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2017 ANNUAL REPORT

AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

Building on Experience

10 YEARS
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA



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PRESIDENT'S MESSAGE

ART DANIEL

As you will see in the following pages, the 2017 Annual Report of the Associated General Contractors of America is not your typical recap of a year's worth of progress. Yes, we do catalog some of the outstanding accomplishments of this association and its members. But because 2017 completes our first century as an association, we wanted to take this opportunity to also outline some of the many contributions our organization has made to the construction industry and the broader economy during the past one hundred years.

2017 has been both a remarkable, and remarkably interesting, year for the association and for the construction industry. The economy is expanding and demand for most types of construction remains strong in much of the country. But our member firms continue to suffer from the consequences of our educational institutions' decades of underinvestment in career and technical education. Workforce shortages remain the top concern for our industry, above even worries about federal regulations, tight margins and stiff competition.

Thanks to an enormous amount of work, AGC of America won a number of significant victories on our behalf in 2017. First among those was working single-handedly to ensure that the final federal tax bill included significant rate reductions for the many construction firms that pay taxes as pass-through entities. We also worked to successfully unwind some of the many regulatory burdens put in place by the prior presidential administration. And we have expanded the coalition of voices working to push for new infrastructure funding that will be the focus of much of our energy in 2018.

We also continued to offer world-class educational programming, via both our robust webinar schedule and dozens of in-seat classes, panels and programs around the country. We are finding new ways to help AGC chapters recruit and retain members and scheduling meetings and events that help strengthen the bonds between contractors, owners and everyone else involved in the construction process.

The successes chronicled in these pages happened not just for the benefit of all our members, but because of our members. It is your work, your commitment, and your support that have made this association what it is today. These are your accomplishments and for that, I thank you for being a part of the first one hundred years of the Associated General Contractors of America.

“The successes chronicled in these pages happened not just for the benefit of all our members, but because of our members.”



CEO'S MESSAGE

STEPHEN E. SANDHERR

This past year was an especially busy and momentous year for AGC of America and our members. With the transition to a new administration, every organization in Washington, DC has been scrambling to get their agenda in front of the president and his staff. The change can feel chaotic, but you can rest assured knowing that AGC of America's track record and steady hand will keep our industry's voice heard at all levels of government. All the while, our association has been gearing up for its centennial year, as we look back on our organization's many historic accomplishments and look ahead to the next 100 years.

AGC of America scored major legislative wins for the construction industry, most notably in tax reform. Unlike other trade groups that endorsed early versions of the tax bill that would have done little to help construction firms, AGC undertook a rigorous lobbying effort to make sure our members benefited a great deal.

Additionally, AGC worked with the new administration, Congress, and government agencies to reform or repeal burdensome regulations, like OSHA's misguided Volks rule. At the same time, AGC has been engaged in efforts to improve safety, including a national radio campaign which urged motorists to drive carefully through work zones and the release of an innovative study that looked at the causes of construction job site fatalities.

AGC also spent the year working to improve infrastructure funding and to find new methods to bring people into the construction industry, including the creation of AGC's Diversity and Inclusion Committee, which seeks to find ways to welcome individuals who are traditionally less present in our industry. And for those already in the industry, we continue to improve our educational programs so that our firms' employees keep growing as professionals.

As we look forward to the next 100 years of AGC, we hope you can see from the achievements in this report that AGC of America knows how to advance your interests, and that, like many of you, we will continue building on experience.

“AGC of America scored major legislative wins for the construction industry, most notably in tax reform.”



Expanding the Market

AGC Ensures Tax Reform Benefits the Construction Industry

Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry.

Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corps, limited liability corporations and partnerships; eliminated Private Activity Bonds, essential to the financing of transportation infrastructure, low-income housing and other public construction and public-private partnership projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

AGC continued to fight for a better outcome for the construction industry by undertaking a rigorous direct lobbying campaign. The efforts included connecting construction company CFOs and CPAs with tax writers, and generating thousands of pro-construction messages from members to key legislators. The association helped convince members of Congress to ultimately reduce the corporate rate by 14 points; lower individual and pass through rates; double the estate and gift tax exclusion to \$11 million; ensure the tax-exempt status of Private Activity Bonds remained untouched; and prevent full repeal of the Historic Tax Credit.

AGC's CEO, Steve Sandherr (far left) meets with President Donald Trump and other business leaders to discuss tax reform



PROFILE: IMPROVING TAX REFORM FOR CONSTRUCTION

Dave Allison, Chief Administrative Officer, Crossland Construction

As it became apparent that there was an opportunity for sweeping tax reform last fall, AGC moved quickly to bring together a group of people from its Financial Issues Committee to ensure that the construction industry benefitted as much as possible from any changes to the tax code. One of these people was Dave Allison. He, along with several other members and AGC staff, poured over Congress's tax legislation as it was coming out to look for potential problems and opportunities to clarify and improve it for contractors.

One of the ways in which Allison assisted AGC's staff was by helping to provide context from the business community to legislators in Washington: "I actually took our company's several shareholders and we ran through how this [tax bill] would actually affect people and what issues came along the way, and provided some of that feedback . . . that seemed to provide some good real-world situations for the congressmen."

Allison sees AGC of America as a key force for speaking on behalf of the construction industry: "I don't think people realize the power of having a coalition like AGC being able to speak to Congress versus an individual like myself just going one-on-one. The power of the Associated General Contractors is just enormous. We actually do get to be heard before Congress, before the Financial Accounting Standards Board, and other organizations because of our collective size. It's amazing that we get that strength in numbers."

Even though AGC helped secure several improvements to the tax legislation, the association still has an important role to play moving forward. Allison says, "After the regulations are written, we need to make sure we don't see anything misinterpreted. We still have to continue to be involved in the process."

Allison encourages others to get involved with AGC to help protect the industry's interests, especially younger professionals: "You need to get involved when you're young and you need to stay involved throughout your career."

“The power of the Associated General Contractors is just enormous. We actually do get to be heard before Congress.”



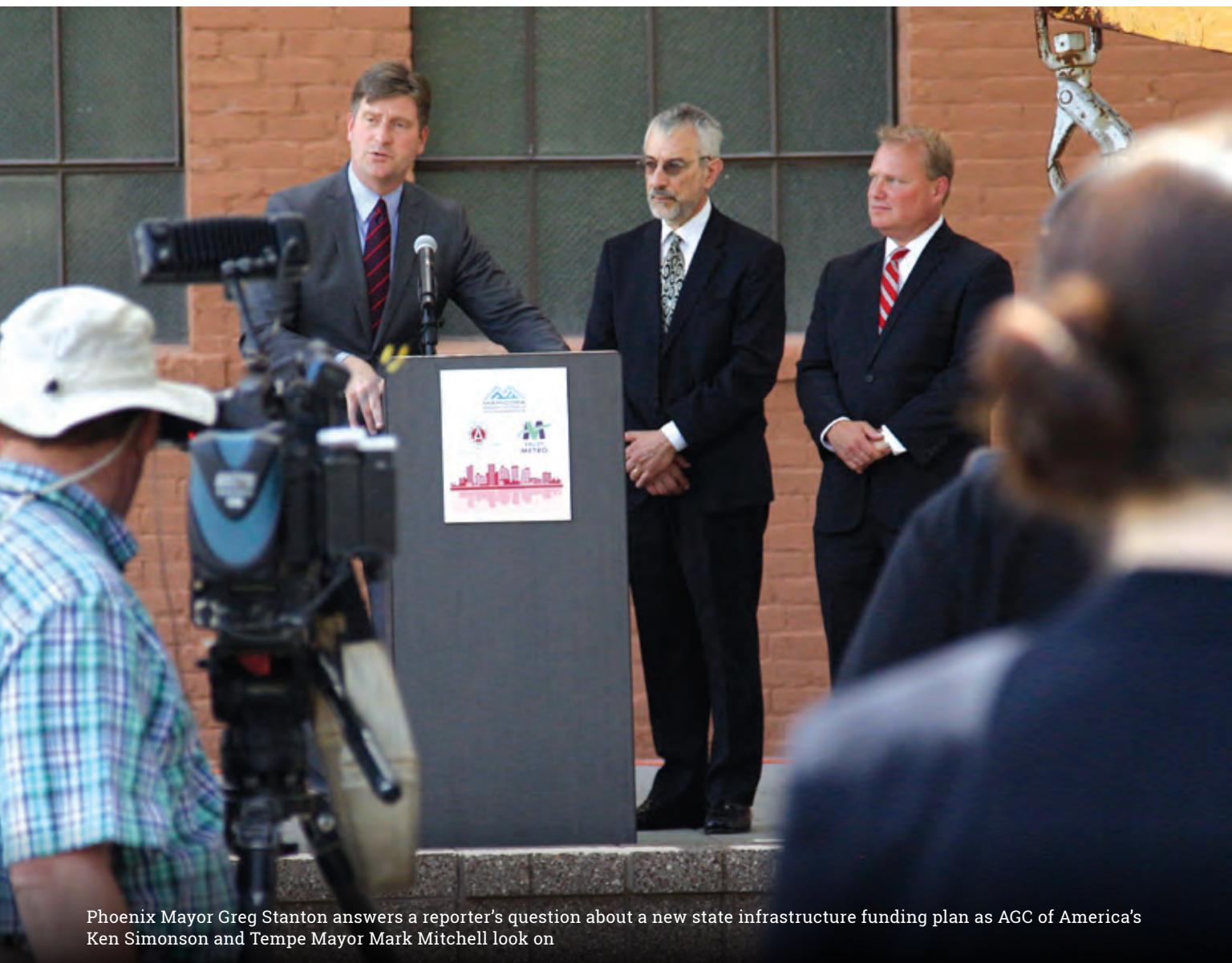
AGC Campaigns for Infrastructure Funding Across Country

AGC made an intensive effort to push for new federal infrastructure funding and to aid states in passing infrastructure bills that will boost economies and help future development. Ken Simonson, AGC's Chief Economist, joined Phoenix Mayor Greg Stanton and Tempe Mayor Mark Mitchell in Phoenix, Arizona for a media event promoting a new plan to boost infrastructure funding. The extra funding will help the rapidly growing metro area meet new traffic demands, and Simonson pointed out to reporters that the positive economic impact of the investments would extend far beyond the construction industry.

In addition, AGC of America teamed up with the Contractors Association of West Virginia to organize a media event in Charleston with West Virginia Department of Transportation Secretary Tom Smith to promote a new state highway funding measure that passed shortly thereafter. AGC also hosted an event in Kansas City with The Builders' Association and the Heavy Constructors Association of Greater Kansas City to push for new infrastructure investments as the city lost construction jobs, some of which could have been kept with better funding. AGC also held an infrastructure funding event in Mobile with the Alabama AGC.



Bridgette Williams, Executive Director of Heavy Constructors Association of Greater Kansas City, speaks to reporters about infrastructure funding as AGC of America's Ken Simonson (left) and Don Greenwell (right), president of The Builders' Association look on



Phoenix Mayor Greg Stanton answers a reporter's question about a new state infrastructure funding plan as AGC of America's Ken Simonson and Tempe Mayor Mark Mitchell look on

AGC Hosts State Transportation Funding Workshops

AGC chapters have been very successful over the past several years in getting state revenue increases for transportation and other infrastructure projects. During the annual Transportation Construction Coalition Fly-In, AGC held a workshop to help chapters in their efforts to mount successful state and local funding initiatives. The workshop covered the use of social media, successful chapter campaigns, and use of digital advertising and traditional media for cost effective outreach. AGC has also held similar training sessions at its National and Chapter Leadership Conference and Highway & Transportation Infrastructure Conference.

“AGC made an intensive effort to aid states in passing infrastructure bills.”

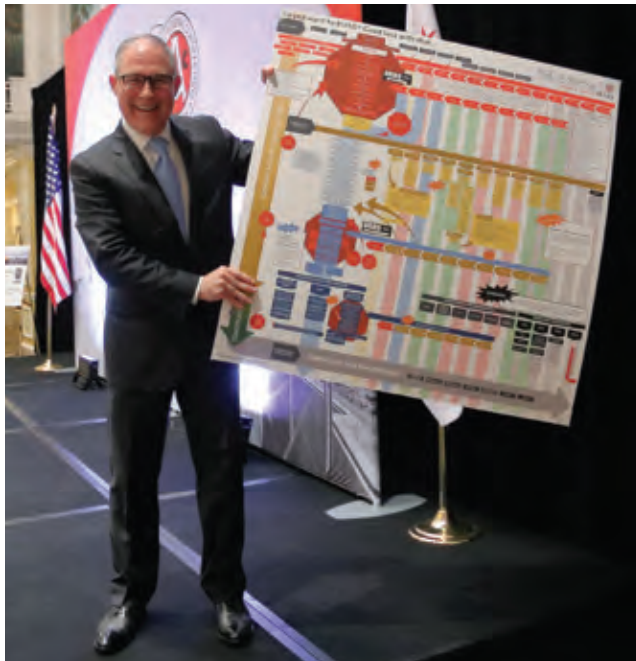
Fighting Red Tape

AGC Forms Partnership with EPA to Improve Regulations

The Environmental Protection Agency invited AGC to partner on an aggressive effort to eliminate or improve harmful rules that have failed to deliver results and stifled economic growth. Their Smart Sectors program is focused on creating better-informed rulemaking, reducing burden and increasing transparency about environmental performance.

"Finding a way to combine a deep knowledge of how to protect the environment with an understanding of how construction firms operate is the most effective way to craft programs and policies that deliver significant environmental protections to commercial construction sites," AGC's CEO Stephen Sandherr commented about the partnership. "The Administrator clearly understands that firms will be able to do more to protect the environment if the regulations they must follow are crafted with an understanding of how employers operate."

US EPA Administrator Scott Pruitt poses with AGC's environmental review flow chart



AGC Helps Repeal the Volks Rule

The president repealed the OSHA "Volks" Rule by signing a congressional resolution of disapproval. AGC led a lobbying effort to support passage of the bill, noting that the bill preserves worker safety while protecting the Constitution and respecting court rulings.

At the heart of the Volks matter was an OSHA rule that exposed employers to unfair liability for honest and inadvertent paperwork mistakes related to recordkeeping. The rule extended the statute of limitations on recordkeeping violations from six months to five and a half years, and did nothing to improve the safety or health of a company's workers. The rule was initially issued by OSHA to circumvent a court decision involving a construction company that challenged a citation for a recordkeeping violation issued beyond six months. Two federal courts have since rebuked OSHA's theory for issuing recordkeeping citations after six months.

AGC Pushes Agencies to Streamline Environmental Permitting

AGC created a poster-sized flowchart to diagram the extremely complex environmental review and permitting process for federally-funded or federally-permitted infrastructure projects in the United States. AGC not only presented this during testimony before Congress but shared the chart with the White House, Congress, and regulatory agencies.

In its May testimony before Congress, AGC outlined reforms included in its comprehensive paper: "Reforms for Improving Federal Environmental Review and Permitting." AGC also testified before Congress in March 2017 on how to reduce environmental permitting paperwork. AGC has met and shared its reforms proposal with the U.S. Environmental Protection Agency and the Army Corps, among others. AGC also gave the House Natural Resources Committee thorough advice on reforming the Endangered Species Act to improve efficiency.

AGC Calls on Congress to Reform Federal Change Order Process

AGC members testified before the House of Representatives on change order delays and the impacts they have on federal construction contractors. Members of congress heard how federal agency delays in processing and paying change orders disrupt cashflow, impact schedules, waste taxpayers' money, and restricts opportunities for contractors to bid on additional projects. AGC called for greater transparency, oversight, and agency action to address delays in paying contractors for the work they do for the federal government.

AGC Trains Veterans Administration Resident Engineers

AGC members met with the Veterans Administration (VA) resident engineers from across the country for an interactive training session at the VA Acquisition Academy in Frederick, MD. AGC detailed the many steps that are involved between the time a contract is awarded and a contractor breaks ground. VA resident engineers engaged in team exercises

where the VA resident engineers brainstormed timelines of the different steps involved in preparing a jobsite. AGC walked through and addressed gaps between what the engineers perceived as a suitable timeline and the actual time needed for a contractor to complete the required steps.

AGC Pushes Infrastructure Funding, Regulatory Reform with Transportation Secretary Chao

Within hours of the Senate confirming the nomination of Elaine Chao to be the next Transportation Secretary, she received a letter from AGC highlighting a number of troublesome regulatory issues. Secretary Chao invited AGC to discuss opportunities for US DOT to reduce the regulatory burden and offered recommendations on regulatory programs that need to be reconsidered, including: local hire requirements, disadvantaged business enterprise program, work zone safety, hours of service, greenhouse gas measures, and guidelines for environmental reviews. The Department has already dropped the greenhouse gas and local hire requirements as a result.

Transportation Secretary Elaine Chao meets with Steve Sandherr to discuss AGC's priorities



PROFILE: HELPING SMALL BUSINESSES

“As a business owner, if you’ve got the time, it’s time well spent investing in participating in an organization like AGC.”

Andy Brown, Vice President, Glen/Mar Construction, Inc.

Andy Brown describes his company, Glen/Mar Construction, as a “real mom and pop” operation. Despite their humble beginnings, this service disabled, veteran-owned and woman-owned small business founded by Andy’s parents Glen and Mary has seen rapid growth over recent years. As their company has grown, so has Andy’s involvement in AGC. Recently, he joined AGC’s Federal Small Business Committee, which has been hard at work on issues affecting small businesses, like change order reform. AGC even brought Brown to testify before Congress in 2017 on the impact change order issues were inflicting on his business. He says, “talking about our experiences that are real, that we face every day and knowing that I’m able to represent small businesses that are facing this and complaining about it... it was humbling, but refreshing.”

Brown explains how important it is for small businesses to have an organization like AGC to help get their message heard in government: “I think it’s very hard for small businesses to be heard, and I think that’s where AGC really comes in. They’ve got the right people in the right places and have the right channels open to where these concerns can be heard. If I was bringing them on my own without the help of AGC, my guess is they would be unanswered emails. AGC really allows small businesses to focus concerns and issues and actually give a good chance of them being heard.”

Brown also finds value in the resources AGC provides smaller member firms to help them navigate the complexities of operating a small business in a large market. “AGC of America is a great organization to be a part of from a general contractor’s standpoint, especially in the federal marketplace. The federal arena is huge, the agencies are large, the procurements can be overwhelming to small business, and to have the association as a backdrop and as an advocate providing resources... is great,” he says.

Despite the time-consuming responsibilities of operating a small business, Brown says it’s well worth being an active member with AGC. He says, “As a business owner, if you’ve got the time, it’s time well spent investing in participating in an organization like AGC.”





AGC of America's Senior Counsel of Environmental Law & Policy, Leah Pilconis testifies on environmental permitting review before Congress

AGC Improves Federal Highway Contracting Regulations

The Federal Highway Administration adopted many suggestions from AGC on final rules it issued on the use of Construction Manager General Contractor procurement procedures in the federal-aid highway program. AGC commented extensively on the proposed rule and the Federal Highway Administration highlighted those comments in the background portion of the rule notification.

ConsensusDocs Hits A Decade

Like overly complex rules and regulations, navigating unfair or badly written contracts can be a huge burden to construction businesses. In September, the first consensus standard contracts written by and for the construction industry reached a 10-year milestone. This first-of-its kind coalition created and led by AGC of America has grown from 20 organizations in 2007 to 40 leading organizations today, while being at the forefront of breaking down contractual obstacles. The catalog of contracts has grown from 70 to over 100 standard contracts and in this 10-year period has established a track record of success with billions of dollars of construction put in place using ConsensusDocs contracts.

"As the construction economy continues to recover from the great recession, we are seeing a movement to fair contracts that are better designed for today's industry to accelerate," said ConsensusDocs executive director Brian Perlberg. "ConsensusDocs will continue to lead the way in having an impact on the construction industry."

“As the construction economy continues to recover from the great recession, we are seeing a movement to fair contracts that are better designed for today's industry to accelerate.”

—ConsensusDocs executive director Brian Perlberg

Developing the Workforce



AGC produced videos for its Tennessee and Texas members explaining the rewards of working in construction

AGC Helps Texas and Tennessee Launch Workforce Development Campaigns

AGC worked closely with its Texas and Tennessee chapters to produce and release a series of videos for two separate campaigns to promote construction careers in the states. AGC visited dozens of member companies to interview employees about what makes their careers in construction so rewarding. The videos focus on safety, career advancement, and the personal satisfaction construction offers.

AGC also developed webpages to host the videos and other useful information concerning safety and wages that help to dispel misconceptions about what it means to work in construction. Through these pages, visitors can also look for construction careers near them and learn about how to receive training.

AGC Calls for New Workforce Measures

AGC of America released its fifth annual workforce shortage survey in August which indicated that 70 percent of contractors are having a hard time filling hourly craft positions. This is consistent with AGC's previous findings, proving the legitimacy and severity of these shortages. AGC shared these findings with local and national media outlets throughout the country, garnering coverage from dozens of newspapers, business journals, and television stations. The increased awareness helps to pressure lawmakers into action and to encourage the public to consider the possibilities of working in construction.







AGC also used the opportunity to promote its 2017 Workforce Development Plan, which outlines steps that would help curb the problem. In particular, it urges Congress to pass legislation to reform and increase funding for the Perkins Career and Technical Education Act

AGC Creates Diversity and Inclusion Council

AGC launched a Diversity and Inclusion Council to help ensure that the construction industry can continue to grow by embracing the changing demographics of our country's workforce. Fostering an environment that is welcoming and inclusive to all individuals is essential to achieving AGC's mission and placing our members in a position to contribute to the industry's future success. The council is led by a 16-person steering committee of various leaders within our membership, and it has already launched The Willis Towers Watson Diversity and Inclusion Awards as well as various subcommittees aimed at helping member companies attract and grow a wider pool of employees.

AGC's Education Programs Continue to Grow

AGC remains as committed as ever to advancing our industry's workforce through innovative educational programs. Below is a snapshot of how our programs have helped our members learn about and implement Lean and BIM.

			
BIM AND CERTIFICATE OF MANAGEMENT-BIM			
Over 1,000 units of BIM were taken in 2017	68 people earned their CM-BIM credential in 2017	731 individuals have earned their CM-BIM since its launch	36 chapter testing centers
LEAN AND CERTIFICATE OF MANAGEMENT-LEAN			
Over 4,600 units of Lean taken in 2017	329 people have earned their CM-Lean in 2017	687 individuals have earned their CM-Lean since fall 2015	41 testing centers (36 AGC Chapters + 5 testing centers in Canada)
AGC LEARNING CENTER			
	Released in March 2017, the AGC Learning Center currently offers 2 self-paced online classes, convention session recordings, webinar recordings, and four Education Foundation case studies.		 Over 820 AGC members and nonmembers have engaged in the new platform.

PROFILE: MOVING THE INDUSTRY FORWARD

“It brings me such great joy to be a part of an organization that really is on the forefront of ideas . . .”

Amy Hall, President, Ebony Construction

As a second-generation construction firm president, Amy Hall's ties to the industry and to the AGC run deep. In addition to being active on the local level, she also testified in front of Congress in 2008 on behalf of AGC of America and in 2017 she became a member of the steering committee for AGC's new Diversity and Inclusion Council.

“When I think of diversity,” Hall says, “I think of being able to look at an organization and have it reflect the communities that we live in. Whether it's gender, racial, religious, socio-economic, or generational, diversity is really all-encompassing.”

Attracting new workers is more important than ever as a large portion of the industry nears retirement and the demographics of the US workforce continue to shift. When Hall meets with women and people of color to talk about joining the industry, she says, “it's generally met with a little bit of trepidation because they think, ‘Oh, that's not an industry in which women are prevalent or people of color are prevalent.’ I say, ‘You're absolutely right, but how are people going to become a part of something if they don't join?’ In order to be a part of the change or to be part of this group, you have to join it.”

She feels that AGC of America and the new Diversity and Inclusion Council will play a significant role in helping to bridge these gaps. By joining AGC, she says, “You're actually integrated into the conversation and, also, what a great way to meet fellow contractors, to meet the people you're going to possibly be working with and to build those types of relationships. Regardless of your race, your gender, or whatever, people do business with people they feel comfortable with.”

Moving forward, Hall is excited about working with the AGC to bring our industry real solutions: “It brings me such great joy to be a part of an organization that really is on the forefront of ideas, and not just having conversations about it, but the actual implementation of it.”



AGC Foundation Promotes Education Excellence

This year AGC's Education and Research Foundation gave out 147 undergraduate scholarships and 9 graduate scholarships, totaling \$503,750 to young men and women studying construction fields. The Foundation also awarded 29 Workforce Development Scholarships to students at 2-year technical schools.

In addition, this year the Foundation published its first four industry case studies. The case studies are available free of charge to construction educators across the country, providing thousands of students with the opportunity to learn from current real-world scenarios.

AGC Conference for Young Professionals Continues to Pick Up Steam

In 2017, AGC had another year of record attendance at the Construction Leadership Council's Leadership Development Conference, which brings together young construction professionals to help them gain skills to advance their careers. The event had 283 attendees up from 105 at the first event in 2013. 45 chapters have a CLC group and of those 45 chapters. Each year we continue to see more and more chapters represented at this event, which is a reflection of the chapters continuing to support their younger members into future leadership roles.

AGC's Education and Research Foundation provided scholarships to 147 undergraduate students, including LisaMarie Nilaj, a student at Manhattan College

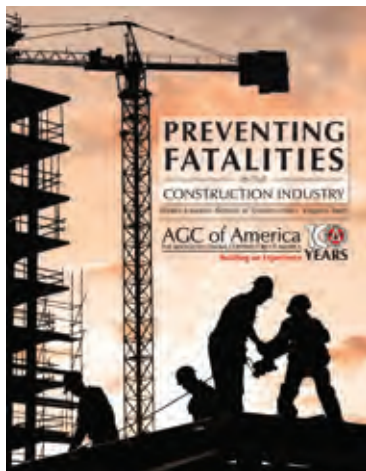


The Education and Research Foundation gave out **147** undergraduate scholarships and **9** graduate scholarships, totaling **\$503,750**

BIM students take part in a collaborative simulation to earn their AGC Certificate of Management-BIM



Protecting the Industry



AGC Releases Innovative Construction Fatality Study

AGC of America commissioned an intensive study of construction worker fatalities to learn new methods of preventing fatalities. The study, conducted by the Myers-Lawson School of Construction at Virginia Tech, involved analyzing confidential fatality reports from the U.S. Bureau of Labor Statistics. This unique and innovative study used current data to provide the most recent trends and offered detailed and actionable insight into how our industry can better work towards zero fatalities.

Some of the findings in the report reinforce existing safety practices and many of the association's long-standing safety programs. Other findings, however, are contrary to long-held industry safety assumptions. For example, while prior research indicated most construction fatalities occur in the morning, in fact noon is the deadliest hour in construction. AGC is now advising construction firms to look at holding safety talks and stretching sessions when workers return from the 11 a.m. to noon lunch breaks common on most job sites.

The study also found that Hispanic construction workers are not disproportionately the victims of construction fatalities. As a group they account for 24 percent of the national construction workforce and 25 percent of all construction fatalities.



\$195,000

for Hurricane Harvey Victims

\$111,000

for Hurricane Maria Victims

AGC Helps Members' Employees Recover from Hurricanes

AGC Charities, Inc. raised \$195,000 for Hurricane Harvey Victims and \$111,000 for Hurricane Maria victims. AGC has begun distributing the funds to employees throughout the areas affected by the hurricanes, including 83 individual grants given to employees in Texas.

AGC Launches New Highway Work Zone Safety Campaign

Forty-four percent of highway contractors reported that motor vehicles had crashed into their construction work zones during the past year according to AGC's 2017 highway work zone study. Eighty-two percent of contractors also reported that motor vehicle crashes pose a greater risk today than they did just ten years ago. As a result, AGC launched a new national advertising and outreach campaign to urge motorists to stay alert and slow down while driving through highway work zones over the summer.

The campaign featured radio ads airing in dozens of cities around the country that caution drivers to be careful in highway work zones. The ads warned drivers that speeding, texting and losing focus while in work zones aren't worth the "nightmare" of killing workers, drivers or passengers.



AGC of America President Art Daniel hands a relief check to a Hurricane Harvey victim

PROFILE: HELPING HURRICANE VICTIMS

Curt Joslin and Shaun Dean of Joslin Construction

Hurricanes come as no surprise to many Houstonians, but few were fully prepared for the damage that Hurricane Harvey wrought throughout the city in August. Luckily, Joslin Construction had prepped their job sites for the worst. "We didn't lose a single piece of equipment," says Shaun Dean, CEO of Joslin, "so we were able to go right into recovery mode. We were able to help not just our own employees, not just our own families, but also other people we didn't even know."

As Curt Joslin, Chairman of the Board, points out, Joslin "is very much a family business." So, with 57 employees displaced following the hurricane, the company "went into family mode. We were able to get the kids of our employees who lost everything clothes to wear and food to eat. We had no job sites that were active, so our team members were available to go to people's houses to start ripping out sheet rock and shoveling mud out of people's kitchens."

In conjunction with the recovery efforts of its members and the Houston Chapter, AGC of America helped raise nearly \$180,000 for victims in the AGC community. It's work like this that affirms Curt Joslin's trust in the association: "The fact that the AGC does get involved with things like this, why wouldn't you want to be a part of a group like that? Why wouldn't you want to get involved with it or donate to it? It's an opportunity to help people that you maybe wouldn't otherwise know needed help."

Dean sees AGC's commitment to helping others as being right in line with Joslin's values. He says, "I would encourage anyone in our industry to get involved with the AGC and certainly follow their example in how they support local and national charities. As a multi-generational business, we understand our responsibility to our community, to our employees and to our customers. And the AGC is consistent with that. As a business, we like to align ourselves with organizations who share our values, and the AGC is a prime example of such an organization."

L-R: Curt Joslin and Shaun Dean

“I would encourage anyone in our industry to get involved with the AGC and certainly follow their example in how they support local and national charities.”

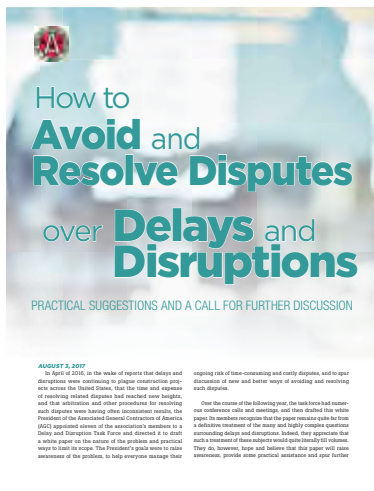
—Shaun Dean of
Joslin Construction





AGC PAC raised **\$472,172** from **477** individuals and contributed **\$412,500** to congressional candidates, leadership PACs, and political committees

In 2017, the Fund raised **\$824,750** in corporate and personal contributions from **52** member companies and their employees.



AGC crafted a series of recommendations on ways to avoid delays and disruptions on projects

AGC Pushes Feds to Protect Highway Workers

AGC submitted a Freedom of Information Action to the US DOT asking for studies justifying its decision to reject a Congressional mandate to increase the use of positive barrier in highway work zones. AGC worked to have a provision included in the MAP-21 reauthorization legislation and reemphasized in the FAST Act directing FHWA to issue rules requiring states to use positive barriers.

AGC Fights Against Politically-Motivated Contractor Blacklisting

AGC is pushing the federal government to protect contractors from unlawful discrimination from state and local governments that are considering or have passed legislation that would divest from and/or blacklist any company that participates in the design or construction of the southern border wall or related infrastructure. AGC has met with the Department of Justice, Customs and Border Protection, and more than two dozen members of Congress to urge immediate action against these unconstitutional state and local government initiatives. AGC will continue to defend contractors from all such forms of discrimination.

AGC Continues to Strengthen Its Advocacy Resources

The two most influential advocacy tools available to the association are the AGC Political Action Committee (AGC PAC) and Construction Advocacy Fund. Personal contributions received by AGC PAC are used to support candidates running for elected office who, regardless of party affiliation, understand the construction industry and the specific needs, interests, and concerns of AGC member companies and their employees. In 2017, AGC PAC raised \$472,172 from 477 individuals and contributed \$412,500 to congressional candidates, leadership PACs, and political committees.

Building a better policy and regulatory environment for the industry is central to the mission of the Construction Advocacy Fund. The Fund is the association's tool to advocate for members' interests at the federal and state levels by financing efforts such as survey research to bring reason and sound data to influence legislation and policy, litigation to block or improve aggressive regulatory measures, lobbying to advance construction priorities in Congress and the executive branch, and advocacy activities that move the public opinion needle. In 2017, the Fund raised \$824,750 in corporate and personal contributions from 52 member companies and their employees. It is working hard to expand its base of support to ensure that you and AGC have a strong voice to build the future.

AGC Develops Silica Compliance Assistance Materials for Contractors

Despite AGC's lobbying and legal efforts to block the rule, OSHA's controversial occupational exposure to crystalline silica rule became law in 2017. That is why AGC proactively developed the "Respirable Crystalline Silica in Construction" webpage with a host of valuable resources—sample forms, webinars, flowcharts, FAQs, and more—to help AGC members understand their compliance responsibilities.

AGC's challenges to the rule primarily focused on whether it is technologically and economically feasible, while also raising concerns regarding certain aspects of the medical surveillance requirements and the prohibition of dry sweeping during cleanup operations. AGC's intention has always been to find a way to continue reducing exposure to, and illness from, silica. While the association never disagreed with federal officials' motives, AGC has long felt that this rule would do little to improve workplace health and safety and that better approaches exist.

OSHA Awards AGC Nearly \$155k in Grant Funding to Deliver Fall Protection Training

AGC of America received nearly \$155,000 which it will use to help its chapters deliver fall protection training to hundreds of workers. The training seminars will be facilitated at AGC chapter training centers across the United States. Workers will participate in a 7.5-hr training seminar in a classroom setting conducted by knowledgeable safety instructors. The safety instructors will use a combination of safety videos, PowerPoint presentation, group exercises and discussion to train the target audience to recognize, avoid and prevent hazards relating to falls and working at heights in construction.

AGC Launches New Website to Ramp Up Advocacy Efforts

In order to enhance the association's advocacy efforts, AGC recently launched a new website, **Advocacy.AGC.org**, which will provide visitors with an integrated platform to find the latest news on policy and regulations, learn how their representatives are voting, get involved, and much more.

Members can also access all these tools via a mobile app device, VOTERVOICE, which they can download from Google Play or the Apple App Store. This will be a key tool for members to stay on top of the latest political developments.

AGC's new advocacy website helps members stay up to date and voice their concerns on new regulations and legislation



SPECIAL THANKS TO OUR SPONSORS

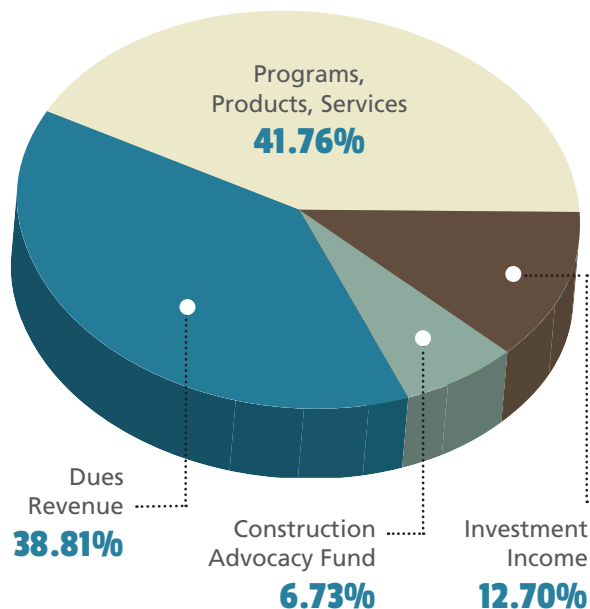
AGC of America Capstone Supporters:



Association Financials

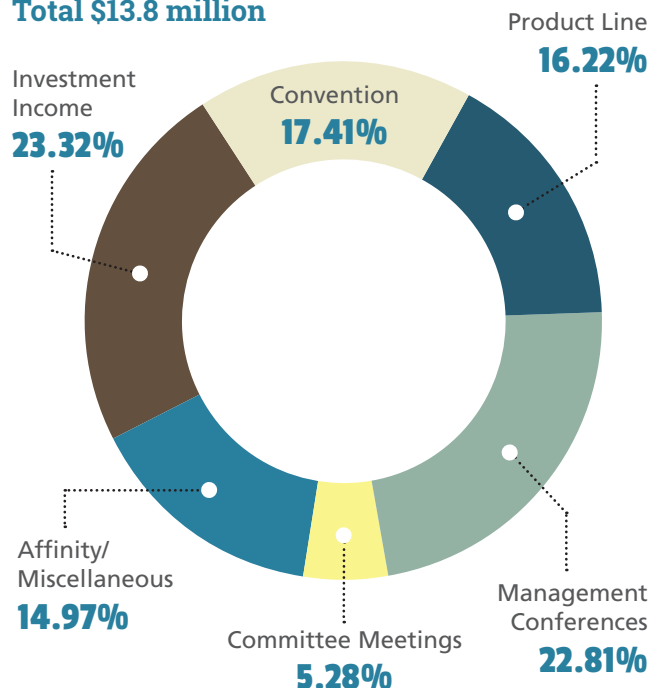
2017 REVENUE

Total Revenue: \$25.3 million



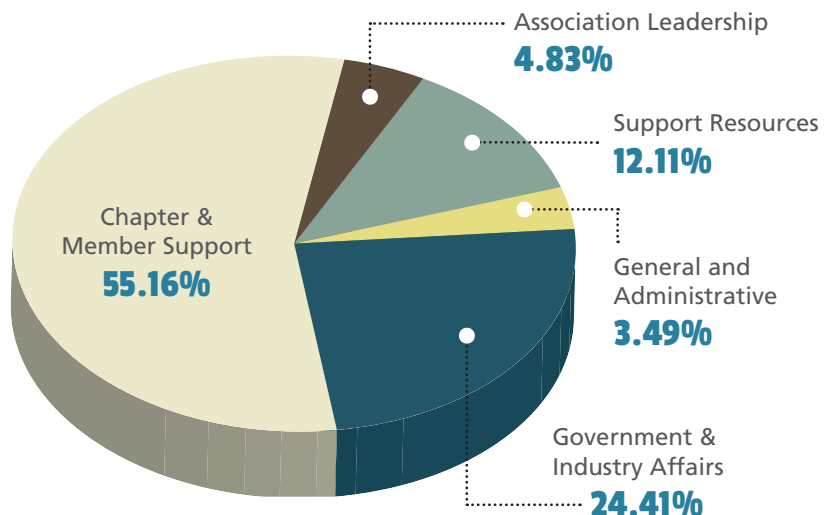
2017 NON DUES REVENUE

Total \$13.8 million



HOW DOES AGC SPEND THE REVENUE IT RECEIVES?

IN MILLIONS	
Government & Industry Affairs	\$5.3
Chapter & Member Support	\$12.1
Association Leadership	\$1.0
Support Resources	\$2.6
General and Administrative	\$0.8
Total	\$21.9







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