



Associated General Contractors of
VIRGINIA

AGCVA **ANNUAL REPORT** 2024

804-364-5504

WWW.AGCVA.ORG

The following report reflects 2024 data.

MESSAGE FROM CHAIR

STATE STRONG AND LOCALLY POWERFUL

As we come to the end of our centennial year and the conclusion of our current strategic plan, it is a great moment to pause and to ponder where we have been and what comes next. The many accomplishments this year in the Advocate, Grow, and Connect pillars and supported through the corporate values of Skill, Integrity, Responsibility, and Camaraderie with the aspiring value of Inclusion have driven many successes for the association and our members.

“

AGCVA's strategic pillars define our focus and commitment. These pillars have guided us for the past three years and will continue to do so with our new strategic plan.

Advocate

AGCVA proactively champions you and our industry at all levels—from DC to Richmond to local communities.

Grow

We are dedicated to growing member businesses through comprehensive training programs, robust safety initiatives like Virginia's BEST, and targeted outreach to young leaders.

Connect

We connect members through networking events and community engagement, ensuring you have the relationships and resources needed to thrive.



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Arlene Lee

CEO/Principal of Lee Building Company, Inc.

MESSAGE FROM CEO

This year has been another successful one in advocating for, growing, and connecting member businesses. We have been so honored to celebrate AGCVA's centennial with you in 2024. Seeing the pinnacle projects that were submitted gives us all a sense of pride in AGCVA's members and this industry. We will continue the celebration through the 2025 convention and cannot wait to build another 100 years of success with you.

We are committed to being your leading partner in Virginia's construction industry as we continue to grow our community and build a more robust network for you and your businesses.

As highlighted in this report, AGCVA continues to provide significant value to its members and make a positive impact on the industry. We remain focused on advocating for the industry, growing member businesses, and connecting members for success. However, delivering these results did not come without challenges.

As we reflect on the achievements of the past year, I want to express my gratitude for the continued support and dedication of our members, partners, and team. Together, we have navigated challenges and celebrated successes, and I am confident that we will continue to build on this momentum in the year ahead. Thank you for being a vital part of AGCVA's journey as we strive to shape a stronger, more resilient industry.

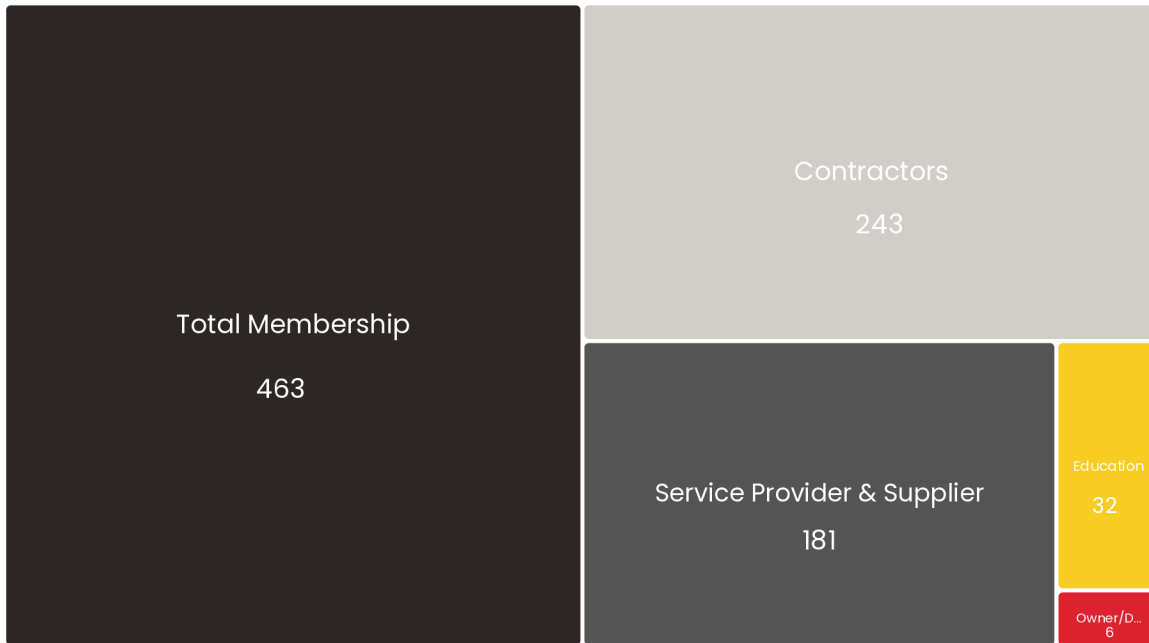
Brandon Robinson, CAE
AGCVA CEO

WHAT AGCVA DID THIS YEAR

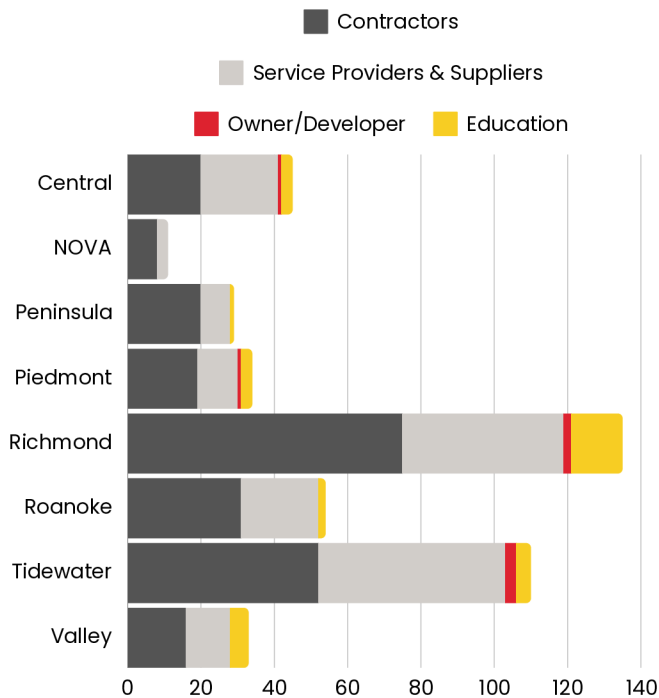
- Was a leader on reforming the public procurement statute.
- Was successful in defeating new mandates and additional one-size-fits-all regulations.
- Provided more training classes to more employees from more companies, helping these companies grow their business.
- Tackled the challenges of workforce development through programs for job seekers and middle school through college students.
- Continued to grow the Virginia BEST Program as the leading safety program for construction companies in Virginia.
- Provided nearly 150 networking opportunities all across the state all while accomplishing the above.



AGCVA MEMBERSHIP



Members by District



New Members

39

in the 2024 Fiscal Year

15

Contractors

20

Service Providers & Suppliers

3

Education

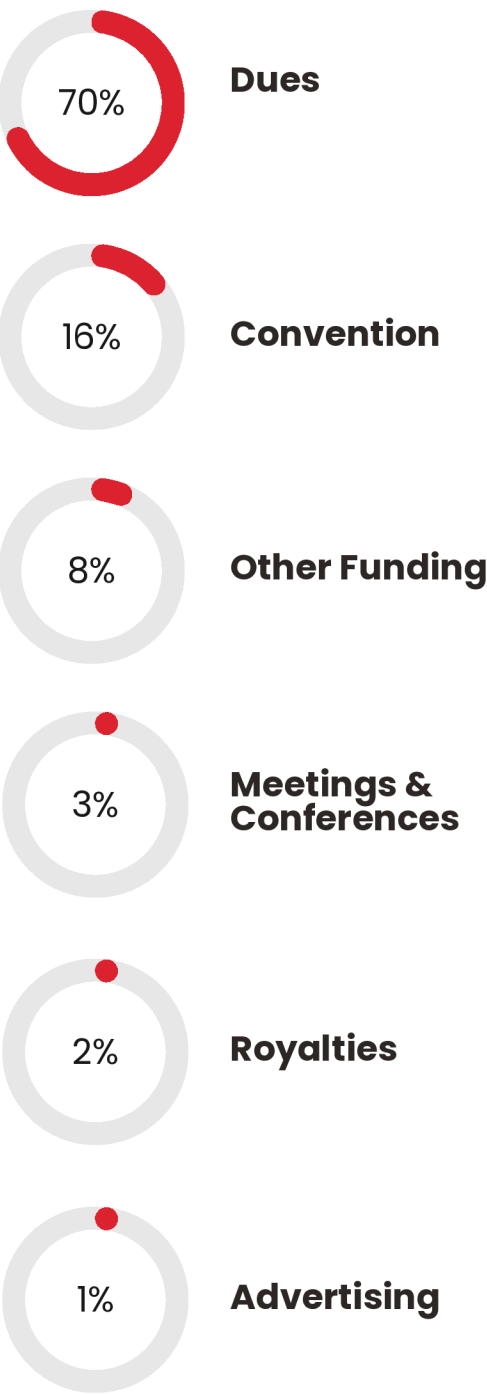
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Owner/Developer

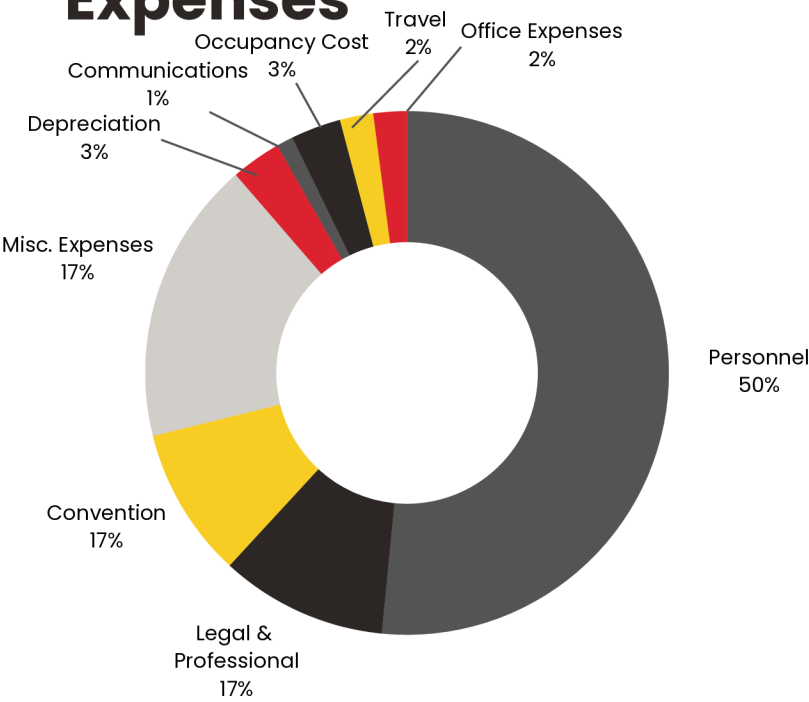


DISTRIBUTION OF RESOURCES

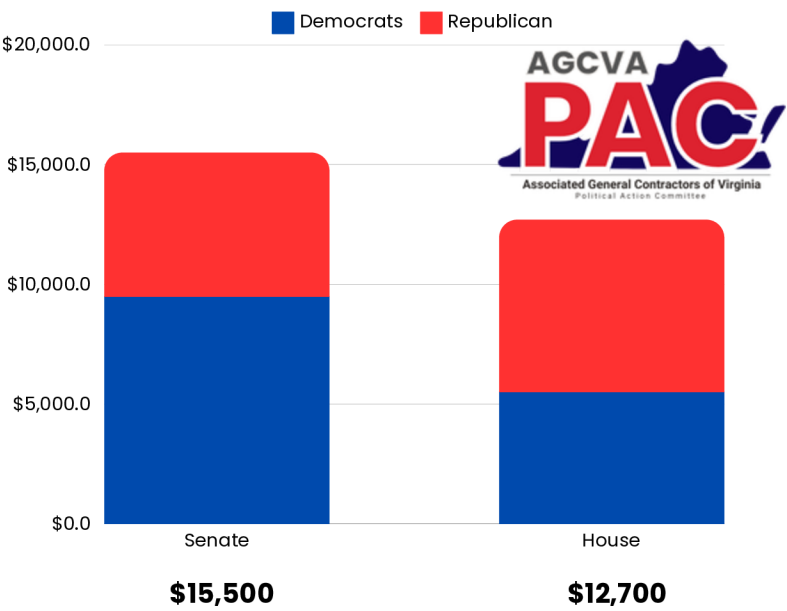
Revenue



Expenses



Candidate Contributions



2024 BUSINESS PLAN WINS

ADVOCATE

- Successful passage of compromised legislation on procurement.
- Created a coalition to oppose government mandated PLAs (Project Labor Agreements) at the local level. This coalition launched a campaign, including a website, TV and social media ads, and direct lobbying efforts.
- Hosted legislator events for all 8 AGCVA districts.
- Hosted Centennial events and celebrations across the commonwealth, including pinnacle project highlights, time capsule reveal, and commissioned artwork.



GROW

- Acted as the voice of the industry in workforce development space, including state and federal committees, boards, and advocacy events.
- Created and piloted the School Engagement Plan, which supports district workforce relationships with local schools and training centers.
- Awarded over \$47,000 in grants and scholarships for the benefit of construction education.
- AGCVA Student Chapter reengaged and reestablished through Virginia Tech's Myers-Lawson School of Construction.
- Re-launch the Young Construction Leaders Educational Program with record attendance.
- Exceeded annual training revenue goals with 144% growth in those trained and 24% growth in revenue.
- Guided 3 new companies into the BEST program, as well as witnessed our first Level III applicant.





CONNECT

- Established a district bundled sponsorship program.
- AGCVA expanded its team by adding a Member Services Manager to drive growth in the NOVA district.
- Hosted almost 100 events with thousands of attendees.
- Collaboration among three multi-district events.
- Held a successful District Officers Council and Volunteer Training Day.

What to expect in 2025.

02. Grow

Customized resources that fit your company's plan for growth, including leading professional development solutions, workforce initiatives that attract a wave of new talent, and programs that nurture tomorrow's leaders.

01. Advocate

Elevated awareness of AGCVA's advocacy efforts through enhanced communication and engagement, resulting in a proactive approach to tracking legislative issues and a public relations campaign that further strengthens our brand.

03. Connect

More intentionally fostered connections among AGCVA members that enhances business opportunities, gives a fresh approach to increasing member engagement, and the creation of special interest groups for more diverse demographics.



DON'T FORGET TO SAVE THE DATE

AGCVA's Convention will take place
February 20 -23, 2025 at **The
Greenbrier Resort**...registration will
open October 25, 2024

MORE ABOUT US

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.



Phone

804-364-5504



Email

registration@agcva.org



Website

www.agcva.org



Office Address

**11950 Nuckols Rd
Glen Allen, VA 23059**



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