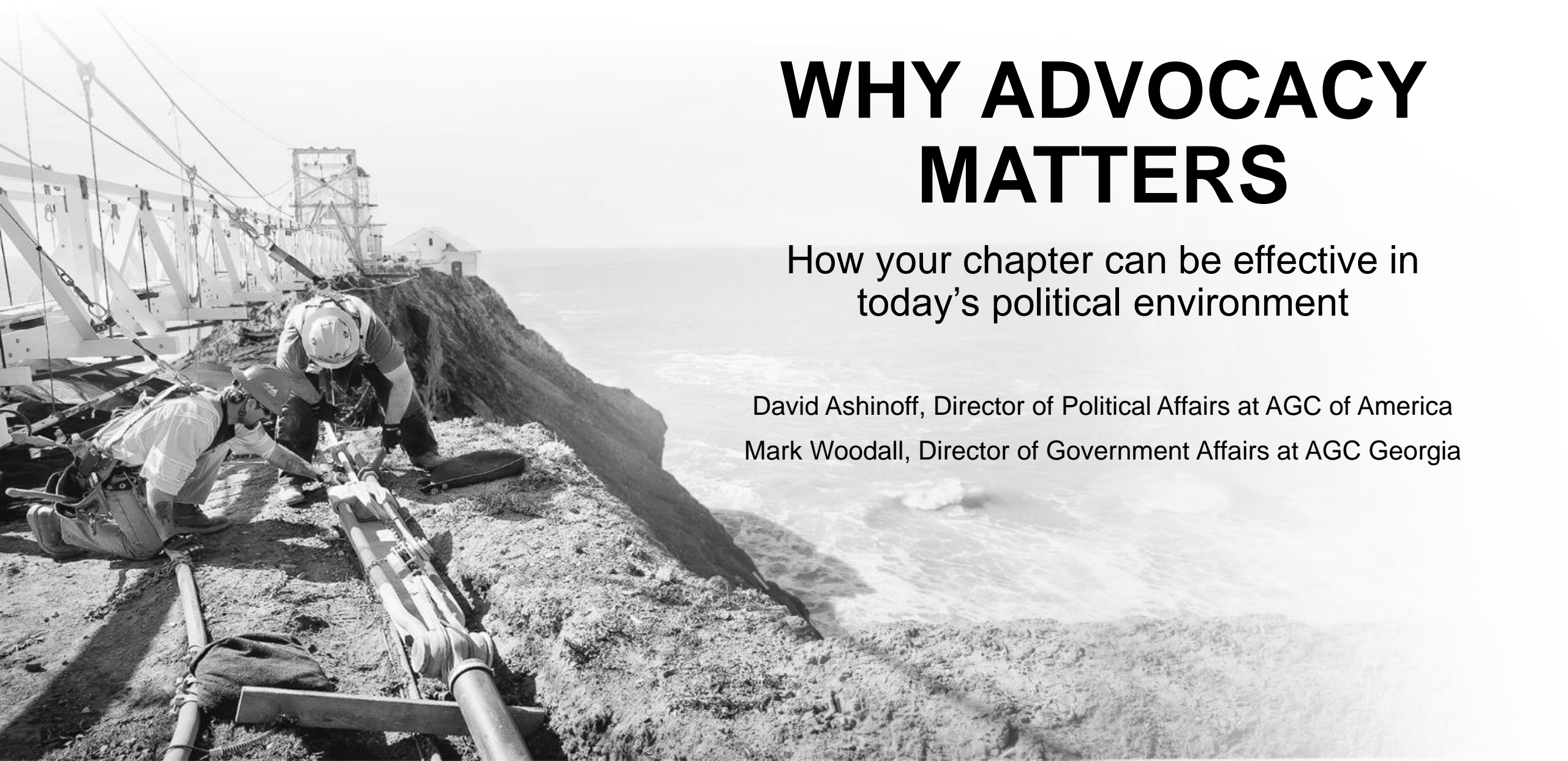


WHY ADVOCACY MATTERS

How your chapter can be effective in
today's political environment

David Ashinoff, Director of Political Affairs at AGC of America
Mark Woodall, Director of Government Affairs at AGC Georgia



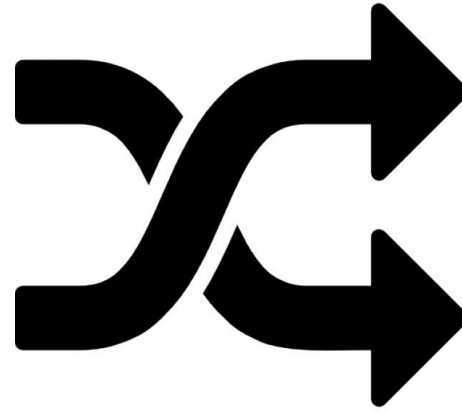
“Voice and Choice” of Construction

- AGC is the leading association for the construction industry
- The association represents more than 26,000 firms, including:
 - 6,500+ of America’s leading general contractors
 - 9,000+ specialty-contracting firms
 - 10,500+ service providers and suppliers
- Regarded as the “**voice and choice**” of the construction industry, AGC must continue to be one of the most visible organizations in the state capitals and in Washington, DC.

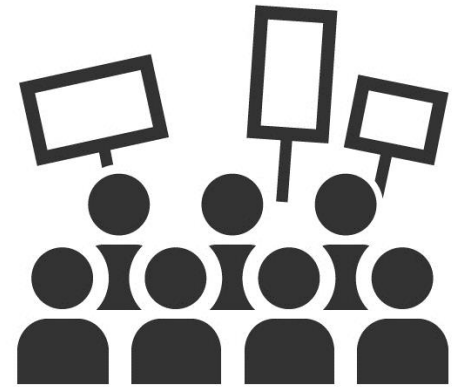
Three Facts About the Public Policy Process



Produces winners &
losers



Process is constantly
changing



Our system functions as
a highly competitive,
special interest
democracy

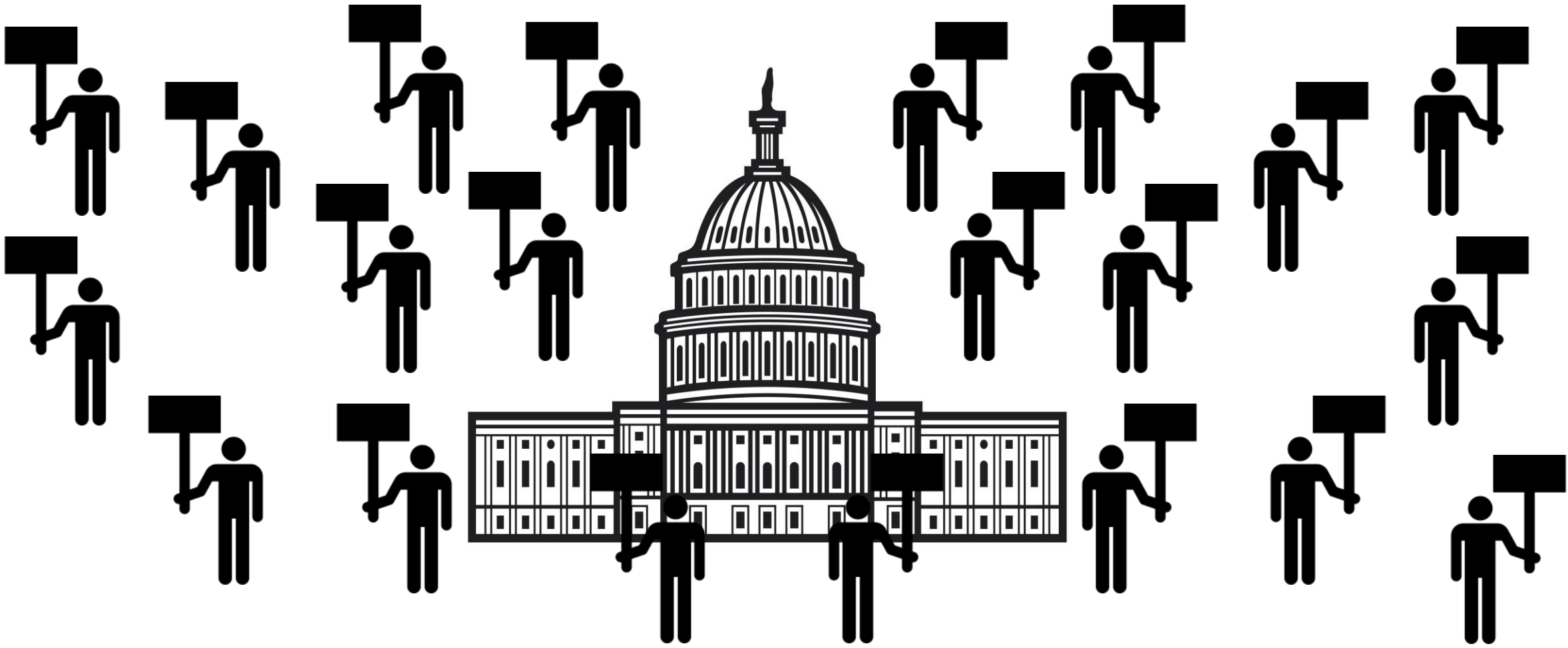
Competitive, Special Interest Democracy



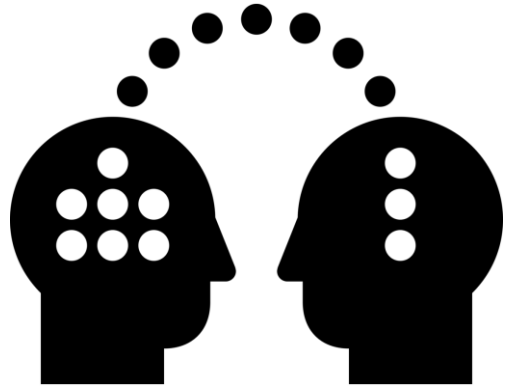
Sample Daily Schedule for Lawmaker

Time	Activity
4 hours	Call time/fundraising
2 hours	Committee/floor
1-2 hours	Constituent visits
1 hour	Strategic outreach (bfasts, meet & greets, press)
1 hour	Recharge time

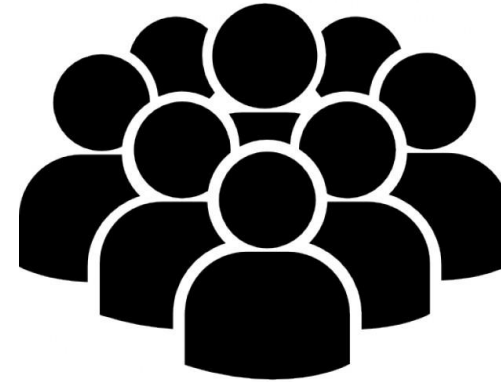
Intense Competition



Two Ways to Influence Public Policy



Persuasion

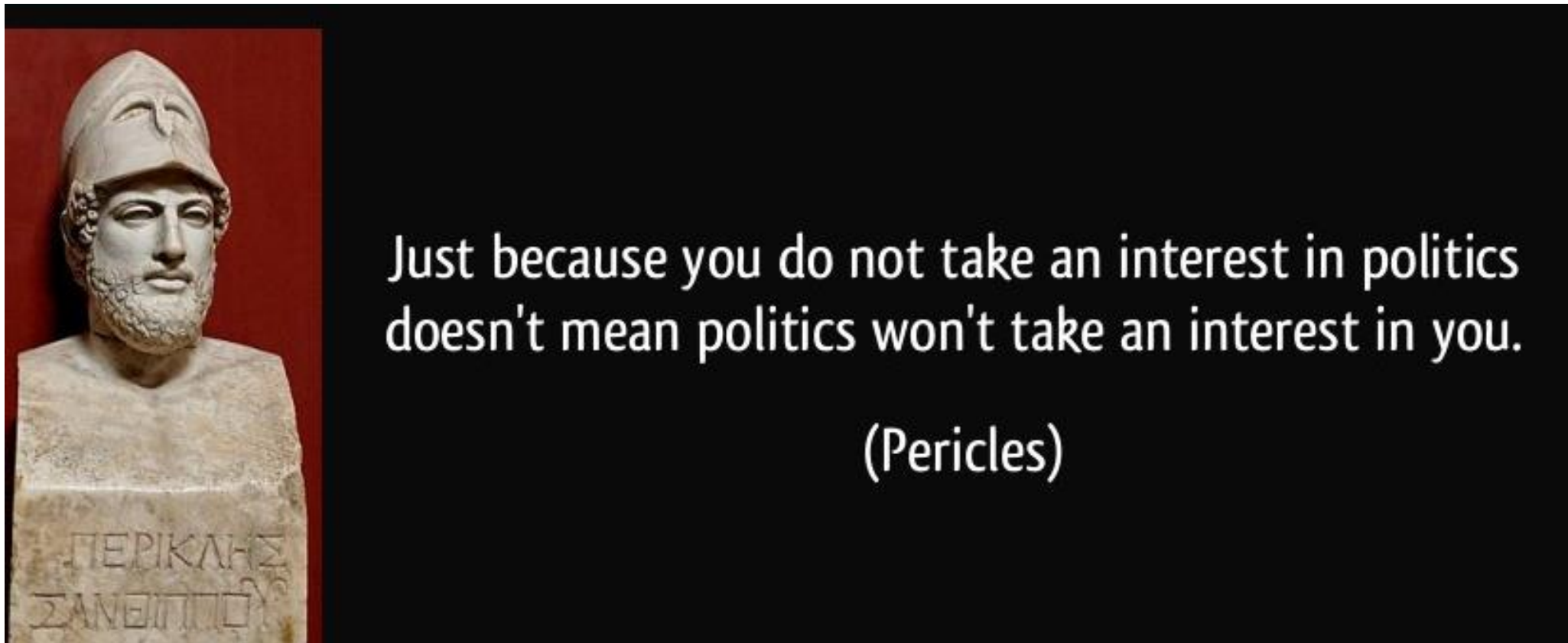


Political Power

Who's More Important to a Member of Congress



Pericles - Greek Statesman and General 430 BC



President Reagan on Politics

“ Politics is supposed to be the 2nd oldest profession in the world.

I have come to believe that it bares a very close resemblance to the first. ”



Tools Available to Chapters

Tools Available to Chapters

- Member involvement
- Member company engagement
- AGC of America and state Political Action Committees
- Construction Advocacy Fund
- Advocacy platform
- Lobbying activities

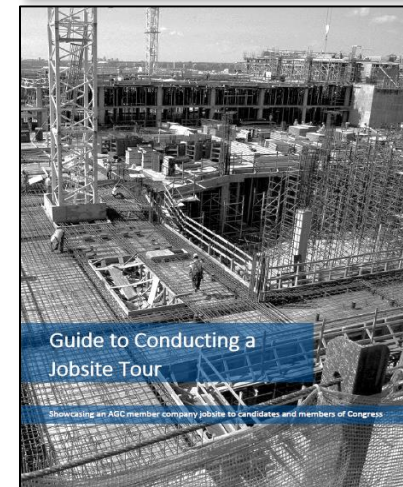
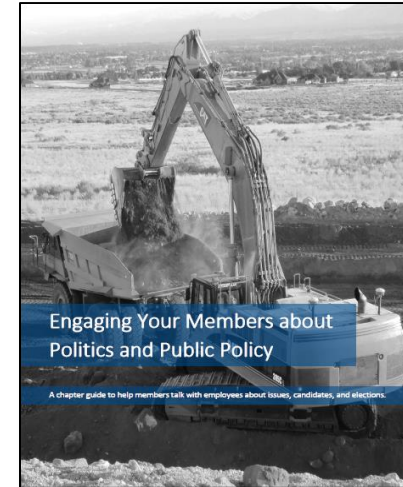
Member Involvement

- Chapter Grassroots, Legislative, or PAC Committee opportunities
- Annual Legislative Day at the State Capitol



Member Company Engagement

- Company roundtables for employees
- Host a meet & greet with a candidate or member of Congress
- Invite a candidate or member of Congress on a jobsite tour
- Forward legislative & regulatory action alerts
- Help employees register to vote
- Create a voter guide and distribute legislative scorecards for major elections

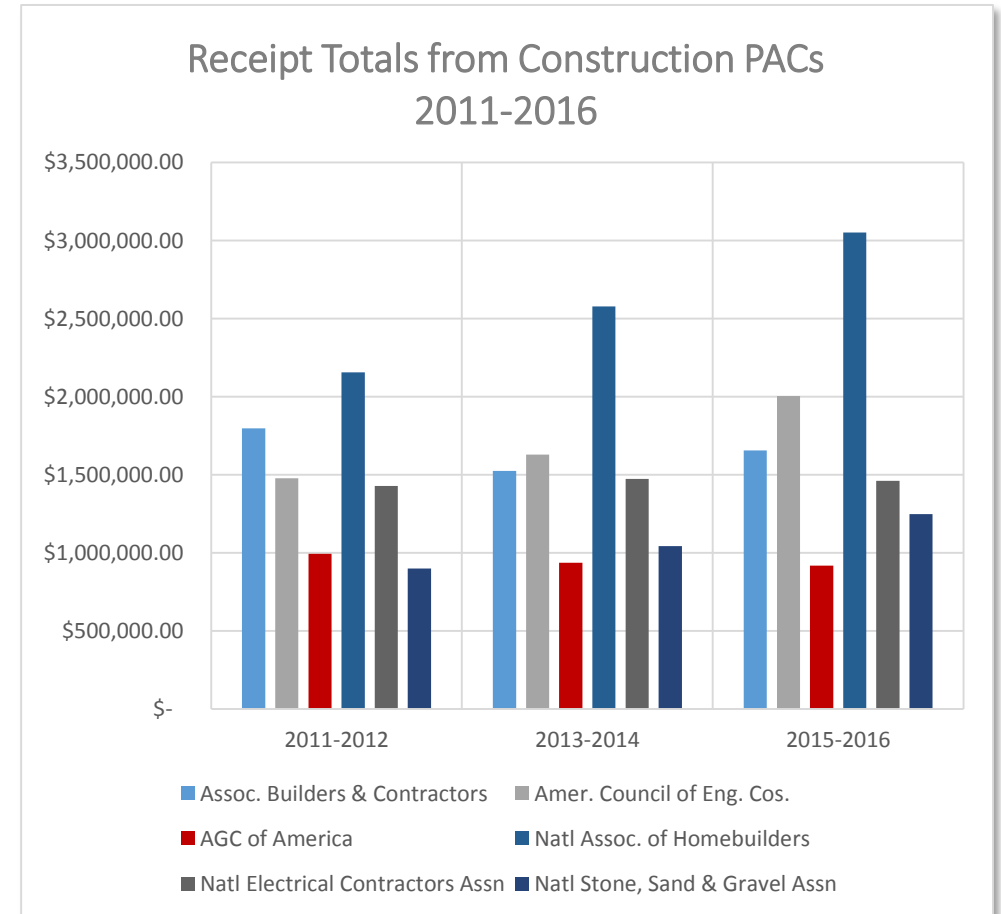


Political Action Committee Benefits

- Helps elect candidates who understand the construction industry
- Provides access to relationship building opportunities when you can educate candidates and legislators on the issues
- Provides political credibility with an “issue message” attached to each contribution
- PAC money has greater impact than personal money

AGC PAC

- Nonpartisan political action committee of AGC of America
- Gives the association political power to make its positions persuasive to members of Congress during the policymaking process
- Helpful legislation results in a favorable business environment for AGC member companies



Chapter Support for AGC PAC

- Chapter support is paramount
- Growing AGC PAC is a collective effort
- Don't limit efforts to just your board
- Host a fundraising event
- Get members into the habit of making annual contributions to your state PAC and AGC PAC

Georgia's 6th Congressional District Race

- **Handel 52% vs. Ossoff 48%**
- Referendum on Trump Presidency
- Most Expensive U.S. House Race Ever
 - More than \$50 Million Spent
- Over 95% of funds raised for Ossoff were from out-of-state donors
- AGC Georgia representatives deliver AGC of America PAC check to Handel
- Jon Ossoff didn't even live in Georgia 6th Congressional District



The Construction Advocacy Fund

- Mission is to build a strong advocacy foundation that allows AGC to finance our efforts to expand markets, protect the industry from regulatory overreach and advocate for our members.
- Work towards this mission through:
 - Research – Getting the right data to make our case
 - Lobbying – Assembling and leading coalitions focused on vital issues
 - Litigation - Ready to fight any law, rule, or precedent that threatens our industry
 - Influence - Cultivating public support for our priorities
- Visit the CAF at ConstructionAdvocacyFund.agc.org



**THE CONSTRUCTION
ADVOCACY FUND**

Provide Access to Advocacy Tools



Action Center

Take action on urgent legislative and regulatory alerts. View how Congress voted on key legislation.



AGC PAC

Grant prior authorization. Contribute if eligible. See which candidates AGC PAC supports.



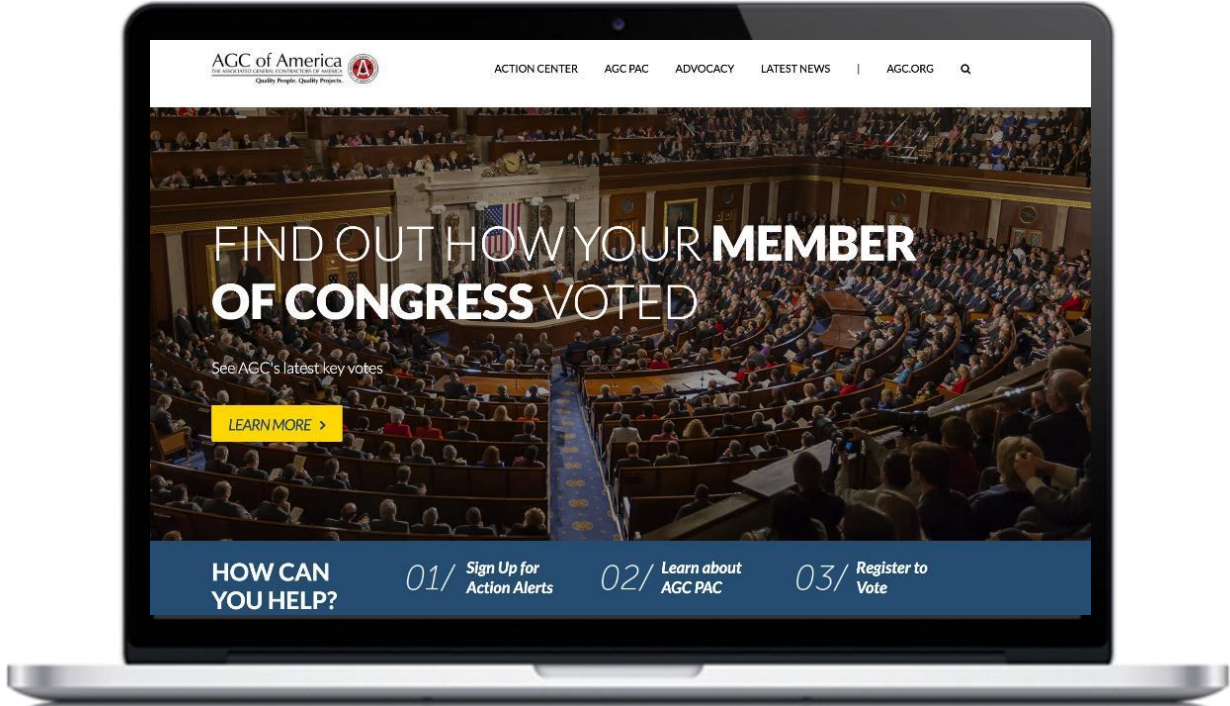
Advocacy

Register to vote. Learn about the Construction Advocacy fund. Download employer toolkits.



Latest News

Read the latest legislative and regulatory news affecting the construction industry.



Visit the AGC site at advocacy.agc.org!

Provide Access to Advocacy Tools (cont.)

Take Action

Action Alert

Tell Congress to Repeal the Prior Approval Requirement

The Prior Approval requirement is discriminatory, violates your First Amendment rights, and creates unnecessary confusion for AGC member companies. Urge your representative to support the repeal of the burdensome prior approval requirement by co-sponsoring H.R. [+] [more](#)

Compose First Message

Recipients
• Representative Don Beyer Jr.

Message

Subject
Co-sponsor H.R. 2101 - the Prior Approval Reform Act.

Body
Please support the repeal of the burdensome prior approval requirement imposed upon corporate member trade association political action committees (PACs) by co-sponsoring H.R. 2101 - the Prior Approval Reform Act.

This legislation would repeal the prior approval requirement that is unfairly imposed upon and discriminates against corporate-member trade association PACs.

Under the Federal Election Campaign Act, my company is required to grant separate and specific written approval to a corporate member trade association PAC if I, or my eligible colleagues, would like to learn more about the PAC and/or be solicited to contribute. No other political entity,

Remaining: 7,794

Customize Your Signature (optional)

Enter Your Info [Privacy Policy](#)

Your Information

Prefix First Name Last Name Suffix
Mr. David Ashinoff

Email
ashinoffd@agc.org

Nickname
David

Home Information [Address Okay](#)

Street Address
888 N Quincy St

City State ZIP Code
Arlington VA 22203

Business Information [Address Okay](#)

Your Title Company
Director of Political Affairs Associated General Contractors of A

Street Address
2300 Wilson Blvd Ste 300

City State ZIP Code
Arlington VA 22201

I want to receive future email alerts
 Remember me (Uncheck on shared computers)

Congressional Scorecard

Scorecards By Legislator

Available records for: "888 N Quincy St" | [search again](#)

- [Senator Mark Warner](#) **40%**
- [Senator Tim Kaine](#) **33%**
- [Representative Don Beyer Jr.](#) **33%**

Scorecards By Chamber

115th Congress (2017-2018)

Name	Score	#1	#2
Lamar Alexander Jr.	100	✓	✓
Tammy Baldwin	0	✗	✗
John Barrasso III	100	✓	✓
Michael Bennet	0	✗	✗
Richard Blumenthal	0	✗	✗
Roy Blunt	100	✓	✓
Cory Booker	0	✗	✗
John Boozman	100	✓	✓
Sherrrod Brown	0	✗	✗
Richard Burr	100	✓	✓
Maria Cantwell	0	✗	✗
Shelley Capito	100	✓	✓

Download Scorecards

Download the recent legislative scorecard for your member of Congress by selecting his or her name on the left. Use the "Download PDF" link at the bottom of their profile once it appears on your screen.

Lifetime Record

[Download this PDF](#) to view the lifetime vote record for current members of Congress. This vote record is an average of all votes taken during a member's congressional tenure, not just ones from the current Congress. The percentage that appears in his or her on-screen profile is an average voting record since the 112th Congress.

Golden Rules of Lobbying

- **AGC Georgia subscribes to the “Golden Rules of Lobbying.”**
 - **Rule 1:** Make friends before you need them. You are never more than one bill away from a crisis.
 - **Rule 2:** If you’re not at the table, you’re likely to be on the menu.
- **AGC of America and AGC Georgia PACs are Important!**
 - AGC Georgia recognized nationally for support of AGC of America PAC.
 - AGC Georgia Board and Young Leadership Program (YLP) Council participate at 100% in AGC of America PAC.
 - AGC Georgia PAC supports 150+ state races each cycle while batting over 90%.



Georgia General Assembly

- Georgia is the 8th largest state by population (159 Counties)
- 56 Senators (4th largest) /180 Representatives (3rd largest)
- Session starts the 2nd Monday of January/Runs 40 Days
- Only Constitutional requirement is to pass balanced state budget
- No contributions allowed during session. Get in, get out and get reelected
- Republicans hold all statewide constitutional offices
- Republicans also hold majorities in the House and Senate
- **We have never experienced a session with any shortage of bad ideas**



Skills for Higher Earning

- A public-private partnership between the Georgia Department of Economic Development's Workforce Division and Georgia businesses, Trade Five focuses on enhancing the talent pipeline in the following high-demand industries:
 - **Construction**
 - Manufacturing
 - Telecommunication
 - Energy
 - Logistics
- AGC Georgia was instrumental in getting construction added to this list in Spring 2017. Students enrolled in construction-related programs at state technical colleges are eligible for FREE tuition through the HOPE Career Grant beginning January 2018.

The logo for Trade Five features the word "TRADEFIVE" in a large, bold, sans-serif font. The letters "TRADE" are green, and "FIVE" is grey. Below this, the phrase "SKILLS FOR HIGHER EARNING" is written in a smaller, all-caps, grey sans-serif font.

HR 284 – CM @ Risk Study Committee

- Legislation introduced to study impacts of CM @ Risk versus Design-Bid-Build in rural Georgia
- Georgia's Rural Development Council efforts
- AGC Georgia spearheads effort to educate committee/working with major state agencies on the topic
- Core belief -- Public owners should have access to the same tools as the private sector

AGC of America's Partnership With Chapters

- Legislative
- Regulatory
- Judicial/Amicus Briefs
- AGC of America PAC/ Congressional Elections
- State Legislatures - Farm Teams for Congress

Questions?

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Director of Governmental Affairs

AGC Georgia

woodall@agcga.org

(678) 298-4116

Politics is not a spectator sport

“ You can like the Politics game or not. That’s not the issue. The game is the game. There is no second place, no red ribbon, only winners and losers. It is a simple game, not rocket science, and most definitely not a spectator sport.

To win the game, you first have to be in the game and on a team to help your candidate win so that after the election you can be represented at the table. ”

- Edward S. Homan Jr., MD