holding that an injured or deceased construction worker has a breach of contract action against upstream parties, and breach of contract claims, unlike tort claims, are not barred by the workers’ compensation exclusivity rule. The Georgia Supreme Court reversed the Georgia Court of Appeals decision vacating the lower appellate court’s previous decision and sent the case back for reconsideration consistent with the Georgia Supreme Court’s decision. This was a great win for the construction industry, our members and AGC Georgia.



For the sixth consecutive year, AGC Georgia was recognized by AGC of America at its spring convention for achieving 100% in the Board of Directors PAC Participation Program.



On May 7, 2013, members and industry partner representatives joined AGC Georgia staff and our legislative sponsor for a signing ceremony in Governor Deal’s office for HB 434 concerning Georgia’s Lien Law.



Chapter leaders attended AGC of America's National Leadership Conference in Washington, D.C.

Members know AGC Georgia has a seat at the table when industry issues are discussed. One of many examples of how AGC Georgia advocates for members pertains to stormwater regulations that are up for review every five years. It is welcome relief for members to have AGC staff participate on their behalf in this lengthy process. Once completed, members rely on AGC Georgia to provide them with information so they are in compliance with all regulations.

AGC Georgia supports pro-construction, pro-business candidates through our Political Action Committee (PAC). During the 2012 election cycle, we raised more than \$150,000, and participated in more than 160 House, Senate and statewide races. Of the more than 170 candidates supported by AGC Georgia PAC, 90% were elected to office.

AGC Georgia makes a point to meet with new legislative representatives to help them better understand the construction industry's current business climate and offer our expertise as a resource on matters relating to our industry.



AGC Georgia's Legislative Committee hard at work preparing for the 2013 Legislative Session.



Jason Getz, ©AJC

In a story about the state legislature, Atlanta Journal-Constitution published this photo of AGC Georgia's Mark Woodall speaking with the Governor's House Floor Leader, Representative Coomer, regarding contractor licensing for returning veterans.

"Introducing bills and getting them passed is a time-consuming and complex process. During the 2013 Georgia General Assembly, members of AGC Georgia's Legislative Committee worked alongside their industry competitors, giving freely of their time and expertise on complicated areas of the law. All of this work was for the greater good of the construction industry. I can't thank these professionals enough for giving back to our association and industry!"

**—Mark Woodall
Director, Governmental Affairs
AGC Georgia**

Cultivate Leadership

Bringing out the best in ourselves and in others is what leadership is all about. AGC Georgia affords its members many opportunities to develop leadership skills and cultivate their leadership potential. Whether it is enrolling in a class to polish speaking and listening skills or volunteering to serve on a Chapter taskforce or committee, individuals at every stage of their career are becoming more effective and experienced leaders; thus, benefiting their respective company, community and industry.

Early in his year as president, Ken Swofford started a dialogue with members about the importance of ethical behavior in our industry. This was the focus of discussion during his President's Tour around the state and in an article titled *Who Really Cares about Ethics*, the cover story in our third quarter 2012 *Georgia Construction Today* magazine.



*What Lies Ahead?
How Leaders
Can Seize
Opportunities by
Focusing on the
Future* was the
cover story in our
fourth quarter 2012
*Georgia Construction
Today* magazine.

This ties in well with
the strategic
conversations our

Board members were having and
allowed us to take the information
they were learning to a broader
audience of members.

Our 2012 Fall Leadership Conference was attended by a record 122 participants who represented 50 firms. Outstanding speakers covering important leadership topics in a relaxed and beautiful location is what makes this such a popular and well-attended event each year.

The Chapter's flagship Young Leadership Program (YLP) continues to be popular. Member firms encourage their best and brightest young people to join this group. Emphasis is on networking and relationship building, professional development and charitable giving. In addition to helping talented young people develop their leadership potential to benefit their respective company, the focus is also on developing future leaders for the industry and for the association.

YLP membership is strong with 108 individuals and 72 member firms participating. The YLP Council is the governing body responsible for overseeing the group's



AGC Georgia Board Members participated in the 2x4" cutting ceremony to open the 2013 CEFGA CareerExpo and SkillsUSA State Championships. Following a tour of the tradeshow floor, they gathered for a Board meeting to continue Contractor of the Future strategic planning. This discussion focused on where future skilled labor will learn their trade, and what role contractors need to play in shaping the educational experience.

direction and activities to insure a positive and constructive experience for everyone involved. This past year, YLP planned and hosted four roundtable programs open to and attended by the Chapter's entire membership.

Through a change in AGC Georgia's Bylaws last May, the YLP Chair and Vice Chair now hold voting positions on the Chapter's Board of Directors.

Doug Tabeling, the 2012-2013 YLP Council Chair, was recently elected to AGC of America's Construction Leadership Council (CLC) to serve a three-year term. This prestigious honor reflects positively on the caliber of young people associated with YLP, the quality of our membership and AGC Georgia.



The Chapter's Fall Leadership Conference saw a 72% increase from the previous year in the number of firms participating and a 40% increase in the number of attendees.



"What Does a Future Leader Look Like? Are You on the Right Track" was the topic of this provocative April 2013 YLP Roundtable program. Participants explored the future of contracting drastically different from what is known today to help them move past limiting beliefs and become more proactive in charting their career paths.



Respected and successful construction leaders shared their personal stories and life's lessons with Chapter members during a March 2013 YLP program.

YLP Council members take their leadership responsibility seriously as they plan the group's activities to insure successful outcomes.

"Several of our younger employees, including me, participate in AGC Georgia's Young Leadership Program. I can confidently say this program provides a wonderful opportunity to help us develop as leaders. I especially appreciate the Chapter Board inviting me and other YLP members to join them in a strategic planning discussion about the future of our industry and association. Wanting us involved and asking for our input speaks highly of our association."

**—Kristen Williams
President**

Penco Electrical Contractors, Inc.

*Helping You
Succeed*

Recognize Excellence

Project successes and safety achievements by AGC Georgia members reflect well on a company's image and reputation, and on the association and industry. Recognizing excellence builds pride for member companies, our Chapter and the industry. It also helps to educate our members' current and prospective customers about the high quality of work and value of services they receive when they choose an AGC Georgia member for their projects.

AGC Build Georgia Award Program

For the past 24 years, AGC Georgia's annual Build Georgia Award Program has celebrated the firms and projects that demonstrate construction excellence. A panel of independent industry representatives judges the competition. The projects they select are always exciting examples of the challenges, teamwork and tremendous effort required in construction work.



Representatives of general contractor firms winning first place in the 2012 AGC Build Georgia Award competition.

Representatives of general contractor award entries are encouraged to tout their team's contractor-initiated "best sustainable building practices." Winners from this separate competition within the 2012 Build Georgia Awards Program display their plaques.



Winning construction projects were featured in "Best in Construction," a special section in a June 2012 issue of *Atlanta Business Chronicle*. Getting the Chapter's name and our members' names in front of the publication's 166,000 readers is always welcome publicity. Award winning firms and projects were also showcased in the Chapter's fourth quarter *Georgia Construction Today* magazine.



Projects completed by specialty contractor firms are welcome in the AGC Build Georgia Awards Program. The 2012 first place winners within their trade category received crystal awards.

Ron Amerson Supervisory Safety Awards

AGC Georgia's Ron Amerson Supervisory Safety Award Program recognizes member firms' field supervisors who achieve safety excellence based on no lost-time accidents. This annual program spotlights field supervisors for their outstanding safety performance and dedication to jobsite safety.

During the 2013 safety award ceremonies, 362 superintendents representing 31 member firms (general and specialty contractors) met the requirements and earned Certificates of Commendation for Safety Excellence. These ceremonies were held in conjunction with Members First meetings in Albany, Atlanta, Augusta, Columbus, Commerce, Macon, Savannah and Valdosta.

National AGC Safety Awards (NASA)

AGC Georgia members also participate in AGC of America's NASA program. This program allows contractors to compare their safety records against national averages and with AGC contractors of similar size and with those performing similar types of construction. Based on their excellent safety records in 2012, 58 AGC Georgia member firms participated in the program. In conjunction with this national program, AGC Georgia uses the same statistics provided to AGC of America, and recognizes our member firms in a local program.



Members recognized by both AGC of America and AGC Georgia for safety excellence proudly display their awards.

AGC Build Georgia Awards and NASA Safety Awards were presented at an Awards Breakfast during the Chapter's Annual Convention.



Field supervisors with no-lost time accidents and nominated for a Ron Amerson Supervisory Safety Award participated in one of several award ceremonies around the state in March 2013. The overall winners in each supervisory man-hour category received award plaques.



Gerald Driver, (l) president of Driver Construction Co., received the 2012 SIR Award, the Chapter's highest honor, from Tony Pellicano, 2011-2012 AGC Georgia President (r). This award recognizes Mr. Driver's outstanding service, industry leadership and involvement in the community and his commitment to "Skill, Integrity and Responsibility."

"Our firm's participation in the AGC Build Georgia Award Program demonstrates to our employees that company leadership is proud of their work. It also shows the owner, architect and engineer our firm is proud to be a member of their project team. When a project is recognized as an AGC Build Georgia Award winner, we include it in proposals and marketing materials to further illustrate our dedication to successful project completion."

**—Ashley Dale
Director of Client Relations
Parrish Construction Group, Inc.**

Develop Workforce

AGC Georgia continues to take an active and visible leadership role in inspiring promising young men and women to pursue careers in construction.

In the late 1990s, AGC Georgia became a founding partner of the Construction Education Foundation of Georgia (CEFGA) to encourage students to pursue careers in construction and to assure quality construction training in Georgia schools. Each year, AGC Georgia members serve on CEFGA's Board of Directors to advance the organization's mission. Many of our members choose to become CEFGA partners, and give generously in both dollars and resources to support the organization.

CEFGA, with AGC Georgia's support, organizes the annual CEFGA CareerExpo and SkillsUSA Competition in Atlanta. Over 6,000 students, teachers and industry professionals attended the March 2013 event. In addition, 230 schools and 347 companies were represented, including many of our members from all over the state. By inviting students, faculty, parents and school administrators to this nationally-recognized event, CEFGA is highlighting opportunities in the commercial construction industry to help recruit and develop our future workforce.

AGC Georgia and CEFGA staff work together to oversee our workforce alliances set up around the state. These alliances bring Chapter member firms together with students, faculty and administrators at technical colleges and high schools in the construction and trade programs.

Workforce alliances in Central, East, West Central, Southwest and South Georgia convened career fairs, construction events, MAGIC (Mentoring a Girl in Construction) camp programs, a Mock SkillsUSA competition, and other educational activities this past year. Chapter members take an active role in providing funds to

“The opportunity for our firm to participate in the career fairs held in Macon, Valdosta and Atlanta; meeting with students interested in a construction career; and interacting with technical college and high school construction program faculty and administrators to help shape curriculum has been very beneficial for our firm and the industry. We are grateful to AGC Georgia for leading the way in forming workforce alliances around the state to give us a voice and presence in the marketplace where we can recruit talented young people to pursue an electrical career.”

—Tony Varamo
Workforce Development Manager
MetroPower



High school students gain hands-on construction experience at an AGC Georgia sponsored mock SkillsUSA competition.



In June 2012, the Governor's Office of Workforce Development published a Go Build Georgia circular distributed to over 1.5 million households in our state. AGC Georgia helped underwrite this publication.

support these educational activities. They also contribute materials, volunteer employees, host career fair booths, demonstrate use of construction equipment, provide speakers, and host student field trips on construction jobsites.

Earlier this spring, Mike Dunham was appointed to serve on Governor Deal's *Go Build Georgia* Advisory Council. This campaign is designed to educate young people on the value of learning a trade and to inspire them to find a construction career path that fits their future goals. It aims to provide better opportunities for craft tradespersons, develop higher skilled employees for businesses and enhance economic development for Georgia.

In November 2012, AGC Georgia hosted the Associated Schools in Construction's (ASC) southeastern collegiate competition. This was the first of a two-year commitment by AGC Georgia to coordinate the event. Student teams were presented a real-world commercial construction project RFP and given 24-hours to transform themselves into a construction firm presenting to a panel of judges how they would build the project. This year, Chapter members Holder Construction Company, Turner Construction Company and Brasfield & Gorrie developed the RFPs and served as judges.

Give Back

As the program has evolved, individuals and member firms participating in the Chapter's Young Leadership Program (YLP) have made community service and charitable giving one of their top three priorities. The Golf & Tennis Classic, the YLP's sole fundraiser each year, offers a learning experience for young leaders in planning large events, and securing corporate sponsors. After expenses, monies raised are used to support worthy causes.

The 2013 YLP Golf & Tennis Classic netted over \$40,000 in donations, bringing the fundraising total over 14 years to \$390,000. This popular event attracted a record number of corporate sponsorships this year.

Another type of giving back is when our members choose to participate in the Chapter's new sponsorship program. In this program, corporate sponsors provide financial support that helps AGC Georgia in continuing to offer quality programs. In return, the sponsoring firm receives a package of benefits depending on their contribution level. This generous support by our corporate sponsors is a testament of their commitment to our industry and AGC Georgia.

AGC Georgia SPONSORS
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Southern Polytechnic State University
Surety South, LLC

“The Young Leadership Program Golf & Tennis Classic continues to be a big draw for golfers, tennis players and corporate sponsors because they know the proceeds go to support so many worthy causes. I am proud of the hard work and planning YLP members do to make this annual event so successful. Our success means we can give back to the community in many meaningful ways.”

**—Kelly Johnson
Director, Marketing
& Client Relations
Swofford Construction, Inc.**



YLP Golf & Tennis Classic participants await news of door prize winners. All monies raised from raffle ticket sales directly benefit YLP's charitable activities.



During the YLP Holiday Luncheon, participants donated toys collected at their office to the Marines' Toys for Tots drive.



YLP members continue their annual tradition of contributing money and time to support our fallen heroes with a wreath laying ceremony at the Georgia National Cemetery in Canton.



Nearly 200 players await the shotgun start for YLP's annual golf tournament.



Responding to the Halstead family's need to ready their home in Jefferson to accommodate their child with severe brain damage, YLP members stepped in and built a wheelchair-accessible deck and front entrance ramp.



Chapter members attending the 2012 Annual Convention received an update from Steve Sandherr, CEO of AGC of America, on the latest legislation and regulatory issues being addressed at the federal level.

Stay Informed

As a member of the AGC organization, you have access to both AGC Georgia and AGC of America's extensive resources, including an industry bookstore, training DVDs and videos, standard forms and documents, newsletters and publications.



Membership Directory & Resource Guide

Each year, AGC Georgia members receive an updated directory with contact information for member firms. Important information about the Chapter and additional industry-related contacts and resources are also provided.

Georgia Construction Today

Members and key industry influencers received three issues of this magazine covering important trends, industry issues, leadership topics, Chapter services and programs, and business-related items.

AGC of America Constructor magazine

Published bi-monthly by AGC of America for members across the nation, this publication covers in-depth coverage and analysis of the construction industry and related topics, such as insurance, safety and regulatory issues, as well as practical advice on labor relations and legal matters.



AGC Georgia's The Forum

Members and industry partners receive the Chapter's electronic newsletter every Wednesday. Readers are provided with the latest news, important dates, upcoming programs, and special announcements.

Report to Members

Coinciding with the installation of new officers and board members at AGC Georgia's Annual Convention in June, this annual publication covers the Chapter's services and accomplishments during the previous 12 months.



Those attending the Annual Convention's business session were the first to receive the 2012 Report to Members highlighting the year's accomplishments.

www.agcga.org & www.agc.org

The Chapter and AGC of America's websites allow visitors to access industry news, a calendar of events and classes, information and resources. Members logging into both sites value the preferred pricing they receive for event registrations, publications and much more.

AGC of America Economic Briefings

Chief Economist Ken Simonson provides AGC members with insights into the economy and implications for construction and related industries with his frequent media interviews, presentations and *The Data DIGest*, a weekly one-page e-newsletter distributed free to all members.

Provide Savings & Investment Return

Members participating in the Chapter's workers' compensation program, CompTrust AGC Mutual Captive Insurance Company (MCIC), receive insurance coverage at competitive rates while going extra lengths to keep their workforce safe. This year, a \$1.25 million dividend was distributed among 151 participating firms as a result of their safe track record in 2012. Since 1982, CompTrust has given back approximately \$29 million in dividends to participating members, making this an extremely affordable and cost-effective service for members.

Today, 27 member firms participate in AGC's new Retirement Savings Plan to help them attract top job candidates and offer added benefits to retain valued employees. After the plan's first year of operation, we now hold accounts for nearly 1,000 employees of member firms totaling over \$40 million in assets. This Multiple Employer Plan (MEP) provides our members with an opportunity to pool retirement dollars in order to gain significant cost and time savings compared to a single employer plan.

Chapter members continue to take advantage of dozens of members-only saving opportunities with nationally recognized companies. They often cite how these savings over the course of a year can cover or exceed their AGC dues. Discounts and volume savings include office supplies, vehicles, shipping services, attire, car rental services, cell phone services, jobsite webcams, audio conferencing and airport shuttles.



Representatives of member firms participating in CompTrust AGC MCIC, received dividend checks in June 2012 at AGC Georgia's Annual Convention.

AGC Retirement Savings Plan
These Members Have Discovered The Difference... You Can Too!

Member logos include: AFFINITY, BROWNS & WATSON, CANA, COOPER & CO., Garbutt, GATEWAY, HEADLEY, Hogan, jci, MCGEE, MOCK FILLMANN & MECHANICAL, INC., NEW SOUTH, PELLICANO, RKR, RELIANCE, Ruby Collins, SCHOPFMAN, CHRIS R. SHERIDAN & CO., SPECIALTY FINISHES, SPORTS SURF, SWOFFORD, VAN WINKLE CONSTRUCTION, YLH.

Members from across the state, some with an existing retirement plan, and others who wanted to begin offering the benefit, have joined the AGC Retirement Savings Plan.

Member Discounts
Home > Membership > Member Discounts

Member Discounts

AGC's Membership Discount Program's provide members access to high-quality services, cutting-edge technology and top-of-the-line products. From discounts on vehicles to computers and software, AGC has partnered with some of the best to give you the most for your money and improve your daily business operations.

When it comes to your company's bottom-line, your membership in AGC pays dividends. These value added discounts will give you the competitive advantage over your competition.

AGC Membership Discounts Brochure
Download Now!

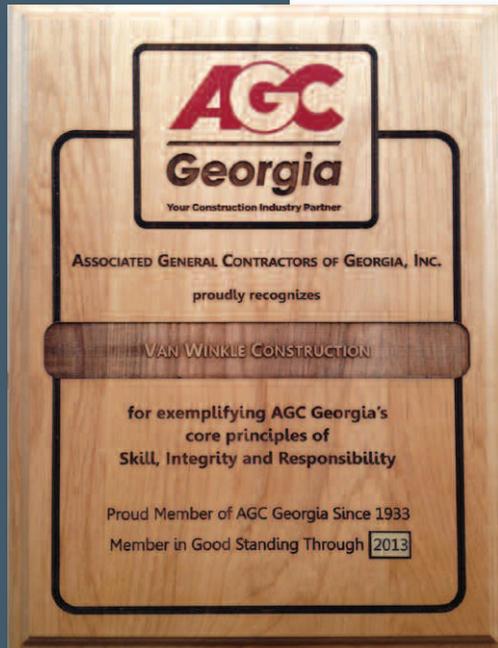
Helping
You
Succeed

"At my request, our comptroller thoroughly vetted the AGC Retirement Savings Plan and advised me to move our 401(k) into the Chapter's new program. This was definitely a smart business decision since we are now experiencing considerable savings on administrative fees, our employees are saving on investment costs, and I am relieved of fiduciary responsibilities."

—Charles E. Garbutt, LEED AP, AIC
President
Garbutt Construction Company

Promote AGC Brand

AGC Georgia promotes the commercial construction industry and the value of working with our member firms. The association conducts forums, seminars and meetings to advance economic and infrastructure investment, job creation, education, training, advocacy, and professional exchange. In our interactions with architects, engineers, real estate managers, technical school and college administrators and faculty, developers, and owners, we make sure to inform them about the AGC organization and our membership comprising the top contractors in the industry. We communicate these same messages to elected officials, other trade associations, the media, and the public.



Chapter members now proudly display new AGC Georgia membership plaques.

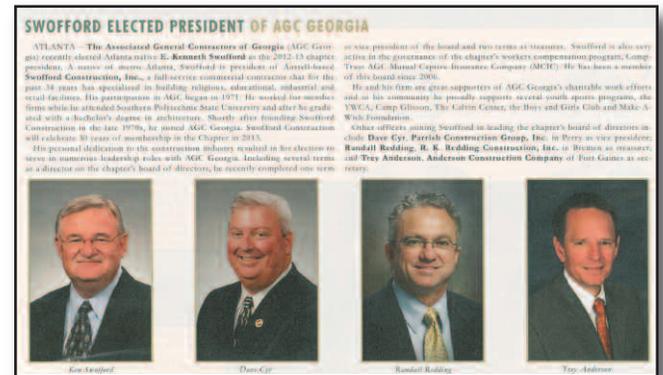
The AGC brand is respected among buyers of construction services. Members are encouraged to use the AGC Georgia and AGC of America logos on their jobsites, company websites and letterhead, and other marketing and promotional materials. Our members also proudly display a membership plaque in their office to show their affiliation with AGC. With the Chapter's name and branding changes in May 2012, we made it a priority to create a personalized membership plaque for each firm, including their company name and join date. In the past 12 months, Chapter staff conducted over 300 member visits where many of these plaques were delivered.



The Chapter's new logo is now prominently displayed next to the street entrance of the AGC Georgia headquarters, at the entrance of our training center and on the front of our building, making it easier for members, visitors and the public to identify us.

Keeping the AGC name visible in the marketplace is accomplished when press releases prepared by AGC Georgia and our members are placed in industry specific and local publications. This also occurs when senior Chapter staff are asked for their expert opinion on an industry-related topic or issue, such as immigration, stormwater regulations or the state's recent uptick in construction activity.

Getting the word out about AGC Georgia as well as our name and logo whenever possible helps to build the AGC and AGC Georgia brand.



One of many articles appearing in the media promoting AGC Georgia and member achievements.

2013-14 Board of Directors

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Helping You Succeed



Your Construction Industry Partner

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Integrity

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

Responsibility

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

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