

AGC OF SOUTH DAKOTA - HHU CHAPTER

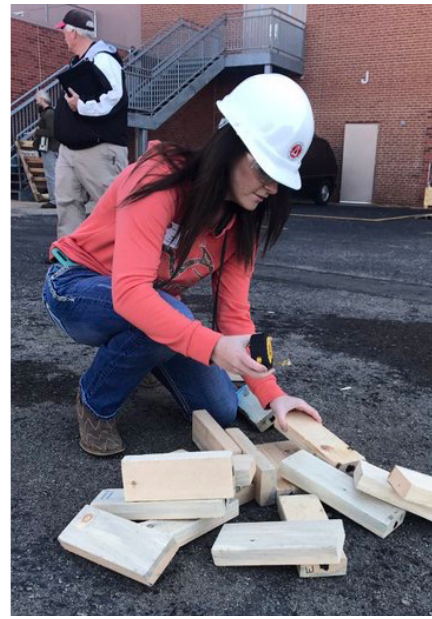


AGC
South Dakota
Highway Heavy Utilities Chapter

2
0
1
7

ANNUAL REPORT

2017



THE CONSTRUCTION ASSOCIATION OF CHOICE!

+ PRESIDENT'S MESSAGE

BY: JOHN MORRIS. MORRIS, INC.

It has truly been an honor and privilege to serve as 2017 President for the Associated General Contractors - HHU Chapter. I really appreciate the opportunity to serve in this position. The experience has been one I will always be grateful for. I truly feel that this great association has given me more than I have given to it and I look forward to staying involved.

This past year our top three initiatives were Workforce Development, Government Affairs, and Safety & Training. Our committees and outstanding staff are doing an amazing job with these three initiatives through finding solutions, implementing programs, and getting involvement from members and other organizations. There is no silver bullet for any of these initiatives and our chapter is going to keep working diligently on these. I am very pleased with how our chapter continues to push forward and be the leader in these areas.

Another area of highlight is our working relationship with the SDDOT. The interaction and collaboration between the AGC and the SDDOT has been very positive.

Together we have identified concerns and are working on several initiatives. These initiatives are accomplished through the AGC/SDDOT workgroup process. I would strongly encourage members to become involved in this process so that we can all be part of solutions while making

improvements to our industry. You all will have a chance to participate in this process at our upcoming South Dakota Transportation Construction Industry Summit on March 13th & 14th in Oacoma, SD. Please make it a point to attend this great event with some of your staff.

Thank you to everyone who has been involved in the AGC HHU. Whether through serving on a committee, attending SDDOT/AGC meetings, utilizing AGC training, sponsoring events, contacting lawmakers, or just participating in networking events. This is what makes our association so strong and so great.

I am looking forward to the coming year under the leadership of Jared Gusso as our 2018 President. I am confident Jared and his executive team will do an outstanding job as our leaders and have many successes. It is going to be HUGE!

Thanks again for the opportunity to serve as your President. I wish you all the best of luck in 2018 and look forward to seeing you all at upcoming events. Make it a SAFE year!



2017 BOARD OF DIRECTORS

OFFICERS:

President - John Morris, Pierre
Senior VP - Jared Gusso, Sioux Falls
VP - Tim Foerster, Rapid City
Sec./Treas. - Cindy Monnin, Sioux Falls
Past Pres. - Dean Herll, Dell Rapids

DIRECTORS:

Tim Davis Huron
Dave Dailey Rapid City
Wayne Lloyd Flandreau
John Shoemaker Webster
Todd Waldera Spencer
Kyle Jensen Mobridge
Andy Johnson Ft. Pierre
Patty Nohr Sioux Falls

NATIONAL GOVERNORS:

David Gustafson ... Rapid City
Floyd Schafer Rapid City

LIFE NATIONAL GOVERNORS:

Dave Fleck Sioux Falls
Gary Johnson Ft. Pierre
Merle Davis Dell Rapids
Tom Graves Sioux Falls
Lynn Kading Rapid City
Mark Knight Aberdeen
Kari Karst Dell Rapids

ASSOCIATE DIVISION OFFICERS:

President - Rick Langguth, Rapid City
VP - Casey Dolney, Rapid City
Sec./Treas - Jon Snedeker, Sioux Falls

MEMBERSHIP

2017 concluded with a **total Membership** of 258 (108 contractors & 150 associates). Over the past 5 years, Membership continues to rise!

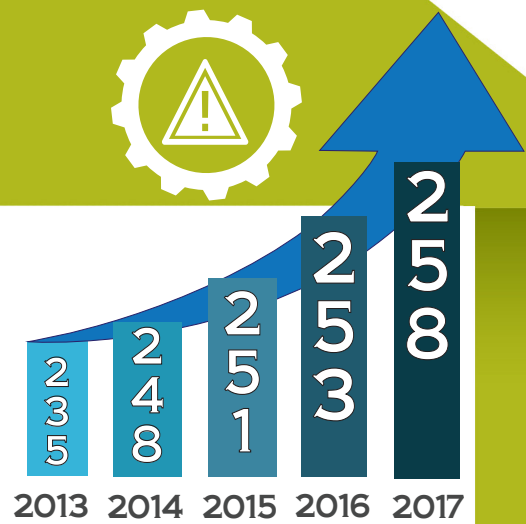
Networking opportunities are a key ingredient of member involvement! Membership Meetings were held twice in 2017, once in the spring and once in the fall in both Rapid City and Sioux Falls. Summer Socials were also held in both locations as well as the two golf tournaments. AGC's main event, the annual State Convention, is held each January and continues to be our biggest and best networking opportunity!

The **Construction Leadership** group was active in 2017. They completed two community projects, hosted two social events in Rapid City and Sioux Falls and the annual Pheasant Hunt at Broken Arrow Farms near Pierre.

The **AGC online store** continues to receive new orders and offers new apparel items on a regular basis! Log on to: www.sdagc.org/online-store and browse the selection! 2017 was our third year in partner-

ship with the **BirdDog HR Jobs Bank**. The 2017 campaign resulted in 354 jobs posted by 49 different member firms with OVER 16,000 jobs viewed on the jobs bank. A public relations campaign runs every spring to drive job-seekers to your open positions & it's FREE to members!

In addition to our printed membership directory we also offer a smart-phone **App**! The app is available for download to all members who have a smart phone.



HHU MEMBERSHIP NUMBERS



LEGISLATIVE

AGC again had a **full-time presence at the State Capitol** during the 2017 Legislative Session. AGC Lobbyist Deb Mortenson reviewed all bills introduced. Those bills of interest to the construction industry were circulated to the Government Affairs Committee to determine AGC's stance.

AGC's bill list this session covered topics from countering increased competition from the colonies; crafting a clearer definition of the construction manager delivery method; unemployment insurance tax breaks and revisions to fund administration of the UI program.

AGC also hosted its' first-ever **Legislative Day** where interested members learned more about the legislative process. Members spent time in legislative committees, spoke to their legislators on the House and Senate floors, and were introduced in the House and Senate galleries. During the afternoon, they received updates from several state agencies. The day wrapped up with the annual AGC Legislative Dinner, which was well-attended by members, legislators and constitutional officers.

AGC's legislative position is further enhanced by our **political action committee (CON-PAC)**. Through the many campaign contributions our members hand-deliver, valuable relationships are formed with legislators and other elected officials.



SAFETY AND TRAINING



AGC's **Safety & Training Division** offers a "well rounded" and impressive menu of services. A total of **1496 participants were trained in 2017**, and this doesn't include the numerous member companies who took advantage of other AGC safety offerings. These offerings include site visits & mock audits, OSHA & MSHA citation assistance, company meeting presentations, tool box talks, safety lunches, an Annual Safety Summit and over 20 different training courses (OSHA, MSHA, competent person, traffic control, etc.). In the workforce training area, AGC offers over 10 different training courses (Supervisor Training, Project Manager Development, Project Scheduling, etc.)

In 2017, **120 Safety & Leadership Training classes** were conducted in 9 different South Dakota cities (Sioux Falls, Yankton, Box Elder, Mitchell, Pierre, Blackhawk, Aberdeen, Brookings & Watertown) and one location in Wyoming.

Work Zone Awareness Week (WZAW) is an annual spring campaign held at the start of construction season to encourage safe driving through highway work zones. AGC once again hosted a successful 4th grade coloring/billboard contest. This year there were nine winners chosen from Rapid City, Dell Rapids, Milbank, Coleman-Egan, Clear Lake and Jones County schools. Press events were held at each of these locations where the students were awarded a "mini billboard" and a \$25 prize. Billboards featuring the winning artwork ran throughout the busy construction season! Thank you to those member companies that sponsor this program!

In 2017, approximately **2,600** individuals used AGC of South Dakota, HHU Chapter services or attended networking events! This figure does not include those we touched through our numerous workforce development efforts, committee meetings & membership visits!

- 120 Professional Development/ Safety Courses - **1,496**
- Legislative Dinner - **89**
- Summer Golf & Fishing Tournaments - **292**
- Summer Socials - **140**
- Spring & Fall Membership Meetings - **185**
- Construction Leadership Pheasant Hunt - **39**
- Annual State Convention - **390**



DID YOU KNOW??
Forklift training was the most popular class offered in 2017 with 22 classes?

Aerial Work Platform & Excavation/Trenching were tied for 2nd most popular with 12 classes each!



WORKFORCE DEVELOPMENT

AGC's **Workforce Development (WFD) efforts** have ramped up significantly over the last few years! AGC has become a recognized WFD "leader" in SD. AGC has established solid relationships with the SD Dept. of Education, SD Dept. of Labor & Regulation and all four Technical Institutes.

AGC has increased our outreach to local, middle and high schools to increase awareness of the career opportunities in construction. We added two new state registered apprenticeships in 2017 (Heavy Equipment Operator & Concrete Finisher), grown our Construction Camps and are currently developing a Construction 101 course focused on highway construction workers.

AGC's WFD & PR Committees continue to implement numerous programs. These programs highlight our industry as a desirable career option and help ensure a viable workforce into the future. While there is still plenty of work left to be done, AGC is confident we are heading in the right direction!

WFD is one of AGC's top three initiatives. Depending on whom you ask, WFD is rarely listed as lower than a top two initiative by any member, staff or volunteer leader.

The **HR Alliance** was active hosting West River and East River Alliance Meetings.

The AGC along with Governor Dennis Daugaard, via an Executive Proclamation, proclaimed October 2017 as "**Careers in Construction Month**" for the second year in a row across our state.

Construction Awareness Days was held in five cities across South Dakota in 2017. Western Dakota Tech in Rapid City, T.F. Riggs High School in Pierre, Mitchell Tech in Mitchell, and CTE Academy in Sioux Falls. Over 700 students from fifty-six different area high schools joined the AGC for a day of hands-on construction activities, education, and fun!

AGC awarded Scholarships to 29 area students pursuing a career in construction totalling \$29,000! In addition, AGC partnered with Lake Area Tech and awarded a heavy equipment operator student with a "Build Dakota" Scholarship.

A series of **construction related video game apps** as well as an **AGC coloring book** were developed in 2017. The games have something for everyone. There are fun games for kids in elementary school and there are games designed to train those already working in the industry. Both of these initiatives will be used to promote the many different careers in construction to the potential workforce!



INDUSTRY RELATIONSHIPS



AGC members and staff met with our **Congressional delegation in Washington, D.C.** twice in 2017 to discuss future funding and the need for long-term transportation funding and immigration reform.



In 2017, accomplishments continued to be made to improve the **AGC/SDDOT relationship**. Our workgroup process is a big success. Through this process, we have successfully improved how preconstruction meetings are conducted, developed a conflict resolution process, improved the timeliness of project payment and close-out, developed a project management special provision for large projects and improved chip seal specifications. The first ever “SD Transportation Construction Industry Summit” was another huge success. AGC, with SDDOT’s assistance, hosted this event in February of 2017 in Oacoma. Over 125 attendees participated in this event that covered a wide range of topics and allowed for social time to create and further develop working relationships.



The AGC worked closely with both **Sioux Falls and Rapid City**, hosting meetings on a regular basis. The Rapid City Municipal & Utilities committee was active in reviewing the Spec Book and getting City Officials to present the 2017 CIP to members. SFCA continues to meet with City of Sioux Falls officials on various issues on a monthly basis.

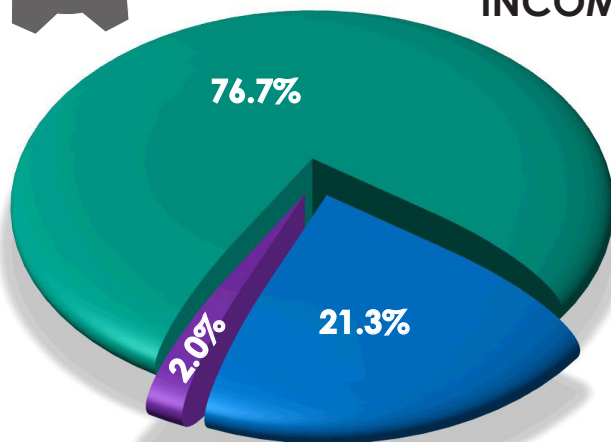
AGC regularly attends all Unemployment Insurance and Worker Compensation Advisory Board meetings and received a **Department of Labor Grant** to help fund our Workforce Development efforts in 2017.

In May, AGC co-hosted the annual **Corps. of Engineers** meeting held in Omaha, NE.



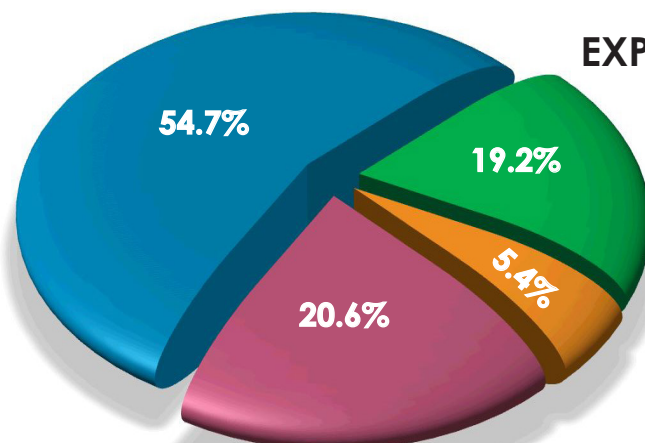
FINANCIAL REPORT

INCOME



■ DUES
■ NON-DUES
■ MANAGEMENT FEES

EXPENSE



■ MEMBER SERVICES
■ CONFERENCE & MEETINGS
■ COMMUNICATIONS
■ GENERAL ADMINISTRATION

AGC CARES - IN THE COMMUNITY



AGC Cares is still doing good things and helping make a difference in communities throughout South Dakota! 2017 projects included help from AGC's Construction Leadership group who spearheaded a project at Family Park in Sioux Falls. The project consisted of extending the facility's gravel walking path. A second Construction Leadership project was completed in Rapid City at Storybook Island. The project consisted of re-building two play sets at the children's park. Additionally, over 40 AGC members came together to serve dinner at The Banquet in Sioux Falls over the summer. 405 dinners were served with 54 of those being to children.

In the fall, donations were made in support of members of the AGC family and those communities affected by Hurricane Harvey and Maria. There were several AGC Member firms' employees and their families that lost everything because of the flooding.

AGC Cares closed out 2017 by awarding each of our Build South Dakota project winners \$500 to the charity of their choice.

In 2017, **charities receiving a donation** were: The North Middle School D.C. Trip from Mainline Contracting, The Bishop Dudley House from D&G Concrete Construction and C.O.R.E. (Community Organized for Educating SD Youth) from Knife River Midwest.



"The goal behind "AGC Cares" is to give back to our communities who support our industry! And by helping AGC of SD members & their employees in times of need, we can do just that!"

**ARE YOU
FOLLOWING US?**

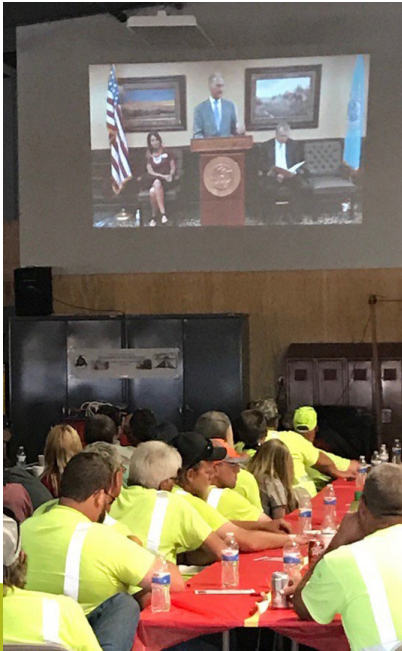


AGC HAS OVER **765**
TWITTER FOLLOWERS, A 22%
INCREASE FROM LAST YEAR!



WE'RE FAST APPROACHING
500 LIKES ON FACEBOOK.





AGC
South Dakota
 Highway Heavy Utilities Chapter

“THE CONSTRUCTION ASSOCIATION OF CHOICE”



**AGC OF SOUTH DAKOTA
 HIGHWAY HEAVY UTILITIES CHAPTER**

300 E. Capitol Ave., Suite 1 * Pierre, SD 57501
www.sdagc.org * 605-224-8689

Mission Statement:

The AGC of South Dakota and its members promote Skills, Responsibility and Integrity through construction and services which enhance the quality of life for all who live, work, or travel in South Dakota.

VISION Statement:

The Construction Association of Choice

Purpose Statement:

To be the voice that promotes and represents the construction industry.