



**PARTNERSHIP AGREEMENT BETWEEN
THE MANUFACTURING INSTITUTE
AND
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA**

The Manufacturing Institute (Institute) is the 501(c) 3 affiliate of the National Association of Manufacturers (NAM). As a non-profit, non-partisan organization, the Institute is focused on delivering leading-edge solutions, information and services to the nation's manufacturers through its National Center for the American Workforce and its National Center for Manufacturing Research and Innovation. The Institute is committed to developing human capital strategies through education reform and workforce development, conducting applied research to provide critical information to public policy makers on challenges and opportunities for today's industry, and advancing the innovation capacity of manufacturers.

The Associated General Contractors of America (AGC) is the leading association for the construction industry. Operating in partnership with its nationwide network of Chapters, AGC provides a full range of services satisfying the needs and concerns of its members, thereby improving the quality of construction and protecting the public interest. AGC represents more than 33,000 leading firms in the industry - including general contractors, specialty contractors and service providers and suppliers. AGC members play a powerful role in sustaining economic growth, in addition to producing structures that add to the nation's productivity and quality of life. AGC is truly the "voice and choice" of the construction industry.

Given the close alignment of missions and the need to foster better cooperation across major sectors of the economy representing our nation's skilled workforce, the Institute and AGC agree to the following nonbinding partnership. Its purpose is to facilitate cooperative activities between the organizations in areas of common interest and

concern in a way that leverages the strengths of each organization, provides mutual benefit to each organization, and enhances workforce development efforts across the industries.

Some of the possible joint efforts are listed below:

- Serve as the leading advocates for alternative pathways to graduation for our nation's at-risk youth, through vehicles including Industry Coalition Aligned to Reform the Education System (Industry CARES),
- Speak with a unified voice to raise the awareness of the seriousness of the high school dropout rate and highlight the social and economic costs to the nation while working to increase the high school graduation rate.
- Serve as the leading advocates for industry-recognized skills certifications as education credentials with real value in the workplace for the construction and manufacturing industries;
- Jointly advocate for public and private investment in workforce development initiatives that lead to industry-recognized skills certifications;
- Conduct cooperative efforts to help shape the future of secondary career and technical education;
- Promote workforce development and recruitment initiatives that advance the skilled trades with an emphasis on reaching our at-risk youth;
- Enhance the information pipeline to educators and the general public on the rewarding career opportunities available in construction and manufacturing;
- Support the exchange of information among the organizations to facilitate outreach and education activities to our respective industries and the general public;
- AGC will list the Institute as a partner in appropriate printed media and partner lists;
- The Institute will recognize AGC as a partner in workforce development;
- Meet annually to facilitate cooperative agendas on current, relevant and/or emerging issues; and,
- Pursue, where appropriate, joint funding to support the activities outlined above.

It is anticipated that most initiatives under this agreement will be classified under the list of activities provided above. However, any future activities not covered in this agreement will require the approval of both organizations in the form of a written letter of agreement or addendum.

The chief staff officer of each organization will be the primary representative to facilitate this cooperative relationship. At the discretion of the primary representatives, individuals from their respective organizations may be appointed liaisons on specific activities or issues. The executors of this agreement, or their successors, and the primary representatives shall meet at least once annually, in-person or via teleconference, to review the tenets of the agreement and shall keep written records of the meeting.

The term of this agreement is for three (3) years with an automatic renewal clause unless any party expresses the desire not to renew. Any party may terminate the agreement upon 60 days written notice.

The Institute/AGC agreement shall become effective upon execution by both parties.

Signed this 17th day of March, 2010.

Emily Stover DeRocco
President
The Manufacturing Institute

J. Doug Pruitt
President
The Associated General Contractors