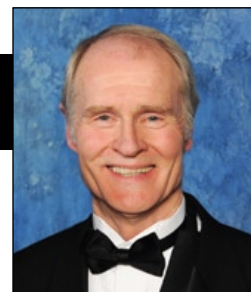




PRESIDENT'S MESSAGE



TONY JOHANSEN
President

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

I recently heard that a state chapter of the Associated General Contractors of America had as its tagline "It's good business to do business with an AGC member." The line would have rolled through my mind like a train through a tunnel had I not been looking for a topic for the President's Message. It has poetic meter and rolls easily off the tongue, but, poetry aside, what makes it good business to do business with an AGC member? From the standpoint of the general public seeking a contractor to build their home or office or pave their driveway, doing business with an AGC member affords the customer the reasonable assurance that they are doing business with a contractor who is skilled, of high integrity and recognizes his responsibilities to his customer. However, in this article I want to explore why it is good business as an AGC member to do business with an AGC member.

When an AGC member does business with another member, both companies grow. Their growth is witnessed by other firms that are encouraged to become members of our chapter. A strong AGC of Alaska better enables us to meet our common goals by providing an opportunity for networking, training, becoming involved in the legislative process, meeting with owner agencies, negotiating labor agreements and giving back to our communities.

At our fall and spring membership meetings, our golf and bowling tournaments, our sporting clays event, our train ride to Portage and at other times throughout the year, our members have the chance to visit with other members to discuss business opportunities, common concerns, public policy or their latest fishing adventure. These networking opportunities may introduce you to a new vendor, a specialty contractor with a skill set you need or another member who has faced challenges similar to those you are facing and can offer guidance. These gatherings are vital to our professional growth and to the health of our businesses.

Training, be it how to write a storm water pollution prevention plan, how to abide by MSHA and OSHA rules or how to properly prepare bid documents, is vital to the growth of our employees and consequently the growth of our companies. Our chapter provides this training and more through classroom and web-based seminars and through printed media made available through the national AGC.

AGC of Alaska has taken a lead role in supporting Rep. Peggy Wilson's legislation to create an Alaska Transportation Infrastructure Fund, which would ensure an ongoing transportation program financed with State of Alaska dollars. We also took a lead role in the development of the State of Alaska Department of Environmental Conservation's new construction general permit for storm water runoff. These are but two of the numerous efforts on the part of our chapter to improve our work environment through legislation and through cooperation with federal, state and local agencies.

The larger and stronger our chapter, the stronger our presence will be in labor negotiations. Every year our chapter negotiates master labor agreements with one or more of the many labor unions representing our union contractors' employees. Through this process, our union contractors are able to work from a strong position at the negotiating table, developing labor agreements that provide their employees with a healthy work environment and a fair wage and benefit package. These agreements play a crucial role in the development of Davis Bacon wage rates and, therefore, affect both union and non-union member companies. A healthy AGC of Alaska chapter enables us to develop collective bargaining agreement language and wage packages that serve Alaska's construction industry well.

Finally, through our members, AGC of Alaska has worked across the state to give back to our communities, whether it is in Anchorage where through the efforts of our chapter the University of Alaska Anchorage started a four-year construction management program; in Fairbanks where the chapter has endowed two \$50,000 scholarships, one at the University of Alaska Fairbanks and one at the UAF Community and Technical College; or across the state where members have pooled their resources and talent to make the lives of wounded veterans better through Operation Opening Doors. In addition to improving the communities in which we live, these actions raise the credibility of our chapter with legislators, agencies and the public and, thereby, help the AGC improve our business environment.

Why is it "good business to do business with an AGC member?" Because to do so strengthens the AGC of Alaska, and a strong AGC can be a great advocate for Alaska's construction industry and a wonderful asset for you and your business. 🍌