What a year it has been in the commercial construction industry! With the swearing in of a new President, expectations were high that much needed attention on the construction industry would be a focus: Infrastructure investment, Workforce Development and addressing Regulations were all buzz words. The fact is, with all the discussion, unless we start the initiative and do it ourselves …no one else is going to do it.

This year AGCVA has focused upon developing the contractor of the future: workforce development, focused membership engagement, legislative and regulatory representation, jobsite safety, money saving programs, strategic networking and more.

AGCVA made the commitment and hired a Workforce Development Manager in order to focus on and better coordinate workforce solutions, and identify educational & training opportunities members ask for. AGCVA heard from Governor Terry McAuliffe’s Workforce Development team and we shared our desire to provide current and future employees the tools to go to the next level. We are partnering with community colleges, career technical centers and national trade associations to provide the curriculums and the pathways for the workforce of the future.

This year we have made changes to help our members stay connected. We have created a new website in order to provide updated materials to our members. We have focused more marketing on Facebook and Twitter; promoting education, events and stories of interest which is increasing our circle of members. We have upgraded to a new eBulletin with more informative information for our members. It has a new style that focuses on the core interests: Industry News … Legislative … Safety … Workforce Development … and most importantly Member News. Which we hope members will take the opportunity to share their press releases with AGCVA.

AGCVA continues to better on-board new members. In addition to the touchpoint system that has been implemented statewide in every district. AGCVA is starting a New Member Orientation Program. This free and very informative program provides new members & interested members new to the industry, with all the content AGCVA has to provide. If you haven’t been, I suggest you make an effort and I bet you learn one new thing about the value AGC offers you. These are being held in different areas of the state in order for new members to participate in this program.

We have provided many changes this past year and we look forward to leading and promoting our industry going forward. I like to tell the board “The Best is Yet to Come” and I believe it. With the talent on our board, in our districts and young leaders ready to take up the challenge, I know the future is bright for the Commercial Construction Industry.

As my year of Chairman of the Board comes to a close. I would like to thank my family, especially my wife Lori, the leaders of my company, the state officers and the support of fellow AGCVA members and our incredible staff.

Sincerely,
Ed Bowman
Chairman of the Board
2017 AGCVA Board of Directors

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Sam Stocks
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Anderson Construction, Inc

David Turner
Kjellstrom and Lee Inc

Chris Weaver
Lantz Construction Company

Spencer Wiegard
Gentry Locke

Legal Counsel
William E. Franczek
Vandeventer Black LLP

Financial Advisor
Kevin Branner
Yount Hyde & Barbour PC

AGCVA FINANCES
2017 Operating Statement   (preliminary)

Income
Dues   1,010,003
Convention   264,158
Royalties   111,975
Office Operations   3,600
Meetings   23,240
Interest/Investments   108,548
Educational/Seminars   69,465
Miscellaneous   15,136
$1,606,126

Expense
Meetings   44,910
Communication   22,644
Convention   162,917
Office Operations   18,654
Auto/Travel   28,015
Professional Fees   128,963
Personnel   708,032
Miscellaneous   29,936
Taxes/Insurance   3,111
Occupancy Costs   45,735
Depreciation   39,543
National Chapter Fees   218,708
Education/Seminars   26,324
$1,477,492

Net Income   $128,634

26 NEW Members in 2017
**Membership Summary**

AGCVA serves general contractors and specialty contractors, as well as service and supplier firms. Our members are our greatest advocates, recruiting new members by sharing honest opinions about experiences with our association.

### Total Membership
- **539** Specialty contractor, Supplier and Service Provider members
- **95** General Contractor members
- **634** Total membership

**88%** Member Retention

From 2016 to 2017

**New Member Firms**

New member firms joining between December 1, 2016 and November 30, 2017

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**2017 AGCVA Budget**

- **$364,150** Member Dues
- **$243,590** Non-Dues Revenue
- **$402,263** Total Revenue

**Membership Breakdown by Category**

- **General**
  - 286
- **Specialty**
  - 253
- **Supplier/Service**
  - 95

**Member Retention**

- **86%**

From 2016 to 2017
Young Construction Leaders

The Young Construction Leaders Program is gaining popularity with every class. AGCVA is fortunate to have quality instructors who are successful and experienced subject matter experts in their field, most are selected right from our AGCVA member companies. YCL students have provided valuable feedback on how to improve the core curriculum that helps them become a valued employee when they return to the workplace. They gain a much better understanding of all the complexities of commercial construction. The program provides practical advice and training on some of the pillars in the industry. It has also proven to be an exceptional place for networking in a more intimate setting. Our goal for 2018 is to continue to elevate the Young Construction Leaders program to solve challenges in our industry and in our organizations. Attendees can earn 12 CEUs toward certain certification requirements.

Mission Tomorrow is an interactive career fair that brings in 12,000 middle schoolers to explore different career options. AGCVA members set up hands on exhibits for students to test their skills in construction. It proved to be a valuable opportunity for our members to showcase the contracting industry as a rewarding, challenging, and viable career option. Building the constructors of the future must be done early, so we are marketing to middle schoolers about the interesting construction careers of the future. It is the only way to address worker shortages in the future.

Central District Young Construction Leaders held the Construction event and collected canned food for their build project of the Lighthouse in Hatteras.

The collection of cans was donated to the Blue Ridge Food Bank.

Tidewater District Young Construction Leaders held a Lunch & Learn Tour at the USG Manufacturing Plant.

Tidewater District Young Construction Leaders have various projects that have been completed for the Roc Solid Foundation, the latest of which will be for Juvenile Cancer.

Richmond District Young Construction Leaders raised over $3000 for ALS at the Pig and Oyster Roast event.
BEST Program — Open & Ready For You
Building Excellence in Safety, Health & Training

WM Jordan, received the VA BEST Level 1 Certification, program open to all GCs, and will be open to Subcontractors beginning in 2018. WM Jordan was recognized by the Virginia BEST Review Board and the Virginia Department of Labor for meeting the VA BEST Level 1 program requirements in 2017. WM Jordan is the first firm to go through the process.

The BEST Program, which stands for Building Excellence in Safety, Health and Training, is designed to encourage and recognize AGCVA members who implement safety and health management systems to benefit construction workers. Firms who go through the process can expect an increased focus on employee safety and health at all levels of the participant’s organization, increased employee involvement in safety and health issues and increased cost savings through lower injury rates and Workers’ Compensation costs.

All AGCVA GCs are encouraged to apply now and go through the process. Each GC will be assigned an AGCVA member as a mentor to help them go through the process and identify issues. Subcontractors will be encouraged to apply in 2018.

Tiny House Project

Piedmont District partnered with the carpentry students at Western Albemarle High school to help them build a Tiny House. This endeavor started with the students design layout; a masking tape model taped to the floor of their classroom. This masking tape model evolved into a beautiful cedar siding, metal roof, house complete with heating and cooling, barn door enclosed bathroom, lofted bedroom, full kitchen, and ample clothing storage. Students from this project were invited to speak at the district’s Business Meeting, a dinner meeting, and one student participated in the Women in Construction breakfast panel discussion. The result of this partnership; the class size doubled for the 2017-18 school year, two students obtained internships with AGCVA member companies, and three students realized they wanted to pursue higher education in construction. Those two students will graduate in June of 2018 and have been accepted into construction education programs at colleges in Virginia and North Carolina. This partnership attracted local TV and newspaper attention at multiple phases of the project.
Tidewater District
Workforce Development Committee

The Tidewater District Workforce Development Committee has been working hard at getting involved in the Tidewater WFD Coalition. This coalition is a collection of local associations, companies, and Tidewater Community College. This group focuses on explaining to the local community colleges the needs of our industry. TCC is taking this information and turning it into training and certification courses on their four campuses. By providing TCC with support and sharing specific needs, the students graduating are being interviewed and hired by participating companies in the Tidewater area.

Career Technical Education

The AGC was invited to speak to all the CTE (Career Technical Education) instructors in Virginia at the annual VATIE (Virginia Association of Trade and Industrial Educators) Conference. With over 100 instructors in attendance, the AGCVA lead an hour long discussion on our initiatives for Workforce Development in the construction industry. We will continue to brainstorm on how to make these programs better, how to get skilled graduates hired at our companies, and how to continue to foster community relationships between our industry and Virginia Department of Education.

“The Forge” exhibit at the Science Museum of Virginia

The Richmond District is working with the Science Museum once again to put a spotlight on the Skilled Trade Industry. As the Science Museum is working on coordinating their latest exhibit, “The Forge”, our Richmond District will be providing insight on what life is really like when you choose to enter the construction industry. The floor will have hands on exhibits and real contractors sharing information and providing demonstrations. Visitors will walk away with a better understanding of salaries, career advancement, education options, and more!

Valley District Skills Competition

Valley District hosted the skills competition at the Rockingham County Fair. 22 students from Triplett Tech, Massanutten Tech Center, Valley Career and Technical Center, and Greene County Career & Technology Center participated in skills competitions.

Valley District donated money to support students from Triplett Tech who advanced to the national SkillsUSA competition. These funds helped provide housing and food for the students while they were at the national event, competing at the highest levels of competition.

Considered “Champions of the Construction Cluster”, AGCVA currently holds positions on the Foundation Board of Directors. In addition, AGCVA holds 2 seats on the DOE Curriculum Development Committee.
**District HIGHLIGHTS**

- Richmond participated in the Goochland County Career Fair
- Peninsula held a Silent Auction at the “Cocktail & a Movie” event to benefit Peninsula Council for Workforce Development in excess of $1,800
- Peninsula participated in the Career Expo in Hampton. The event drew over 2,000 area students from local high schools
- Central participated in the Bedford County Career & Tech Day
- Roanoke participated in the BOCO Xpo Career Day

**Working Together**

We are in the process of working collaboratively with associations such as VSHE, IFMA, and NAWIC to share thoughts and ideas on Workforce Development. AGC CEO, Gordon Dixon, presented AGC’s Workforce Development engagement to NAWIC which has resulted in their partnership with us on several initiatives. We presented to VSHE members about our BEST program and spearheaded the panel discussion on Workforce Development at their Spring and Fall Conference.

**Skills USA Carpentry Competition**

Richmond District sponsored the Skills USA Carpentry Competition at the Virginia State Fair

**NAWIC**

*National Association of Women In Construction*

Piedmont District hosted a Women In Construction breakfast meeting with a panel of women from the construction industry. The panel was moderated by a local TV producer which garnered a news story of the event.

AGCVA is working on a strategy to offer guidance and establish goals for each district through the District Managers and District WFD Committees. The objective is a consistent approach to Workforce Development throughout the state. If you have someone you want to assist with this effort, contact your District Manager.
VCIEF
Virginia Construction Industry Educational Foundation
AGCVA educational foundation VCIEF, has been active in seeking new and better ways to build awareness of construction careers. VCIEF has been changing its methods of operation dramatically to meet the challenge.

SkillsUSA at State Leadership Conference
It was a year of fierce competition for SkillsUSA students. Thanks to support and participation from AGCVA members like EMC, W.E. Bowman, Go City Wide, KBS, and WM Jordan the students were able to compete in a realistic setting and meet successful professionals in the contracting industry at the State Leadership conference. Seventeen state competition winners in the construction cluster then made their way to Louisville, KY in June to compete in the National Leadership Skills Competition. With the help of the VCIEF Board and Piedmont, Valley, Central, and Roanoke Districts these students were given $6500 in travel scholarships. The competitors did not disappoint. These Construction Competitors earned top scores in the nation! Elijah Williams (Silver Medalist of Masonry) and Tyler Shanley (Bronze Medalist in Building Maintenance) have both been approached by AGCVA members with job offers.

NEW RIVER BREWFEST
VCIEF sponsored the 7th Annual New River Brewfest at Nesselrod Bed & Breakfast in Radford, VA. It was a pleasant day with craft beer from Ballast Point and bands that played all afternoon. VCIEF was the non-profit sponsor of the event. Robert Lee, VCIEF Chair and his daughter greeted everyone with a Welcome sample in a VCIEF/BREWFEST commemorative glass!
ADVOCACY

AGCVA provides the opportunity to meet with legislators and become more knowledgeable about our legislative process and how it affects your business. Together, we are a strong voice for the industry. The combined advocacy efforts by AGC at the state and national level ensure a strong, influential and collective voice for our members and industry allowing us to achieve greater impact.

Tidewater District fielded a foursome at the Scott Taylor Victory Golf Tournament and donated $1,000 from AGC of America to the Scott Taylor re-election fund.

AGCVA PAC
AGCVA through its Political Action Committee, was very active this past year in supporting the election of pro-business candidates to the Virginia General Assembly.
The AGCVA Districts is Where the Action Begins . . .

- Richmond District donated over $9,000 of materials and labor to HomeAgain a local woman’s shelter.
- Central District raised money for Patrick Henry Family Services at the Annual Pool Tournament.
- Peninsula District made a donation from their golf outing to VIMS (Virginia Institute of Marine Science).
- Tidewater District completed the Eggleston Project, they remodeled a building that was previously used for storage into a house for 5 residents at Camp Civitan in Chesapeake. The house was torn down to the four walls and many Tidewater member companies helped to re-construct it.
- Central District donated to the Junior League of Lynchburg’s Annual Planes, Trains and Automobiles.
- Piedmont District Young Construction Leaders helped the local Girl Scouts with their project to pour a pad for additional dog runs at the Fluvanna SPCA.

Dick Moyers Retires

Richard “Dick” Moyers retired from AGCVA in December 2017. Dick was with AGCVA since 1998 as the Executive Director and Eastern Regional Manager. He was an effective District Manager with many Sold Out Events in his districts.

He moved his family from the Shenandoah Valley with experience as the Executive Director of the Virginia Poultry Federation. He graduated with a Masters from James Madison University.

We wish him well on his retirement and he will be missed.
The AGC Districts is Where the Action Begins . . .

- Central District donated money to AGC Charities for the Hurricane Relief 2017.
- Piedmont District participated in delivering meals through Meals on Wheels Charlottesville/Albemarle, a local, independent non-profit. Approximately 91 meals were delivered by AGC members throughout October-December.
- Tidewater District held its Annual Poker Run and raised a new record charitable contribution of over $40,000 to the Susan G. Komen Foundation and raised $5,000 for AGCVA Scholarships.
AFFINITY PROGRAMS

AGC continues to offer a variety of programs and services to help you save money.

**Chrysler**
$500 rebate on select Chrysler, Jeep, Dodge and Ram. Chris Murray 804.405.8506

**eMars**
Optimize your Davis-Bacon compliance efforts with Compliant Client. [www.emarsinc.com](http://www.emarsinc.com)

**Enterprise Fleet Management**
Save on fleet services. Sean Jimenez 757.876.0767

**Fastenal**
Discounts on power tools and other standard products. [www.fastenal.com](http://www.fastenal.com)

**FedEx**
Discounts on shipping and business services. [www.enrolladvantage.fedex.com/4510](http://www.enrolladvantage.fedex.com/4510) or 1.800.636.2377

**Ford**
Commercial Fleet Incentive Program. Customer Center 800.343.5338

**General Motors**
$500—$1000 additional discount per vehicle purchased. Jeff Wilson (AGCAm) 703.548.3118

**OfficeMax**
Discounts on office products. Dawn Plunkard 586.260.4460

**PAPCO—Fleet Fuel Program**
Save money & recordkeeping expense on company vehicles. Dana Truxell 757.438.1826

**Verizon Wireless**
Discounts on calling plans, wireless phones, PDA’s and more
Contact NPP at 800.810.3909 or [customerservice@mynpp.com](mailto:customerservice@mynpp.com)
Tim Ryan at 703.517.6645 (Northern Va) [Tim.ryan@verizonwireless.com](mailto:Tim.ryan@verizonwireless.com)
Steven Marshall at 434.962.6900 (Central Va) [Steven.marshall@verizonwireless.com](mailto:Steven.marshall@verizonwireless.com)
Jonathan Acevedo at 804.691.4664 (Central Va) [Jonathan.acevedo@verizonwireless.com](mailto:Jonathan.acevedo@verizonwireless.com)
George Vu at 757.613.5000 (Eastern Va) [George.vu@verizonwireless.com](mailto:George.vu@verizonwireless.com)
John Siggins at 540.931.3192 (Western Va) [John.siggins@verizonwireless.com](mailto:John.siggins@verizonwireless.com)

**CEO Roundtables**
CEO peer review program — call AGC of Virginia for details.

**YRC Freight Shipments**
Discounts on freight shipments. [www.yrc.com](http://www.yrc.com) or 1.800.610.6500

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**Health Insurance**
The Frieden Agency
Robert Veith
757.340.9777 ext. 324

**Group Dental**
Delta Dental - Robin King
804.915.5070 or 800.533.4137

**Workers Compensation**
Self Insurance Services
Peggy DeBord
804.285.8100