

ANNUAL REPORT

2018

ASSOCIATED GENERAL CONTRACTORS OF SOUTH DAKOTA HIGHWAY HEAVY UTILITIES CHAPTER



MEMBERS



PRESIDENT'S MESSAGE

**JARED GUSSO, SFC CIVIL
CONSTRUCTORS**

It is amazing how fast years go by. It seems like just a year ago that we were in Deadwood and I was starting my journey as chapter president. It has been a very interesting and educational time. From the AGC of America National Convention in New Orleans, to membership meetings, to presenting at the AGC of America Chapter Leadership Conference in Washington DC.

Topping off all our accomplishments was being presented the Small Chapter of the Year award. Being able to bring this to the AGC of South Dakota State Convention to give to all of you was inspiring. A big thank you to Toby and Lindsay for your time and energy in putting together the winning submission. Our goal is to put the trophy on a road trip tour to our member events across the state this year.



On that note, I am grateful to all of the staff, contractors and associates who contribute to the success of our chapter. It takes all of us working together to move our chapter forward. Your involvement in the various committees, volunteering at Construction Career Camps, and attending our Legislative Day and membership meetings makes a difference.

In mid-January the State Convention was held at the Sioux Falls Convention Center. This year's event was one of, if not, the highest attended ever. There were several different breakout sessions and speakers covering many topics. The raffle fundraiser had a little different look this year and was a great success.

I want to take this last paragraph of my letter to wish Tim Foerster and the officers all the best in 2019. I have had the privilege to get to know Tim over the last couple of years and am confident in Tim's leadership and drive.

Thank you all for giving me the opportunity this last year.

2018 CHAPTER OFFICERS:

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

2018 DIRECTORS:

Dave Dailey / Rapid City
Wayne Lloyd / Flandreau
Todd Waldera / Spencer
Kyle Jensen / Mobridge
Andy Johnson / Ft. Pierre
RC Scull / Rapid City
Jim Soukup / Sioux Falls
Tim Davis / Huron

NATIONAL GOVERNORS:

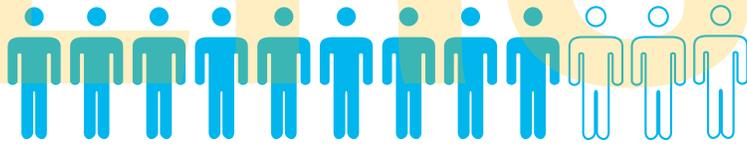
David Gustafson / Rapid City
Floyd Schafer / Rapid City

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
Casey Dolney, Rapid City
Vice President
Jon Snedeker, Sioux Falls
Secretary / Treasurer
Derek McTighe - Pierre



NINE NEW MEMBERS IN 2018

2018 concluded with a **total Membership of 262** (108 contractors & 154 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 2018, 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 and a fishing tournament. AGC's main event, the annual State Convention, is held each January and continues to be our biggest and best networking opportunity!

During the annual AGC of America National Chapter Leadership Conference in Washington, D.C., the AGC of South Dakota received the 2018 **"Small Chapter of the Year" Award!** This award recognizes Chapters which have developed outstanding programs and excelled at achieving tangible accomplishments during the calendar year. Noteworthy HHU Chapter achievements include our AGC Coloring & Activity books, Simcoach Mobile Gaming Apps, Annual Jobs Bank Campaign, Scholarships, AGC Charity Work "AGC Cares", Workzone Awareness Activities, Membership Growth and our Public Relations Campaigns.

The **Young Constructors** group was active in 2018. They hosted a social event at the Rapid City Rush Hockey Game and conducted a successful Leadership Square Raffle to benefit the Education Foundation.

2018 was another successful year in partnership with the **BirdDog HR Jobs Bank**. The 2018 campaign resulted in 313 jobs posted by 40 different member firms with OVER 15,000 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!



LEGISLATIVE

AGC again had a **full-time presence at the State Capitol** during the 2018 Legislative Session. AGC Lobbyist Deb Mortenson reviewed all bills introduced.

AGC hosted our 2nd Annual **"Legislative Day & Dinner"** at the Capitol during the 2018 Session, where interested members learned more about the legislative process. Members spent time in legislative committees and were introduced in the House and Senate Galleries. During the afternoon, members received updates from several state agencies as well as Governor Dennis Daugaard.

The day wrapped up with the annual AGC Legislative Dinner, which was well-attended by members, legislators and constitutional officers.

As part of our 2018 Legislative Day, AGC hosted a **US House Candidate Panel** featuring candidates Shantel Krebs and Dusty Johnson. More than 50 AGC members had the opportunity to personally meet each candidate and hear their thoughts on issues important to the construction industry.

AGC also hosted a **Gubernatorial Candidate Forum** in March at Cedar Shores in Oacoma, SD. Members had the opportunity to raise funds for CONPAC and learn more about candidates for the Governor's office. More than 80 members gathered for an evening with candidates Marty Jackley and Kristi Noem.

AGC's legislative position is further enhanced by our **political action**



committee (CONPAC). Through the many campaign contributions our members hand-deliver, valuable relationships are formed with legislators and other elected officials.

— S D A G C

SAFETY AND TRAINING



AGC'S SAFETY & TRAINING DIVISION OFFERS A "WELL ROUNDED" AND IMPRESSIVE MENU OF SERVICES. A TOTAL OF 1675 PARTICIPANTS WERE TRAINED IN 2018!

Member companies were active in taking advantage of all AGC safety & training offerings in 2018. 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 addition, AGC created and offered **construction industry specific CDL trainings in 2018.**

Over 120 Safety & Leadership Training classes were conducted in 9 different South Dakota cities (Sioux Falls, Yankton, Platte, Tea, Mitchell, Pierre, Vermillion, Aberdeen & Watertown).

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!



DID YOU KNOW? FORKLIFT TRAINING WAS THE MOST POPULAR CLASS OFFERED IN 2018 WITH 18 CLASSES! AERIAL WORK PLAT-FORM TOOK 2ND WITH 16 CLASSES CONDUCTED, FOLLOWED BY FALL PROTECTION WHICH WAS 3RD WITH 14 CLASSES.

WORKFORCE DEVELOPMENT

AGC's **Workforce Development (WFD)** efforts have ramped up significantly over the last few years! AGC is 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 outreach to middle and high schools to increase awareness of the career opportunities in construction. We added **two new state registered apprenticeships** (Heavy Equipment Operator & Concrete Finisher), grew our Construction Camps and began development of a Construction 101 course focused on highway construction workers. WFD is one of AGC's top initiatives!

AGC created a "**School Visit Tool Kit**" for members to use when visiting area schools. The tool kit includes a ready-made PowerPoint and a one page construction careers fact sheet.

The **HR Alliance** was active hosting West River and East River Alliance Meetings throughout all of 2018. The HR Summit was held in June in conjunction with the AGC Safety Summit in Oacoma, SD.

The AGC along with Governor Dennis Daugaard, via an Executive Proclamation, proclaimed October 2018 as "**Careers in Construction Month**" for the second year in a row across our state.

AGC hosted two Construction Career Camp (CCC) events, in Sioux Falls and Rapid City. Over 450 area hghschool students participated in a day of hands-on construction activities, education, and fun! AGC also participated in two "Pizza, Pop & Power Tools" events to encourage young women to consider a career in construction.

AGC awarded Scholarships to 23 area students pursuing a career in construction totaling \$29,000! AGC partnered with Lake Area Tech's Heavy Equipment Operator Program to offer a "Build Dakota"

AGC CONTINUED TO ROLL OUT OUR NEW MOBILE GAMING APPS AS WELL AS AN AGC COLORING BOOK IN 2018. 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!

scholarship to a student pursuing an HEO degree. This year's recipient was Dylan Alexander from Newell, SD. Dylan will graduate in the Spring of 2020.



SDAGC HAS OVER 800 TWITTER FOLLOWERS
& OVER 500 LIKES ON FACEBOOK



INDUSTRY RELATIONSHIPS

IN 2018, ACCOMPLISHMENTS CONTINUED TO BE MADE TO IMPROVE THE AGC/SDDOT RELATIONSHIP. OUR WORKGROUP PROCESS IS A BIG SUCCESS AND WE'VE SUCCESSFULLY IMPROVED SEVERAL AREAS TO BETTER THE CONTRACTOR/INDUSTRY WORKING RELATIONSHIPS!

AGC members and staff met with our **Congressional Delegation in Washington, D.C.** twice in 2018 to discuss the need for adequate and dedicated federal infrastructure investment, increased federal funding for workforce training and immigration reform.

In 2018, the AGC/SDDOT 2nd Annual **“SD Transportation Construction Industry Summit”** was a huge success! Over 130 SDDOT personnel and industry representatives came together in Oacoma, SD for the two day event. AGC leadership presented the SDDOT with a resolution expressing AGC’s appreciation for their support and assistance and our desire to continue our joint initiatives the future.

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 meeting with City Officials to review the 2018 CIP. SFC

continues to meet with City of Sioux Falls officials on various issues on a monthly basis.

AGC attends all Unemployment Insurance and Worker Compensation Advisory Board meetings. AGC worked closely with the SDDOT on the Davis-Bacon wage scale.

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

2018 EVENT PARTICIPATION

- 120 PROFESSIONAL DEVELOPMENT / SAFETY COURSES
- 94 PEOPLE ATTENDED THE LEGISLATIVE DINNER
- 300+ ATTENDEES AT GOLF & FISHING TOURNAMENTS
- ALMOST 150 ATTENDEES AT SUMMER SOCIALS
- 225+ AT SPRING & FALL MEMBERSHIP MEETINGS
- OVER 300 PEOPLE ATTENDED THE STATE CONVENTION



INVOLVED

AGC CARES



"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."

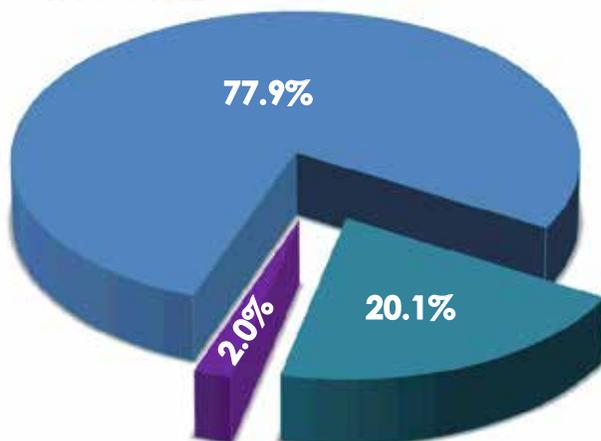
AGC Cares is still doing good things and helping make a difference in communities throughout South Dakota! Over 40 AGC members came together to serve breakfast at The Banquet in Sioux Falls over the summer. 240 meals were served with 24 of those being to children.

Additionally in 2018, AGC Cares made a contribution to an employee from Morris, Inc. who was severely burned in a freak accident as well as a donation made to an employee from Banner Associates who is undergoing intense cancer treatment.

AGC Cares closed out 2018 by awarding each of our Build South Dakota project winners \$500 to the charity of their choice. **Charities receiving a donation** were: The Boys Club from R.C.S. Construction, Lake Area Tech Heavy Equipment Operator Program from BX Civil & Construction and Working Against Violence Inc. from R.C.S. Construction.

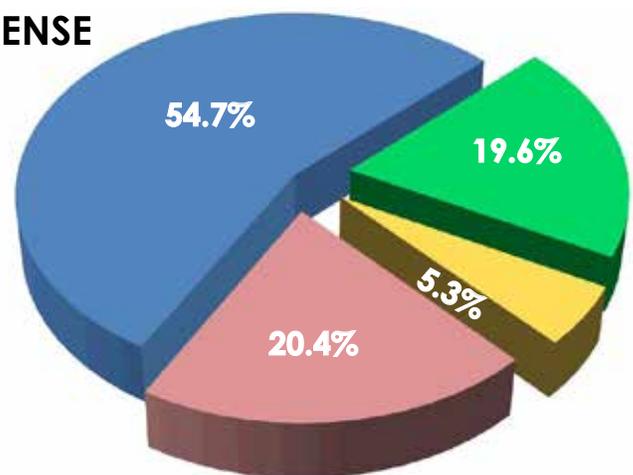
2018 FINANCIAL REPORT

INCOME



- DUES
- NON-DUES
- MANAGEMENT FEES

EXPENSE

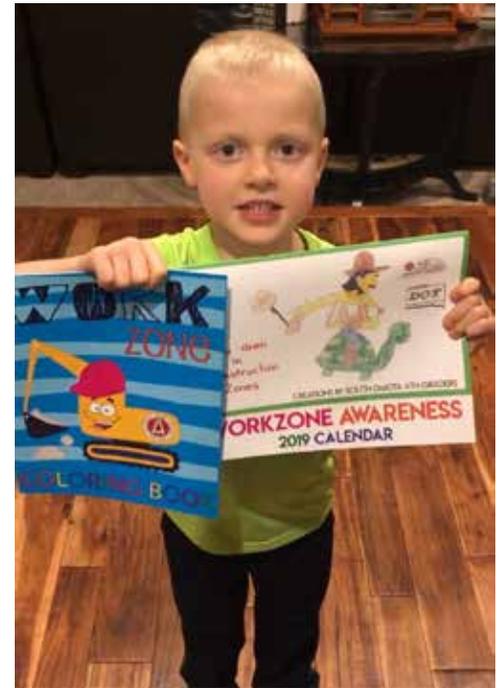


- MEMBER SERVICES
- CONFERENCE & MEETINGS
- COMMUNICATIONS
- GENERAL ADMINISTRATION



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HIGHWAY HEAVY UTILITIES CHAPTER**
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“THE CONSTRUCTION ASSOCIATION OF CHOICE”



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.”