

# AGC MO



## COMPREHENSIVE RESOURCES

for the commercial/ heavy/ highway/ infrastructure construction industry

Companies that use the resources of the AGC seem to thrive and grow. They become more fit – more able to cope with changes in the industry. They have greater abilities and more options to take advantage of emerging opportunities and industry trends.

AGC of Missouri was founded in 1925 and AGC of St. Louis was founded in 1950; and as the merged organization of AGC of MO since 2015, the combined comprehensive knowledge and history about the commercial construction industry is substantial – knowledge that can materially benefit your firm. Because we are a contractor-run association, our members have access to this knowledge through:

- participation in their association’s business and social activities
- active advocacy efforts at the local and national levels
- consultation with our professional staff
- classes and seminars
- communications
- the members-only section of our Web site

Think of the AGC of MO as the “fitness center” for the commercial construction industry. Your participation will not only build a more powerful industry, but also give you the resources to strengthen your company. You’ll be able to improve the performance and flexibility of key employees, build lasting relationships within the industry, and have access to a steady stream of current industry news and information on which to make sound decisions about the health of your business.

### The AGC of Missouri: Industry Led and Organized to Produce Results

The Board of Directors of the AGC of MO is comprised entirely of construction industry leaders. All types of commercial/ heavy/ highway and infrastructure construction interests are represented on the Board. The Board creates the strategic plan, and reviews current trends and activities. The professional staff implements the strategic plan and manages the day-to-day operations of the association.

Because we are contractor led, we deliver the services our industry wants and needs: the issues that are of immediate interest to the industry; the long-term goals of the association; how the association is structured; and what primary areas of support the staff should provide on a day-to-day basis.

### Three main membership categories:

#### General Contractors

This category is defined as an individual firm, partnership, joint venture or corporation engaged in construction that performs more than fifty percent of its work as a prime contractor and/or as a construction manager, program manager or owner’s representative.

#### Specialty Contractors

This category is defined as an individual firm, partnership, joint venture or corporation engaged in construction that performs more than twenty-five percent of its work as a subcontractor and performs less than fifty percent of its work as a prime contractor and/or a construction manager at risk.

#### Supplier/Service Providers

This category is defined as an individual firm, partnership, joint venture or corporation engaged in a business primarily as a supplier or manufacturer of construction materials, or provides supplies, equipment, insurance, bonds or services used by the construction industry.

**The professional staff of the AGC of MO is ready to help your business.**

## Five major areas of emphasis of the AGC of MO

Each is managed by an association professional. All of the association staff professionals are available to consult about topics of interest or concern to your company.

### Governmental Affairs/Public Relations

- sponsors a political action committee which supports candidates favorable to the construction industry
- provides members with access to local, state and national legislators through two Web sites
- works to influence legislation that will have an effect on the construction industry
- MoDOT Relations and MSD to work with all local, state and Federal agencies related to construction of all types
- sponsors the annual Construction Gala Awards program

### Professional Development

- offers seminars to enhance management skills (Project Management, CM-BIM Certification and LEAN Construction)
- offers workshops to improve quality on the construction job site
- works with craft apprenticeship programs
- supports programs to assist disadvantaged businesses
- works with various colleges to help prepare student for the industry

### Labor Relations

- maintains collective bargaining agreements with five basic trade unions
- maintains history of trade jurisdictional practices
- helps resolve conflicts between members and unions for all types of contractors
- sponsors optional pre-job conferences
- provides national wage rate information
- participates in St. Louis Construction Cooperative

### Safety and Health

- operates two vans staffed by safety professionals who provide safety training at a job site or contractor's office
- offers custom safety programs
- sponsors first aid, CPR, and OSHA training courses
- sponsors an annual safety awards banquet
- facilitates an OSHA Partnership Program

### Industry Relations/Informational Services

- maintains a liaison with other local professional groups, agencies and organizations in the construction industry
- provides timely information to members through weekly bulletins, email bulletins, as well as publications from the AGC of America & ARTBA
- provides educational materials on a variety of subjects
- publishes an annual membership directory and magazine

### Inclusion

- supports programs to assist disadvantaged businesses

## Being active in the AGC of MO can pay substantial dividends to your company.

There are literally hundreds of opportunities for you and your key employees to learn, to contribute, to stay current, and to network.

### Events (for all members):

- Annual Convention
- Annual Reception
- PAC Golf Tournament
- Safety Awards Banquet
- Sporting Clay events
- AGC – MoDOT Co-op Meeting
- Construction Gala Awards
- Construction Leadership Council Build-A Brat Picnic
- Young Executive Club Annual Golf Classic

### Committees

Members serve on over 50 committees, each of which is involved with an important aspect of the construction industry and the AGC's activities. You and your key employees can choose committees which directly impact your business, which are in your area of professional expertise, and which will allow you to meet other industry leaders. Your ideas and abilities will be welcomed by your fellow members and the AGC staff.

## Web Site

In the members-only section, you will have access to wide range of resource information. These include government affairs links and action items; a comprehensive summary of member services; a calendar of events; recent news concerning labor relations as well as resources such as labor contracts and wage rates; AGC governance and structure.

## Classes & Seminars

- seminars to enhance management skills (BIM & LEAN)
- lectures and workshops
- safety and health forums
- Supervisory Training Program\*
- Professional Construction Management Program\*
- construction department programs at S. I. U. Edwardsville

*\* The successful completion of these programs is required to be an AGC of Missouri Certified Project Manager.*

## The AGC of Missouri: An Award-Winning Chapter, An Award-Winning Association

We are proud of our record of service to our industry as well as to our community. Here are examples of recognition we have received for our innovative efforts.

### The CURT Workforce Development Award –

The Construction Users Roundtable (CURT), a national organization representing corporations that are among the largest consumers of construction, awarded the Associated General Contractors of St. Louis and the Construction Careers Center (CCC) its Annual Workforce Development Award at its 2006 national conference. The CCC is a charter high school sponsored by the AGC of St. Louis. The award, chosen from many applications from across the country, recognizes extraordinary, exemplary and innovative training and education programs that lead to careers in the construction industry.

In past years, the AGC of St. Louis has also garnered many chapter awards, including **Chapter of the Year** (2000 and 2006), **Best Chairman and Best Executive** (2000 and 2006), and the **Public Relations Award for Community Futures Program** (2004).

### The AGC of America Chapter Diversity Award

The inaugural Chapter Diversity Award in 2006 was presented by the AGC of America to the St. Louis chapter. The AGC of St. Louis was recognized from the other 97 chapters for having one of the longest running Stempel Plan programs, which helps minority businesses prosper, and for creating the CCC. The Chapter Diversity Award recognizes the chapter that has made the most outstanding achievements in promoting diversity in its own business practices.

AGC of America was named one of the “Nation’s Top Nine Remarkable Associations.”

In a book published in 2006 titled “7 Measures of Success: What Remarkable Associations Do That Others Don’t,” The American Society of Association Executives included the AGC of America as one of the nine “remarkable” associations. The AGC was specifically recognized for building a culture of customer service by “assessing and fulfilling –members’ needs and expectations,” and for its collaborative management style that goes beyond “just talk about the importance of working as a team.”

## Frequently Asked Questions about the AGC of MO

Right now you may be thinking, ***“I always had a different impression about what the AGC of MO is really like?”*** We hear various concerns, or reasons for not participating in the AGC. Often, these reasons turn out to be misconceptions. We’d like to take a few minutes to set the story straight.

### ***“I’ve always thought the AGC is just for big general contractors.”***

There are many contractors in the AGC of MO that are not large companies. The AGC represents the needs of all our general contractors, no matter what their size. A large variety of specialty contractors also find the resources of the AGC to be a benefit for their firms. In addition, service and supplier companies provide expertise on many subjects vital to the construction industry. The combination of types and sizes of companies brings extraordinary energy to the association and creates outstanding networking opportunities.

### ***“Don’t you have to be a union contractor to join?”***

We serve all contractors regardless of their labor choices, and have both union and open shop companies who participate. Each chapter of the AGC of America and ARTBA reflects its local market conditions. A contractor’s labor choice has no impact on the information and benefits the AGC of Missouri will provide.

### ***“Isn’t the AGC just the same as all the other contractor groups?”***

While there are niche groups which may serve a specific purpose, the AGC is the only association that serves the entire commercial/ heavy/ highway/ infrastructure construction community both locally and nationally. We are the “big picture,” with the widest range of information, services and resources to improve a contractor’s business. The AGC of America was recently named one of the country’s nine most remarkable associations, and with our proud record of building and protecting our local construction industry.

### ***“It seems like it’s very expensive.”***

The rate of retention, always over 85% a year, indicates to us that most contractors find the AGC of MO to be an excellent value.

### ***“You know, I really don’t think I have time for this.”***

That thought probably occurred to many of our members. But they’ve found that the AGC actually makes them more efficient.

1. We become a one-stop resource for all of the market and legislative forces that impact your business – you actually add fourteen knowledgeable construction professionals to your staff.
2. Our targeted communications will keep you current about industry changes, innovations and opportunities specific to the needs of your firm.
3. Our classes, seminars and safety programs will upgrade the capabilities and efficiency of your employees.
4. Every time you’re at an AGC function, you can multi-task by networking with other industry decision makers.

### ***“OK, let’s assume the AGC is all you say.***

### ***I’m still not sure it can help me get new business.”***

We can help in three ways. First, we provide better access to existing business. The network of information between firms within the association often gives our contractors an edge in securing new business. Second, owners regularly call the AGC for referrals of general and specialty contractors. Third, we help develop new business. We do this through our legislative activity, through our participation in a variety of economic development programs to help companies, and through our efforts to support improvements to infrastructure. The AGC of MO is a resource for new business.

**Put a wealth of knowledge at your fingertips.  
Be a part of the AGC of MO.**