



## **AGC Business Development (BD) Committee**

### **2024–2026 COMMITTEE APPLICATION OVERVIEW AND CRITERIA FOR SERVICE**

#### **BD Committee Purpose**

The mission of the Business Development Committee is to be a valuable resource for AGC member firms, from all divisions, for actionable information and tools that help improve business development programs and results.

#### **Committee Role**

- Lead the Committee and ensure the mission is achieved.
- Develop and implement the Forum strategic plan and provide oversight of all related objectives, initiatives, and activities.
- Via the Chair, provide updates, reports, and recommendations, on behalf of the Committee, to AGC Building Division Leadership, AGC Board of Governors, and AGC Board of Directors.
- Engage Forum members and gather input and feedback.

#### **Committee Structure**

- Reside in and report through AGC's Building Division but serve all AGC divisions and members.
- Consist of 12 +/- members selected from AGC member firms across all AGC divisions.
- Meet 10 +/- times per year, with one of those meetings being in-person at AGC Annual Convention.
- Led by a Chair and Vice-Chair, who are appointed by AGC Leadership
- Supported by assigned AGC staff liaison(s)

#### **Committee Member Expectations and Responsibilities**

- Make his/her involvement a priority and actively participate and engage – this is a working committee.
- Champion, support and contribute to the implementation and oversight of the committee strategic plan.
- Share knowledge, ideas, best practices, and experiences.
- Attend a vast-majority of the Committee conference-call meetings.
- Make a genuine effort to attend the Committee in-person meetings.
- Be a positive representative of AGC, the Committee, and the Forum.

- Maintain and exhibit high ethical standards, practices, and actions.
- Inform the Chair of any potential conflicts of interest.
- Maintain the confidentiality of the Steering Committee's work and conversations until the Chair authorizes release.

### **Steering Committee Membership**

- **Members must possess proficient knowledge of the construction industry and some experience with the business development function.**
- Members serve two-year terms coinciding with the AGC Annual Convention, from April 2024-April 2026.
- Members must be employed by an active AGC member firm or chapter in good standing.
- Members must be willing to devote time and effort to the well-being of the Committee, AGC, and the construction industry.
- Members must possess a demonstrated capacity to exercise good judgment.
- Committee makeup should be reflective of, as reasonable/feasible, AGC's diverse membership in terms of company size, geographical area, operating markets and competencies, etc.
- Committee makeup should be representative of, as reasonable/feasible, the different business development related positions and areas of expertise, including sales, marketing, proposal development, etc.

### **Steering Committee Process**

- Individuals who [complete the volunteer interest form](#) and indicate an interest in the Business Development Committee will be asked to complete an online form. Once the form is completed a member of the BD Committee will contact you regarding your application. You will be notified of your application status in late 2023/early 2024.
- Their two-year term will begin at the in-person Steering Committee meeting to be held at the [AGC of America's Annual Convention](#), March 19-22, 2024, San Diego, CA.
- [Complete the Volunteer Interest Form by October 1.](#)