

AGC 2020 ANNUAL REPORT

THE POWER OF ENGAGEMENT

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AGC

ANNUAL

REPORT



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Message from AGC of America

President Bob Lanham



Between a global pandemic, sudden economic downturn, widespread social unrest and a rapidly changing political landscape, our industry faced many challenges last year. Thanks to record levels of engagement from members around the country, however, our association was able to rack up victory after victory that kept us working, kept us learning and kept us connecting with the people we need to remain successful. Through it all, we saw proof positive that the more we engage with AGC of America, the stronger our association, the better the results and the safer our businesses.

Your engagement was key to a range of high-profile victories last year, including keeping construction going in most parts of the country, ensuring the federal Paycheck Protection Program loans helped our industry and securing needed new infrastructure investments. This engagement also allowed us to successfully transition to a range of virtual education programs. It allowed us to continue offering top-quality conferences, virtually. Your engagement made our release of the national Culture of Care program a success. It allowed our Foundation to continue awarding scholarships and funding important research. And that engagement was the key to our AGC Charities completing another successful Operation Opening Doors project.

AGC of America is us. We, the commercial construction industry, gather with a shared belief that a thriving, successful and diverse construction industry is the essential foundation for America's economic prosperity, security and well-being.

2020 put our commitment to the test. Members could have easily said they were too busy with their own problems to get involved. But you understood that we can accomplish far more when we work together than when we act on our own. You got engaged and we – all of us – were successful as a result.

Our challenge moving forward is to maintain the same levels of engagement as we work to build an even stronger future for our industry, our economy and our nation. Based on what we accomplished last year, all of that and much more is within our power.



Message from AGC of America

CEO Stephen E. Sandherr



Last year was the “break glass in case of emergency” moment for many members when it came to needing AGC of America. As this Annual Report makes clear, we more than met that moment. While our advocacy successes were often the most high-profile, we were also able to make significant changes to allow members to continue learning, meeting and connecting in 2020. As a result, while many other associations struggled, we kept our budget balanced, expanded membership and evolved into an even more nimble, responsive and relevant association.

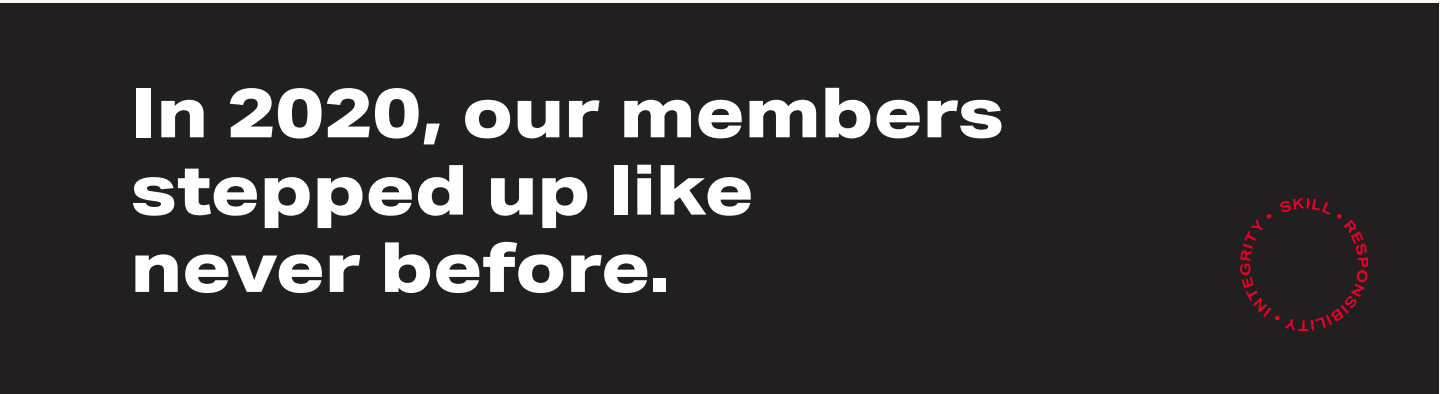
We have spent years cultivating strong, working relationships with a wide range of government officials, from career bureaucrats, political appointees, legislators, and their staffers. They trust us because we are honest brokers – we tell the truth, and don't indulge in hyperbole. This trust and those relationships were key to our ability to successfully make the case that the construction industry should be included in the federal list of essential industries.

Those relationships helped us make sure construction firms were eligible for federal Paycheck Protection Program loans, kept firms from being taxed for those loans, and are helping make sure those loans are being forgiven in a transparent way based on the criteria outlined by Congress when it created the program. Those relationships also helped us secure billions in needed new infrastructure investments last year.

We have also invested a lot of time and resources in our education and meetings programs anticipating growing demand for virtual delivery. This was one of the key recommendations to come out of our Centennial Future Focus effort. And while none of us expected the transition to virtual to be so sudden or absolute, we were ready when the world went virtual last March.

Our preparations allowed us to rapidly transition large parts of our educational programming – including the BIM and Lean education courses – to virtual delivery. And it allowed us to continue with already-scheduled meetings and conferences, virtually, with the same top-quality content at a time when many other associations were still trying to figure out how to use Zoom.

Last year was unusual, and hopefully unique, in the quantity and severity of challenges it posed. But there is nothing unusual about our ability to deliver success for our members. It just so happened that we had more opportunities, and a greater need, to do that in 2020. The work we do day in and day out enabled us to meet the moments of 2020 and keep America building, successfully.

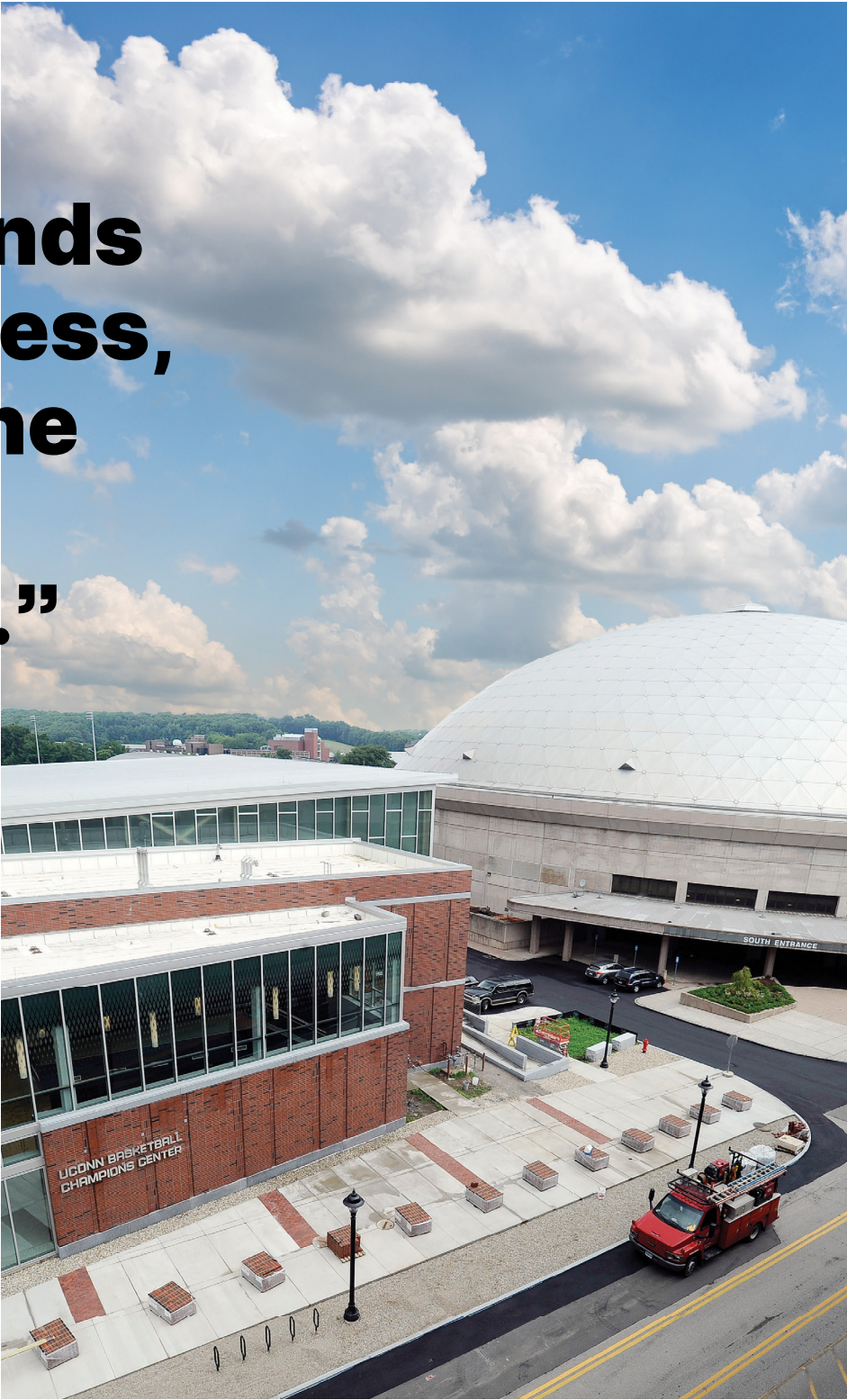


“Procore understands our business, not just the software business.”

Sue Eacott-Comer
Project Executive
BBE (Bartlett Brainard Eacott)



We know what builders need from a construction management platform. We know because this industry is our only focus. You call, we listen. You build, we help. See what a construction-first platform can do for your business performance at procore.com/roi

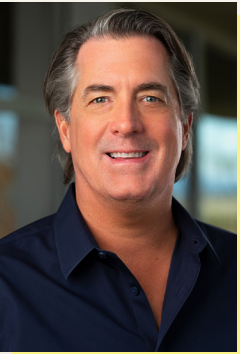


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A MESSAGE FROM OUR PARTNER IN
ENGAGEMENT AND THIS YEAR’S SPONSOR



Thank you to the AGC and each of its members for your continued partnership in 2020 and for continuing the essential work of building our communities in this time of unprecedented challenges.

Under normal circumstances, what you do is awe inspiring. You build the homes where we raise our families, the hospitals we desperately need and the infrastructure that powers and brings them to life. And over the last year, in spite of every obstacle, you continued the essential work of building the world around us.

Our vision is to improve the lives of everyone in construction, and we know technology alone will not get us there. Last year demonstrated once again just how resilient this industry is, and gave new meaning to our vision.

“In these increasingly strange times, Procore has been an anchor to our company to allow us to continue to share information quickly and accurately. The support we have received has been exceptional.”

- Kevin Rohr, Preconstruction Design Manager, Greiner Electric

Construction has been our sole focus since I founded Procore in 2002. We do not see ourselves just as a partner to the industry, but as a part of the industry. For the last 5 years, Procore and the AGC of America have strengthened our alliance to advance the industry through our Capstone Partnership and membership in several local chapters nationwide. We also support continuing education efforts and initiatives like the advancement of women in construction and AGC’s Culture of Care.

Last year, when the pandemic hit, we launched the Procore Construction Activity Index in partnership with the AGC and its members to help quantify the impact of COVID-19 on our industry. This index helped industry leaders educate federal and local governments to ensure that construction was included in recovery packages, and is just one example of how we are deepening our commitment to this industry.

As we look to 2021 and beyond, we see many causes for optimism. While we can’t predict what this year will bring, we do know we will be with you every step of the way as we continue to work toward our mission of connecting everyone in construction on a global platform. I love this industry, and am honored to work alongside this great organization in building the world around us.



THE

POWER

OF

ENGAGEMENT

ENGAGING TO SUCCEED

AGC members engaged in record numbers in 2020 to make sure they could continue to operate, secure relief during the toughest parts of the pandemic and push for measures to rebuild the economy.



Got Construction Declared Essential

to keep America building in most parts of the country after 13,000 construction professionals sent 64,000 communications to Congress urging the federal government to keep construction essential.



WATCH VIDEO



13,000
AGC members
engaged



64,000
communications
with Congress

\$25 billion
in tax incentives
secured

AGC worked with Congress to pass key Corona-virus tax relief measures, including net operating loss carryback, as well as \$25 billion in tax incentives via the New Markets Tax Credit, and Commercial Building Tax Efficiency Credit.

\$56 billion
in infrastructure
funding secured

AGC secured an additional \$56 billion in highway funding relief after 12,000 members sent nearly 66,000 messages to federal leaders urging them to make significant investments in infrastructure

Made Sure the Federal Paycheck Protection Program Helped the Industry



WORKED

to get the administration to fix its eligibility guidelines to ensure construction firms qualified for the loans.



CLARIFIED

through Congress that the loan amounts were not taxable.



ENSURED

via a lawsuit we filed – that federal officials forgive the loans in an appropriate and transparent manner.

We're fighting for Paycheck Protection Program loan eligibility, clarity and forgiveness after

11,000 members
sent 70,000
communications

to Congress and the Trump administration.

Our members engaged in big numbers, urging Congress to support a new Water Resources Development Act.

\$82 billion
for schools with
eligibility for
construction

\$3 billion
for wastewater
and drinking
water investment



ENGAGING TO LEARN

Despite the challenges to in-person learning, meetings and gathering, members were quick to adjust, embracing the association's newly crafted virtual education course, conferences, webinars, and other ways of sharing knowledge.



**96,000
employees**

took advantage of AGC's Daily Coronavirus updates, webinars, special reports, and COVID website.



**18,600+
listeners**

tuned in to AGC's Constructor Cast podcasts, including the video and audio versions of our Special Reports. Topics ranged from Coronavirus safety to the Paycheck Protection program.

**Nearly 178,000
social media
followers**



Facebook
30,687



Twitter
38,200



LinkedIn
104,370



YouTube
1,100



Instagram
2,796



AGC was among the first associations to successfully transition to digital gatherings, finding an effective way to continue exposing members to top-quality educational content while offering opportunities to network, virtually.

**11 Virtual Events
with over 2,100
attendees**

**450% increase in
webinar traffic**



**65
WEBINARS**



**28,000
PARTICIPANTS**

In 2020, AGC converted many of our educational, in-seat programs to fully virtual - including our entire Lean Construction program, Project Manager Course, BIM and Supervisor programs.

The result?

**6,000 people
took AGC virtual
courses amid the
pandemic**

[WATCH VIDEO](#)

In 2020, the AGC-run Consensus Docs provided 10 new template contracts.

**35,000 Consensus
Documents sourced
on nearly 8,000
projects**

ENGAGING TO PROTECT

Few aspects of construction were as impacted by the pandemic as safety operations. Not only did firms have to craft ways to protect workers, but also have the broader obligation of protecting local communities, from the spread of the Coronavirus. Members were successful in mitigating against occupational spread, in large part because of their engagement with AGC of America to share and learn about effective safety procedures, to participate in vital safety training programs and to engage in important activities, including two different national safety stand downs.

13,000 visited our COVID resource center on AGC.org

AGC members used our COVID safety resources – including template written plans, scripted toolbox safety talks, the latest details about federal safety requirements and shareable safety tips – in English and Spanish – on how to protect workers.

1,000+ members

50,000+ craft professionals

participated in the AGC of America organized national Coronavirus safety stand down. The event, the first of its kind, was designed to both reinforce new safety practices and to demonstrate to the public and public officials that the industry could successfully protect workers. No political official ordered any additional shutdowns of construction after the AGC organized April 9th stand down.



650 construction professionals

completed the AGC of America organized crane safety program in 2020. This program, funded by a federal Susan Harwood training grant the association secured, helps address one of the primary construction safety hazards.



Hundreds

of construction safety professionals also attended two AGC of America virtual safety conferences in 2020 focused on construction safety. During these conferences, safety professionals shared their success stories, crowd-sourced new safety solutions, and got the latest information about how to operate, safely, amid the global pandemic.



2x National Construction Safety Week

Twice as many firms participated in 2020 National Construction Safety Week events and activities compared to 2019. AGC of America is a signature supporter of the national safety effort, and we worked aggressively to encourage firms to engage in the stand down, which was held in the fall of 2020.



21 firms received special grants

as part of a newly established AGC-Autodesk Safety Harness Program. These grants helped provide an estimated 22,000 workers – primarily women – with specially fitted safety harnesses.

[WATCH VIDEO](#)



ENGAGING FOR THE FUTURE

Even as members dealt with the many challenges of 2020, they also invested the time to engage with AGC of America to ensure a stronger future for the industry and our country. This started well before 2020, when members engaged to help craft the association's Future Focus efforts. The Future Focus plan and many of its initiatives allowed AGC to be ready for the challenges of the year.



Future Focus Initiative

As part of the association's Centennial Celebration, many AGC members engaged to help craft our Future Focus Initiative. This initiative anticipated how the needs of the industry would evolve and identified clear steps for the association to take to meet those needs. Among its key recommendations were exploring how to offer more virtual opportunities for members. As a result, AGC already had much of the technology infrastructure in place to support virtual learning and meetings, not to mention continuing to fully function as an association.

We asked, you answered

Over 12,000 members engaged with AGC of America to help us predict the future by completing the dozen different surveys the association conducted in 2020. These surveys forecast the impacts of the Coronavirus on the industry, explored how construction workforce needs were evolving, and predicted how demand for construction would evolve in 2021. These surveys helped AGC of America make important programming decisions, allowed us to successfully advocate on the industry's behalf and provided vital data for member firms as they planned for the future.

Aligning our culture with the future

Nearly 450 firms have already embraced AGC of America's Culture of Care program. This new AGC program is designed to make sure construction job sites are open, welcoming and inclusive to all workers. The program also includes tips on how to make sure workers are able to cope with the many stresses they were facing in 2020 at work and at home.

Building a better tomorrow

AGC members continued to make important financial contributions to the AGC Education and Research Foundation. These contributions helped fund the 124 scholarships totaling \$462,500 the Foundation awarded in 2020. The contributions also supported industry residents, allowing construction professors to embed with member firms to learn about the latest construction practices.

[WATCH VIDEO](#)

Rolling up our sleeves to help

Members also engaged with AGC Charities, Inc. to help the association's philanthropic arm raise nearly one million worth of services, labor and money from dozens of firms across the country to help build a new Shelter of Hope women's and children's facility at the Las Vegas Rescue Mission as part of its annual Operation Opening Doors project.

[WATCH VIDEO](#)



VISIT

OUR

WEBSITE

[WATCH THE VIDEO](#)



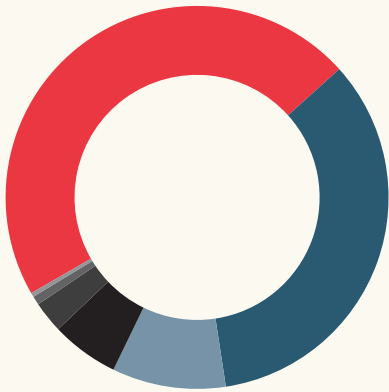
ASSOCIATION FINANCIALS

We stepped up too, ending 2020 with a surplus of

\$1,739,866

Bringing our total reserve fund balance to

\$22,482,782

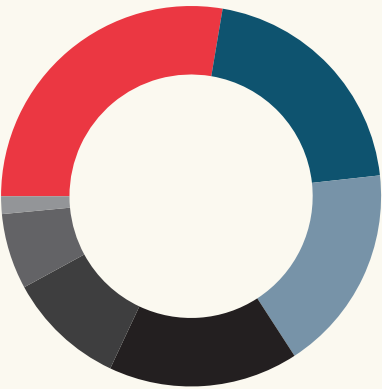


2020 REVENUE

Dues Revenue	46.65%
Programs, Products, Services	34.27%
Investment Income	9.6%
Construction Advocacy Fund	5.72%
Advertising/Misc	2.66%
OSHA Grant	.74%
Safety Harness Grant	.35%

2020 PRODUCTS, PROGRAMS, AND SERVICES REVENUE

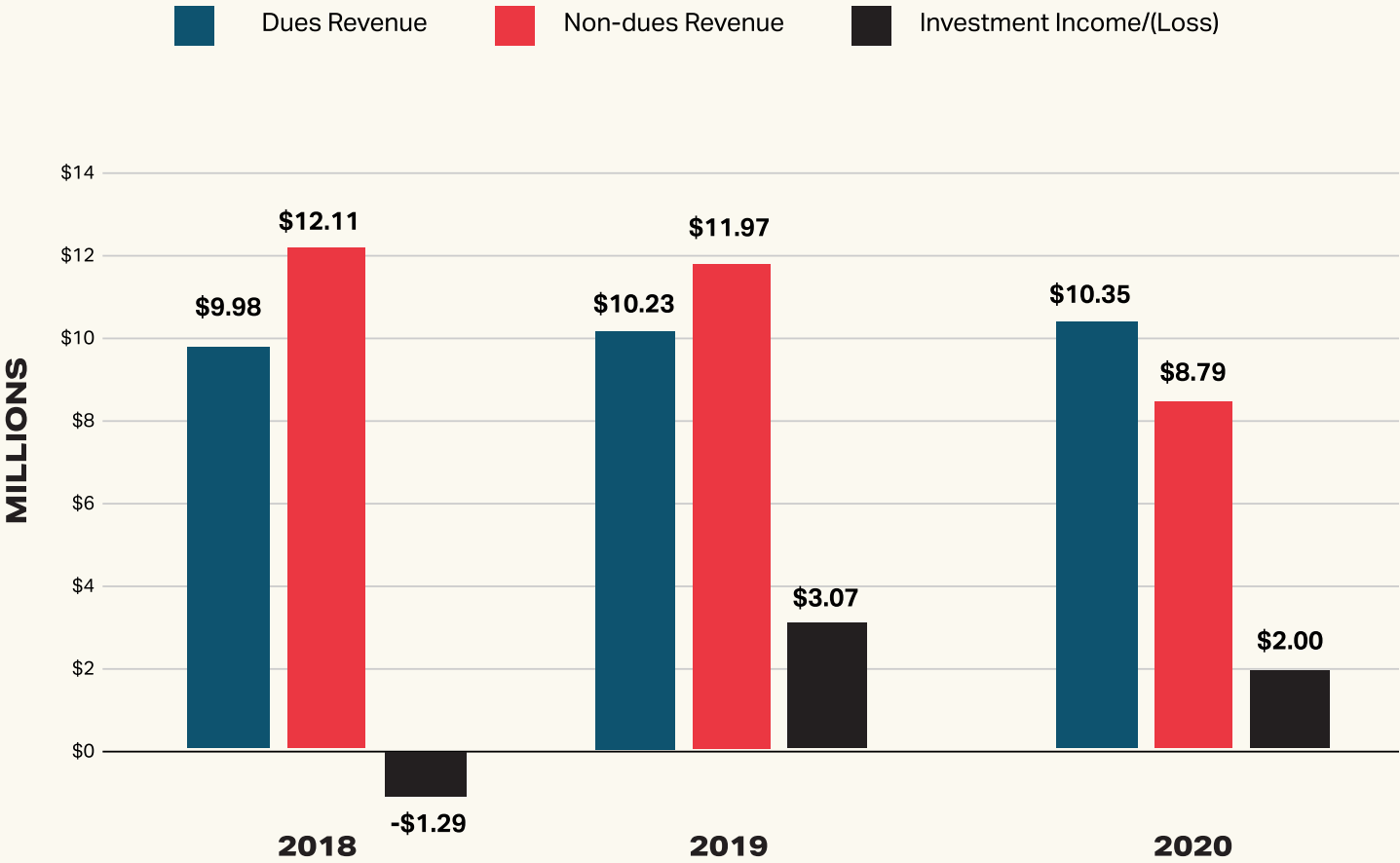
Convention	27.66%
Management Conferences	20.59%
Strategic Alliances/Sponsors	17.59%
Consensus Docs	16.15%
Product Line	10.07%
Committee Meetings	6.44%
Credentialing	1.50%



HOW DOES AGC SPEND THE REVENUE IT RECEIVES?

Chapter & Member Support	50.67%
Government & Industry Affairs	28.03%
G&A/Support Resources	17.42%
Association Leadership	3.89%

REVENUE HISTORY



LOOKING FORWARD

Through members' engagement, our efforts will endure and our future is bright. We look forward to 2021.



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