

"The Associated General Contractors of America... successfully lobbied the federal government... to include construction on its list of essential industries."

Wall Street Journal,
April 23, 2020

WE KEPT AMERICA BUILDING

**SPECIAL
REPORT**



AGC

THE CONSTRUCTION
ASSOCIATION

A Special Report Detailing the Associated General Contractors of America's Response to the Coronavirus and Support for the Construction Industry

WE KEPT CONSTRUCTION WORKING

AGC of America made sure construction work was classified as essential in most parts of the country during the coronavirus pandemic. Despite early calls to halt most forms of construction, we were able to push back by successfully making the case the industry has a proven track record of complying with complex safety rules; most construction happens outdoors with good air circulation; and the industry was accustomed to wearing personal protection equipment like masks.

Getting the Feds to Label Construction as Essential

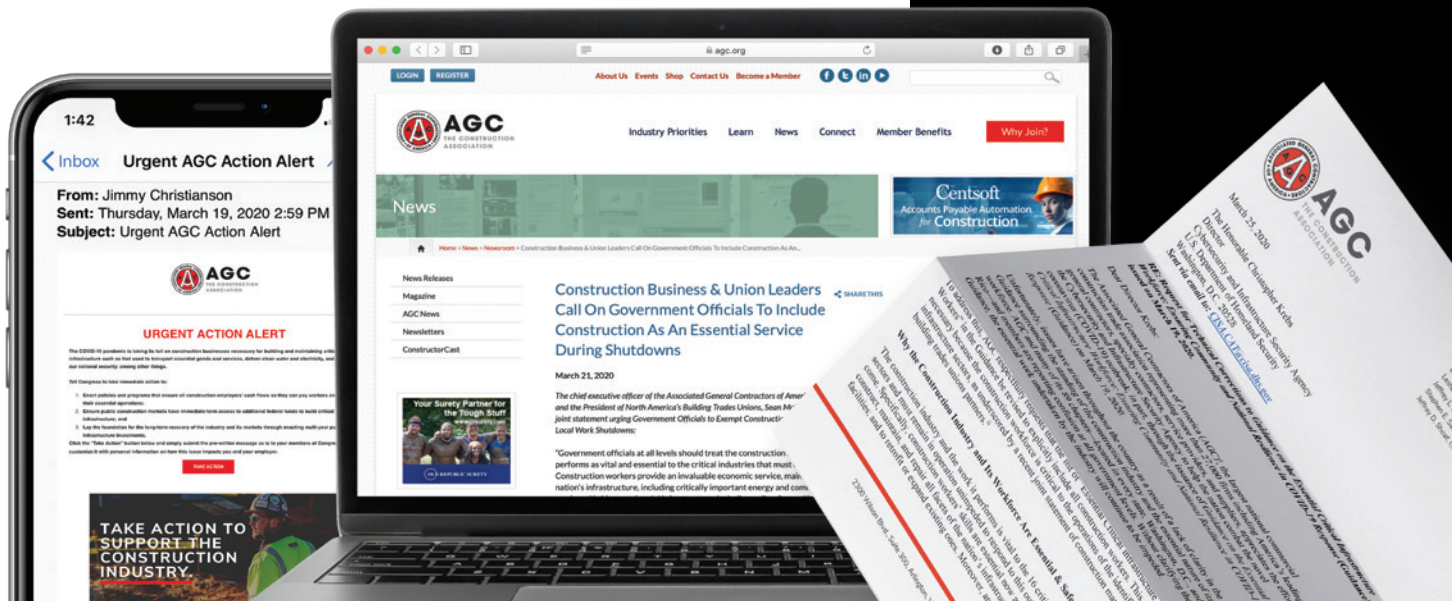
AGC of America worked with officials at the Cybersecurity and Infrastructure Security Agency to ensure that construction was included in its guidance to states of which industries should be considered essential during the pandemic. One reason for that is AGC members sent over 50,000 letters to the agency urging them to keep construction essential. We later worked with the agency to expand its definition of construction to include suppliers and equipment manufacturers.

Educating the Media about How Construction is Safe and Essential

AGC of America, working with its chapters, organized a nationwide media education campaign designed to explain to reporters, and through them the public and government officials, why construction could continue to operate in a way that protected workers and the public. This effort included stories on NBC News, the New York Times, the Wall Street Journal and the Washington Post.

Working with Chapters to Get Governors and Mayors to Declare Construction Essential

We also worked with AGC chapters to provide resources, talking points and support as they worked to ensure state and local officials included construction in their list of essential parts of the economy. Construction was one of the few industries allowed to continue operating in much of the country.



WE KEPT CONSTRUCTION AFLOAT



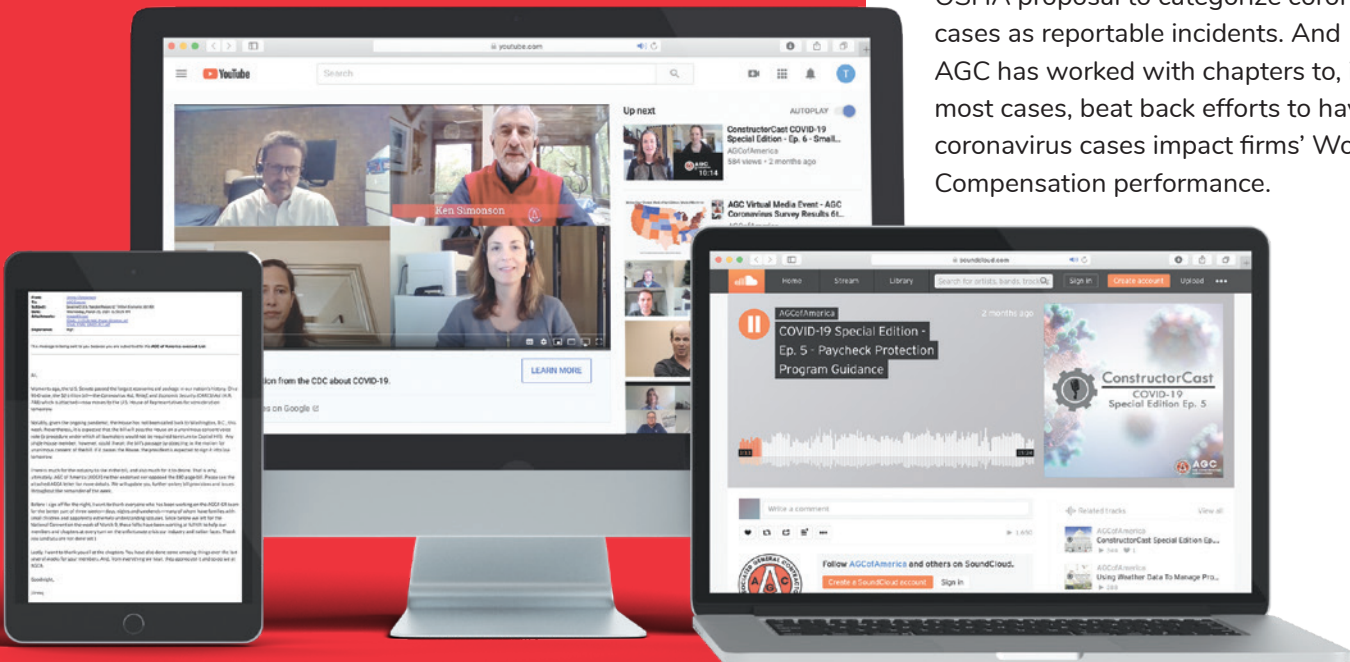
AGC arranged for Ali Mills from Plum Contracting (standing to the left of the President) to tell President Trump how the Paycheck Protection Program loans helped her put people back to work.

AGC of America not only kept construction working during the pandemic, we also worked to secure vital federal support to keep construction firms afloat and payrolls intact. And we helped push back against a series of regulatory and bureaucratic measures that, if enacted as originally proposed, would have been costly and counterproductive.

We helped shape the federal **Paycheck Protection Program** to make sure as many construction firms could qualify for its loans, and then worked to improve the program so it could protect as many jobs as possible. This included working with federal officials to expand eligibility for the program, correcting efforts that frustrated firms and discouraged them from using the loans and securing legislative improvements to the program, including a more realistic use and repayment timeline and allowing loan recipients to defer payroll taxes through the end of 2020.

AGC of America also made sure several **tax provisions** were included in the primary coronavirus relief measure, the CARES Act. Among the most significant of these was a provision to allow firms to carryback net operating losses for up to five years. We later, successfully, fought off efforts to undo this important, and tested, relief measure. In addition, AGC lobbied for fixing the so-called “retail glitch” from the 2017 tax reform law that unintentionally increased the cost of many construction projects, such as improvements for restaurants, retail establishments and offices.

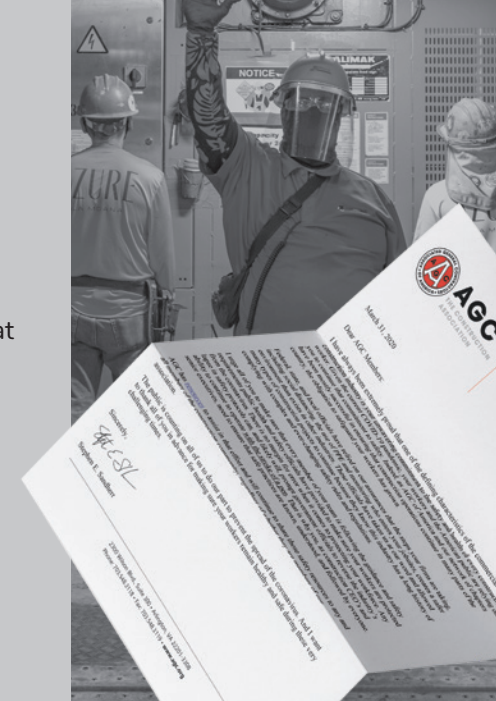
Meanwhile, the association worked to protect construction firms from **costly and counterproductive measures**. This included pushing back against an OSHA proposal to categorize coronavirus cases as reportable incidents. And AGC has worked with chapters to, in most cases, beat back efforts to have coronavirus cases impact firms’ Workers Compensation performance.



WE KEPT CONSTRUCTION SAFE

AGC of America made sure construction firms had access to the resources, information, and even, at times, the equipment needed, to make sure the industry could protect workers, and the public, from the coronavirus.

Urging construction executives across the industry to make sure that every person on every project was **following coronavirus safety protocols**. We reminded them that the industry was a stroke of a pen away from being shut down and that their fellow construction firms and the public was counting on them to do their part. Within days of our messages to executives, complaints about coronavirus safety lapses on construction sites plummeted.



Making the latest coronavirus **safety information** available via webinars, the association's special Coronavirus website, our weekly safety tips and the association's AGC Connection app. This information included the latest tips on how to protect workers, advice from public health and safety officials, and tips from other construction firms. The most critical documents were provided in English and Spanish.



AGC of America organized the first nationwide **coronavirus safety stand down**. Hundreds of firms and tens of thousands of construction professionals participated in the April 9 safety stand down and we made sure elected officials were aware they were taking place. Many others followed suit in the days and weeks that followed.



No more construction shutdowns were ordered after the national safety stand down.

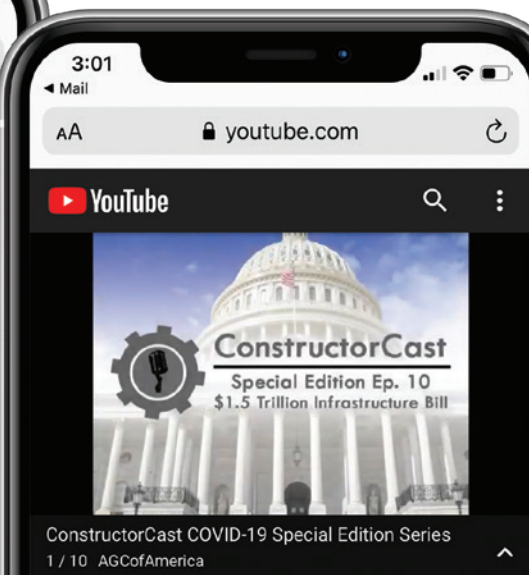
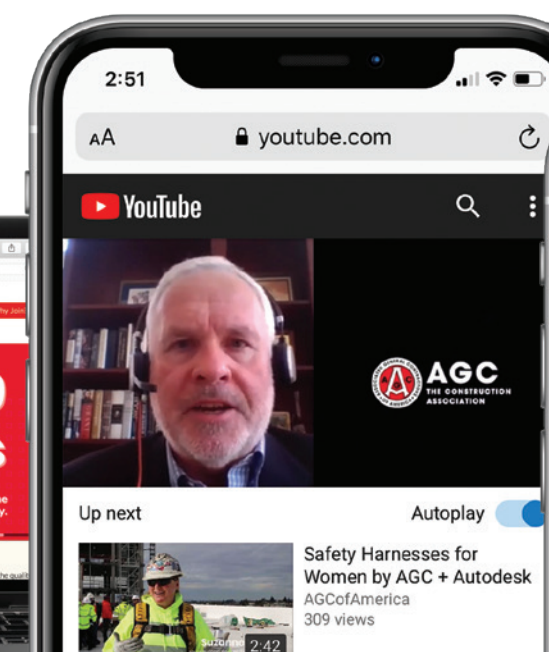
INFORMED

AGC of America helped firms cut through the confusing glut of information by providing them with clear, concise and up-to-date information. These updates came in a variety of forms, all designed to help firms survive the worst of the pandemic.

Within days of the start of the outbreak, we organized a recurring series of **webinars** by assembling experts on issues like insurance, liability, safety, human resources and health to provide members with up-to-date guidance on how to react to the coronavirus.

Created and distributed regular **Coronavirus Updates** that provided a brief summary of the latest developments with the coronavirus and how they affected the industry.

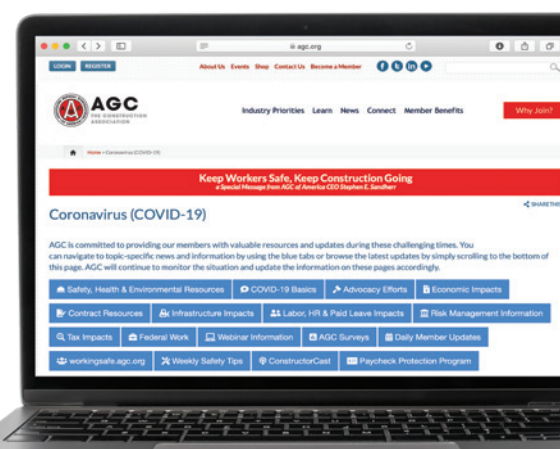
Providing quick **video updates** from AGC of America CEO Stephen Sandherr and chief economist Ken Simonson on issues from safety requirements to the latest economic conditions.



Preparing and releasing regular **AGC Coronavirus Survey** results so members could have access to the latest assessment of how the pandemic was impacting the industry.

Creating and sharing **AGC ConstructorCast Special Coronavirus Reports** in audio and video format so members could listen to, and view, updates on the federal response to the coronavirus and information about new safety and health measures.

Preparing a special **Coronavirus website** where we compiled all of the latest information, resources and tips for surviving the pandemic and its economic fallout.



APPRECIATED

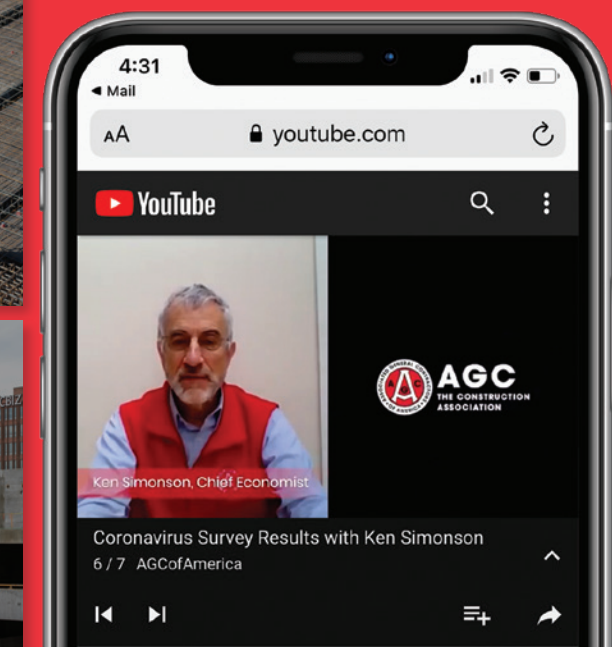
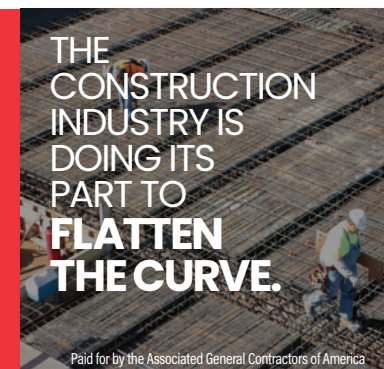
AGC of America made sure the public and elected officials were aware of the industry's efforts to expand health care capacity, protect workers and communities from the coronavirus, and contribute to economic stability.

AGC of America created videos, social media posts and generated news coverage of members' efforts to **expand health care facilities** and create temporary hospitals to cope with the coronavirus.



We also created a special website, videos and digital advertising campaign called **WorkingSafe.AGC.Org** designed to educate the public and government officials about the steps firms were taking to protect workers, and communities, from the spread of the coronavirus. The campaign generated over 5 million impressions and helped reassure the public.

AGC's chief economist prepared regular updates for media and government officials about the industry's **contributions to the economy** and how construction activity was keeping many local economies afloat during the pandemic lockdowns.



WE WILL KEEP CONSTRUCTION BUSY

AGC of America will make sure the construction industry plays a key role in rebuilding the American economy. To that end, we are fighting for the kind of infrastructure investments, liability protections and pro-growth economic policies that will restore the nation's economic vitality and allow our members to thrive.

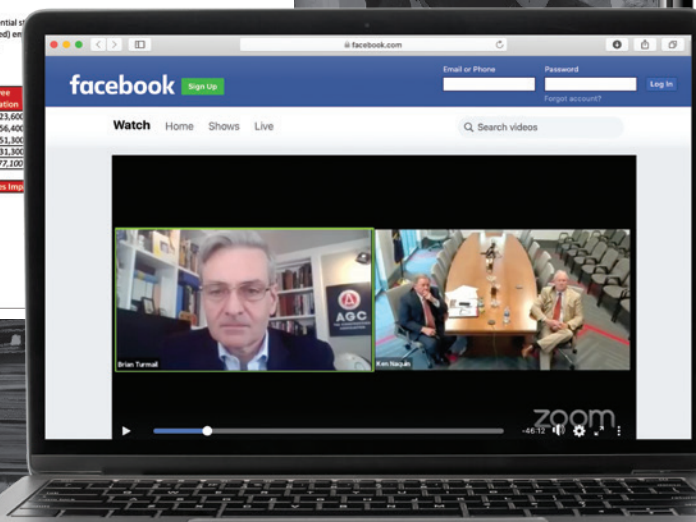
AGC has created two social media advertising campaigns to pressure key Congressional leaders to pass new infrastructure investments. One campaign is run through the Transportation Construction Coalition that the association co-chairs. The other campaign is AGC of America's own Americans for Better Infrastructure campaign.

Encouraging nearly ten thousand members to send almost 40,000 messages to members of Congress urging them to support new infrastructure investments.

Organizing media events to advocate for new infrastructure funding, liability protections for firms that are following safe coronavirus practices and other pro-growth measures. We have already organized two nationwide virtual media events and others targeting specific parts of the country.

Providing resources to chapters, including a new tool for calculating the economic benefits of infrastructure investments, so they can successfully lobby for new state and local infrastructure investments.

The Associated General Contractors of America				
Variables (Select Dropdown):				
State	Colorado			
Year	2020			
Report Year (\$)	2020			
Duration (Years)	3			
Amount (\$)	\$100,000,000			
Project	Construction of new multifamily residential structures			
The economic impact of \$100.0 million in Construction of new multifamily residential structures in Colorado totaled \$201.3 million in 2020 dollars. Total (direct, indirect, and induced) employment, driven off direct activity, supply chain purchases, and employee spending.				
Economic Impact:				
Impact Type	Employment (Job Years)	Labour Income	Employee Compensation	
Direct Effect	612	\$35,618,800	\$26,523,600	
Indirect Effect	349	\$17,628,800	\$13,396,400	
Induced Effect	348	\$15,972,700	\$14,151,300	
Total Effect	1,310	\$69,220,400	\$56,071,300	
Average Per Year	437	\$23,073,467	\$18,677,100	
Total Output (Sales): Top 10 Industries Impacted				
1. Construction of new multifamily residential structures				
2. Wholesale trade				
3. Real estate				
4. Owner-occupied dwellings				
5. Ready-mix concrete manufacturing				
6. Architectural, engineering, and related services				
7. Retail - Building material and garden equipment and supplies stores				
8. Retail - Nonstore retailers				
9. Truck transportation				
10. Management of companies and enterprises				



...SO WE CAN REBUILD AMERICA

SPECIAL
MESSAGE



We need to
make sure
this industry
can rebuild
our economy...
**stay active,
stay involved,
stay engaged.**

I want to thank all of you for your support and engagement during the past several months. Since the pandemic began, tens of thousands of members like you have engaged with AGC to help shape our response to the crisis. You helped us keep our industry working, keep our jobsites safe and our teams largely intact. But even as we celebrate all that your engagement has allowed us to accomplish, we have a long way to go before we get back to what things were like before the coronavirus.

With our country, slowly and fitfully, reopening, we need even more engagement to make sure our industry can rebuild our ailing economy. We are counting on all of you, for example, to encourage our elected officials to boost investments in public infrastructure like roads and water systems, as well as social infrastructure like schools and first responder facilities. Our message is clear, there has never been a better time to invest in construction.

We won't be able to realize the full economic benefits of investing in infrastructure if construction firms and the rest of the economy are mired in endless litigation. That is why we also need members to engage with their elected officials to explain why we need liability protection. Such protections will safeguard the many firms that are following applicable coronavirus safety guidance to protect their workers and local communities.

Your engagement has helped our association and this industry weather some of the worst parts of the coronavirus and related economic lockdowns. But now is not the time to let up. We need to make sure this industry can rebuild our economy. And to do that, we need you to stay active, stay involved and stay engaged.

Bob Lanham
Williams Brothers, Houston, Texas
AGC of America President



For more information about AGC of America and its accomplishments on members' behalf, visit www.agc.org.

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