PRESIDENT’S MESSAGE

CHUCK GRECO
Over 26,000 firms are busier, safer, smarter and stronger today because of the work AGC of America accomplished on their behalf during the past twelve months. When you consider all that our national association accomplished last year, there should be no doubt about the tremendous value we receive in return for paying our dues.

Transportation contractors will be a lot busier this year thanks to the vital role AGC played in getting Congress to pass the first fully-funded long term surface transportation bill in over a decade. By finding new and innovative ways to get members and commuters involved in pushing for a bill, we helped secure funding increases and certainty that contractors haven’t seen in years.

All the while, we kept up the fight to increase federal investments in our other public assets, including ports, waterways and federal buildings. We helped push for the first substantial increases in funding for many federal construction programs in years. And we secured needed reforms to make it easier for smaller contractors to work on federal projects.

Construction work sites are safer today because of AGC of America. In 2015 we launched or expanded vital safety training programs designed to prevent falls, improve highway work zone safety and address the influx of new and inexperienced workers. We continued to push motorists to drive with care in work zones and to research and learn from the causes of every construction fatality.

Thousands of construction professionals are smarter, more able to excel because of the broad range of educational programs AGC of America offers. We are launching a new generation of Lean Construction Certificate Holders, while continuing to offer world-class instruction in Building Information Modeling and prepare new project supervisors and managers to better perform their jobs. We provide every opportunity for members to learn from—and teach—each other.

Better than any other construction-focused organization in Washington, AGC of America helps keep your firms strong by advocating for our industry’s interests. Our successful advocacy work has helped prevent the worst of what Washington has to offer in new red tape and regulations.

Better than any other construction-focused organization in Washington, AGC of America helps keep your firms strong by advocating for our industry’s interests. Our successful advocacy work has helped prevent the worst of what Washington has to offer in new red tape and regulations. And we continue to lead the charge to rebuild the pipeline for new worker recruiting and training programs.

As this year’s Annual Report makes clear, AGC of America is the only group in Washington that represents all of the interests of the entire construction industry in Washington, D.C. And thanks to the quality of the staff, the involvement of the members and the passion all of us have for our industry and our association, I can confidently report that in 2015 we helped make your firms busier, safer, smarter and stronger.
RIGHT OUTSIDE AGC OF AMERICA’S HEADQUARTERS, there’s a hotel being built. Every now and then, I can’t help but take a moment to look out the window and appreciate all that it takes to build something out of nothing. It is a reminder that contractors are performing amazing feats of ingenuity and skill all around us. Yet it is so easy for many people to pass by without a second thought.

In much the same way, the Associated General Contractors of America works tirelessly to make sure our members can keep doing what they love: shaping the world around them. But given the daily crisis of the in-box most members have to deal with, it is no surprise that our work can often go unnoticed. Yet when you sit back and review all that we accomplished in 2015, it is clear that we played a vital role in making our members busier, safer, smarter, and stronger.

We made our members busier this year, for example, by securing the passage of the FAST Act, the first long-term highway and transit reauthorization in ten years. Getting this legislation enacted took an enormous amount of effort from AGC staff and coordination with countless member firms and chapters. At the same time, we made it easier to finance water infrastructure projects, helped fix a broken VA building program and opened up new opportunities for small firms.

Safety has become a pillar of the industry, but it is still something that challenges all of us. AGC released a survey tracking motor vehicle crashes in highway work zones to help raise awareness among the driving public. We put out a concise series of steps to help improve safety on construction sites. We also continued important safety projects like our stand downs and Willis Construction Safety Excellence Awards.

Regulations, business practices, technology and building techniques are constantly changing, and we make sure our members have the smarts they need to succeed. It’s important to ensure that young, new professionals are being well educated, as we do through our Education and Research Foundation. We also want to allow experienced construction professionals to continue to improve through credentialing programs, like the Certificate of Management in Lean construction we initiated this year.

Finally, keeping our industry strong requires clearing hurdles that could make our businesses weak. We spent the last twelve months fighting to help firms overcome workforce shortages that have the potential to undermine the sector’s recovery. We also have been pushing back against unnecessary and damaging regulations that force many firms to waste valuable resources and do little to improve safety or the environment.

Just as I like to take a moment to look out my window and appreciate the work you do, I hope you take a moment to stop and look through this report to get a sense of everything that we do here at AGC of America to keep you busy, safe, smart and strong.
WE ARE COMMITTED to making sure member firms stay busy. Whether securing new federal investments in infrastructure, fixing broken public construction programs, or pushing common-sense, pro-growth policies, we work hard to keep you busy.

GETTING A HIGHWAY AND TRANSIT BILL PASSED

Our intensive, months-long campaign helped convince Congress and the President to enact the FAST Act in December, the first long-term, fully funded transportation bill in over a decade. Key to this success were the Hard Hats for Highways and Drive Better Roads campaigns we organized.

...we enabled construction professionals to send over 25,000 letters to 504 members of Congress in all 50 states pushing them to pass a bill.

Thanks to those two grass-roots efforts, we enabled construction professionals to send over 25,000 letters to 504 members of Congress in all 50 states pushing them to pass a bill. We also organized dozens of face-to-face meetings between our members and their Congressional delegation to encourage passage of a bill.
PROFILE: FIGHTING FOR REFORMS

KATIE REZIN, VICE PRESIDENT OF PUBLIC AFFAIRS, A.L.M. HOLDING COMPANY

As A.L.M. Holding Company’s Vice-President of Public Affairs, Katie Rezin is responsible for promoting the company’s public policy interests. When the possibility of passing a highway and transit bill loomed this year, she had to get her company's desired reforms heard. Her firm wasn’t only concerned about long-term funding; it also was seeking to modernize the hours-of-service trucking rules to give drivers greater flexibility.

Rezin turned to AGC of America for its expertise and influence in Washington to help push for these reforms. AGC developed a coalition of industry supporters and ensured the desired reforms were included in the final bill. She explains, “When we were rejected at every turn and I thought we were dead in the water, AGC’s team was able to resurrect this proposal and negotiate a change that was eventually signed into law. Had they not been there as boots on the ground, this change would not have been possible.”

Rezin stresses the value that the hours of service amendment will have for construction firms in her region: “we operate in the frozen tundra of the Midwest, and that provides a very limited timeframe on when we’re able to complete our projects. Every hour is valuable to us, so allowing our employees to restart their workweek clock in a larger air-mile radius allows us to maximize the hours we have in that finite period of our construction season.”

She says this experience showed her the value of working with AGC to make sure your company’s concerns are heard. “If you’re not at the table, you’re on the menu. It’s really important to have your voice heard in Washington. Especially when it comes to government regulation, there’s just too much at stake. AGC has a seat at the table and the ability and the experienced team to help effectively send our industry message to Washington.”

She also sees significance in AGC’s ability to organize grassroots efforts among its members and the public. “What AGC can do that individual firms can’t do on their own is provide a collective voice. AGC has members in every district, which is a built-in relationship with every member of Congress, and when we are able to collectively work from the same playbook, delivering the same coordinated message, we are more effectively able to accomplish our goals than we would be individually.”

If you’re not at the table, you’re on the menu... AGC has a seat at the table...
Thanks to an intensive, targeted digital advertising push we launched, we brought in every-day commuters and road users and got them to pressure Congress to pass a bill. And we used the power of social media to share our series of “Quit Kicking the Can” videos featuring members from across the country with tens of thousands of voters and elected officials. We took our message on the road as well, organizing successful media events featuring our members in Ohio, Louisiana, Pennsylvania, Texas and California, among other places. These events helped educate the voting public about the need for a new highway and transit bill.

Many members will be a lot busier because we built what many thought impossible—a broad bipartisan coalition within Congress to boost funding to repair and improve our aging roads and transit systems.

**MAKING IT EASIER TO FUND WATER INFRASTRUCTURE**

One key provision AGC of America secured this year was a fix to the Water Infrastructure Finance and Innovation Authority (WIFIA). The fix makes it easier for contractors to access federal funds for water-related infrastructure projects. Previously, projects that were financed in whole or in part with any sort of tax-exempt financing were ineligible for WIFIA assistance, but AGC made sure this barrier to participation was removed.

**REFORMING THE VETERANS AFFAIRS CONSTRUCTION PROGRAM**

AGC of America became the first construction association to call for another federal agency to execute Department of Veterans Affairs’ (VA) construction projects early in 2015. Past VA construction projects have been riddled with delays and budget overruns that made it difficult for contractors working with the Department. In response, AGC worked with leaders in Congress to craft legislation requiring the U.S. Army Corps of Engineers to execute VA construction projects over $100 million. In September, both chambers of Congress passed the legislation, and the president signed it into law.

Completing VA hospitals on time and budget will provide veterans with the facilities they need and it will help prevent the waste of valuable taxpayer’s dollars.

**HELPING SMALL BUSINESSES WITH PROCUREMENT REFORM**

AGC of America pushed for measures that will help smaller contractors get business for federal projects more easily. These reforms will help smaller construction companies get federal business in three vital ways.

The reforms help prevent fraud in the federal construction surety bond market by requiring that individual sureties back their bonds with real, easy-to-value assets. The reforms also mandate that Department of Defense agencies consider the past performance of the individual companies in joint venture and teaming arrangements that include a small business, not merely the past performance of the joint venture. Finally, the reforms fix a recent court decision that would have required small business construction contractors to only purchase their materials and supplies from other small businesses.
SAFER

SAFETY IS FUNDAMENTAL to the success and future of our industry. In 2015, AGC of America continued proven safety programs from past years and launched new efforts to make sure our member firms have all the information and resources they need to be safer.

AGC of America’s Education and Research Foundation is helping start the first-ever Construction Safety Bachelor of Science degree at Keene State College...

CREATING THE FIRST-EVER CONSTRUCTION SAFETY MANAGEMENT DEGREE
This year, AGC of America’s Education and Research Foundation is helping start the first-ever Construction Safety Bachelor of Science degree at Keene State College in New Hampshire. This will be the first time students will be able to earn a construction safety-specific degree.

Dr. Wayne Hartz, Associate Professor of Safety and Occupational Health Applied Sciences (SOHAS) at Keane State, says that the college is excited to build the new department on its liberal arts foundation. While the school had an existing general SOHAS degree, he says that through the new program and “with AGC’s help, we can sharpen the focus to assure out-of-the-gate construction safety management readiness.”
HELPING FIRMS MAKE JOBSITES EVEN SAFER

AGC of America released “13 Proven Steps to Improve Construction Worker Safety” in the fall to help firms cope with an influx of new, and relatively inexperienced workers. These recommendations came from an in-depth analysis of effective construction safety programs that we perform as part of our Willis Construction Safety Excellence Awards. Every year after the safety awards judging ends, AGC and Willis develop a white paper that looks at effective construction safety practices.

After many firms told us they were worried about the impacts of worker shortages on safety, we realized we needed to do more. So this year we took the results of that analysis and boiled them down into a handful of easy-to-implement steps that are proven to improve safety. We also produced a brief podcast of the steps so anyone could get a sense of the document even if they were too busy to sit down and read through the entire report.

EXPANDING THE HIGHWAY WORK ZONE SAFETY TRAINING PROGRAM

AGC of America secured $120,000 to expand our highway work zone safety training classes into 2016. Thanks to the Susan Harwood Training Grant from the U.S. Department of Labor, we will be able to offer the safety training classes designed to prevent injuries among highway, street and bridge construction workers in six different locations.

Expanding this safety program complements our other safety efforts and materials on areas such as fall protection, crane safety and safety program management. The association offers educational materials to member firms as well as online and in-seat safety training programs.

AGC of America secured $120,000 to expand our highway work zone safety training classes into 2016.

GETTING TO THE CAUSE OF CONSTRUCTION FATALITIES

AGC of America continued its annual survey of road builders to measure the scope and severity of highway work zone crashes. We shared this information with firms and the public to urge motorists to stay alert while driving through work zones, noting that drivers and passengers are actually more likely than highway workers to be hurt or killed in work zone accidents.

We are also continuing our partnership with Virginia Tech to research every Bureau of Labor Statistics fatality report from 2010 through 2013. The idea is to identify any and all common threads between different construction fatalities so we can craft safety recommendations to help member firms prevent future crashes and save lives.
PROFILE: PROMOTING SAFETY

BILLY GRAVES AND STEVE STROKIS OF WB MOORE

A proven way to protect workers is to create a strong culture of safety. Billy Graves and Steve Strokis of WB Moore probably know that as well as anyone. Graves, the company’s CEO, speaks about safety as something deep in the firm’s mindset: “It’s a matter of slowing down and paying attention to your actions and being accountable to yourself. They don’t really teach that stuff in an OSHA manual.”

Making safety part of your company’s core identity also means making it a point of pride, which gets to the heart of why we organize the annual Willis Construction Safety Excellence Awards. Winning the 2015 grand award was a proud moment for everyone in the company, Graves says, because it was an effort that all employees worked hard at. “It wasn’t just Billy Graves making a statement; it was everybody.”

Strokis, WB Moore’s Safety Manager, explains how going through AGC’s awards program helped make their safety program even better, saying, “It forced us to do a couple of things: it required us to look inward at things that we currently do and ask, ‘What can we do better?’ In conjunction with that, being associated with the other contractors in the process, we were able to glean good practices and incorporate them into our safety program. So, it was a win-win all the way around.”

Beyond the awards programs, AGC of America’s safety events, white papers, conferences and committees are vital resources available to all member firms. Strokis says these resources make it easier to continually improve their safety program. “It would be almost a full-time job just doing the research to find out best practices, as opposed to just showing up to meetings and having it literally dumped in your lap.”

“Safety is unique in that everyone wants to share their knowledge. Strokis says, “At the end of the day, one of my most rewarding feelings is when I go on a jobsite and I listen to people repeat things I told them in training and it’s like, ‘Wow, yeah they get this. They understand this.’ They’re embracing it and they’re helping to teach others. Ultimately, that’s how this works. I teach a group of ten guys, and when they get down to their crews, they teach ten guys. It’s a ripple effect.”

“You have to be involved in an organization,” says Graves. “There’s nothing better than having a peer-group dialogue about what’s a best practice, what issues you are running into, and what works well. You have to have that, and we’re only as good as the group.”
NO MATTER HOW LONG you’ve been in the business, it seems like there’s always something new to learn. AGC of America is constantly updating and creating new opportunities to make our current and future industry professionals even smarter.

CREATING A NEW LEAN CREDENTIALING PROGRAM
AGC of America launched a new Certificate of Management in Lean in the fall of 2015. The certificate is the first to allow construction professionals to

Jeff Esgar (right), Sundt Construction, Inc., receives his AGC Lean credential
demonstrate mastery of the hyper-efficient construction approach. After participants complete our seven-unit Lean Construction Education Program, they are able to sit for an exam to receive the certificate. This year, we had 99 individuals from across the country achieve this credential.

Obtaining the Lean certificate was an incredibly useful experience, and what we’ve learned in the classes we’re now bringing back to our company.

J. Blake Baur, a superintendent for Turner Construction Company, saw the credential as a great way to begin improving his grasp of Lean: “You have to build off of something. You have to start somewhere.” He said he gained an immense amount of information through earning his credential, but he still hopes to learn more.

Patrick Hennessy, an engineer at Aegis Project Controls, said he’s already been able to use what he’s learned on projects: “It was an incredibly useful experience, and what we’ve learned in the classes we’re now bringing back to our company. We’re helping others in our company start to think the same way, and we’re starting to implement these practices on our projects.”

Mark Thomas, Eastern Regional Director of I.M.P.A.C.T., sees gaining credentials like these as part of a broader step forward for the industry. About Lean construction, he says, “This is a concept that’s not going away. This is a concept that we have to improve upon. Many people have been in this business for a long time, and this will challenge us to start thinking that there are better ways to do stuff.”

OFFERING MORE CONTINUING EDUCATION CREDITS

AGC has many members with many different professional interests, and we want to accommodate as many people as possible. That is why we now offer seven different types of continuing education credit through various associations and institutes, aimed at different areas of the industry. You can get this credit by attending a course, conference, meeting, or a webinar.
ANALYZING ECONOMIC TRENDS
AGC members get access to a wide range of economic analysis and insights designed to help them succeed in the ever-evolving market place. AGC’s in-house chief economist, Ken Simonson, keeps members informed with his ongoing series of newsletters, releases, in-person visits and webcasts. In 2015 alone, he gave 78 construction economics presentations in the US, including 46 at AGC national and chapter events. AGC of America also provides analysis of construction employment and spending every month as well as our annual hiring and business outlook to make sure members have a full understanding what’s going on in the industry and what lies ahead.

EDUCATING THE NEXT GENERATION
The AGC Education and Research Foundation ensures that our member firms have access to the best and brightest of future generations. Through the Foundation, our members are leaving behind a legacy of excellence. Here’s how:
In 2015, the Foundation gave out 131 graduate, undergraduate and workforce development scholarships totaling $409,000.

SCHOLARSHIPS—Nationwide, AGC of America and its chapters donate $1.9 million annually in scholarships to students studying in the construction industry. In 2015, the Foundation gave out 131 graduate, undergraduate and workforce development scholarships totaling $409,000. These scholarships benefited every region of the country, with recipients coming from 37 different states.

FACULTY INTERNSHIPS—The Foundation helps fund faculty internships all over the country. These internships give professors the opportunity to work with our contractors so that they maintain a first-hand understanding of what it’s like to work on a jobsite. This year our faculty interns came from Purdue University, California Polytechnic University, Washington State University, University of Oklahoma, North Dakota State University, and Roger Williams University.

INDUSTRY CASE STUDIES—We commission case studies that provide today’s construction management students with the tools to build the industry’s future. For example, Pittsburgh State University is in the final stage of completing a case study on Lean with J.E. Dunn Construction Company and TD Industries, Inc.

OUTSTANDING EDUCATOR AWARDS—Once a year, the Foundation picks a professor who exhibits a great deal of involvement in AGC, in the industry, and in his or her students. These professors and their stories set an example we want others in education to follow.
STRONGER

MEMBER FIRMS CANNOT THRIVE if they are mired in red tape, paying unnecessary costs or struggling to find workers. AGC of America fights every day to make sure our members can focus on what matters most, building great things.

WORKFORCE SHORTAGES

One topic that always comes up with members of AGC is the future of the industry and the men and women that will make up its workforce. In many parts of the country, member firms are having a difficult time finding young new employees to replace their aging crews. Others are having difficulty with workers who have left to go work in other industries.

RAISING AWARENESS—AGC of America plays a key role in generating broad public attention to the issue and pushing for state and local reforms. In September, we conducted and released our third annual Worker Shortage Survey to track the scale and severity of construction worker shortages across the country. That survey found that eighty-six percent of members are having a hard time finding workers to fill available positions, up from our prior surveys in 2014 and 2013. We used the survey to educate the media, the public and government officials about the need to rebuild the once vigorous pipeline for recruiting and training new construction workers. Thanks to articles we secured in publications such as The Wall Street Journal, the Associated Press and many others, addressing workforce shortages became a top priority in many state legislatures and Congress.
DEVELOPING SOLUTIONS AND ENGAGING THE NEXT GENERATION—Awareness and support are only helpful if you have a plan to solve the problem. AGC also released its newly-updated Workforce Development Plan to make clear how to solve the growing shortages. In this plan, AGC called for new career and technical school programs, the implementation of the Workforce Innovation and Opportunity Act, and many other measures that can offset the labor shortages in every region of the country currently facing challenges.

To further support Workforce Development, the Education and Research Foundation gave out 19 Workforce Development Scholarships for the first time in 2015. These scholarships were awarded to students in a certificate or 2-year technical program thanks to an initial contribution from the National Center for Construction Education and Research.

The future of our industry depends on our ability to cultivate and advance the next generation. Sarah Miller plays a key role in that effort by serving on AGC’s Construction Leadership Council Steering Committee. She says, “I always feel like if you have an interest in your future, then you should have an interest in AGC of America because they really do a lot of great work for the future of our industry.”

Miller sees bridging the gaps between older and younger members of the industry as an integral part of making sure that future is bright: “Mid-career professionals are going to be the ones that are decision-makers for their company someday. Those are the people that we need to make sure that we engage now, so that they have the experience that they need. There’s a knowledge gap that grows every day, and the more young people you get involved, the less of a gap you’re going to have and the better knowledge-transfer you’re going to have.”

That’s not to say it’s a one-way discussion. More experienced members often go to younger members in the CLC with their own questions as well. Miller explains, “They are definitely reaching out to us and asking ‘what can we do differently?’ And we’re giving them those answers. Sometimes it’s surprising, and sometimes they know the answers even if they don’t want to believe them, so it’s a really interesting conversation to have, especially at some of the higher level meetings.”

Whether seasoned or new, everyone benefits when younger members of the industry are engaged. Miller sees this as one of the values of AGC: “If AGC didn’t exist, I could say that my knowledge of other professionals in my industry would be much smaller. I might know the subcontractors that we use, and I might know the suppliers that we have, but outside of that circle that you work in, I would say that the reach would be very small. You might not have that person you can call when you have that question you can’t answer internally.”
Transportation contractors in Western Pennsylvania are no strangers to workforce shortages. “The image of the industry has been one where people think it’s a low-skill, low-wage and dead-end career path,” says Jason Koss, Director of Industry Relations at the Constructors Association of Western Pennsylvania (CAWP), an AGC chapter. “We try to educate people that that is not the case, there are great career opportunities, good-paying middle class wages, and the opportunities for growth are tremendous.”

Future Road Builders is a new, innovative educational video game the chapter produced with Simcoach Games to expose more young students to the industry. It allows students to immerse themselves in a virtual highway construction job site. Prospective workers go through eight stages of a construction project, seeing how much money they would be making, the skills they would be developing, and the challenges they would face.

Rich Barcaskey, Executive Director of CAWP, says that the game provides a vetting process to see if students really want to pursue careers in a construction trade: “If you complete it, then it means you have interest, and we have a website to facilitate you to the next steps. If you don’t complete it, we’ve also achieved our goal in that we won’t spend the time, the effort and the expense in training someone who, in all honesty, after a few times working out in the cold, in the wet is then going to say ‘this is not for me.’”

More than 1,500 students have already participated in the Future Road Builders program, many of whom finished it and received a certificate of completion. One certificate-holder is Beetesha Kearney, who discovered it as a student at Breaking the Chains of Poverty, a pre-apprenticeship program for the underprivileged run in Pittsburgh. She says, “Construction to me was a bunch of orange cones and someone telling me, ‘Go this way!’ That was construction to me growing up. I never knew that there was this whole world.”

AGC of America’s efforts to push for more workforce investments complement the work chapters like CAWP are doing. Chuck Niederriter, Chief Operating Officer for Golden Triangle Construction Company, says AGC of America’s workforce development efforts can be especially helpful to smaller firms. Barcaskey agrees, saying, “AGC can help as an association rather than the individual firm in the respects that we’re all trying to educate people about the industry, and we’re all in the same boat of trying to recruit people into our industry.”
Since 2009, AGC has helped prevent over 100 FEDERALLY-MANDATED project labor agreements.

AGC achieved a major legislative victory by getting bipartisan support to eliminate the Affordable Care Act’s mandatory automatic enrollment provision. Even as we work hard to make sure we have new people entering into the workforce with the craft skills they need, AGC also wants to cultivate the next generation of leaders within the association. That is why we brought together even more young professionals to our annual CLC Leadership Development Conference this year than we have in prior years.

REFORMING THE AFFORDABLE CARE ACT
AGC achieved a major legislative victory by getting bipartisan support to eliminate the Affordable Care Act’s mandatory automatic enrollment provision. The mandatory automatic enrollment provision would have required employers with more than 200 full-time employees to automatically enroll employees into coverage if an employee did not voluntarily choose or decline a plan. This new measure protects countless construction workers from being forced to pay deductions for health insurance they may not need or cannot afford.

Earlier in the year, the President signed another milestone AGC of America-backed law, the Protecting Affordable Coverage for Employees Act. Thanks to this legislation, states are now able to define a “small employer” as having fewer than 50 employees, rather than 100 or fewer. Moving forward, the association will continue to push for additional reforms to make sure construction workers have access to high quality, affordable health care.

SIMPLIFYING IRS REPORTING REQUIREMENTS
AGC got the Internal Revenue Service (IRS) to simplify the reporting process for multiemployer health care plans in August. This update will help streamline the reporting process, taking undue burden off our firms.

STOPPING FEDERALLY-MANDATED PROJECT LABOR AGREEMENTS
Since 2009, AGC has helped prevent over 100 federally-mandated project labor agreements. We continuously educate federal contracting agencies about the perils of these mandates, because we understand that such government interference has the potential to compel firms to drastically alter their practices in order to be competitive.
LIMITING ENVIRONMENTAL REGULATIONS

AGC secured major changes to two new rules from the U.S. Environmental Protection Agency (EPA) in 2015. These changes will help hold unwanted and unnecessary delays to a minimum, keeping firms and their employees working.

The EPA released its final rule tightening the ozone National Ambient Air Quality Standards. The new standard is at the top end of the range that the EPA proposed last year because groups like AGC of America were able to show the agency why tighter restrictions were needless and infeasible. Without our influence, the EPA likely would have limited the standard to an even-more-difficult to achieve limit.

AGC also got the EPA to grandfather certain construction permit applications, allowing those applications to be reviewed under the current standard and to better account for the impact of “background” ozone that either occurs naturally or is transported from other countries.

The EPA and the U.S. Army Corps of Engineers (Corps) also released a final rule on the Waters of the U.S., which greatly expands federal jurisdiction in the Clean Water Act. AGC worked hard to limit the rule’s reach so that our members won’t face unnecessary permitting delays by submitting multiple sets of comments on the proposal and meeting with EPA and Corps’ staff for lengthy discussions in September.

We succeeded in getting significant improvements to the rule, such as the exclusion of municipal separate storm sewer systems from new permitting requirements and greater clarity on the definition of ditches. Despite those improvements, we are still working with the EPA, the Corps and Congress to fix many of the other problems the rule presents.

SETTING THE RECORD STRAIGHT

AGC of America strives to make our industry’s voice heard. To do this, we worked closely with chapters and member firms to host 15 different media events this year in 12 states across the country.

At these events, we help our members tell their stories and offer their perspective. We talked about job site safety, workforce shortages, and the highway and transit bill, among many other things. By making sure the construction industry can speak for itself, we’re also ensuring nobody else is trying to do it for you.

We complement these media events with an aggressive media relations program that regularly secures national, state, local and trade coverage of issues that are important to the association and crucial to the industry.
AGC made all **CONSENSUSDOCS BOND FORMS FREE**

7th Year in a Row that AGC was recognized among **MOST INFLUENTIAL LOBBYING GROUPS**

ConsensusDocs were mentioned in **230+ INDUSTRY ARTICLES**

The AGC Political Action Committee raised **$429,225** and **DONATED $349,500** to candidates who support construction-friendly policies.

AGC Charities rebuilt the San Juan home of army veteran Jose Quinonez as part of its annual Operation Opening Doors charity project. Over 70 firms and individuals donated labor, services, and supplies to make the project a success.

Jose Quinonez thanks (left to right) Joe Vizcarrondo, president of Desarrollos Metropolitanos, who organized the 2015 Operation Opening Doors project; AGC Puerto Rico President Humberto Reynolds and AGC of America President Al Landes.
THE CONSTRUCTION ADVOCACY FUND:
THE FOUNDATION
OF OUR SUCCESS

THE CONSTRUCTION ADVOCACY FUND allows AGC of America to finance its efforts to expand markets, fight regulatory overreach and advocate for the industry thanks to contributions from members across the country.

The Fund played a vital role in supporting the association’s many victories and advocacy efforts in 2015, including our work to secure new federal transportation investments, fight costly new regulatory burdens, promote construction safety and address construction worker shortages.

Here are some of the advocacy efforts the Fund helped pay for in 2015:

- AGC’s successful transportation campaigns, including the establishment of the new Drive Better Roads campaign and related digital advertising push. The Fund also paid for the media events and development and distribution of the “Quit Kicking the Can” videos that were a key part of the Hard Hats for Highways effort.

- Our continued advocacy for new measures to recruit and prepare the next generation of construction workers. The Fund helped finance our research to measure the scope of workforce shortages and our effort to promote common-sense solutions, like boosting investments in career and technical education programs.

- Pushing for greater safety in the construction industry. The Fund is financing our ongoing work with Virginia Tech to better understand the cause of construction fatalities. It also helped pay for our efforts to promote new, proven safety measures designed to help firms cope with an influx of new and inexperienced workers.

- Fighting regulations like the Waters of the U.S. rule and other proposed measures to address silica safety and ozone emissions. The Fund helps pay for the research we conduct to demonstrate how proposed rules will not work as intended. It also helps support our involvement in key coalitions to demonstrate unified concerns about proposed rules.
**2015 REVENUE**

- **$9,358,151** Non-Dues Revenue
- **$8,835,066** Dues Revenue
- **$18,193,217** Total Revenue

- 51.44% Non-Dues Revenue
- 48.6% Dues Revenue

**2015 NON DUES REVENUE**

- **$2,888,815** Management Conferences
- **$2,313,230** Affinity/Miscellaneous
- **$2,109,005** Product Line
- **$1,497,635** Convention
- **$536,866** Committee Meetings
- **$12,600** Investment Income
- **$9,358,151** Total

- 30.87% Management Conferences
- 22.54% Affinity/Miscellaneous
- 16.00% Product Line
- 5.74% Convention
- .13% Committee Meetings
- 24.72% Investment Income

**ASSOCIATION FINANCIALS**

**2015 NON DUES REVENUE**

- **$11,618,201** Chapter & Member Support
- **$3,362,230** Government & Industry Affairs
- **$2,288,453** Support Resources
- **$749,992** Association Leadership
- **$722,419** General and Administrative
- **$18,741,295** Total

- 61.99% Chapter & Member Support
- 12.21% Government & Industry Affairs
- 4.00% Support Resources
- 3.85% Association Leadership
- 17.94% General and Administrative

**DUES AND NON-DUES REVENUE HISTORY**

- **2013**
  - Dues Revenue: **$8,750,393**
  - Non-Dues Revenue: **$7,702,174**

- **2014**
  - Dues Revenue: **$8,943,022**
  - Non-Dues Revenue: **$9,643,548**

- **2015**
  - Dues Revenue: **$8,835,066**
  - Non-Dues Revenue: **$9,358,151**