



2022

ANNUAL REPORT



LETTER FROM THE CHAIR



MARK WIESER

CHAIR OF THE BOARD

*Wieser Concrete Products
Portage, Wis.*

2022 was a pivotal year for the manufactured precast concrete industry. Construction starts were way up, and the implementation of the Bipartisan Infrastructure Act has put billions of dollars into the market for projects across the United States.

Challenges and concerns remain, specifically with interest rates, supply chains and a tight labor market. And with geopolitical tensions continuing in Ukraine, energy prices have fluctuated greatly.

But challenge is nothing new to the precast concrete community. From the Great Recession of 2008 to COVID-19, we took on the latest challenge, and it made us stronger than ever. And as 2022 ended, most states were seeing federal money starting to fuel projects and open new markets for our industry.

Led by the Board of Directors and a dedicated professional staff, we will continue to show why precast concrete is superior to alternative products and remains the sustainable choice for the future. We will propel NPCA priorities and programs forward to tell a precast success story.

Like a well-manufactured precast concrete product, we withstood, and we continue to build. We adapted to new realities and found success in ways we couldn't have anticipated when the year started.

So keep working hard and doing what you know. We look forward to 2023 and beyond with the knowledge that the precast concrete industry as a whole is positioned well to meet the challenges and reap the rewards of whatever lies ahead.

A handwritten signature in black ink, appearing to read 'Mark Wieser', written in a cursive style.

Mark Wieser

LETTER FROM THE PRESIDENT & CEO

What a year. Throughout 2022, the NPCA staff committed itself to providing superior service on behalf of our members in promoting the manufactured precast concrete industry to those who specify construction projects across North America.

We value our members, who invest in the association for the education, resources and support they need to produce best-in-class precast concrete. Nearly 400 facilities were certified by NPCA in 2022, earning the stamp of approval that states, counties and municipalities equate with quality.

NPCA represents our members at the federal level as well, engaging and educating members of the U.S. Congress, FEMA and other departments on why precast concrete is the No. 1 choice for building durable, sustainable structures as we rebuild our roads, bridges and infrastructure. Members showed they value that trust by renewing at a 94% rate.

One of the tools we have developed to accomplish this, in accordance with the strategic plan, is a market study that drives how we communicate with specifiers at every level. This study also informs NPCA staff across departments and establishes a focused message on the importance of manufactured precast concrete:

The world is building smarter to combat an ever-harshening climate, and NPCA members are leading the way.



Fred Grubbe



FRED GRUBBE

NPCA PRESIDENT AND CEO
National Precast Concrete Association
Carmel, Ind.

NPCA BOARD OF DIRECTORS

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MARK WIESER

CHAIR OF THE BOARD
Wieser Concrete Products
Portage, Wis.



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CHAIR-ELECT
Tindall Infrastructure
Spartanburg, S.C.



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SECRETARY-TREASURER
PRETECH Corporation
Kansas City, Kan.



RON SPARKS

IMMEDIATE PAST CHAIR
National Precast
Vancouver, Wash.

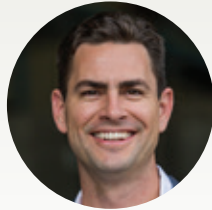


NPCA BOARD OF DIRECTORS



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FRED GRUBBE

Ex-officio
NPCA President and CEO
Carmel, Ind.

The Business Of Precast Is Strong:

NPCA 2022 YEAR IN REVIEW

Precast concrete manufacturers and suppliers enjoyed a strong year in 2022, and NPCA's professional staff was there in support.

From its home office in Carmel, Ind., NPCA staff traveled to more than 20 states throughout the year to represent its members and the industry as a whole. NPCA also delivered best-in-class education, developed new specifier resources and drove discussions on how precast concrete is best suited for the market.

The 2021 Bipartisan Infrastructure Act and developing technology have opened doors for the industry, and NPCA is out front positioning precast concrete as the No. 1 construction material available for most construction jobs.





In 2022, the Marketing and Communications team accelerated its implementation of NPCA's strategic plan to grow the precast concrete market and establish precast as the construction material of choice. Content and multi-channel promotions were developed to reach and educate specifiers on the advantages of precast concrete.

In addition, the department continued to increase awareness of the industry, members and NPCA programs. Social media reach grew to more than 60,000 across Facebook, Twitter, LinkedIn, YouTube and Instagram. In addition, media relations efforts generated coverage across both national and trade media outlets.

2022 marked the launch of NPCA's Breaking the Mold podcast, delivering a monthly program to members covering topics like sustainability, the economy, engaging with specifiers, and more.

Finally, NPCA's print and electronic communications continued to deliver valuable news and information. Four issues of Precast Inc. and four issues of Precast Solutions as well as 131 NPCA newsletters and communications were sent in 2022. This includes 10,000 issues of Precast Solutions sent per quarter to specifiers and building material decision-makers.



MARKETING & COMMUNICATIONS

One of the main tenets of NPCA's strategic plan is developing a comprehensive internal and external marketing plan based on general industry data. That strategy took a major first step in 2022.

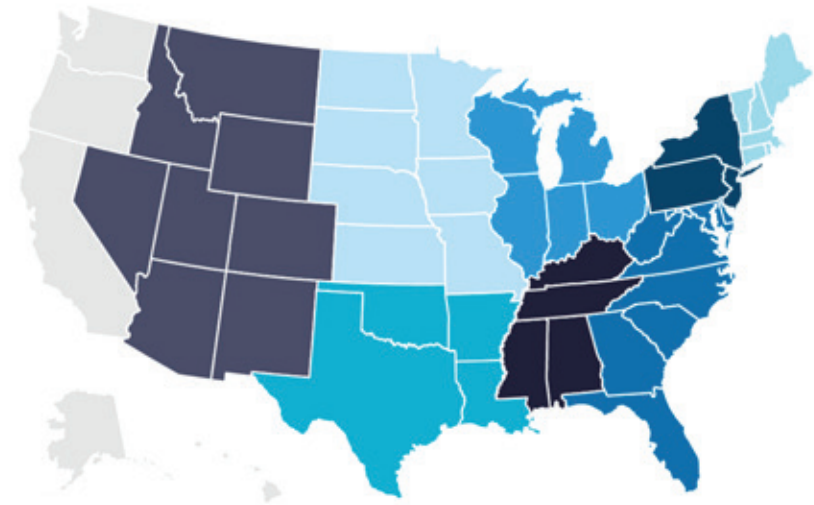
Through data and research, NPCA and its partners compiled a general comparison of growth statistics among key manufacturing industries.

RESULTS INCLUDE:

- The overall cement and concrete industry has **experienced strong growth** over the past several years, and more growth is expected.
- Producers of cement and concrete products **have added more plants** since 2015 than any comparison industries.
- Cement and concrete manufacturers have **added 2.2% in workforce**, outpacing comparative industries.



The map and chart at right breaks down the U.S. precast concrete market by region. This information is used to engage with federal, state and local agencies to show the impact of specifying precast concrete within projects.



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%

MEMBERSHIP

A 94% membership renewal rate was bolstered by 44 new producer members and 36 new associate members who joined NPCA in 2022.

NPCA staff members attended more than 40 codes and standards-related meetings throughout or presentations in 2022, including AASHTO, ASTM, ACI, IAPMO, and NOWRA.



PLANT CERTIFICATION & SPECIFICATIONS

NPCA's plant certification program flourished as inspectors conducted 397 in-plant inspections along with four virtual inspections. In addition, NPCA added 20 new certified plants, bringing the total to 381.

We had another successful ANAB surveillance audit which shows the processes in place continue to meet and exceed ANAB requirements.

Additionally, 40 individuals completed auditor training. NPCA Plant Certification is recognized by 41 states and more than 70 municipalities.



TECHNICAL SERVICES

NPCA staff members conducted 15 Plant Evaluations, providing members with a fresh perspective within their production processes, management procedures, mix design practices, shop organization, training, education plan and more.

94%

MEMBERSHIP
RENEWAL RATE

44

NEW PRODUCER
MEMBERS

36

NEW ASSOCIATE
MEMBERS

20

NEW CERTIFIED
PLANTS

397

IN-PLANT
INSPECTIONS

EDUCATION AND WORKFORCE DEVELOPMENT

NPCA provided nearly 100 hours of in-person education during The Precast Show 2022. Meanwhile, 42 individuals earned the Master Precaster designation and were awarded gold hardhats in Kansas City. Additionally, 830 NPCA members graduated from a PQS course through Precast University. The PQS I online course enrollment remained steady with 2021 at 546.

NPCA's technical webinars continued to spark interest with members, with 228 attending the virtual monthly events. In addition, NPCA's specifier webinar series continued to connect with DOT and similar personnel, bringing 1,531 people combined to the four 90-minute events.

NPCA staff members trained 4,169 specifiers and students via 51 presentations throughout 2021. And 13,344 specifiers via 27 virtual specifier presentations and webinars. NPCA's Specifier Webinar Series saw a 12% increase from the 2020 series, and more than 1,400 people attended either in-person or virtual events during Precast Days 2022. In all, 32 plants committed to participate in event.

In all, 636 civil engineering, construction management and concrete industry management students learned about the industry via 24 in-person and virtual academic guest lectures and student chapter presentations.



100 HOURS
OF IN-PERSON EDUCATION

1,400
PEOPLE

ATTENDED EVENTS DURING
PRECAST DAYS

42 PEOPLE
EARNED MASTER PRECASTER
DESIGNATION

32 PLANTS
PARTICIPATED IN PRECAST DAYS

↑12%

ATTENDANCE IN SPECIFIER
WEBINAR SERIES

636
STUDENTS

LEARNED ABOUT THE
PRECAST INDUSTRY

WORKFORCE DEVELOPMENT

NPCA, in conjunction with the NPCA Foundation, has funded grants at five universities across the United States to develop precast-specific classes. These classes, offered at New Jersey Institute of Technology, McNeese State University, Idaho State University, Kansas State University and California State University-Chico, provide students pursuing degrees in engineering, concrete industry management, architecture and construction management with a broad overview of the many applications and unique benefits of precast concrete.

Additionally, the NPCA Foundation is working with Idaho State University, California State University Chico and Kansas State University to explore the creation of a precast concrete technician certification, which could be delivered online to provide further workforce development opportunities for those already working in the industry and those interested in career opportunities in precast.



NPCA FOUNDATION HAS FUNDED GRANTS TO
5 UNIVERSITIES

NEW JERSEY INSTITUTE OF TECHNOLOGY
MCNEESE STATE UNIVERSITY
IDAHO STATE UNIVERSITY

KANSAS STATE UNIVERSITY
CALIFORNIA STATE UNIVERSITY-CHICO

ADVERTISING SALES

NPCA provided ample opportunities for Associate members to raise awareness in the industry, including digital advertising on Precast.org and in our newsletters and printed Membership Directory as well as in Precast Inc. and Precast Solutions magazines. In total, this generated nearly \$838,809 for NPCA.



THE PRECAST SHOW AND ANNUAL CONVENTION

The Precast Show 2022 in Kansas City was a tremendous success. The trade show floor featured 361 exhibitors on a show floor spanning more than 120,000 square feet. Sponsorships and Show Guide advertising sales generated \$3.3 million in revenue. The NPCA 56th Annual Convention sponsorships also exceeded expectations with \$340,000, including 85 tabletop exhibits.

\$838,809

DIGITAL & PRINT ADVERTISING

\$3.3 MILLION

THE PRECAST SHOW REVENUE

\$340,000

NPCA CONVENTION REVENUE

THE PRECAST SHOW

The Precast Show 2022 in Kansas City was a tremendous success with nearly 4,600 registrants. The show set a record for registrations and was capped by a 1920s-themed party at a former downtown K.C. speak-easy.



NPCA 57TH ANNUAL CONVENTION

The NPCA 57th Annual Convention took place in November at the luxurious Amelia Island resort just outside Jacksonville, Fla. More than 478 Producer and Associate members gathered to renew old friendships.



OTHER MEETINGS

- The **NPCA Spring Board of Directors' Meeting** was held in-person in March at The Greenbrier in White Sulphur Springs, W.Va.
- 10 individuals graduated from **Leadership NPCA**, designed to develop opportunities vital to management training, experience and networking. 14 others started their journey.
- **NPCA Committee Week** was held in May in Indianapolis with 120 committee members participating in meetings held throughout a three-day period.
- The **NPCA Annual Budget Meeting** took place in-person in August in Carmel, Ind.

FINANCIAL STATEMENTS

ASSETS

Cash/Accounts Receivable	\$ 954,849
Investments (short term and long term)	\$ 10,574,663
Inventory	\$ 20,452
Furniture and Equipment, net	\$ 485,906
Operating Lease Right-of-Use Assets, net	\$ 559,388
Other Assests	\$ 1,301,605
Total Assets	\$ 13,896,863

LIABILITIES

Accounts Payable/Prepaid Income/Accrued Expense	\$ 7,797,593
Right-of Use Operating Lease Liability	\$ 440,842

NET ASSETS

Without Donor Restriction - Undesignated	\$ 4,670,182
Without Donor Restriction - Board Designated for Programs	\$ 981,713
Current Year Earnings	\$ 6,533
Total Liabilities and New Assets	\$ 13,896,863

REVENUE

Dues	\$ 1,873,644
Meeting and Education Registrations	\$ 918,851
Exhibit Booths and Entry Fees	\$ 3,905,158
Advertising and Product Sales	\$ 2,725,793
Investment Income	\$ 1,208,303*
Other	\$ 15,663
Total Revenues	\$ 10,647,412

* Does not include unrealized gains (losses).

EXPENSES

Personnel	\$ \$ 2,537,387
Office	\$ 527,022
Staff/Volunteer Travel	\$ 374,824
Postage/Printing	\$ 12,625
Legal/Accounting	\$ 74,110
Member Programs	\$ 9,257
Board Designated Programs	\$ 258,040
Industry Promotion	\$ 248,845
Cost of Products Sold	\$ 2,031,385
Meetings/Exhibits	\$ 2,709,946
Depreciation	\$ 114,018
Taxes	\$ 37,107
Foundation Donation	\$ 50,945
Total Expenses	\$ 8,985,511

Change in Net Assets

\$ 1,661,901



NATIONAL PRECAST CONCRETE ASSOCIATION

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