

2018 ANNUAL REPORT

AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA
Building on Experience



President's Message

EDDIE STEWART



It has been a sincere honor serving as AGC of America's president in 2018. As you will see in our latest Annual Report, 2018 was a very significant year for your national association. Not only did we celebrate our 100th year working on behalf of the commercial construction industry, but we also continued to deliver dramatic results for the industry.

Your national association continued to advocate for, educate and connect members across the country. For example, we continued to deliver significant, and long-overdue regulatory reforms designed to allow firms to spend more time working, and less time filling out needless paperwork. We expanded our range of educational programming and offered key insights into the latest technological innovations and new techniques that are transforming our industry. And we brought thousands of members together to learn from each other, educate elected officials and help our industry continue to thrive.

Of course even as we did this, we made sure to honor and celebrate the accomplishments of the many members that came before us. Hopefully all of you had a chance to visit our Centennial website (centennial.agc.org) or frequent our Centennial exhibit during the Annual Convention. And we were thrilled to have so many members travel across the country last October to attend our special Centennial Celebration. And if you missed these opportunities, you can still review our 100 Years of progress in our special Centennial book.

One of the key reasons our association is so successful is because so many member firms contribute their time, energy and support. All of you understand that AGC of America is only as strong as our members are involved. Thanks to your involvement, this association serves as the voice of the construction industry in Washington, D.C. and across the country.

As I travelled around the country during my year as president, I saw firsthand the tremendous enthusiasm and pride all of you have in our industry and our association. So as you read this annual report, please take it for what it is, a tribute to the many accomplishments of our industry, our members and this association.

STEPHEN E. SANDHERR

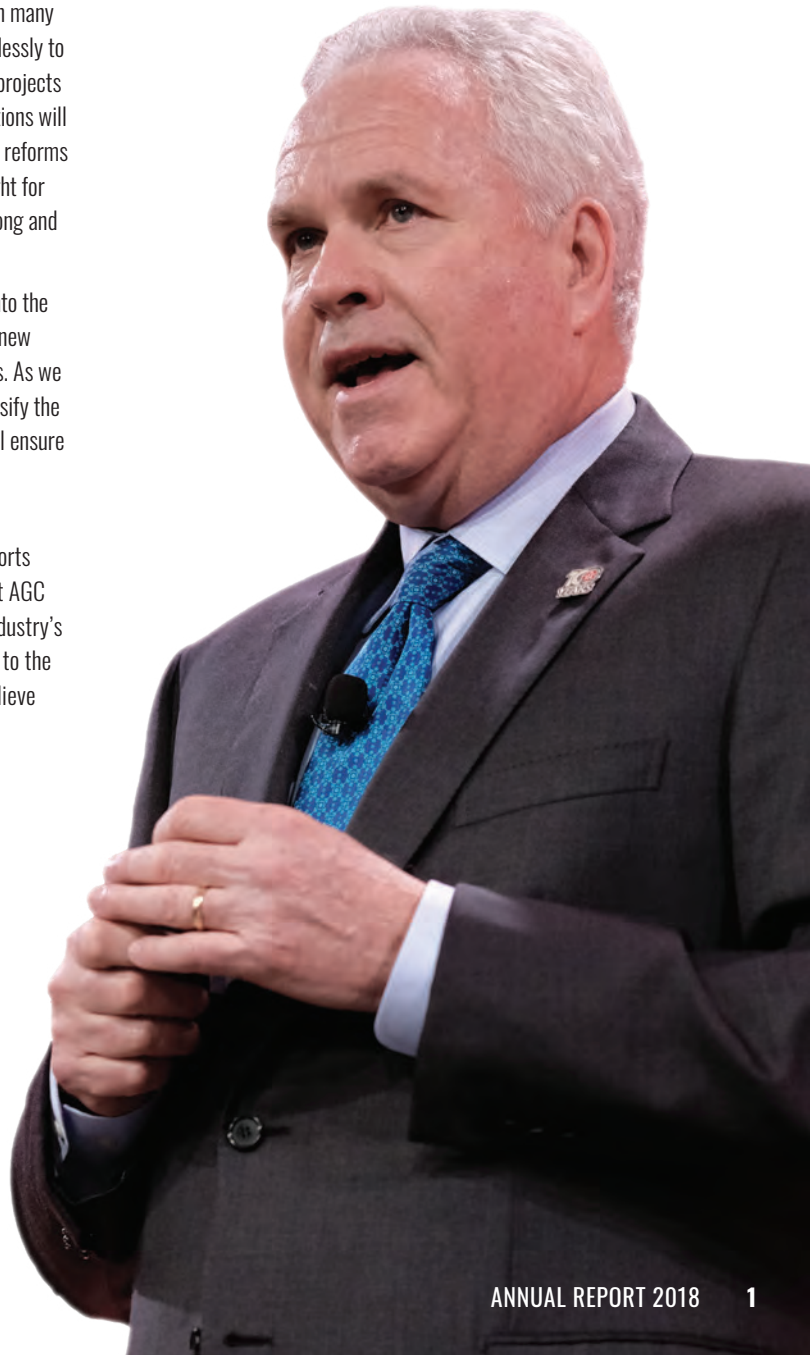
2018 was truly a special year for AGC of America. Our association and its members had the privilege of celebrating AGC's 100th anniversary as the country's leading construction association. If AGC's founders could have been here to see what this association has become and all that our members have built and accomplished, I believe they would be tremendously proud.

Indeed, there is a great deal to take pride in as we reflect on the past ten decades and also many lessons to be learned about how we can move forward. From the outset, our hope during our centennial year was not just to look back but also to look forward.

Our focus on the future is what drives AGC every day, and you can see that in many of our accomplishments this past year. On the political front, we worked tirelessly to push Congress to pass legislation that will not only fund vital infrastructure projects but will also provide a sustainable funding mechanism so that future generations will not be burdened with a broken system. We advocated for smarter regulatory reforms that will allow businesses to run more efficiently and smoothly. We also fought for common sense immigration reform that will keep the US economy going strong and help construction firms get their jobs finished.

Through our educational programming, we also keep our members leaning into the future. Whether it's growing our BIM and Lean offerings or creating entirely new courses, we want our members to be at the forefront of the latest techniques. As we think about developing our workforce, we also launched a new effort to diversify the construction industry. A more diverse and inclusive construction industry will ensure our firms are able to attract top talent in the coming generations.

Finally, maintaining strong businesses also means maintaining strong communities to work in, which is why AGC works so hard on charitable efforts each year. As you look through the pages of this report you will see all that AGC of America does to promote innovation, protect your business, grow the industry's workforce, and help our communities. Our past 100 years are a testament to the pragmatic and forward-thinking work we do with our members, and we believe they are an indication of the many great things yet to come.



PROTECTING YOUR BUSINESS

AGC Secures \$139 Billion Federal Investment in Construction for 2018

At AGC's urging, Congress invested \$139 billion in fiscal year 2018 federal construction accounts, 15 percent more than 2017. This funding comes in addition to the at least \$21 billion allocated for disaster aid construction projects enacted as part of the Bipartisan Budget Act. About half of that \$139 billion figure goes to highway and transportation construction; \$10 billion for various military construction accounts and \$6 billion for Army Corps Civil Works programs; \$7 billion for low-income housing and development programs; and \$4 billion for drinking water and wastewater infrastructure.

AGC Scores Major Victory as Labor Department Rescinds "Persuader Rule"

The U.S. Department of Labor published a final rule rescinding the controversial "Persuader Rule." The Persuader Rule sought to expand the reporting obligations of labor relations consultants who conduct activities to persuade employees about their rights to join a union or bargain collectively, as well as the reporting obligations of employers who receive assistance from such consultants. AGC fought against this controversial rule as it was expected to have a substantial chilling effect on employers' willingness and ability to seek needed advice from labor experts.

AGC Vice President Testifies Before Senate Committee, Calls for Infrastructure Package with Highway Trust Fund Fix

AGC Vice President Bob Lanham testified before the Senate Environment and Public Works Committee about the need to provide crucial funding to address the Nation's transportation and infrastructure needs, specifically the Highway Trust Fund's revenue shortfall. Lanham pointed out that the American people, President Trump, and bipartisan members of Congress have all expressed the need for a bold and robust infrastructure investment. His testimony detailed the need to invest more in all types of infrastructure and called on Congress and the Administration to make any new infrastructure plan broad-based. Lanham cautioned, however, that any new proposal must not ignore the long-term solvency of the Highway Trust Fund.



AGC Vice President Bob Lanham speaks before Senate Committee about the need for infrastructure funding

Trump Administration Includes Many AGC Recommendations in Infrastructure Plan

When the Trump administration released its \$1.5 trillion infrastructure plan in February, it included dozens of recommendations the association had given to administration officials. It was also widely reported at the time that the president endorsed a 25-cent gas tax increase, another AGC-backed initiative. AGC continues to use its influence in the administration and Congress to push for the best long-term infrastructure plan possible, including funding for the Highway Trust Fund.

AGC Fights Against Steel and Aluminum Tariffs

Leading up to President Trump's 25 percent tariff on steel imports and 10 percent tariff on aluminum imports, AGC worked hard to persuade the President to abandon the tariffs because of their negative impacts on the construction industry. AGC continues its lobbying efforts to remove the tariffs and has enabled AGC members to contact the President and their congressional representatives to stop these tariffs through our online letter-writing tool. In addition, AGC continues to raise awareness through media campaigns about the tariffs damaging effects.

MEMBER PROFILE

Shea De Lutis, Director, Clark Construction Group, LLC

Working in the federal construction market, Shea De Lutis knows that strong relationships are a critical component of success. To help develop her rapport with owners and her fellow industry professionals, Shea has consistently turned to the AGC. She says, "AGC has allowed me to cultivate relationships within our client base and the community associated with this industry in ways that I otherwise would not have been able to on my own. It has been incredibly rewarding for me."

Maintaining enduring relationships with owners in the federal sector is especially important when it comes to advocacy work. Shea notes that AGC harnesses its strong connections to effect positive change: "AGC of America understands that in order to influence change, and we have to understand from the client's perspective how change can be beneficial to them. If we are not approaching it to where it's beneficial to our owners, then our relationship with them will not be productive. The depth and breadth of the relationships that AGC of America has created and fostered for decades in order to help make change is incredibly impressive."

AGC's longstanding relationships have given Clark Construction and other member firms the chance to bring their concerns directly to leaders within the government. "AGC has the ability to provide one industry voice. If any one company wants to make change on their own, it is going to be more difficult," she says.

For Shea, what ultimately sets AGC apart and lends it authority is its hard-working staff. She says, "The AGC staff is incredible, from AGC of America to the individual chapter staff. AGC is able to attract the best of the best: people who are knowledgeable, people who are driven, and people who are dedicated to working with the companies in our industry that want to make a difference."





(L-R) James Hanley of Pike Industries and Stephen Perry of Sargent Corporation speak to reporters at an AGC media event in Portland, Maine about the need for infrastructure investments.

AGC Joins Labor Union in Calling on Congress to Extend Legal Immigration Status for Some Construction Workers

AGC CEO, Stephen Sandherr joined the Laborers' International Union of North America (LIUNA) general president in an op-ed in *The Houston Chronicle*, calling on Congress to work with the administration to ensure construction workers with legal work authorization can remain working for construction firms. The op-ed was spurred by the Temporary Protected Status designations for individuals from El Salvador, Haiti, and Honduras being ended by the Trump Administration. Of the 300,000 individuals with TPS, more than 50,000 work in the construction industry.

AGC Fights Against States and Cities Blacklisting Border Wall Contractors

Following a push from AGC, more than two dozen members of Congress called on the U.S. Department of Justice to take action against the discrimination of private companies that work or supply services for the construction of the border wall. Some two dozen cities and states have adopted or are considering legislation discriminating against companies that work on the border wall. In some cases, legislation would bar the city or state from contracting with those firms entirely and require their public pension firms to divest from those companies. AGC has been at the forefront of this issue, voicing its concern that these blacklisting efforts will embolden state and local officials to obstruct the federal government's lawful functions whenever it may serve their narrow political interests.

AGC Helps Persuade Federal Highway Administration to Repeal Greenhouse Gas Performance Measures

Citing comments from AGC multiple times in its notice, the Federal Highway Administration repealed a regulation that would have required states to measure greenhouse gas emissions on highways as part of the planning process for transportation improvement projects. AGC was actively involved in fighting this rule from its inception, raising concerns about its legality and application. AGC also joined with 38 other organizations in challenging Administration's authority to mandate the measurements. In addition, AGC had met with Transportation Secretary Chao urging her to repeal this regulation.

AGC-Backed Change Order Bill Signed into Law

The 2019 National Defense Authorization Act included the AGC-backed legislation requiring federal agencies to publish their change orders policy and procedures on any small federal construction contract. This legislation provides prospective federal construction contractors with the information they need to factor into their bids and offers the risk and resulting cost of delayed payment for change. Some other notable provisions in the bill that are important to AGC members include: inclusion of best available information regarding past performance of subcontractors and joint venture partners, use of lowest price technically acceptable source selection process, and procurement administrative lead time definition and plan.

AGC Advocates for Common Sense Immigration Reform

AGC spent the year lobbying for legislation that would help immigrants working in the construction industry and the firms that employ them. AGC fought against "The Securing America's Future Act," which would reduce legal immigration and, in turn, restrict economic growth and worsen the domestic workforce shortage, especially in the construction industry.

AGC also supported two bills that would benefit the economy and the construction industry: "The Border Security and Immigration Reform Act," which includes increased investments in border security, addresses DREAMer status, and provides reforms to the visa process to meet economic and workforce needs, and "the Workforce for an Expanding Economy Act" which creates a market-driven visa program that would match employers with potential immigrant laborers by creating temporary visas for guest workers if local market conditions warrant and U.S. workers cannot be found.

President Signs Major AGC-Backed Water Infrastructure Bill

President Trump, joined by bipartisan members of the House and Senate, signed an AGC-supported water resources development bill into law that helps the U.S. Army Corps of Engineers maintain much of our nation's water resources infrastructure. This legislation allows Congress to eventually approve billions of dollars in funding for U.S. Army Corps of Engineers Civil Works projects, including dredging, locks, levees, dams, parks, and water supply.





New AGC-backed legislation will help free up funds for more projects like Kiewit Infrastructure's Folsom Dam Auxiliary Spillway 6.



Administration Announces “One Federal Decision” Policy In Line with AGC Environmental Review Streamlining Recommendations

The White House unveiled an AGC-backed “One Federal Decision” memorandum of understanding signed by more than a dozen federal agencies that establishes a coordinated and timely process for environmental reviews of major infrastructure projects. AGC has long advocated for a “One Federal Decision” process, whereby one agency takes the lead on navigating the permitting process. The MOU puts forth a two-year permitting process, which would drastically reduce the amount of time currently needed to move a project through this process.

AGC Coalition Seek Hours of Service Exemption

AGC persistently lobbied the Federal Motor Carrier Safety Administration for a construction industry exemption to the agency's hours of service restrictions. As part of its efforts, AGC helped create a coalition of 13 industry groups, who have met with the agency to work cooperatively on the exemption request. The coalition stressed to the agency that trucks are an integral part of on-site construction activity because of the industry's heavy reliance on them to move materials and equipment and that construction drivers are not driving many hours nonstop as much of their driving is of a short duration.

AGC Helps Push EPA and ArmyCorps to Craft New Clean Water Rule

Since the 2015 Waters of the United States rule, AGC has been advocating for a new clean water rule that provides contractors and project sponsors with a clear understanding of when a federal permit is needed without hiring a team of consultants. In 2018, the U.S. Environmental Protection Agency and U.S. Army Corps of Engineers unveiled a clean water rule that will ultimately replace the controversial 2015 rule. The new proposal is intended to correct the regulatory overreach of the old rule while continuing to protect federal waters.

AGC Uses Social Media to Push for New Infrastructure Funding

AGC of America is using social media to successfully push for new federal infrastructure funding. The Americans for Better Infrastructure campaign uses Facebook, Twitter, Linked In and other social media platforms to reach broad audiences in targeted congressional districts with messages about the need for federal action on infrastructure and identify constituents in those districts who care about the issue. We then get those interested constituents to engage with the members of their Congressional delegation. In 2018 we identified and engaged with over 30,000 infrastructure supporters in key congressional districts across the country, who collectively engaged in tens of thousands of social media interactions with members of Congress to help secure new infrastructure funding.

AGC-Led Infrastructure Working Group Hits the Hill

AGC and the National Association of Manufacturers led a two-day infrastructure lobbying push on Capitol Hill attended nearly 50 meetings with House and Senate leadership and members of key congressional committees. Dozens of organizations from diverse sectors such as manufacturing, agriculture, finance, labor, retail, hospitality, construction, transportation, and state and local governments collectively called on Congress to pass a targeted, substantial investment in modernizing our nation's infrastructure.

AGC PAC Backs Many Construction-Friendly Candidates

AGC PAC raised nearly \$1 million and invested its funds in 213 federal candidates during the 2017-2018 election cycle. Excluding the incumbents and challengers who retired or lost primary elections, 158 of 196 AGC PAC-backed candidates up for election on November 6, 2018 were successfully elected to the next Congress, including eight individuals with a connection to the construction industry. Of the 35 Senate races, AGC PAC contributed to 16 candidates running on Election Day. Nine of the 16 candidates won their election. For the House races that featured an AGC PAC-backed candidate running on Election Day, 149 of 180 candidates were successfully elected.

AGC PAC-backed eight candidates with connections to the construction industry who are now freshman members of the 116th Congress. They include: Mike Braun (R-IN-Sen.), Anthony Gonzalez (R-OH-16), Kevin Hern (R-OK-1), Denver Riggleman (R-VA-5), Van Taylor (R-TX-3), Will Timmons (R-SC-4) and Ron Wright (R-TX-6).

AGC Continues to Strengthen Its Advocacy Resources

Building a better policy and regulatory environment for the industry is central to the mission of the Construction Advocacy Fund. In 2018, the Fund raised more than \$260,000 in corporate and personal contributions from 71 member companies and their employees. The Fund is the association's tool to advocate for members' interests at the federal and state levels by financing efforts to influence legislation and policy, block or improve aggressive regulatory measures, advance construction priorities in Congress and the executive branch, and move the public opinion needle through media and advertising campaigns.



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GROWING THE WORKFORCE

AGC Launches Initiative to Grow and Diversify Workforce

AGC launched an initiative to make the construction industry more diverse and inclusive to help provide opportunities for underrepresented populations in construction and to ensure a successful future for the industry. AGC wrote and released a report, *The Business Case for Diversity & Inclusion in the Construction Industry*, outlining six reasons why diversity and inclusion are strategically valuable in generating corporate innovation, increasing profitability, and ensuring a positive and sustaining legacy of progress for your firm. AGC released the report and called on legislators to invest more in career and technical education which will help bring in a larger, more diverse pool of construction workers. Entering the industry through a craft position can provide good pay and benefits to more people and open opportunities for career advancement.

🔗 To read the report, go to www.agc.org/Diversity



Rita Brown, President of BCC+, speaks to reporters in New York City as AGC releases report and announces new diversity initiative.

THE EDUCATION AND RESEARCH FOUNDATION

The Education and Research Foundation has been working to promote excellence in construction education for 50 years. Each year the Foundation offers scholarships to hundreds of students, offers residencies for construction professors, and awards an outstanding educator to help encourage students to enter construction and raise the bar for construction education.

Students who received
scholarships in 2018



Undergraduate/
Graduate students
176 students



Workforce
33 students

**TOTAL
209**

Scholarship amount
awarded in 2018



Undergraduate/
Graduate
\$589,875



Workforce
\$43,000

**TOTAL
\$632,875**

Nicholas Fuller, Heffner Graduate Scholarship Recipient



"I have been
interning for
Whiting-Turner
and I'm happy
to say that I
was offered and

accepted a full-time position as a
Field Engineer. I am very grateful
for the AGC's financial support and
their help engaging with people in
the industry. The AGC Education and
Research Foundation's support was
integral to achieving my goals and
will be moving forward."

Caley Larson, Workforce Development Scholarship Recipient



"I was going
to college
to become a
nurse but then
took a job as a
receptionist at

Sellen Construction one summer,
and quickly moved up the ranks to
become a field engineer. During
the last six years at Sellen, I went
back to school at the University of
Washington thanks to a scholarship
from the Education and Research
Foundation and got a certificate in
construction management."



AGC of America Senior Vice President Brian Turmail speaks to Trump at event announcing new workforce and training initiative.

AGC pledged to train or upskill

172,500

workers over the next five years
through our existing AGC of America
training programs.

AGC Pledges to Train or upskill 172,500 Craft Workers as President Signs Workforce Executive Order

AGC joined President Trump at an event where he announced the President's National Council for the America Worker. The council will help develop a national strategy for job training programs which will help make existing programs more efficient and focus them on employment outcomes. In conjunction, the President signed an Executive Order that will form an advisory board of private sector and government representatives to help ensure the quality of programs being taught in classrooms and workplaces. It also included a pledge by companies and association to educate, train and upskill workers through apprenticeships and on-the-job training. AGC pledged to train or upskill 172,500 workers over the next five years through our existing AGC of America training programs.

AGC Helps Push Government to Enact Career and Technical Education Reform

The president signed the Strengthening Career and Technical Education for the 21st Century Act into law. This bill reauthorizes the Perkins Act, which provides over \$1 billion to the states to fund career and technical education for secondary and post-secondary programs. Among the law's changes are the relationships between the states and Department of Education and how educators consult with stakeholders, such as employers. AGC is encouraged that the law will have meaningful results because local educators will be required to consult and work with local employers.



MEMBER PROFILE

Vic Weston, President & Owner, Tri-State Road Boring Inc.

Vic Weston has been a vital member of AGC for many years. Reflecting on his time with the organization, he notes, “My wife said that if I was a golfer and I spent as much time playing golf as I spent with the AGC, I’d have a 5 handicap. AGC has been a passion for me, and it has given back to me.”

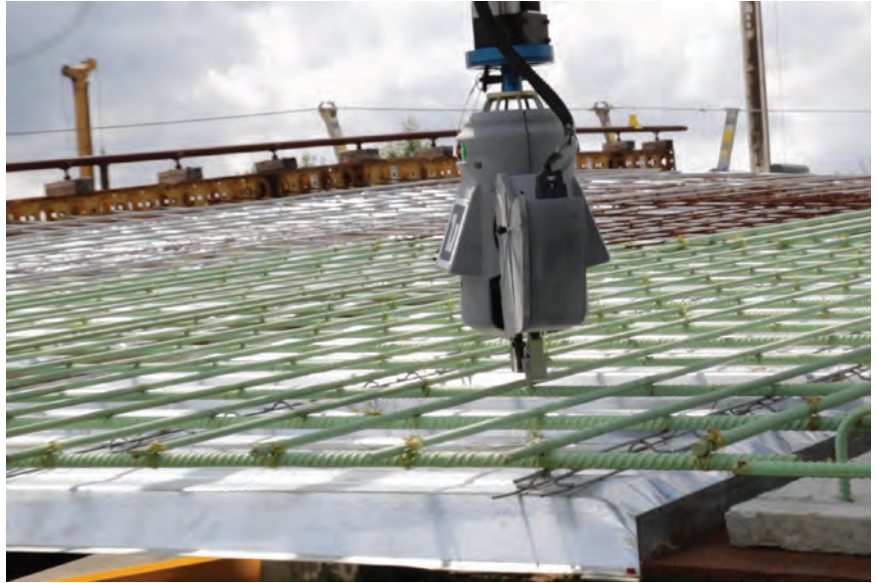
Specifically, Vic has played a critical role in helping the AGC Education and Research Foundation provide opportunities and scholarships to construction students throughout the country. Vic sees this assistance as vital for budding professionals, who already have enough on their plates. “These kids are trying to get through school, get through the books, and maybe get an apprenticeship out in the field. This financial assistance—I’m really big on that. It’s very important,” he says.

Vic also believes it’s important to do more than provide scholarships. He sees a need to give students the opportunity to meet and network with current construction professionals. “The most important thing is to see the eagerness of these students. They want to interact with the industry. You might say, ‘well, sure they’re trying to up their chances of getting a job when they get out.’ I don’t find that. I find they really have a thirst for knowledge. Last year at Convention in New Orleans, we sent over 100 students, and they just get so much out of it.”

The reason why Vic continues to partner with the Foundation is due to its track record. He notes, “To sum it up, it works. It’s tried and proven. It’s a prideful thing to see what the Foundation does. At the end of it all, you can see the Foundation makes a difference. It’s good to be associated with a winner.”

As a seasoned professional, Vic understands the importance of leaving a legacy and making a positive lasting impact. He says, “I often reach out to others in the industry and say, ‘Look, it’s your industry. Take possession of it. Get out and support what’s going to be the future.’ I’ve owned my firm for 45 years, and I’m not just going to walk away.”

PROMOTING INNOVATION



TyBot is an autonomous rebar-tying robot.

AGC Names Brayman Construction the Most Innovative Company in the Construction Industry

AGC awarded Brayman Construction and its affiliate, Advanced Construction Robotics with the first-ever Autodesk Innovation Award, which recognizes the most innovative work of AGC members and chapters. The firm's first product, Tybot, is an autonomous rebar-tying robot that ties intersections continuously without breaks or injuries to workers. Construction crews only need to carry, place and frame-in 10 percent of the deck rebar before the Tybot can get to work. This award helps to raise awareness and promote pioneering solutions to the challenges facing the construction industry.

AGC Unveils New Tech-Driven Approach to Protecting Highway Workers

AGC unveiled its new effort to protect highway workers using targeted digital advertising. For the pilot project, AGC targeted motorists who regularly traverse major work zones in Pittsburgh, Birmingham, St. Louis, and Evansville with mobile advertisements telling them to slow down. AGC launched this innovative effort in light of the results of its 2018 Highway Work Zone Safety Survey, which showed that 54 percent of highway contractors reported that motor vehicles had crashed into their construction work zones during the past year. 25 percent of work zone crashes injure construction workers and 3 percent of those crashes kill them. This targeted advertising approach helps to efficiently reach an audience who needs this message of safety the most.



MEMBER PROFILE

Pablo Medina, VDC Manager, McCarthy Building Companies

Pablo Medina has always had a love of education. He recalls, "Even in my college courses, I often went to my professors and said, 'can I help you teach the course?'" After graduating and entering the industry, his commitment to learning and sharing knowledge didn't stop, and thankfully he found a partner in AGC of America.

Since discovering AGC's education offerings, he has been heavily involved, first as a student and then as an instructor. To name a few of his roles, he works as an instructor for the BIM education program, a proctor for the CM-BIM exam, and a teacher of the innovation and tech portion of AGC's Project Management Course.

Pablo recently helped update the BIM education program to Version 3, a process that he says instilled even more faith in AGC's curriculum. "They gather professionals that have been working in the industry for decades, and the professionals help write and steer the curriculum. The professionals come from all backgrounds and industries. They really take into account the diversity we have in the AEC world. That's why I think the AGC has a unique role and advantage. They carry this banner of education for the entire industry, versus a banner for one particular method, software, or profession," he explains.

Pablo also has a unique perspective, as the person who brought AGC's BIM education program to Latin America. From having taught many BIM classes in Latin America, he knows what the industry would be like without an organization like AGC. "For many of the professionals out there in the AEC industry, not having an association like the AGC, it's much harder to dig through and find the best materials out there, it's much harder to comb through all the noise of the software vendors. It's a great association to bring in professionals and have honest good dialogue," he notes.

As he continues to move forward in his career, Pablo is eager to help his company, McCarthy, implement and use BIM as effectively as possible, and AGC will continue to be a part of that mission. He says, "The AGC is invaluable. The research that they do on behalf of the industry is amazing."



PROMOTING INNOVATION



AGC created curriculum for its new course, Construction Supervision Fundamentals, which will be offered across the country.

AGC Completes Curriculum for “Construction Supervision Fundamentals”

AGC completed the curriculum for a new Construction Supervision Fundamentals course which will allow budding supervisors the chance to develop more knowledge and skill in the area of supervision. This curriculum will serve as a vital resource for companies looking to develop new leaders within their company. AGC delivered the field test at AGC of Greater Milwaukee in October of 2018, and the course will soon be available for firms across the country.

AGC Foundation Builds Case Study Library

As part of the AGC Education and Research Foundation Case Study Initiative, the organization released seven case studies written by Faculty/AGC Contractor teams that are available at no charge in the AGC online bookstore. The studies cover a variety of topics and present scenarios for students to work through based on real situations faced by those in the construction industry, and each study includes an instructor guide. These free case studies allow educators across the country to easily enhance their teaching and give students more practical, real-world knowledge.



At its Centennial Celebration, AGC hosted a future focus panel with leading industry experts on technology and innovation to lay out where the industry may be headed.



AGC instructor, Paul Flentge, teaches Construction Supervision Fundamentals Course to class in Chicago.

AGC Releases New Certificate of Management-BIM Prep Course

AGC created a self-paced e-learning course that reviews the principles of BIM as taught in AGC's BIM Education Program. The course was released as part of AGC's continuing commitment to enhancing its BIM offerings. This new prep course is designed to supplement learner's review as they prepare for the CM-BIM exam. Course participants can assess their understanding of Building Information Modeling as they experience the audio and visual content and answer the 46 review questions as they progress through the four units of the CM-BIM Exam Prep Course.

ConsensusDocs Coalition Releases New Addendums to Address Design-Assist and Lean

To keep pace with the changing nature of the construction industry, the AGC-led ConsensusDocs coalition released the first industry-standard Design-Assist Addendum, which will help companies to address a growing practice in the industry. ConsensusDocs also released the first Lean Construction Addendum, which provides a contractual mechanism for owners, architects, engineers, general contractors, and subcontractors alike to take advantage of lean construction efficiencies and memorialize in writing a more collaborative and cooperative culture on projects. Standard-setting documents like these will help to push forward new trends and techniques.



AGC of America hosted a total of
64 webinars
in 2018 with more than
7,000 attendees.



AGC is approaching
1,000
Certificate of
Management-Lean holders.

HELPING OUR COMMUNITIES

AGC Helps Construct New Healing Quarters for Warrior Canine Connection

As part of its centennial year, AGC of America took on its most ambitious Autodesk Operation Opening Doors project ever, helping to raise funds and procure materials and services for the Warrior Canine Connection's new headquarters. Warrior Canine Connection is a nonprofit organization that helps veterans with invisible injuries like post-traumatic stress disorder return home from combat and learn to reintegrate into society by training service dogs for fellow veterans. The training process provides incredible therapeutic benefit to the wounded warriors and, once trained, the service dogs provide immense benefits to the veterans they serve.

To date, AGC has raised \$265,000 for the project and helped to procure many goods and services for the renovation of the historic barn that will soon serve as a place for veterans to train their dogs and bond with one another.



Warrior Canine Connection serves veterans suffering from invisible wounds like PTSD.

MEMBER PROFILE

Kevin Coakley, President Coakley Company, Inc.

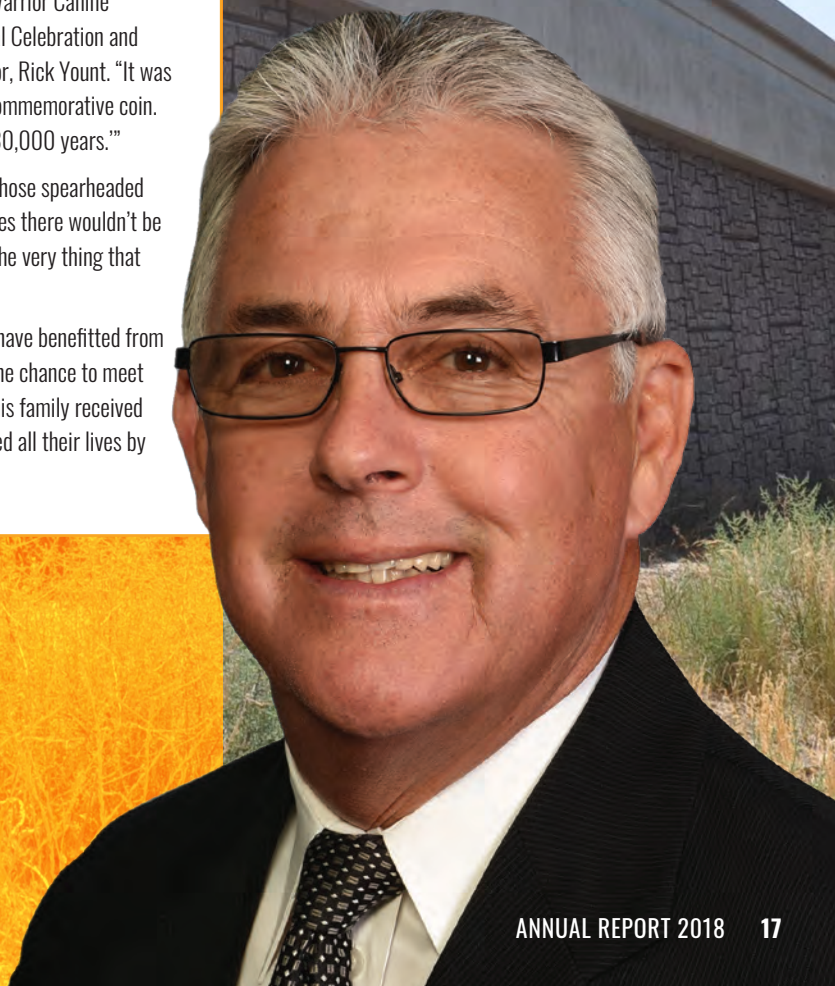
When Kevin Coakley attended the AGC Convention in New Orleans last year, he knew he'd have a chance to network and learn about the industry. What he didn't know was that it would mark the beginning of a meaningful mission for him to help give back to veterans in need. At the convention's opening session, when a veteran walked out on stage and began talking about his experience with PTSD and the life-saving benefits of Warrior Canine Connection, Kevin knew he had to get involved.

"These veterans are the reason we walk free in the United States every day with our families. Without these brave men and women, our freedom is not possible," Kevin says. He went back to his chapter in Arkansas and spread the word about Warrior Canine Connection and came up with a plan to raise money for it. "I thought it would be neat to ask one dollar for every year AGC of America was celebrating. This made the challenge to everyone \$100 each. If you give good people a reason and an amount, you can usually get results."

After raising the money, Kevin had the special chance to attend Warrior Canine Connection's puppy graduation ceremony during AGC's Centennial Celebration and give the check to the organization's founder and executive director, Rick Yount. "It was really special giving that check to Rick. In turn, Rick gave me a commemorative coin. It has a picture of an Irish Setter and says, 'Serving Mankind for 30,000 years.'"

Kevin feels a special responsibility to help charitable efforts like those spearheaded every year by AGC Charities. "We feel like without our communities there wouldn't be a need for us construction guys. It is important to invest back in the very thing that you make a living from to keep it strong."

AGC Charities continues to connect members with veterans who have benefitted from Warrior Canine Connection, and Kevin and his wife recently had the chance to meet such a veteran and his family. Kevin recalls, "They told me since his family received the dog, he has opened up to the world again. His wife said it saved all their lives by getting her husband back."





Senior Vice President of AGC Dirk Elspertman (left) with some of the grant recipients in Puerto Rico.



ConsensusDocs donated over a
million dollars in subscriptions to

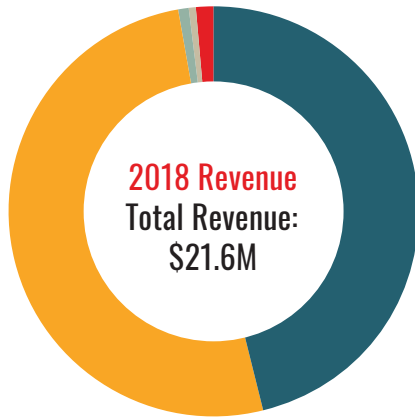
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education and research subscribers

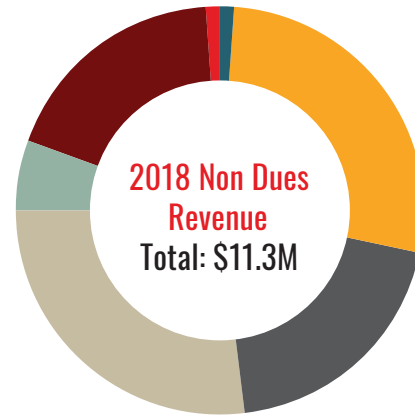
AGC Distributes Over \$100K to Victims of Hurricane Maria

AGC Charities Inc, the charitable arm of the AGC of America, provided 65 construction workers in Puerto Rico with \$100,750 in donated funds to help cover losses they incurred as a result of Hurricane Maria. The checks, which amount to \$1,550 per construction worker, are intended to help employees of firms that belong to the association cover the costs of uninsured and uncompensated damages caused by the storm. The AGC of Houston was the largest single donor, providing \$50,000 for victims of Hurricane Maria as well as another \$50,000 for victims of Hurricane Harvey. Other significant donors include the AGC Oregon-Columbia Chapter, the Associated Contractors of New Mexico and the General Contractors Association of Hawaii.

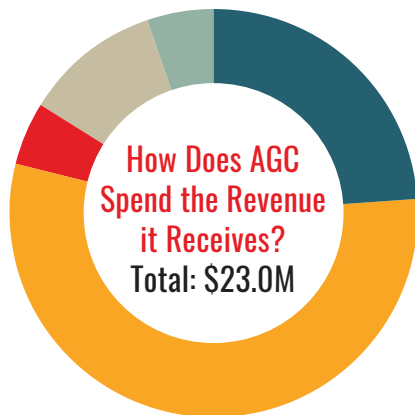
ASSOCIATION FINANCIALS



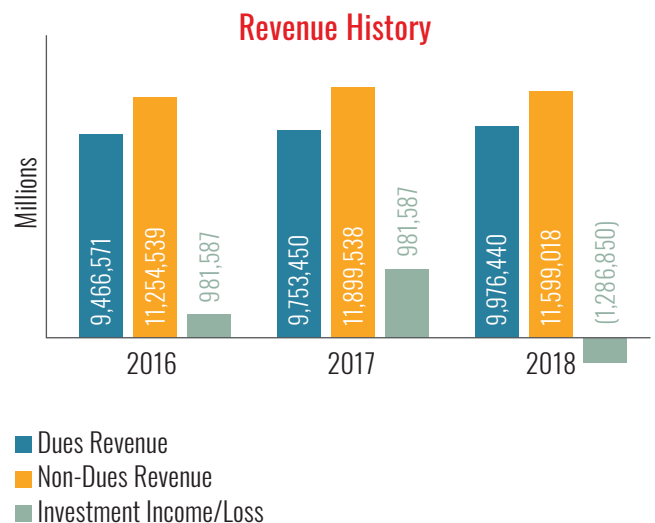
Dues Revenue	46.24%
Programs, Products, Services	51.23%
OSHA Grant	0.71%
Interest Income	0.44%
Construction Advocacy Fund	1.38%



Osha Grant	1.35%
Convention/Centennial	27.9%
Product Line	19.72%
Management Conferences	26.75%
Committee Meetings	5.78%
Affinity/Miscellaneous	18.37%
Interest Income	0.85%



Government & Industry Affairs	\$5.5
Chapter & Member Support	\$12.7
Association Leadership	\$1.1
Support Resources	\$2.5
General and Administrative	\$1.2



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BUILDING A STRONGER FOUNDATION FOR THE FUTURE:

The AGC Future Focus Initiative

AGC of America has launched a new Future Focus initiative designed to make sure the association is ready to support a rapidly changing construction industry. Indeed, the construction industry is already in the midst of, or on the brink of, some very significant changes in the way firms operate and how projects are built.

At the same time, the technology sector is beginning to bring its appetite for disruption to our industry with firms like Katerra, Amazon and Elon Musk's Boring Company making acquisitions or getting shortlisted to complete major projects.

Meanwhile, billions of dollars are being raised and invested by venture capital funds in the construction sector. In other words, the pace of technological change in construction is only going to accelerate.

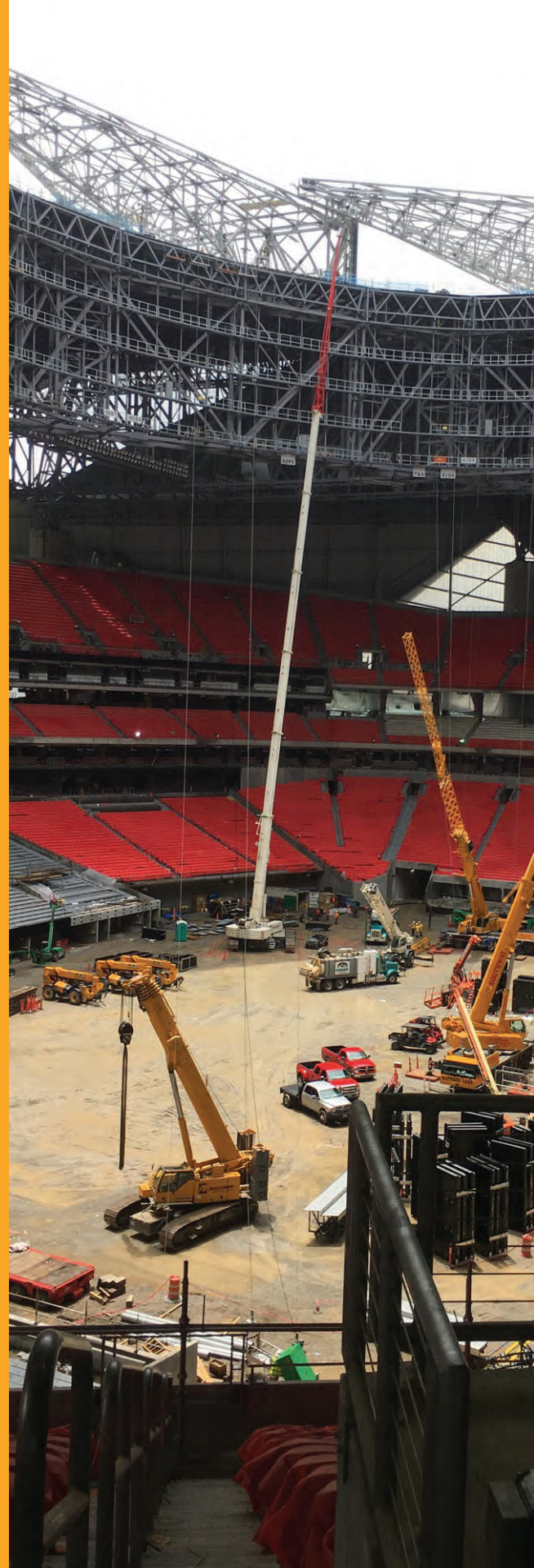
All these different factors are clearly going to drive a lot of innovation and a lot of change into our industry. We need to make sure we are providing the kind of programming and support needed to allow you to continue to thrive even as the sector rapidly evolves.

That is why AGC of America has launched its future focus effort. We want to take the steps needed to identify and track how technology and innovation are affecting the industry. Among the most important things we can do is figure out which developments will have a meaningful impact and which are just noise.

Once we have that information, we will identify and create the right kind of programming to help you understand and keep pace with these changes. This could mean offering new classes, adding sessions to our in-seat events or providing webinars on new technologies and techniques.

We are also taking a hard look at what other improvements we need to make as an association so that we can remain nimble and proactive during what is likely to be a very transformative period for the industry. This includes looking at how we can make it easier for people to get involved with AGC of America.

We are asking ourselves if we have the right paths to participation, whether we do a good enough job communicating those paths, and are we asking our volunteers to donate their time working on issues that are relevant and that will help our industry survive and thrive over the coming years.





AGC of America 
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