



AGC GR Department Retreat

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# Inside the Portfolios of Sarah & Paige

Sarah Gallegos, Director, Building Division

Paige Packard, Associate Director, Building Division

The Associated General Contractors of America

# Overview

- Building Division
  - Business Development Forum
  - Lean Construction Forum
  - Project Innovation and Delivery Forum
  - Public/Private Industry Advisory Council (PIAC)
  - AIA-AGC Joint Committee
  - Industry Liaison Committee
- Construction Leadership Council
- Specialty Contractors Council



# Building Division Focus & Structure



- The Division provides programs, services and advocacy to support private, vertical building construction contractors through the work of both AGC Staff and member volunteers.
- Building Division Leadership is comprised of the Chairs and Vice Chairs of the following Forums, Committees and Councils that fall under the division in addition to the Chair, Vice Chair and Immediate Past Chair. In total there are 17 members. This group drives the initiatives of the Division.

# Business Development Forum



**Mission/Structure:** Provide the knowledge and tools AGC members need to effectively sell their services and company. The Forum has a governing body, which consists of a 12-person Steering Committee (terms last three years). This committee meets 8-12 times a year.

## **Ongoing Activities/Recent Accomplishments:**

- Forum membership is 1003. Members can subscribe to a listserv.
- Created a strategic plan for the Forum that creates goals for the coming year. [Click here](#) to review the Business Development Forum's Strategic Plan.
- Hosted seven webinars since September 2016.
- Produces monthly best practices articles, driving visitors to the BD website for BD resources.
- Developed A Business Development LinkedIn Group: <https://www.linkedin.com/groups/7064844/> and showcase group: <https://www.linkedin.com/showcase/11536240/>.
- Hosts free 15 minutes “BD & Marketing Check-Ups” in partnership with the Society for Marketing Professional Services at AGC's Convention with plans to expand to other national conferences.
- Developing a “Business Development 101 WebEd Series” for general contractors in 2020.

# Lean Construction Forum



**Mission/Structure:** Focused on growing the implementation of lean practices in the construction industry by providing educational opportunities and developing a community where anyone with an interest in lean construction can come together to engage in a dialog on best practices, share information, and participate in a broad, coordinated effort to promote and define the use of lean concepts and processes within the construction industry. This committee meets 8-10 times per year. The Forum is governed by a 16-member Steering Committee.

## **Ongoing Activities/Recent Accomplishments:**

- Over the past year, the Forum has hosted three webinars on Lean construction and its applications.
- The Lean Construction Forum Steering Committee developed the Lean Construction for Trades Toolbox Talks in 2019. These are 10-minute conversational huddles to help train team members on site on Lean philosophy with ways to improve processes, eliminate waste and adopt a Lean culture. Each Toolbox Talk session is released monthly and is written and approved by Lean SMEs across the country.
- This group is having preliminary conversations regarding a follow up survey/report to the LCI/Dodge Data research that was conducted to produce the “Business Case for Lean” (utilizing owner data) but this time with a focus on the Business Case for Lean from the general contractor perspective to highlight empirically how Lean benefits the general contractor.

# Project Innovation & Delivery Forum



**Mission/Structure :** To align the execution of construction projects with the latest innovations in safety, quality and productivity, and to educate the industry on best practices in order to deliver quality projects on time and on budget. The Forum is governed by a 12-person Steering Committee.

## **Ongoing Activities/Recent Accomplishments:**

- In 2018 there was a shift from focusing solely on the delivery of projects but also at the innovations and technology used to deliver projects. At this point the Steering Committee is compiling information on innovations and technology used to more effectively deliver projects to share with members.
- The Forum does have a website ([www.agc.org/projectdelivery](http://www.agc.org/projectdelivery)) to serve as a construction industry resource for information related to construction project delivery and it is regularly updated by AGC Building Division staff.
- AGC is working with NASFA to develop a joint CM at Risk Best Practices white paper. That is in final draft stage.

# Public/Private Industry Advisory Council (PIAC)



**Mission/Structure:** The PIAC was established to provide a direct line of communication between private and public owners and the AGC of America. The primary mission of the PIAC is to promote dialogue with private and public owners involved in facility construction on various issues. Through the PIAC, AGC's goal is to foster a construction industry that is more responsive to owners' needs. The PIAC has about 30 contractor members and 20 owner members.

**Ongoing Activities/Recent Accomplishments:** The PIAC meets twice a year, once at Convention and then again at the Building Division's fall meeting.

- The PIAC Chair works with an “advisory group” comprised of owner members to create content for the in-person meetings. For the past several meetings the focus has been the following: advancing productivity and metrics; transforming your organization/projects through lean techniques and operational excellence; and workforce development and advancing talent
- Our most active Owner members include Disney, Target, MSU and members from NASFA (National Association of State Facilities Administrators)

# AIA-AGC Joint Committee



## Mission/Structure:

- To provide a working level liaison with the American Institute of Architects (AIA) and to provide a forum for the exchange of information on matters of mutual concern;
- To act on matters of direct interest to architects and building contractors as they relate to their participation in the construction process;
- To promote and increase joint activities between the national organizations and their local chapters and components to enhance industry professionalism consistent with each association's policies and procedures; and
- To make recommendations on matters requiring attention at the highest organizational level of each association.
- The Committee consists of 10 contractor members and 10 architect members.

## Ongoing Activities/Recent Accomplishments:

- Encouraging collaboration between architect and CM programs at the university level.
- Developing an Industry Manifesto that is endorsed by the Joint Committee. The goal is to help the industry create a better experience for the client, architect and contractor.



# Industry Liaison Committee



**Mission/Structure:** To create continuity across various industry groups and to work together towards similar industry goals. The committee consist of members who participate in other industry groups such as ABA, CURT, COAA and many more.

**Ongoing Activities/Recent Accomplishments:**

- The group has a call on a quarterly basis where the representatives report out what is taking place within their organizations and then we discuss with where we can collaborate on similar goals. Groups also share when their upcoming events are taking place. AGC works to attend most of these events to have a presence.

# Construction Leadership Council (CLC)



**Mission/Structure:** The Construction Leadership Council (CLC) was established to fulfill the need to cultivate the next generation of leaders in the construction industry as well as the association both at the local and national levels. The CLC is meant to serve all four divisions and is a springboard to future leadership opportunities at AGCA. The national steering committee consist of 15 – 22 members and represent various membership segments of the association. Members serve a 3-year term.

## **Ongoing Activities/Recent Accomplishments:**

- CLC Leadership Development Conference – Annual fall conference, co-hosted by a Chapter.
- Identifying and creating a pipeline into AGC leadership after CLC - CLC Mentorship Program
- Engaging Student Chapters
- Creating diversity within the CLC
- Bringing support to the CLC Leadership Development Conference

# Associated Groups



- [The Construction Leadership Council](#) is the technical body that oversees activity through a subcommittee. They work to help build the bridge between student chapter member and AGC member and execute student chapter activity at Convention.
- Student Chapter Faculty Taskforce: Provides feedback on Convention activities and develops initiatives to share best practices, develops resources specifically for the student chapters and assists national with connecting directly to our student chapters.



# Opportunities with AGC of America

- [AGC Outstanding Student Chapter Contest:](#)
  - New/Emerging AGC Student Chapter Award
  - Community Service Award
  - Construction Management Skills Award
  - \*prize for each award is \$2,000 and 4 complementary registrations for Convention
- AGC Membership rate on all webinars/participating AGC of America conferences
- Discount for AGC of America Annual Convention – over 32 Universities attend as well as over 250 students/faculty
- Student Chapter meeting at AGC’s Annual Convention & Networking Lunch
- Student Chapter Showcase at AGC’s Annual Convention (Student Chapter booth for schools participating in the Outstanding Student Chapter Competition)
- Student Chapter Topgolf Event at Convention (partnering with the Research and Education Foundation)

# Specialty Contractors Council



**Mission/Structure:** AGC has over 9,000 specialty contractor firms and those members compose the Specialty Contractor Council (SCC). The Council's activities are overseen by a 12 person Steering Committee.

## **Ongoing Activities/Recent Accomplishments:**

- The SCC SC has been putting a lot of focus on providing education opportunities for SC at Convention. The focus this upcoming Convention is educating specialty contractors on identifying pitfalls within contracts and how best they can go about protecting themselves from these circumstances.



# Questions?