

ANNUAL REPORT

ASSOCIATED GENERAL CONTRACTORS OF SOUTH DAKOTA HIGHWAY HEAVY UTILITIES CHAPTER



AGC SOUTH DAKOTA
HIGHWAY-HEAVY-UTILITIES CHAPTER
"THE CONSTRUCTION ASSOCIATION"

2019



LEADERSHIP



PRESIDENT'S MESSAGE

TIM FOERSTER, SIMON



First, please let me tell you that it has been a true honor & privilege to serve as your 2019 President. My year went by incredibly fast, it seems like yesterday we were all at the 2019 State Convention in Sioux Falls. A big thanks to Jared Gusso for getting me started on the right foot. Jared was very helpful and fun to work with over the last few years.

2019 was a very challenging year for the execution of construction work across the entire state due to record moisture for the second year in a row. The AGC made good progress with SDDOT in adjusting construction schedules and accommodating contractor's needs due to the record moisture. The AGC-SDDOT relationship continued to improve and thrive through the fine efforts of many members willing to get involved with the work group process and attending the spring and late fall AGC-SDDOT meetings.

2019 accomplishments include an AGC of America Chapter Workforce Development Award that was presented to our Chapter in Washington, D.C. at the National & Chapter Leadership Conference. Hard work and many extra efforts by many members and AGC staff over the past couple of years resulted in this outstanding achievement. Also at that conference, AGC of SD leaders were presented with two 2019 AGC of America PAC awards. The awards were for "Most Dollars from a Chapter Board" and "Highest Chapter Board Average" in our division. This is recognition of the dedication that our board members have that helps support the AGC at a national level. AGC at the national level year in and year out accomplish a great deal of good for our members and industry that often goes un-noticed. National AGC helps to makes the life of a contractor much more bearable and sustainable through their legislative in-site and overall accomplishments.

2019 also saw the Young Constructors step up and formally organize their group with officers and bylaws. The fully energized Young Constructors, went on to hold numerous events that helped with the community and fundraising. The Young Constructors are the future leaders of AGC and our industry. It is very satisfying to see these young energetic folks take an earnest interest in AGC, the industry, and their community. I encourage all younger members to get involved with this fine group of young professionals, your participation will pay dividends to your career in the years to come.

I wish the tried and true veteran contractor, Gary Johnson, my best in 2020 as our new chapter President. I am confident that we are in good hands with Gary and the Executive Team, and I look forward to supporting his efforts in the coming year. Gary will have the support of an excellent AGC staff from all levels. The AGC staff works hard and has members interests in mind year after year.

Thank you again for allowing me to have had the honor to serve as your President. Go forth and conquer 2020 with a safe, profitable and productive year.

2019 CHAPTER OFFICERS

- President - Tim Foerster / Rapid City
- Senior VP - Gary Johnson / Ft. Pierre
- VP - David Dailey / Rapid City
- Sec./Treas. - Chad Hartman / Sioux Falls
- Past Pres. - Jared Gusso / Sioux Falls

2019 CHAPTER DIRECTORS

- Elroy Buren / Rapid City
- Ed Davis / Sioux Falls
- Tim Davis / Huron
- Kyle Jensen / Mobridge
- Andy Johnson / Ft. Pierre
- Rob Knight / Webster
- RC Scull / Rapid City
- Jim Soukup / Sioux Falls
- Wayne Lloyd / Sioux Falls

NATIONAL GOVERNORS

- David Gustafson / Rapid City
- John Morris / Pierre
- Floyd Schafer / Rapid City

LIFE NATIONAL GOVERNORS (ACTIVE)

- Gary Johnson / Ft. Pierre
- Kari Karst / Dell Rapids
- Mark Knight / Aberdeen

ASSOCIATE DIVISION OFFICERS

- Pres. -Jon Snedeker / Sioux Falls
- VP - Derek McTighe / Pierre
- Sec./ Treas - Wade Planting / Sioux Falls

STRENGTH

MEMBERSHIP

2019 concluded with a **total Membership of 254** (104 contractors & 150 associates). Over the past 5 years, Membership continues to rise!



SEVEN NEW MEMBERS IN 2019

Networking opportunities are a key ingredient of member involvement! Membership Meetings were held twice in 2019, 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

YOUNG CONSTRUCTORS

The Rapid City Chapter of the AGC Young Constructors officially formed in 2019. The group met and established their bylaws, membership application and appointed a Board of Directors. Monthly **Membership Meetings** were held throughout the year and the group also participated in a Habitat for Humanity build. By the conclusion of 2019, over 40 members had joined the group. Plans are underway to get a Sioux Falls Chapter up and running in 2020.



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!

In 2019, our **website www.sdagc.org** was re-done and given a new and fresh look! In addition, we launched a new mobile app "**AGC Connection**"! The app is available for both iOS and Android users and is a hub for members to access AGC HHU content, AGC of America content and events year round. Members have access to dedicated news feeds



and forums, a member directory with in-app messaging and event registration links all in one place! If you haven't already, download the **FREE membership app** today via iTunes or Google Play!

2019 was another successful year in partnership with the **BirdDog HR Jobs Bank**. The 2019 campaign resulted in 319 jobs posted by 25 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 2019 Legislative Session. AGC Lobbyist Deb Mortenson was in the Capitol each day during session and reviewed all bills that were introduced to determine if they were of interest to the construction industry. AGC's Government Affairs Committee was active in providing input on what stance AGC should take on each bill.

With **460 total bills** introduced, the 2019 Legislative Session was a busy one for all involved. AGC was no exception, with 15 bills of interest on our tracking list. In particular, **AGC introduced HB 1082**, an act to revise certain provisions



regarding scrap metal purchases. The bill passed and was signed by Governor Noem in a ceremony that included AGC members, staff and key legislators of the bill.

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.

ACHIEVE

SAFETY AND TRAINING

Member companies were active in taking advantage of all AGC safety & training offerings in 2019. These offerings include; site visits & mock audits, OSHA & MSHA citation assistance, company meeting presentations, tool box talks, safety lunches, Annual Safety Summit and over **20 different training courses** (OSHA, MSHA, competent person, traffic control, etc.). In the workforce development training area, AGC offered over **11 different training courses** in 2019 (Supervisor Training, Project Manager Development, Project Scheduling, etc.)

Over **108 Safety & Leadership Training classes** were conducted in 12 different South Dakota cities (Sioux Falls, Yankton, Dell Rapids, Winner, Sturgis, Milbank, White, Spencer, Mitchell, Pierre, Aberdeen & Watertown).

In addition, AGC continued to offer **construction industry specific CDL trainings** in 2019 with 30 attendees from across the state.

The **AGC office** in Sioux Falls moved to a **new location** in 2019. The new site has an expanded classroom and 4000 sq./ft. of indoor training space. The additional space will allow the AGC Safety & Training staff to provide more “hands on” training classes!

AGC is in the process of providing the new and improved **Project**



Management Development Course, and the Certificate of Management - Lean Construction

which will be rolled out soon.

2019 also brought an opportunity to partner with the **Sioux Falls OSHA Office** and **South Dakota 811**.

A Falls Stand

Down event took place in Sioux Falls at the Fair Grounds Expo Center with 168 attendees. In addition, partnership between **OSHA, RC Fire Rescue** and **811** was established in Rapid City. A **Trench Stand Down event** was held in Rapid City at Western Dakota Tech, with 86 attendees.

Work Zone Awareness Week (WZAW) is an annual spring campaign held at the start of construction season to encourage

AGC'S SAFETY & TRAINING DIVISION OFFERS A "WELL ROUNDED" AND IMPRESSIVE MENU OF SERVICES. A TOTAL OF 1397 PARTICIPANTS WERE TRAINED IN 2019!

safe driving through highway work zones. AGC once again hosted a successful 4th grade coloring/ billboard contest. This year there were **six winners** chosen from Rapid City, Milbank, Mitchell and Sioux Falls 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!



EMENTS

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 continues to strengthen solid relationships with the SD Dept. of Education, SD Dept. of Labor & Regulation and all four Technical Institutes.

The HR Alliance was active in hosting monthly meetings connecting West River and East River Alliance Meetings with meetings streamed from each side of the state. The HR Summit was held in June in conjunction with the AGC Safety Summit in Oacoma.

The AGC along with Governor Kristi Noem, via an Executive Proclamation, proclaimed October 2019 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 Pierre. **Over 325** area high school students participated in a day of hands-on construction activities, education, and fun! AGC also co-hosted a **"Pizza, Pop & Power Tools"** event with NAWIC during National NAWIC week to encourage young women to consider a career in construction with nearly **100 middle school girls** attending in Sioux Falls.



AGC CONTINUED TO ROLL OUT OUR MOBILE GAMING APPS AS WELL AS OUR ACTIVITY / COLORING BOOK IN 2019.

AGC awarded **Scholarships** to 16 area students pursuing a career in construction **totaling \$29,000** in 2019! AGC partnered with Lake Area Tech's Heavy Equipment Operator Program to offer a **"Build Dakota" scholarship** to a student pursuing an HEO degree. The 2019 recipient was Isaac Engebretson from Watertown. Isaac will graduate in the Spring of 2021.

AGCA WFD Award! AGC of SD was honored to have been selected for the **AGC Chapter Workforce Development Award** in 2019.

AGC's innovative **Construction Career Academy** wrapped up its second season in 2019 with a graduating class of **19 students**. Plans are in motion to launch this program in Rapid City for the summer of 2020 in partnership with Western Dakota Tech.

AGC developed a tuition reimbursement model for CDL classes at Southeast Tech to allow individuals to **"Catch a Free Ride to a New Career"**. Contractors pay the tuition for this program in return for an employment commitment at their facility. **16 students** enrolled and completed the program in 2019.



PARTNER

SDAGC HAS OVER 875 TWITTER FOLLOWERS
& OVER 500 LIKES ON FACEBOOK



INDUSTRY RELATIONSHIPS

IN 2019, ACCOMPLISHMENTS CONTINUED TO BE MADE TO IMPROVE RELATIONSHIP WITH SEVERAL ENTITIES. 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 2019 to discuss the need for adequate and dedicated federal infrastructure investment, increased federal funding for workforce training and immigration reform.

In 2019, AGC worked diligently with **SDDOT personnel** to address contractor concerns with completing 2019 construction projects due to the wet conditions. SDDOT listened to our contractors concerns and **issued a memo** in July encouraging all staff to work with contractors on project delays due to the adverse weather.

The **2019 fall meeting** with SDDOT Area & Region Engineers, Operations Central Office and other key SDDOT staff was held in early December in

Pierre. Almost **70 participants** attended this valuable meeting. There was progress made with the workgroups and valuable discussions had by all! During this meeting, AGC members & staff presented **Greg Fuller** with a plaque honoring his **continuous leadership** and **partnership** with the construction industry!

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 2019 CIP. **SFCA**

2019 EVENT PARTICIPATION

- **OVER 800 PEOPLE ATTENDED THE STATE CONVENTION IN DEADWOOD**
- **108 PROFESSIONAL DEVELOPMENT / SAFETY COURSES CONDUCTED**
- **823 ATTENDEES AT THE GOLF & FISHING TOURNAMENTS**
- **OVER 215 ATTENDEES AT THE SUMMER SOCIALS**
- **249 ATTENDEES AT THE SPRING & FALL MEMBERSHIP MEETINGS**

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.

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



RSHIPS



AGC CARES

AGC Cares is still doing good things and making a difference in communities throughout South Dakota! Employees from **J&J Asphalt** served over **100 lunches** at the Cornerstone Rescue Mission in Rapid City. In addition, over **40 AGC members** came together to serve dinner at The Banquet in Sioux Falls in the fall. A total of 298 meals were served, 46 of them served to children.

Additionally in 2019, AGC Cares made a contribution to an employee from Slowey Construction who was severely injured in a jobsite accident. There is no project to BIG or small and all submissions are considered!



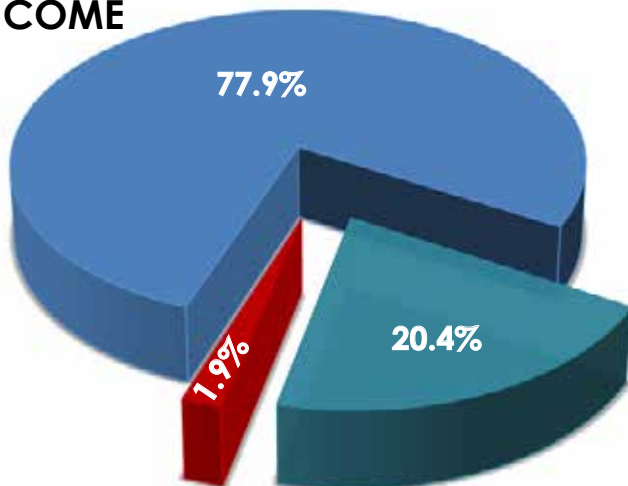
"THE GOAL BEHIND AGC CARES IS TO GIVE BACK TO OUR COMMUNITIES WHO SUPPORT OUR INDUSTRY! AND BY HELPING AGC OF SD MEMBERS & THEIR EMPLOYEES IN TIMES OF NEED, WE CAN DO JUST THAT."

AGC Cares closed out 2019 by awarding each of our Build South Dakota project winners **\$500** to the charity of their choice. Charities receiving a donation were: **Make-a-Wish & Children's Miracle Network** from SFC Civil Constructors and **Feeding South Dakota** from Prarie States Trucking.



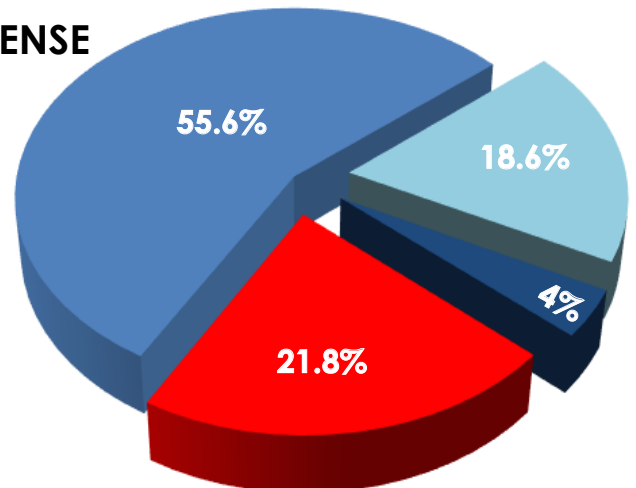
2019 FINANCIAL REPORT

INCOME



- DUES
- NON-DUES
- MANAGEMENT FEES

EXPENSE



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



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"THE CONSTRUCTION ASSOCIATION"



Mission Statement:

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

Purpose Statement:

"To be the Voice that Promotes and Represents the Construction Industry."