



NPCHA[®]

National Precast Concrete Association

U.S. PRECAST CONCRETE MARKET 2022 EXECUTIVE SUMMARY

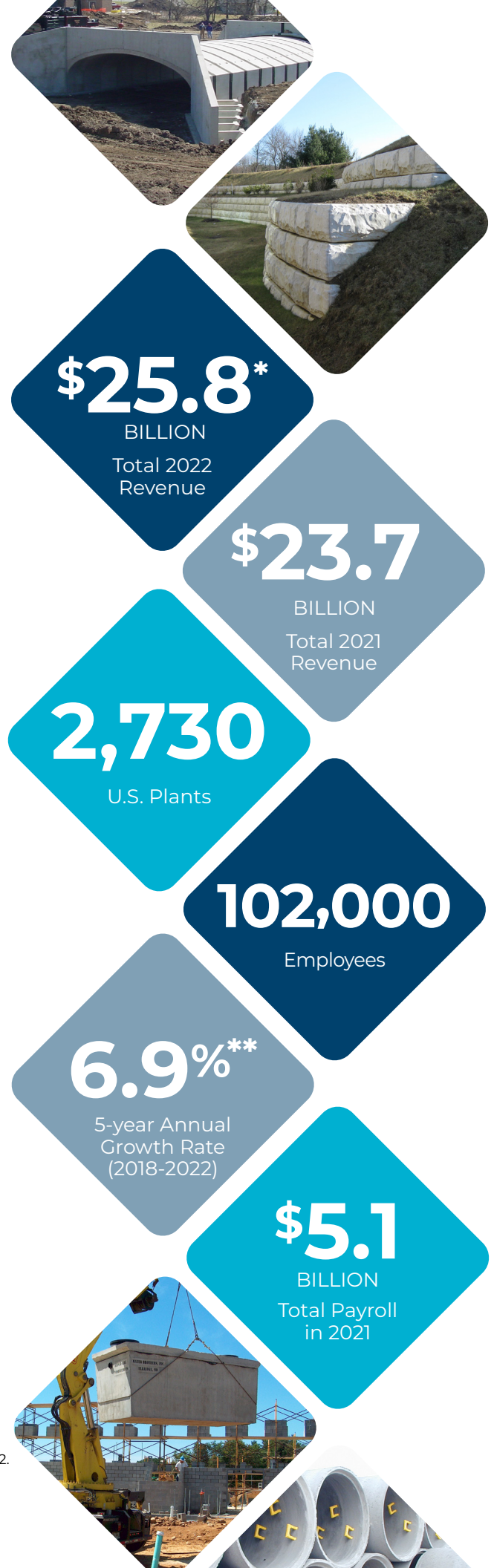
On a national level, precast concrete producers reached **\$25.8 billion** in total revenue during 2022, following a 5-year period of strong growth, which has averaged 6.9 percent. The \$25.8 billion in revenue was distributed across **2,730 plants**. The industry provides direct employment for approximately **102,000 workers** (37 employees per plant, on average) and contributed \$5.1 billion in 2021 direct payroll expenses (not including benefits).

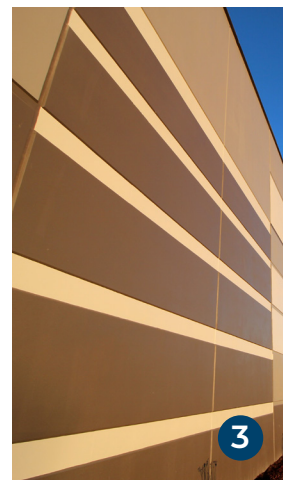
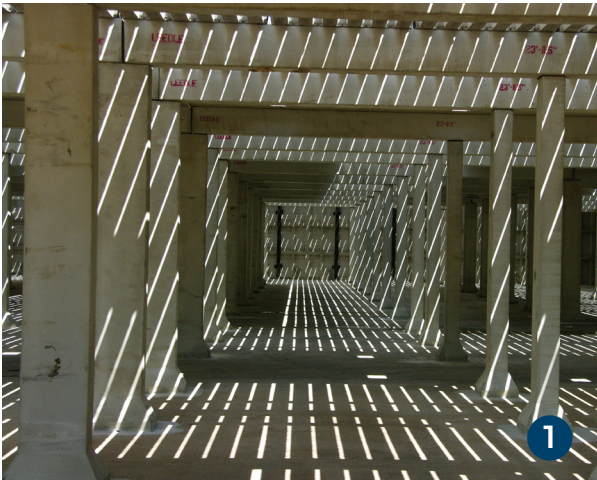
The industry is led by Sanitary & Stormwater products, which represents nearly one-third of all precast concrete production (\$7.6 billion in revenue). Utility & Industrial products and Landscape & Building products are the second and third largest categories; though each is roughly only half the volume of Sanitary & Stormwater products.

The plant locations tend to align with population and geographic distance. On average, there is one precast concrete plant for every 121,000 people in the U.S. Large and well-populated states such as Florida, Texas and California have the most precast concrete plants, while there are only a few plants in smaller states such as Delaware and Rhode Island and also in larger but less populated states such as Wyoming and North Dakota.

RESEARCH SCOPE AND MARGIN OF ERROR: This research focused on precast producers in the U.S. with more than 5 employees. Manufacturers of prestressed concrete products were largely excluded from the sample. The results of this study are accurate within 6.8%, with a 95% level of confidence. The margin of error was calculated using a standard formula that considers the sample, level of confidence, and observed variability in the data.

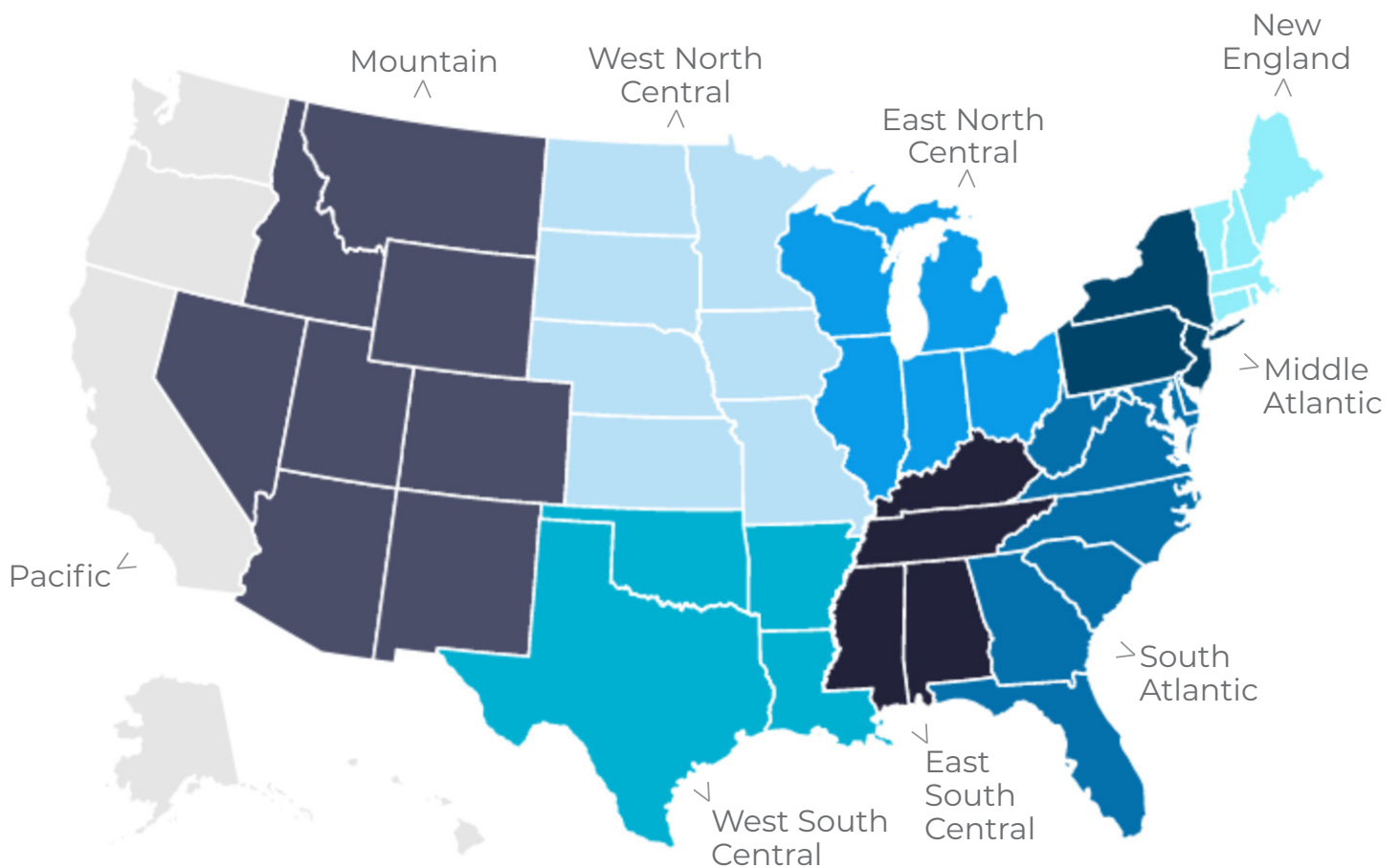
* Based on 8.9% growth forecast reported for the 2022 Precast Benchmarking Report
** CAGR based on results from the annual Precast Benchmarking Reports of 2019 - 2022.














PRODUCT CATEGORY BREAKDOWN

PRODUCT CATEGORY	2022 REVENUE (BILLIONS)	PERCENT OF TOTAL
1 Sanitary & Stormwater Products	\$7.6	32.1%
2 Utility & Industrial Products	\$3.9	16.4%
3 Landscape & Building Products	\$3.7	15.7%
4 Transportation Products	\$3.3	13.7%
5 Water & Onsite Wastewater Products	\$1.8	7.5%
6 Other Precast Concrete Products	\$1.6	7.3%
Resale Items	\$1.7	7.3%



REVENUE BY REGION

REGION	REVENUE (MILLIONS)	EMPLOYEES	PLANTS	PERCENT OF REVENUE	PERCENT OF PLANTS
 New England	\$1,068	4,607	133	5%	5%
 Middle Atlantic	\$2,235	9,930	315	9%	12%
 South Atlantic	\$5,278	22,381	520	22%	19%
 East North Central	\$3,036	13,332	412	13%	15%
 East South Central	\$1,267	5,678	183	5%	7%
 West North Central	\$2,449	10,723	317	10%	12%
 West South Central	\$3,953	16,113	310	17%	11%
 Mountain	\$2,217	9,627	262	9%	10%
 Pacific	\$2,214	9,624	278	9%	10%

COMPARISON BY INDUSTRY

The table below provides a general comparison of growth statistics among key manufacturing industries. The analysis is limited to 4-digit NAICS codes. Precast concrete manufacturing is a subcomponent of No. 3273: Cement and Concrete Product Manufacturing. Comparison groups were selected based on general product types and manufacturing conditions that are most similar to precast concrete.

The overall cement and concrete industry has experienced strong growth over the past several years, and more growth is expected in the foreseeable future. As shown in Table 1, producers of cement and concrete products have added more plants since 2016 (on a net basis) than any of the comparison industries. Cement and concrete manufacturers have also added 2.2% more workforce, which further outpaced the other industries.



MANUFACTURING CATEGORY	Number of Establishments	5-year Net Job Creation	5-year Entry Rates	5-year Exit Rates	Net Establishments over 5 years
NAICS 3252: Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	1,380	1.1%	3.9%	4.8%	(0.8%)
NAICS 3261: Plastics Product Manufacturing	9,914	1.4%	3.7%	4.8%	(1.1%)
NAICS 3262: Rubber Product Manufacturing	1,777	1.0%	3.8%	4.7%	(0.9%)
NAICS 3273: Cement and Concrete Product Manufacturing	8,502	2.2%	5.1%	4.5%	0.6%
NAICS 3311: Iron and Steel Mills and Ferroalloy Manufacturing	390	(2.3%)	7.1%	6.9%	0.3%
NAICS 3312: Steel Product Manufacturing from Purchased Steel	672	(0.2%)	5.2%	4.9%	0.3%
NAICS 3321: Forging and Stamping	2,261	(0.8%)	2.9%	4.6%	(1.7%)

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
Source: U.S. Census Bureau | 5-year Period: 2016-2020. 2020 is most current year available



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