

The  
**AGC**  
ADVANTAGE



**AGC  
CALIFORNIA**

... your business partner for success

#### State Office

3095 Beacon Boulevard / West Sacramento, CA 95691  
(916) 371-2422 / Fax (916) 371-2352 / E-mail: agcsac@agc-ca.org  
Web Page: www.agc-ca.org

#### Regional Offices

Northern California - 1390 Willow Pass Road, Suite 1030 / Concord, CA 94520  
(925) 827-2422 / Fax (925) 827-4042 / E-mail: agcnorth@agc-ca.org

Southern California - 1906 W. Garvey Avenue South, Suite 100 / West Covina, CA 91790  
(626) 608-5800 / Fax (626) 608-5810 / E-mail: agcsouth@agc-ca.org

#### District Offices

Eureka / Shasta Districts - 3095 Beacon Blvd. / West Sacramento, CA 95691  
(916) 371-2422 / Fax (916) 371-2352 / E-mail: agcredning@agc-ca.org

Delta-Sierra District - 3095 Beacon Boulevard / West Sacramento, CA 95691  
(916) 371-2422 / Fax (916) 371-2352 / E-mail: agcsac@agc-ca.org

North Bay District - 1390 Willow Pass Road, Suite 1030 / Concord, CA 94520  
(925) 827-2422 / Fax (925) 827-4042 / E-mail: agcnorth@agc-ca.org

San Francisco Bay Area District - 1390 Willow Pass Road, Suite 1030 / Concord, CA 94520  
(925) 827-2422 / Fax (925) 827-4042 / E-mail: agcnorth@agc-ca.org

Santa Clara District - 1390 Willow Pass Road, Suite 1030 / Concord, CA 94520  
(408) 727-3318 / Fax (408) 727-7567 / E-mail: agcnorth@agc-ca.org

Monterey Bay District - 1390 Willow Pass Road, Suite 1030 / Concord, CA 94520  
(925) 827-2422 / Fax (925) 827-4042 / E-Mail: agcnorth@agc-ca.org

San Joaquin District - 2307 North Fine Avenue, Suite 108 / Fresno, CA 93727-1516  
(559) 252-6262 / Fax (559) 252-6294 / E-mail: agcfresno@agc-ca.org

Tri-Counties District - 452 Arniell Road / Camarillo, CA 93010  
(805) 388-7330 / Fax (805) 388-7329 / E-mail: agctrico@agc-ca.org

Los Angeles District - 1906 W. Garvey Avenue South, Suite 100 / West Covina, CA 91790  
(626) 608-5800 / Fax (626) 608-5810 / E-mail: agcsouth@agc-ca.org

Orange County District - 1908 South Business Center Drive, Suite 107 / San Bernardino, CA 92408  
(949) 453-1480 / Fax (949) 453-1580 / E-mail: agcsbo@agc-ca.org

Riverside/ San Bernardino District - 1908 South Business Center Drive, Suite 107 / San Bernardino, CA 92408  
(909) 885-7519 / Fax (909) 381-4047 / E-mail: agcsbo@agc-ca.org

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#### AGC of America

2300 Wilson Boulevard, Suite 400 / Arlington, VA 22201-3308  
(703) 548-3118 / Fax: (703) 548-3119 / E-mail: info@agc.org  
Web Page: www.agc.org



## Who We Are

Founded in 1920, The Associated General Contractors of California proudly continues to be an organization of responsible construction firms and industry-related companies dedicated to skill and integrity in improving our physical environment.

## Our Mission

The mission of the Associated General Contractors of California is to be the recognized leader in providing business opportunities, education, training, resources, and advocacy for its members while advancing sound public policy for the construction industry.



# EDUCATION & TRAINING



Your source for the industry's best training and professional development programs.

## Essential Certification Courses to Meet Industry Demands

AGC of California's selection of industry-leading workshops and seminars provides tailored training needs which focuses on such topics as:

- Environmental & Regulatory
- Financial Management
- Industrial Relations
- Leadership Development
- Legal
- Risk Management
- Safety Training



## Training Catalog

AGC's Online Education & Training Catalog offers members and industry leaders with more than 50 professional development courses, and provides a detailed look at special training programs available through AGC of California. The catalog is updated twice a year and covers a broad range of education and training programs. Browse available courses online at AGC's website at [www.agc-ca.org](http://www.agc-ca.org).

## E-Learning & Webinars

As technology shifts, we feel it is important that education and training stay up to speed with the 21st century. AGC offers several e-learning courses and webinars that are available online and feature live streaming interactive instructors or pre-recorded sessions to save you time and money. Learn from the comfort of your own home or business.

Working to develop your workforce for today and tomorrow!

# SAFETY & HEALTH



Looking out for your interests while providing valuable resources to assist you in your workplace safety.

## Promoting a Culture of Safety

Promoting safety as a core value in the construction industry, AGC's Safety & Health Council meets to discuss various safety and regulatory issues affecting the industry and provides a network for professional growth and development opportunities.

## Cal/ OSHA Liaison

AGC's close relationship with Cal/OSHA encourages frequent participation on regulations such as ergonomics, lead, asbestos, silica dust, hazardous materials and construction safety standards.

## Safety Products & Information

AGC members receive regular, timely information through publication of Safety Bulletins, Regulatory Alerts and other publications. Safety products such as: AGC Safety Manual, Heat Illness Prevention Compliance Program, Cal/OSHA Construction Pocket Guide and more can be ordered through our Online Store at [www.agc-ca.org](http://www.agc-ca.org).

## Safety Video Lending Library

A FREE service to AGC members, get access to AGC's extensive Safety Video Lending Library with over 300 titles available for your use.

## Safety Seminars

AGC provides a wide variety of safety education and training classes for our members. Seminars and training sessions are held throughout the state. Online safety training is also available. Visit AGC's website at [www.agc-ca.org](http://www.agc-ca.org) for a current training schedule and more.



# LABOR RELATIONS



As the only statewide construction trade association, AGC is in the unique position of providing both regional and statewide labor and industrial relations services. This capability provides our member firms with the most complete and professional services available to contractors performing work in California's marketplace.

## Premium Services

One of the greatest strengths of AGC's Industrial Relations (IR) department is in functional areas of contract negotiations, administration and advocacy. In addition, our IR department offers additional services such as:

Affirmative Action Programs	Dual Gates (Picketing/Strike Response)	Meal & Rest Periods Compliance
Apprenticeship Programs Compliance & Requirements	Employee Benefit Plans (Unions)	National Labor Relations Board Assistance
Audit (Trust Funds) Assistance	Equal Employment Opportunity	One-Job Agreements
Collective Bargaining (Master Labor Agreement Negotiations)	Grievance & Arbitration Advocacy	Pre-Job Conferences
Contract Administration and Compliance	Jurisdictional Disputes Assistance	Project Labor Agreements
Contract Interpretation and Application	Labor Compliance (Prevailing Wage)	Subcontracting Assistance
Davis Bacon Act – Davis Bacon Rates	Labor Relations Bulletins	Work Preservation

## Representing the Largest Multi-employer Bargaining Unit

AGC's Industrial Relations Department has a proud and historic 88 year history as the leader in the Union construction industry negotiating specific Master Labor Agreements with the basic crafts. Representing over 500 union contractor's statewide, which produce in excess of \$35 million union man-hours per year in the State of California.

## Direct Access to Critical Information

AGC consistently offer our members direct access to critical information and a broad spectrum of premium services which include relevant and timely solutions to immediate and future problems which ultimately improves our member's profitability. With regional offices in Concord and West Covina, as well as district offices throughout the state, AGC is positioned to keep members highly competitive.

# OCCUPATIONAL DIVISIONS

AGC recognizes and represents all facets of construction activity. Issues of vital importance are resolved through the AGC occupational divisions.

## Building Division

The AGC Building Division represents large and small contractors, encompasses the entire building construction industry. AGC has more than 250 general contractor members who do some form of building construction as part of their business.

AGC's Building Division maintains relationships and liaison status with the following agencies:

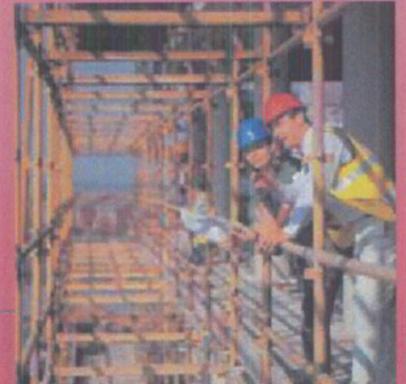
- American Institute of Architects California Council (AIACC)
- California Department of Corrections (CDC)
- California Contractors State License Board (CLSB)
- Office of Public School Construction & University of California (OPSC)
- Office of Statewide Health Planning and Development (OSHPD)

## Joint Engineering Division

The AGC Joint Engineering Division is comprised nearly 300 Highway & Heavy and Municipal Utilities & Marine contractors. Much of the Division's activities are focused on legislation and regulations that impact the highway and transportation construction market.

AGC's Joint Engineering Division maintains relationships and liaison status with the following agencies:

- California Department of Transportation (Caltrans)
- California Business, Transportation & Housing Agency (BT&H)
- Federal Highway Administration (FHWA)
- Regional Transit Authorities
- U.S. Army Corps of Engineers



# LEGISLATIVE & REGULATORY ADVOCACY

AGC knows that nothing has a greater impact on our businesses than the actions of our elected officials as well as the legislative and regulatory process. With a team of professional advocates located in Sacramento and in Washington, D.C., AGC members are represented locally and nationally.

## Unparalleled Access to Agency and Elected Officials

AGC of California continues to be in the forefront in providing industry input and feedback on key issues with various regulatory agencies while also serving as a valuable resource for education and training on the myriad of regulatory and legal issues that impact the industry.

## Sponsored/ Co-Sponsored Legislation

AGC of California has a proven track record of promoting and protecting contractors and service providers' interests and practices through its Legislative and Government Affairs program. Each year AGC advocates and AGC's Legislative Committee review over 3,000 legislative proposals and closely monitor more than 300 bills that impact the construction industry.

## Grassroots

Through AGC's grassroots efforts we have been able to champion effective and responsible legislation. AGC hosts several local grassroots activities throughout the state. These grassroots activities are critical, especially with newly elected public officials who are unfamiliar with commercial construction or the issues that affect the industry.

AGC ensures that California contractors and its related service providers are given every opportunity to grow and succeed; aiding in writing regulations that mitigate the burden on business.

Improving your bottom line with local,

# AGC OF AMERICA



Located in the Metropolitan Washington, DC Area, AGC is a full-service national trade association with a nationwide network of chapters. AGC represents more than 33,000 firms including 7,500 of America's leading general contractors, nearly 12,500 specialty contractors and more than 13,000 service providers and suppliers. AGC is the leading association for the construction industry. Regarded as the "voice and choice" of the construction industry, AGC is one of the most visible organizations in the industry.

## National Representation

AGC of California is one of the largest of 95 chapters that make up AGC of America. Membership in AGC of California automatically provides you with membership and representation through AGC of America on national matters and issues. No matter where you do business, AGC is there to help improve your workforce and operations, protect your interests, and find you work.

## Direct Access to Congress and Administration Officials

Through AGC of America's grassroots campaigns, AGC has been able to effectively advocate and defeat onerous legislation locally and nationally. AGC continues to support infrastructure investment and initiatives that will grow the economy, enhance U.S. competitiveness, and create jobs.

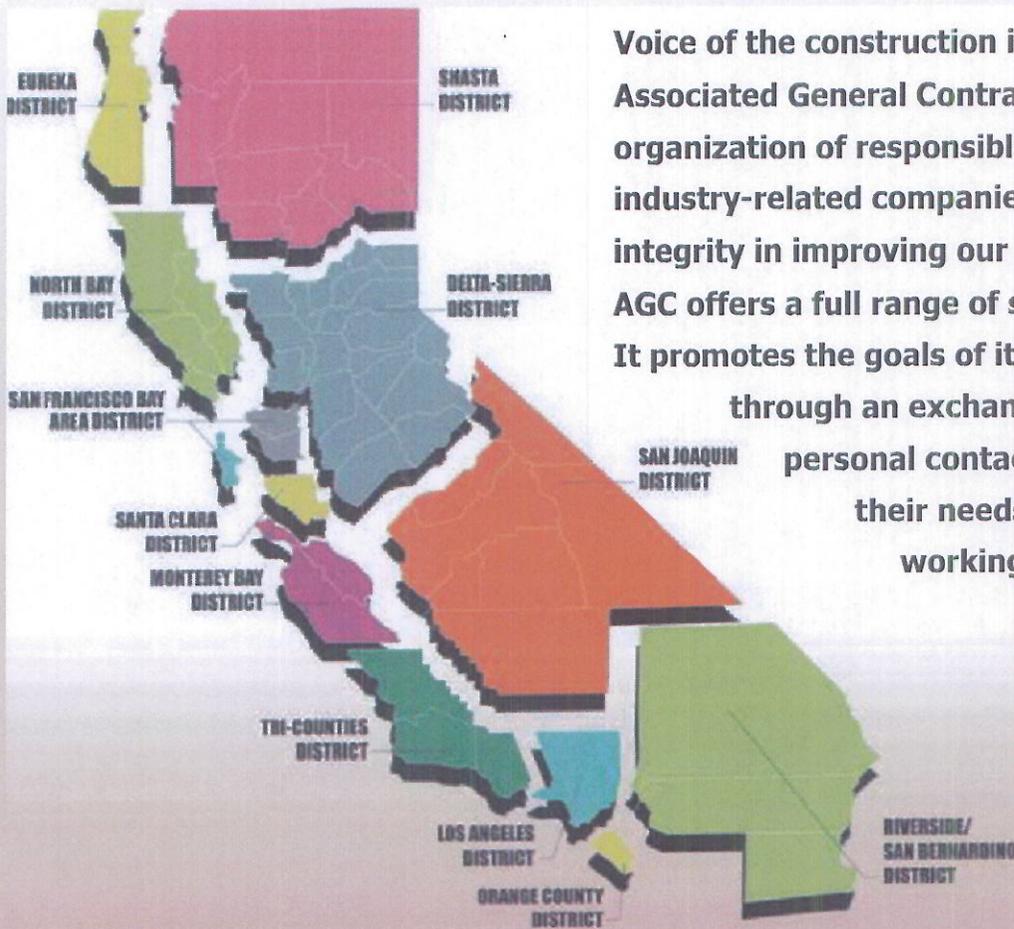
## Exclusive Membership Discounts

As an AGC member you have access to exclusive membership discounts on essential products and services from companies such as FedEx, Enterprise, GM, HP and BP, as well as member discounts on valuable training publications and DVDs, webinars and AGC events.

regional, state and national representation.

# AT YOUR SERVICE

**Voice of the construction industry since 1920, the Associated General Contractors of California is an organization of responsible construction firms and industry-related companies dedicated to skill and integrity in improving our physical environment. AGC offers a full range of services to a diverse industry. It promotes the goals of its members and employees through an exchange of information and personal contact designed to communicate their needs and concerns while working in the public interest.**



**EUREKA DISTRICT**  
(916) 371-2422  
Counties of Del Norte & Humboldt

**SHASTA DISTRICT**  
(916) 371-2422  
Counties of Butte, Glenn, Lassen, Modoc, Plumas, Shasta, Siskiyou, Tehama & Trinity

**DELTA-SIERRA DISTRICT**  
(916) 371-2422  
Counties of Alpine, Amador, Calaveras, Colusa, El Dorado, Mariposa, Merced, Nevada, Placer, Sacramento, San Joaquin, Sierra, Solano, Stanislaus, Sutter, Tuolumne, Yolo & Yuba

**NORTH BAY DISTRICT**  
(925) 827-2422  
Counties of Lake, Marin, Mendocino, Napa & Sonoma

**SAN FRANCISCO BAY AREA DISTRICT**  
(925) 827-2422  
Counties of Alameda, Contra Costa, San Francisco, San Mateo & Southern Solano

**SANTA CLARA DISTRICT**  
(408) 727-3318  
County of Santa Clara

**MONTEREY BAY DISTRICT**  
(925) 827-2422  
Counties of Monterey, San Benito & Santa Cruz

**SAN JOAQUIN DISTRICT**  
(559) 252-6262  
Counties of Fresno, Inyo, Kern, Kings, Madera, Mono & Tulare

**TRI-COUNTIES DISTRICT**  
(805) 388-7330  
Counties of San Luis Obispo, Santa Barbara & Ventura

**LOS ANGELES DISTRICT**  
(626) 608-5800  
County of Los Angeles

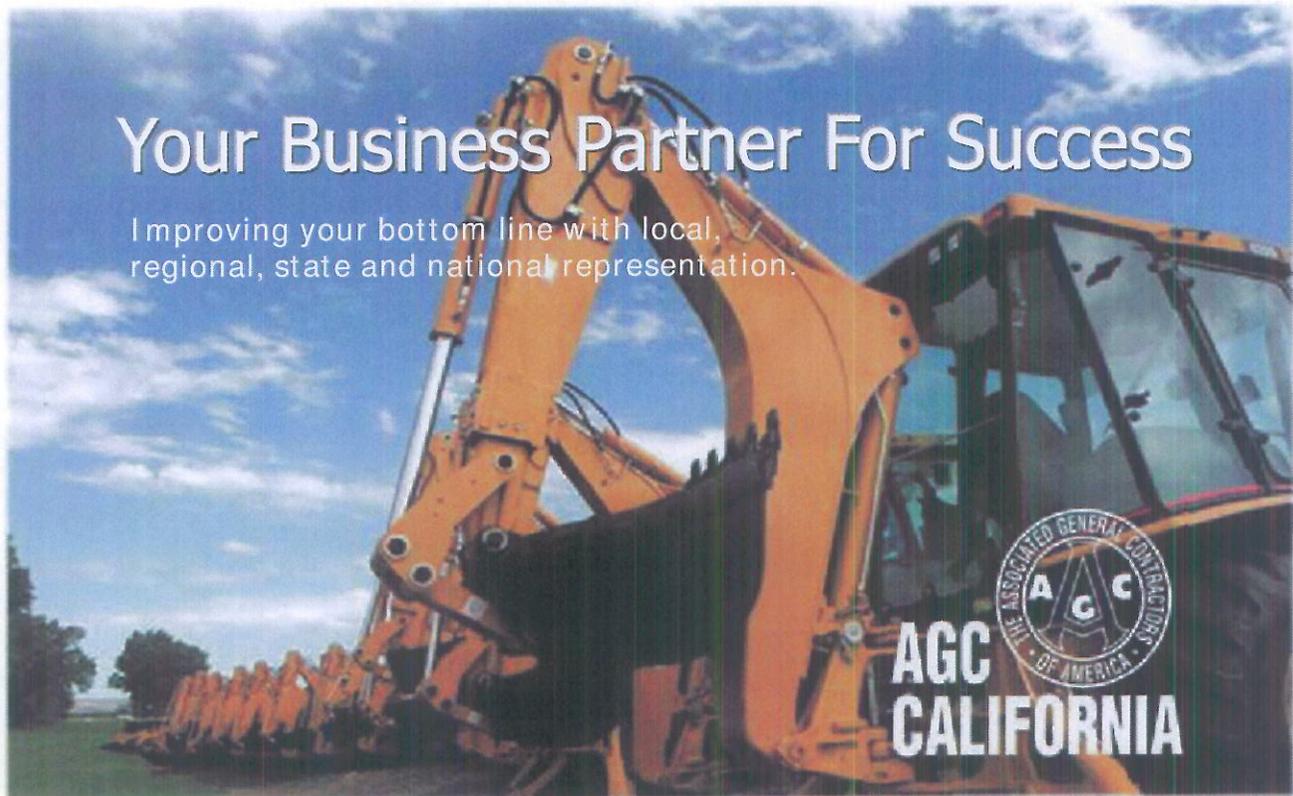
**ORANGE COUNTY DISTRICT**  
(949) 453-1480  
County of Orange

**RIVERSIDE / SAN BERNARDINO DISTRICT**  
(909) 885-7519  
Counties of Imperial, Riverside & San Bernardino



# Your Business Partner For Success

Improving your bottom line with local, regional, state and national representation.



## AIR QUALITY

AGC was the only construction trade association at the negotiation table and helped maneuver amendments and delayed implementation, saving contractors an estimated \$300,000 a year on retrofitting equipment.

AGC offers workshops designed to help employers understand the impacts of CARB's off-road diesel amendments.

## COLLECTIVE BARGAINING

Providing statewide labor relations services – negotiating MLAs with the Operating Engineers, Laborers, Teamsters, Carpenters, and other crafts.

## WATER QUALITY

AGC provides a California State Certified Storm Water Pollution Prevention Plan (SWPPP) training series that features the Qualified SWPPP Practitioner (QSP) and Qualified SWPPP Developer (QSD) training that are pre-requisites to taking the Regional Water Quality Control Board Exam.

## INJURY & ILLNESS STANDARD – I2P2

AGC's close working relationship with Cal/OSHA allows preemptive dialogue and industry input concerning changes to safety regulations.

## NATIONAL BLUEPRINT

Providing an economic blueprint for building new construction, and improving employment opportunities.

## AGC SERVICES:

- LEGISLATIVE ADVOCACY
- REGULATORY ADVOCACY
- LABOR RELATIONS
- SAFETY & HEALTH
- EDUCATION & TRAINING
- BUSINESS OPPORTUNITIES
- WORKFORCE DEVELOPMENT
- DISCOUNT PROGRAMS

## AGC OF CALIFORNIA

3095 Beacon Blvd  
West Sacramento, CA 95691  
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[www.agc-ca.org](http://www.agc-ca.org)

It's good business to do business  
with an AGC member

# MEMBER DISCOUNT PROGRAMS



AGC is partnered with recognized vendors to offer products and services at exclusive member pricing. When it comes to your company's bottom-line, your membership in AGC pays dividends. These value added discounts will give you the competitive advantage while saving you money.



## AGC Employers Health Trust

AGC's Employers Health Trust offers exclusive health insurance benefits. All medical plans provide comprehensive coverage, and can be customized by choosing the combination of offerings that is best suited to meet an individual company's needs and budget. The AGC Employers Health Trust is a tax exempt employee benefit plan. The Trust complies with all laws and regulations of the Employee Retirement Income Security Act (ERISA).



## McGraw-Hill Construction Dodge

The newest McGraw-Hill Dodge Construction benefit offers AGC members the best price ever on DODGE building tools. Get access to Project Document Manager Pro (PDM Pro) that lets you pre-qualify subcontractors and send, accept, and track bids faster and easier than ever before. Receive daily market intelligence on every job in your area private or public.



## Theft Prevention Systems

HelstProof is a "PRO-ACTIVE" anti-theft device for any vehicle, construction equipment or other powered equipment that allows only authorized workers to operate your vehicles and equipment in your fleet.



## Enterprise Fleet Management

Discount prices on fleet vehicle services exclusively for AGC members.



## BP Gas Card Program

Through the BP Gas Card Program, you'll receive a 1.5¢ rebate on all gasoline and diesel purchases at other brands. Save with every fillup.



## Online Safety Training

AGC of California and ClickSafety have joined forces to provide you with comprehensive on-line training, designed to help you meet your training requirements.



## Drug & Alcohol Screening

Improve jobsite safety with drug detection products and services from Emerald Bay Consulting. Consultative services, training & certification available.



## Verizon Wireless

Eligible contractors members of the AGC of California can now receive exclusive savings and benefits through a new partnership between AGC, National Purchasing Partners (NPP) and Verizon Wireless. This partnership provides creative solutions that save contractors time and money!



## TelePacific Communications

Get a free complete analysis on all your current telecommunications services from telephone to internet. Significant discount on voice and internet services exclusively for AGC members.



## YRC Shipping

As a benefit of your membership, you receive exclusive discounts and waivers on qualifying LTL (less-than-truckload) shipments through the YRC program. This program is no-cost to you and can help you streamline your transportation needs.



## AGC of America Member Discounts

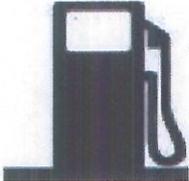
As a member of AGC of California, you are entitled to all of the membership benefits and exclusive discounts available from AGC of America.

# THANK YOU! *Celebrating a Year of Success*

## We just wanted to say thanks.

Your loyalty has made 2011 a great year for AGC of California. Here's a highlight of what we accomplished with your support. We look forward to providing you with even more resources and tools to continue your success in the coming year.

### Gas Tax Swap Protected Transportation Funding



AGC protected \$3.5 billion of transportation funds essential to the survival of California's transportation programs and preserved nearly 63,000 jobs.

AGC and California's transportation stakeholders lobbied for a comprehensive solution that retained \$2.5 billion annually in replacement revenues from gas taxes, and provided nearly \$1 billion in state general fund relief. To read more on the Gas Tax Swap, [click here](#).

### Repealed 3% Withholding Tax

AGC members built a strong foundation for repeal based in fact, reason and activism.

The overwhelming votes in the House and Senate for repeal of 3 percent withholding was the culmination of over 5 years of work by AGC, AGC Chapters, AGC members and our coalition partners. It is important to note that this concerted effort produced a significant bipartisan victory. On November 21, 2011 President Obama signed into law the 3 Percent Withholding Repeal and Job Creation Act. To read more about the multi-year campaign [click here](#).



### FASB Multiemployer Reporting Standards



AGC was a key contributor to the modification of proposed FASB regulations.

AGC was a significant participant in the Construction Industry FASB Coalition that helped modify the proposed FASB multiemployer reporting standards and successfully removed requirements of reporting individual employer's estimated withdrawal liability in their respective annual audits. Based on an estimate by an owner of a national accounting firm, the average savings per AGC contractor is \$40,000. To read more on the FASB regulation, [click here](#).

### Education, Training & Outreach

Meeting the demands of California's regulatory environment;  
Building the next generation of construction workforce.

AGC Education & Training programs continued to provide contractors and their employees with professional development training tailored to their specific needs. Nearly 1,000 construction professionals attended an AGC training class in 2011. To view the latest class offerings, [click here](#).

In our workforce development efforts, the Construction Education Foundation had a record breaking 10,000 students attend career day events held throughout the state. Thanks to the support of our members and generous donors, the Foundation awarded close to \$60,000 in scholarships to students pursuing degrees in construction. To find out more about AGC's Construction Education Foundation, [click here](#).



### Social Networks

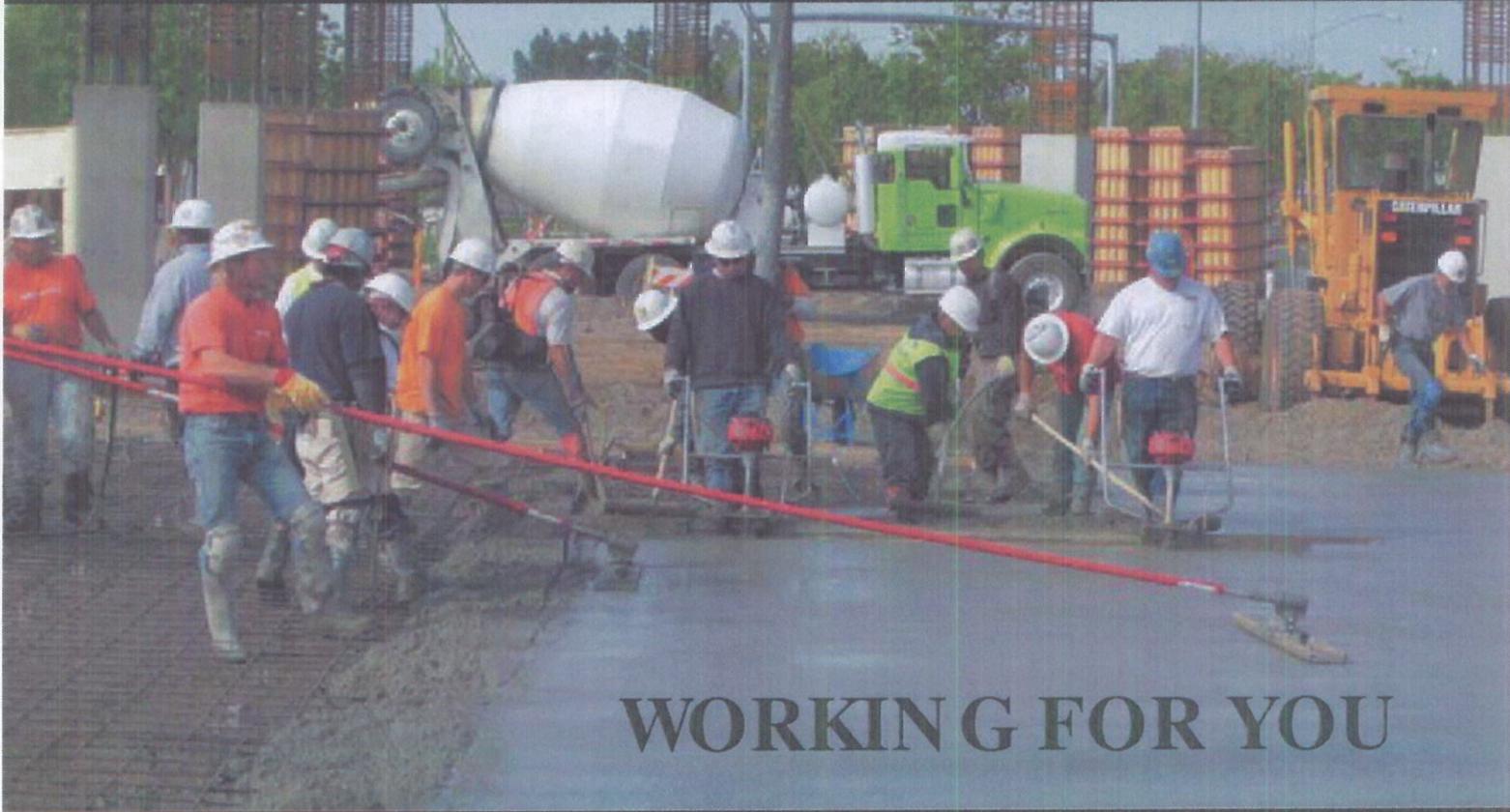


**Connect with Us!** We'd love to hear what you have to say about today's hot-button issues.

Short on time? On the move? We have you covered. We expanded AGC of California's social media channels dedicated to providing you with our latest events, insights and calls to action. Find us on Facebook, Tweet us, get LinkedIn, or subscribe to our YouTube channel.



# THE AGC ADVANTAGE...



## WORKING FOR YOU

There's a reason why over 1,000 of California's most successful construction firms turn to AGC for the industry's leading services and representation. As the largest, and only, statewide construction trade association, AGC of California sets the benchmark by providing business opportunities, education, training, resources, and advocacy for our members while advancing sound public policy for the construction industry.

In today's complex economic landscape, look to AGC for proven services that help you stay competitive and profitable through:

- State of the Art Education & Training
- Safety, Health & Environmental Certifications
- Industrial Relations - Including Collective Bargaining
- Unparalleled Access to Agency and Elected Officials through Legislative & Regulatory Advocacy

Can your business use a competitive advantage?

Call us today to find out how you can get the **AGC ADVANTAGE**.