



FACTORS GOVERNING THE AGC AWARD OF THE JAMES E. CASHMAN TROPHY

Chapters submitting entries for the 2011 James E. Cashman Award will be judged on the following: Points

PART I

1. *Narrative detailing efforts relative to area potential* 50

In 500 words or less, please provide a narrative describing chapter membership growth activities (recruiting individual firms or acquiring a local trade association that is not already an AGC Member) for the calendar year, highlighting challenges that the chapter had to overcome for growth to occur. The narrative should include a description of the total membership market potential within the chapter's jurisdiction (geographic and occupational) and the chapter's success at penetrating this market.

PART II – AGC to compile statistics for judging.

1. *Cumulative Maintenance of General Contractor Membership* 25

The stability of the chapter will be measured by its **General Contractor membership growth** and **retention** over a ten-year period (or for the number of years a new chapter has been chartered) based on the AGC of America's records as of January 23, 2012.

2. *Net Gain in General Contractor Members During the Past Year* 5

The numerical net gain and percentage net gain made by the chapter during the year based on the AGC of America's records as of January 23, 2012.

3. *Cumulative Maintenance of Specialty Contractors/Supplier/Service Provider Membership* 15

The stability of the chapter will be measured by its **Specialty Contractors/Supplier/Service Provider Membership growth** and **retention** since March 1995 (or for the number of years a new chapter has been chartered) based on the AGC of America's records as of January 23, 2012.

4. *Net Gain in Specialty Contractors/Supplier/Service Provider Members During the Past Year* 5

The numerical net gain and percentage net gain made by the chapter during the year based on the AGC of America's records as of January 23, 2012.

5. *Contact Information*

Judging will take place prior to Convention. Award winners will be prior to AGC's 93rd [Annual Convention](#), March 13-17, 2012 in Honolulu, Hawaii.

All submittals must be received at AGC of America by January 23, 2012, addressed to Elisa Brewer Pratt. Should you have any questions, please contact Elisa Brewer Pratt (703) 837-5343 or brewere@agc.org.