

Iowa Ready Mixed Concrete

Association

Mike Philipps, President - NRMCA

# Agenda

- Market News & Forecasts
- Concrete News
- Challenges to Growth
- Market Share and Build with Strength Program
  - NRMCA Programs & Services

# **Market News & Forecasts**

- Concrete Production Nationally in 2022:
  - Total US Concrete Production will exceed 400,000,000
     cubic yards, up ~4% over prior year (most since 2007)
  - Iowa State Production(2022 through Q3):Volume
     forecast over 7.8m cubic yards, up ~8% over PY
- Forecast for 2023:
  - PCA down 3.5%
  - FMI down 2% (strong infrastructure, weak residential)

# **Concrete News**

- Strong emphasis on Sustainability and Resiliency
- Infrastructure Bill funds to be released at more rapid rate
- Significant progress made at NRMCA:
  - Communications between NRMCA and members, a/e community, code bodies, etc.
  - Refreshing all Education, Training and Certification Programs
  - · Driver Retention and Recruitment tools March launch
  - Community Outreach Habitat for Humanity Program

# 47 PROJECTS IN 27 STATES





Tuscaloosa, AL Paradise, CA Woodland Park, CO Denver, CO Hartford, CT Athens, GA Elwood, IL Montgomery, IL Des Moines, IA Kansas City, KS Baltimore, MD Springfield, MA Portland, ME

Joplin, MO Neosho, MO Missoula, MT Lincoln, NE Albuquerque, NM Santa Fe, NM Charlotte, NC Harrisburg, PA Charleston, SC Sioux Falls, SD Dallas, TX **Brigham City, UT** Pearisburg, VA Gig Harbor, WA Spokane, WA Madison, WI

# **LOOKING AHEAD TO 2023**



#### **2023 Builds:**

HFH East Bay Silicon Valley - San Leandro
HFH of Suffolk - Riverhead on Long Island
HFH Roanoke Valley - Roanoke City
HFH Heart of Wyoming - Casper, WY
HFH Energy Capital - Gillette, WY
HFH Northern Virginia - Alexandria
HFH South Shore - Cohasset, MA
HFH Green Mountain - Williston, VT
HFH Putnam County - Georgia
HFH Niagara - New York
HFH Rutland County - Vermont
HFH Bulloch County - Statesboro, GA
HFH Magic Valley - Twin Falls, Idaho
HFH of Kansas City - Missouri

#### 2023 (possible) builds:

HFH Pensacola - Florida
HFH Raritan Valley - Bedminster, NJ
HFH Tillamook - Oregon
HFH Benton County - Arkansas
HFH Greater Indy - Indiana

HFH Las Vegas - Nevada

HFH Pemi Valley - Plymouth, NH

HFH Hawaii Island - Kona

HFH Lexington - Kentucky

HFH New Orleans - Louisiana

HFH Buckhannon River - West Virginia

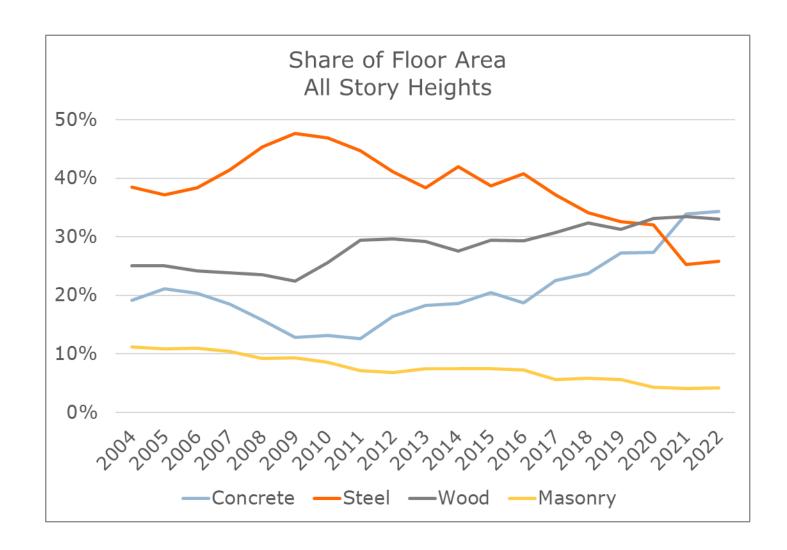
HFH Montgomery County - Tennessee

# **Challenges to growth**

- Workforce Shortages
- Recession & Consumer Confidence
- Inflation & Interest Rates-
- IIJA Rollout / Governmental bureaucracy and lag
- Demand & Backlogs
- · Remote Workforce impact on commercial office space
- Global Events (War, COVID, etc.)
- Continued Market Share fight vs. Wood (Build with Strength Program)



#### Build With Strength: Market share for concrete



**2030 Goal** 

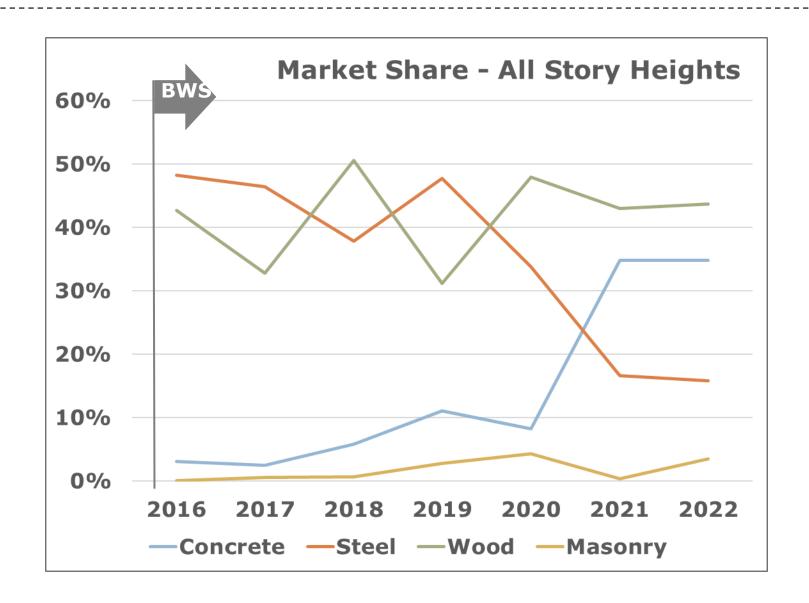
35%

**2022 Progress** 

33%

Source: Dodge Construction Data \*Excludes parking garages

### Build With Strength: Iowa



Concrete

+32%

Wood

+1%

**Steel** 

-32%

Source: Dodge Construction Data \*Excludes parking garages

# **Promoting Concrete**



**Conversion Rate** 



**Conversion Rate** 



**Conversion Rate** 



Projects Converted

## Advocate: Change building codes in favor of concrete

Goals	2019	2020	2021	2022	Total
Energy	3	2	1	1	7
Structural	3	2	1	2	8
Fire Safety		3	10	3	16
<b>Green Building</b>	4	2	3	6	15
<b>Sound Attenuation</b>				1	1
Resilience	1	1		1	3
	11	10	15	14	50

**2030 Goal** 

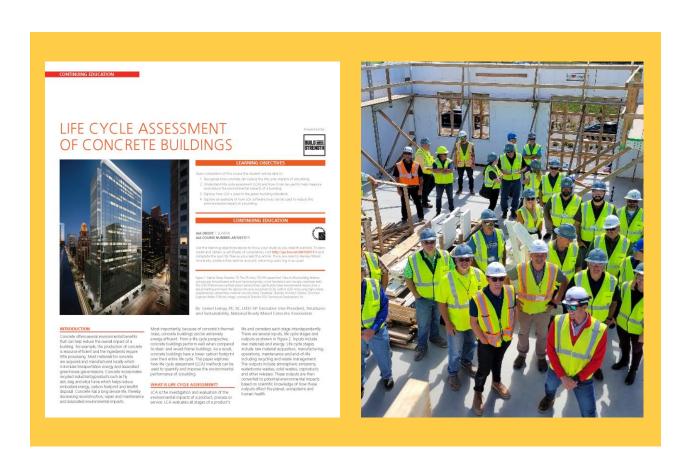
100

**2022 Progress** 

50

## Educate: Design and Build Community

#### Educate the design and build community



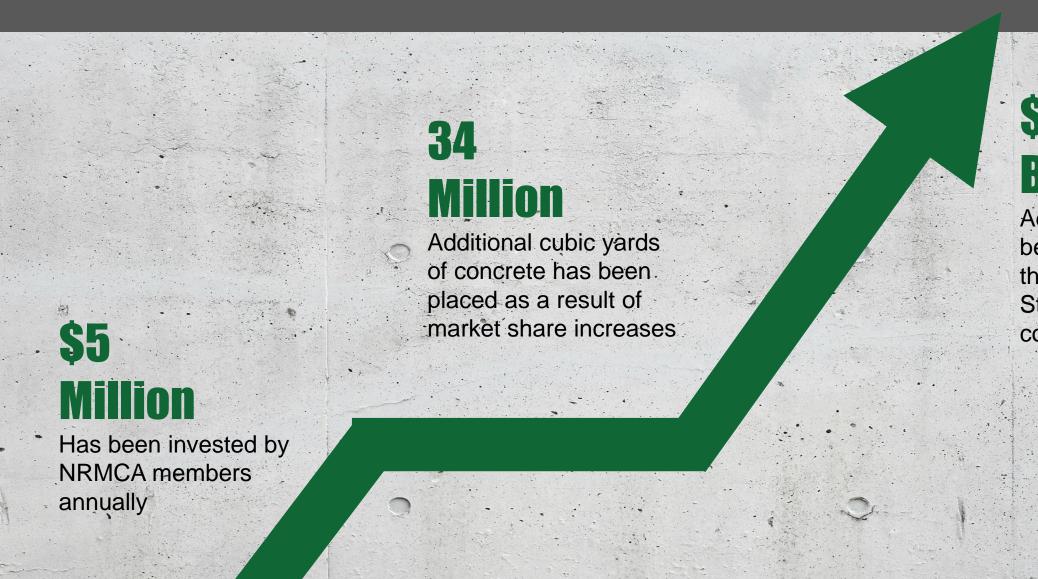
New 2030 Goal

130,000

**2022 Progress** 

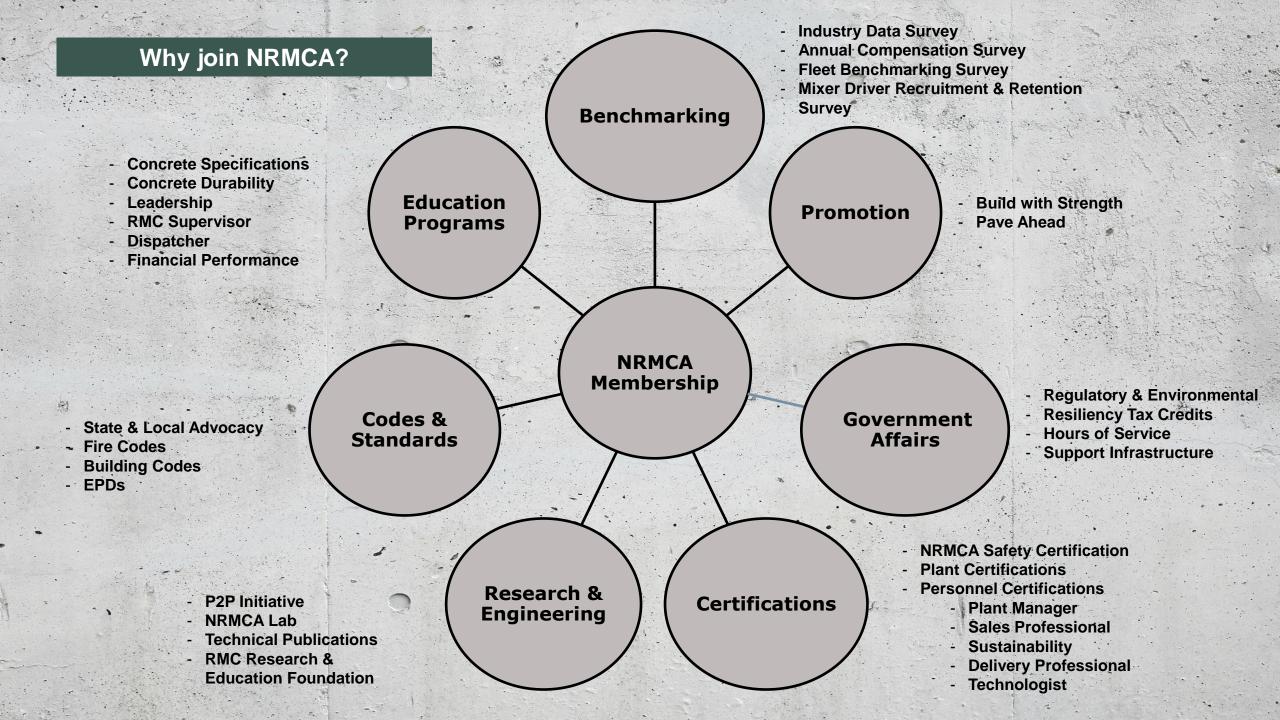
72,782

# **Build with Strength ROI**



# \$3.8 Billion

Additional revenue has been generated through Build with Strength over the course of the program



#### How can the NRMCA help your organization?



# BUILD WITH STRENGTH

Thank You