



## AGC of America Specialty Contractor

### *2009 Activities, Products, and Services*

AGC of America represents nearly 34,000 firms throughout the construction industry, including more than 13,000 specialty contractors that perform work throughout all sectors of the industry. Whether through the AGC Specialty Contractors Council (SCC), advocacy, safety and health, environment, labor and workforce, education and training or contract documents...AGC is focused on protecting your interests, helping your business and improving our industry.

The following are some of the major AGC of America activities of the past year on behalf of Specialty Contractors. I would encourage you to visit [www.agc.org](http://www.agc.org) regularly for updated information about AGC activities, products and services. For information about the AGC Specialty Contractors Council visit [www.agc.org/scc](http://www.agc.org/scc) or contact Mike Stark, Senior Director, Building Division at [starkm@agc.org](mailto:starkm@agc.org).

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#### **Specialty News Newsletter**

Delivered to your inbox six times each year, this electronic newsletter provides brief, timely news and information of interest to Specialty Contractors. For past articles, go [here](#). If you do not receive Specialty News, click [here](#) for subscription information. This newsletter is free for all AGC member firms.

#### **Economic Stimulus**

AGC worked hard to ensure significant infrastructure investment was included in the American Recovery and Reinvestment Act of 2009, and ultimately secured \$140 billion in construction spending. AGC has compiled information on the policy changes, new rules and regulations associated with the stimulus, programs receiving funding, tax incentives and the impact of job creation as a direct result of stimulus project awards. This information can be found at [www.agc.org/stimulus](http://www.agc.org/stimulus).

#### **Blueprint for Economic Growth**

In response to the current economic crisis, AGC of America developed a comprehensive recovery plan for the industry, titled "Build Now for the Future: A Blueprint for Economic Growth." This plan outlines a series of commonsense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction. The plan can be found at <http://blueprint.agc.org>.

#### **Best Practices Guidance for Retainage**

In October 2009, the Specialty Contractors Council (SCC) released a two-page "Best Practices Guidance for Retainage" document. Developed by the SCC Executive Committee with input from the more than 1,000 AGC specialty contractor members who responded to an AGC retainage survey in late 2008, this resource is intended to provide guidance to specialty contractors who face cash-flow issues related to retainage. This free resource can be found [here](#).

## **Chapter Specialty Contractor Resources**

The AGC Specialty Contractors Council (SCC) greatly encourages development of Chapter Specialty Contractors Councils. In 2009, the SCC developed resources related to forming or managing a Chapter SCC. These resources can be found [here](#).

## **SCC History**

The Specialty Contractors Council (SCC) has accomplished a great deal since it was established in 1997. Review the recently updated history of the SCC by clicking [here](#).

## **Guidelines for a Successful Construction Project**

AGC, the American Subcontractors Association (ASA) and the Associated Specialty Contractors (ASC) created this resource that explores the keys to a successful construction project and the specifics on how contractors can reach their mutual objective to “successfully deliver to the owner the specified project safely, on time, at the contract price and achieve a reasonable profit in return for performance of its work.” This free resource was updated in 2009 and can be found at [www.constructionguidelines.org](http://www.constructionguidelines.org).

## **Specialty Contractor Events at 2009 AGC Annual Convention**

The Specialty Contractors Council (SCC) held several events at the 2009 Annual Convention, including a presentation on SCC activities and resources, a roundtable discussion regarding “hot topics” of interest to specialty contractors, a presentation and panel discussion on “The Cash Flow Implications of Retention” and a specialty contractor-only reception. Click [here](#) for a complete summary.

## **MEP Spatial Coordination Team Requirements for BIM Guidance**

The Specialty Contractor’s Subforum of the AGC BIMForum recently released the MEP Spatial Coordination Team Requirements for Building Information Modeling. This document provides guidance to companies and individuals involved in 3D MEP (Mechanical, Electrical, Plumbing, and Fire Protection) spatial coordination. Its aim is to help the MEP spatial coordination process using 3D and BIM technology and to assist in developing team structures, definition of roles and responsibilities, recommendations for technical and IT considerations, social structure and accountability. The document can be accessed [here](#).

## **New AGC Specialty Contractor Seal**

AGC encourages all of the general contractors, specialty contractors, suppliers and service providers among the association's members to proudly display the association's logo and other insignia. Now, AGC specialty contractors have a seal specifically for their use. Specialty contractors are encouraged to include the specialty contractor seal on stationery, business cards, job signs and the like. A member may also display the appropriate insignia on its office walls and in other appropriate places. Click [here](#) for more information.

## **Specialty Contractor Needs Survey**

In July-August 2009 the Specialty Contractors Council (SCC) surveyed AGC’s specialty contractor members regarding how the Council and Association can best serve and engage specialty contractors. More than 720 AGC specialty contractor members completed the survey. The results are being used to guide the future of the SCC and ensure that its interests are aligned with those of AGC's specialty contractor members.

## **Building Information Modeling**

AGC is a leader in the promotion of BIM and AGC's efforts are focused through the [AGC BIMForum](#), whose mission is to facilitate and accelerate the adoption of BIM in the AEC industry. The BIMForum meets three times per year and has several subforums focused on specific topics. AGC is also developing a [BIM Education Program](#), a six-course curriculum designed to successfully educate construction professionals at all experience levels on a range of topics they would encounter implementing and using BIM.

## ConsensusDOCS

ConsensusDOCS released 13 new documents in 2009, including the 310 Green Building Addendum, 752 Federal Subcontract, and 725 Subsubcontract. In addition to holding six webinars and developing an Owners Brochure and a Contracts Catalog, thousands of people participated in the more than 150 educational events across the nation including ConsensusDOCS. Information is available at [www.agc.org/contracts](http://www.agc.org/contracts).

## AGC Lean Construction Forum

The AGC Lean Construction Forum is an online community for all stakeholders throughout the construction industry interested in lean construction processes. The Forum facilitates a dialogue on Lean Construction and is working to develop educational resources and learning opportunities on the use of Lean principals in the construction industry. A website will be unveiled soon and the Forum will meet during the AGC Building Contractors Conference in January 2010 in San Juan, Puerto Rico ([www.agc.org/bcc](http://www.agc.org/bcc)).

## Guide to Construction Financing—Second Edition

Originally written in 1999, this 26-page updated Guide explains the construction financing process and points out some of the opportunities and pitfalls for the contractor. This free resource can be found [here](#).

## Qualifications Based Selection of Contractors

This paper contains a discussion of QBS and the construction industry, an explanation of QBS benefits and challenges, consideration of how QBS works with various project delivery systems and owner suggestions for QBS best practices. This free resource can be found [here](#).

## AGC Division Meetings

The four AGC occupational divisions—Building, Federal & Heavy, Highway & Transportation, and Municipal & Utilities—hold meetings throughout the year that are of interest to specialty contractors who perform work in those particular segments of the industry. The 2009 Building Contractors Conferences were held [January 2009](#) in La Quinta, CA and [June 2009](#) in Hot Springs, VA; the Highway & Utilities Contractors Issues Meeting was held in February 2009 in La Quinta, CA and November 2009 in Palm Beach Gardens, FL; and the AGC Federal Contractors Conference was held [April 2009](#) in Washington, DC.

## Construction Marketing Resources

AGC's [construction marketing resources](#) include publications, products, a peer network and a knowledge source focused on helping to increase the profits and visibility of construction firms. In addition, AGC of America and the Society of Marketing Professional Services (SMPS) jointly held a webinar in December 2009 titled the "Ten Rules of Networking." This webinar recording will be available for purchase in the [AGC Bookstore](#) in January 2010.

## AGC's 2010 Annual Convention and Pavilion

As a Specialty Contractor, AGC's Annual Convention is one event you don't want to miss in 2010. With a full slate of keynote speakers, meetings, and education sessions, AGC's Annual Convention will help you meet the challenges of today's economy and better position yourself for success in the year ahead. **Register by January 31, 2010 to receive the early-bird discount on Platinum or Standard Registration - a \$200 savings!** Register today or learn more at <http://convention.agc.org>.