



AGC
VIRGINIA

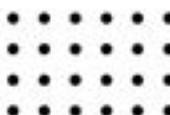


2025

Annual Report

AGCVA is for
Contractors Who
Want to
GROW
their Future

IT'S NOT YOUR AVERAGE TRADE ASSOCIATION.



The following reflects data from 2025.

Message from Chair

Chris Shifflett



Fellow Members,

It is an honor to serve as your Chair during a year when AGCVA has not only built on the foundation of our centennial celebrations but also delivered meaningful impact for every member company. Our work together has been focused on one clear purpose: being the leading partner in growing Virginia's construction industry.

This year, that purpose came to life through advocacy, workforce development, connection, and stronger operations. Each accomplishment reflects the value of your investment in AGCVA, and more importantly, the strength of our collective voice.

Advocating for Your Business

AGCVA stood firmly with members in Richmond, defeating costly one-size-fits-all mandates such as SWaM requirements and apprenticeship mandates that would have raised costs and limited competition. At the same time, we continue to promote practical



workforce solutions that preserve your ability to train and build talent in the ways that best fit your company. Through the "Foundation for the Future" initiative, your voice is helping shape the policies and environment that will define our industry for years to come.

Growing Your Workforce and Business

We launched initiatives that directly support your company's growth. This year, we began work on a new Workforce Resource Hub to give you access to training programs, partners, and talent pipelines in one place. Our safety leadership has been elevated with Virginia's first-ever Level III Virginia BEST company, and we are reconnecting with universities to restart student chapters that will feed your future workforce. Members also contributed thousands of volunteer hours and significant resources at SkillsUSA to showcase our industry's pride in mentoring the next generation.

Connecting You to Opportunity

AGCVA continues to bring members together in powerful ways. From nearly 100 local events connecting thousands of individuals, to the Centennial Convention where over 400 members and 22 past chairs gathered, our community has never been stronger. We are also laying the groundwork for expanded presence in the national capital region, ensuring that wherever contractors build in Virginia, AGCVA is there to support them.

Strengthening Your Association

Behind the scenes, AGCVA has professionalized operations in ways that deliver more value to members. From a new association management system, to streamlined financial reporting, a refreshed brand, and improved membership marketing tools, these enhancements ensure your association is efficient, transparent, and positioned for long-term success.

These results are not the work of staff or leadership alone — they are the product of members like you who show up, contribute expertise, and believe in the power of a stronger construction community. Thank you for investing in AGCVA. Together, we are building a future that benefits our companies, our workforce, and our industry across Virginia.

AGC Chapter Award

AGCVA was awarded a 2025 Chapter Public Relations Award from AGC of America for its "Virginians for Fairness Coalition" campaign, produced in partnership with Georgetown Public Affairs. This national recognition honors AGCVA's advocacy to promote fairness, contractor choice, and open competition in Virginia's construction industry.



Hermitage ACE Center

AGCVA and our members partnered with Henrico County Public Schools to build the next generation of hands-on learning by supporting the building of one of Virginia's few immersive "living" classroom — giving students real-world construction experience and you a better-prepared talent pool.



AGC

VIRGINIA



Foundations for the Future

AGCVA has launched Foundation for the Future, a yearlong initiative to define a bold vision for Virginia's construction industry. Through member input and a statewide listening tour, the effort will culminate in a final report delivered to the incoming governor and General Assembly.

2025

HIGHLIGHTS

NEW AGCVA Brand Revealed

AGCVA unveiled a refreshed brand to better reflect a modern, forward-looking construction industry and align more closely with AGC of America. This update reinforces our shared mission while presenting a stronger, more unified identity.



VSBA Business Honor Roll

The Henrico County School Board awarded AGCVA recognition from the Virginia School Boards Association (VSBA) for its outstanding support of public schools and students. This honor highlights AGCVA's ongoing commitment to education and its positive impact on the community.

INTRODUCING
The new look of
AGC of Virginia



Message from CEO



Brandon Robinson, CAE

At AGCVA, our vision is clear: to be the leading partner in building a stronger construction community. That vision has guided every step we have taken this past year as we deliver value for members today while laying the foundation for long-term success.

Coming off the milestone of our 100th anniversary in 2024, we entered this year focused on ensuring AGCVA is positioned not just for the next year, but for the next century. Within these pages, you will see the results of that work—examples of how we continue to serve contractors, advance our industry, and strengthen the voice of commercial construction across Virginia.

Our mission centers on three strategic pillars: **Advocate, Grow, and Connect**. Each of these pillars comes to life in ways that directly impact your business. Through **Advocate**, we ensure contractors have a strong and trusted voice with policymakers in Richmond and Washington, D.C. This past year, AGCVA was at the table as critical issues affecting workforce, procurement, and fair competition were debated. The outcomes of these efforts protect your projects, employees, and bottom line. As the modern proverb says, "if you're not at the table, you're on the menu," and AGC works very hard at the local, state, and national level to keep construction off the menu.

Through **Grow**, we are investing in the future of our workforce and the professional development of our members. From leadership programs to training sessions that enhance skills and safety, we are equipping contractors and their teams for long-term success. AGCVA also remains one of the leaders in addressing the workforce challenges.

At the same time, our commitment to **Connect** remains unmatched. Across Virginia, members have access to local networking opportunities within an hour's drive of their home or office – a benefit few other associations can offer. These connections help members strengthen relationships, identify new opportunities, and solve challenges together.

Underlying all of this is a focus on operational excellence. Over the past year, AGCVA has continued to professionalize our operations – breaking down silos, strengthening staff leadership, and enhancing systems so we can serve members more effectively. With careful financial stewardship from our Board of Directors, the association's assets continue to grow while expenses are managed responsibly. Members can be confident that their dues are invested wisely in programs that make a real impact.

This annual report reflects the work we have accomplished together. But more importantly, it points forward. AGCVA is building momentum, and with your engagement, we will continue to strengthen our industry, our companies, and our communities. Thank you for your investment in AGCVA and in the future we are building together.



AGCVA
**DIGITAL &
SOCIAL
MEDIA**



**19.4%
Follower
Increase on
LinkedIn**



Through social and digital platforms, we advocate for Virginia's construction industry by amplifying members' voices, showcasing their impact, and telling broader stories to build a stronger Virginia.



**3.4K +
Social Media
Followers**



**1.4M +
Impressions
from Brand
Awareness
Campaigns**



**Web traffic
increases by 105%
on Mondays due
to District "What's
Coming Up"
Emails**



Driving Impact

Advocating for the Industry



Launched **"Foundation for the Future"** — not just to plan for tomorrow, but to ensure your voice helps shape the policies, workforce, and business environment your company will operate in for years to come.



Protected your bottom line by defeating costly, one-size-fits-all legislative mandates — including a **SWaM requirement** that would have added burdens to your projects and an **apprenticeship mandate** that threatened to take work away from your workforce.

Promoted smart workforce policy by offering lawmakers practical, **non-mandated solutions** — protecting your ability to choose the training and talent strategies that work best for your business.

Raised your industry's voice on the national stage — earning recognition from AGC of America and positioning Virginia contractors as leaders in innovation, collaboration, and impact.

Built stronger relationships with lawmakers in your backyard — holding local events and 1:1 meetings across the state so legislators understand the real-world impact of their choices on your business.

1:1

Growing Member Businesses



Began development of a statewide **Workforce Resource Hub** — giving you direct access to training programs, partners, and talent pipelines that help your business grow.



**VIRGINIA'S
FIRST-
EVER
LEVEL III
VIRGINIA
BEST
COMPANY**
Southern Air



Reconnected with Virginia universities to help you recruit the next generation of professionals — with plans underway to relaunch AGCVA student chapters at Virginia Tech, UVA, and others to grow your future workforce.

Invested in your team's growth with new professional development offerings — including a practical communications workshop launching this year to strengthen leadership and collaboration on your jobsites.

Expanding Networks

Connecting Members for Success

Brought the industry together like never before at our Centennial Convention —
the only statewide gathering of commercial builders in Virginia.

400 + members & 22 past chairs

celebrated a century of building and looked ahead to what's next



Streamlined sponsorship opportunities
so you can amplify your brand, support
the industry, and connect with the right
audience — all through one simplified,
bundled statewide platform.

Fostered new
relationships through

32 local
events reaching nearly
2,000 members

Laid the foundation for **greater impact**
in Northern Virginia and beyond —
planning new events, deepening
relationships, and exploring a possible
expansion into Washington, D.C., so
more contractors like you can benefit
from AGCVA's network and advocacy.

**Partnered with Henrico County
Public Schools to build the next
generation of hands-on learning** by
supporting the building of one of
Virginia's few immersive "living"
classrooms— giving students real-
world construction experience and
you a better-prepared talent pool.



Promoted construction careers
statewide, ensuring students,
educators, and parents see the
construction industry as a first-choice
pathway to success — through
presentations at CarterCon, VATIE,
and on the Henrico Schools podcast.

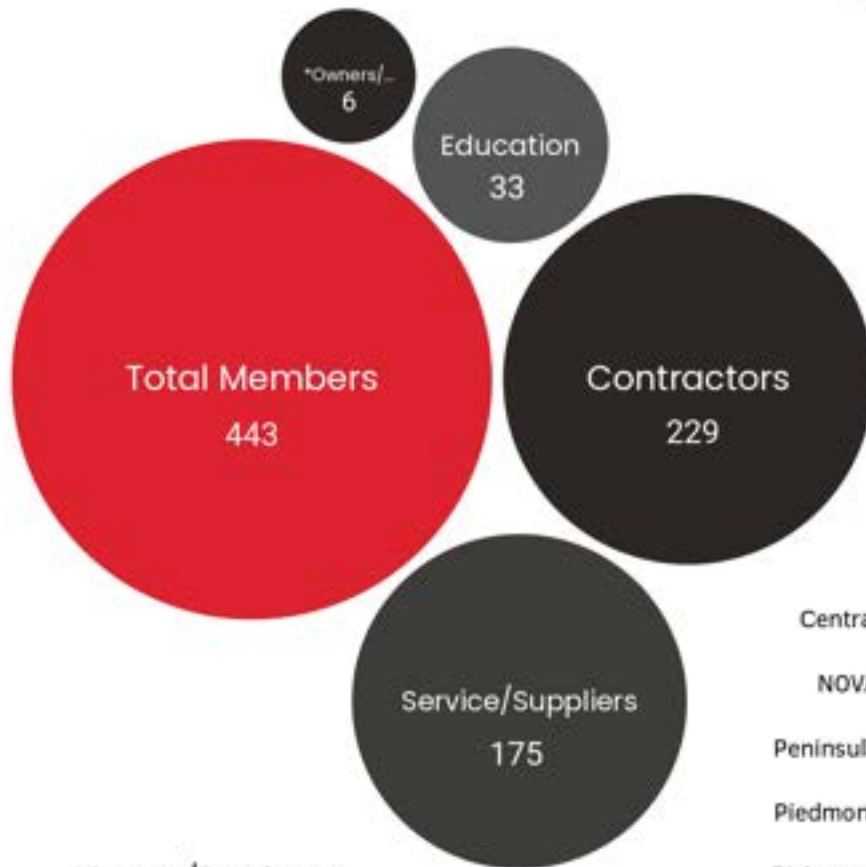
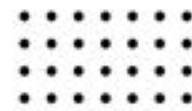
Mobilized member expertise at
SkillsUSA Virginia, where over 3,000
volunteer hours and \$175,000+ in
resources showcased the industry's
pride in mentoring future
tradespeople — and positioned this
industry as part of something
bigger.



**Secured board approval for a new strategic
plan** for the AGCVA Educational Foundation
— charting an intentional course to expand
classroom grants, student chapters, and
workforce initiatives that fuel the future of
Virginia's construction industry.

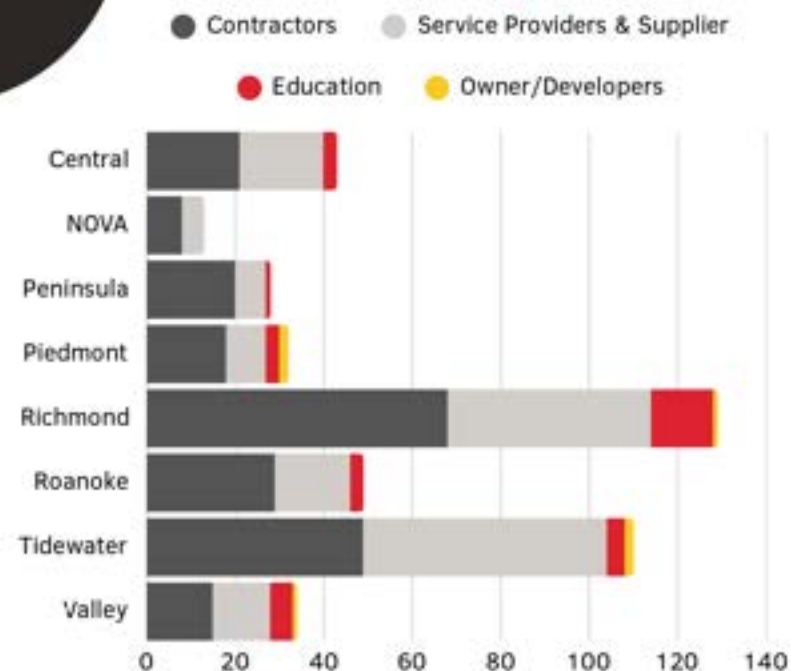
AGCVA

Membership



*Owners/Developers

Members by District



NEW MEMBERS



Resourcing our Mission

Revenue



Dues



Convention



Education



District Revenue



Other Funding



Meetings & Conferences



Royalties

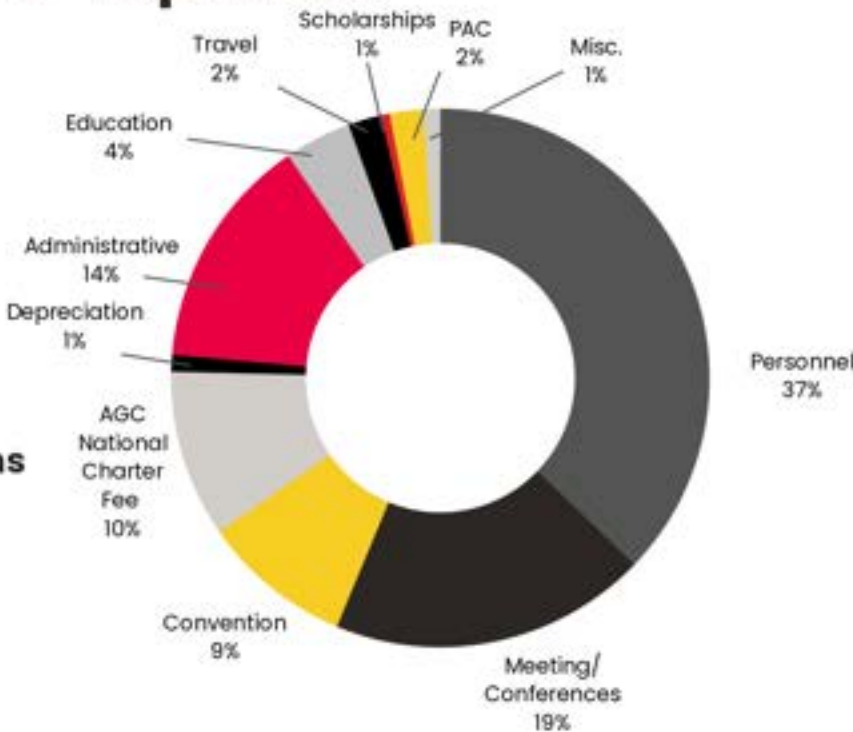


Office Operations



Investments

Expenses



*This data reflects the 2024 Financial Audit

AGCVA Leaders



AGCVA Board of Directors Officers



Chris Shifflett
Piedmont Trade
Groups
Chair



Patrick Barbier
W.M. Jordan
Company
Vice Chair



Hans Harman
Momentum
Earthworks
Vice Chair - Elect



Arlene Lee
Lee Construction
Group
Immediate Past Chair

AGCVA Board of Directors

Berton Austin
Branch Builds

Ernie Caldwell
Varney Inc

Chad Cowger
Clancy & Theys
Construction Co

Rolley Davis
Sussex Development
Corp

Jeff Deavers
Lantz Construction

Paul Denham
Southern Air Inc

Matthew W Frazer
Goodwin William

Jon Galgan
W. M. Jordan Company

Drew Gwynn
Holder Construction

Jack Heisler
J A Hiesler Contracing

Bryan Hitt
Hitt Associates & Electrical
Contracting

Danny Lee
W.M. Jordan Company

Richard Park
Pinnacle Construction
& Development Corp

Chris Stinnette
CSE, Inc

David Tolle
American Civil
Construction, Inc

Erin Turner
Riddleberger Brothers Inc

Will Vagts
Old Dominion Lighting
Associates

Tim Watkins
Kjellstrom & Lee Inc

Nathan Wethington
ColonialWebb Contractors

Kevin L Branner CPA
YHB | CPAs & Consultants

Jim Harvey
Woods Rogers

AGCVA District Leaders

Central District
Doug Davidson
Southern Air Inc.

Peninsula District
Withe Lee
Clancy & Theys Construction Co

Piedmont District
Andrew Cox
Faulconer Construction

Richmond District
Lisa Lacy
Skanska USA

Roanoke District
Berton Austin
Branch Builds

Tidewater District
Brian Giblin
USI Insurance Services

Valley District
Petri Romanin
Liphart Steel Co



AGCVA Team

Executive Leadership



Brandon Robinson, CAE
CEO



Courtney Baker, CWDP
Sr. Director Workforce
& Training

Member Services & Communications



Rachel Reim
Sr. Member Services
Manager
Peninsula & Tidewater



Graham Jennings
Sr. Member Services
Manager
Richmond & Piedmont



Jenny Stadheim
Member Services
Manager
Central & Roanoke



Bobby Walker, III
Member Services
Manager
NOVA & Valley



Jennifer Gray
Training & Events
Manager



Ally Davis
Communications
Manager

Finance & Operations



Brad Goins
Financial Controller



Suzanne Edwards, CIT
Event Registration
Coordinator



Zyaria "Z" Redmond
Accounting & Finance
Specialist



AGC VIRGINIA



**DON'T FORGET TO
SAVE THE DATE**



AGCVA's Convention will take place
February 26 - March 1, 2026 at **The
Omni Homestead Resort**...registration
will open October 2025



ADVOCATE - GROW - CONNECT

Mission:

Members advocating, growing, and
connecting Virginia's construction industry.

Vision:

To build a stronger community as the leading
partner in Virginia's construction industry.

FOR MORE INFORMATION



804-364-5504



www.agcva.org



registration@agcva.org