2022 ACPA Annual Report
Chairman's Message

By Ed Griffith, Chairman of the Board of Directors

As chairman of the board in 2022, it is my great honor to share the following annual report with our members and key friends in the industry. There is much to celebrate. This report is prepared to not only provide a summary of the great strides our organization made in the last year, but also to outline our path in 2023 and beyond.

Let me begin by showcasing our strength in numbers. We currently have approximately 220 contractor members, and 20 state affiliates. With a strong commitment from our Chapter State Executives, we expect these numbers to continue to grow!

One of our biggest accomplishments in 2022 was the enactment of a new Strategic Plan. In addition to reviewing past strategic plans, Vision 2040 and other relevant documents, our consultant surveyed the membership and other key stakeholders in the industry to ensure we gathered as much data and insight as we could. After a flurry of activity, we were able to present and then ratify the Strategic Plan at our Mid-Year Meeting in Rhode Island.

The plan has three overarching goals. First, collaborating with common purpose, which speaks to our enhanced marketing and communications efforts, as well as our strong federation CSE partners. Second, anticipating and building knowledge now and the future to solve future challenges—which speaks to our technical expertise and our ability to be thought leaders in the industry, the hallmark of our existence. Finally, broadening our outreach and our audience so that policy and decision makers understand the benefits concrete can have on our world. This speaks to our advocacy, promotion and, again, our communication efforts. Key objectives, strategies and tactics have been outlined as part of our 2023 budget to ensure we are living up to the plan we put in place.
In the following pages, you’ll not only get high-level overview of ACPA’s technical services, chapter and member support, government affairs and advocacy outreach, and marketing and communications activities in 2022, but also a glimpse as to what is to come in 2023.

This recap showcases ACPA’s efforts to live up to our mission of developing and protecting concrete pavement markets through education, advocacy, marketing and industry technical leadership. I am excited about where we are as an association today, but really excited about where we are going in the future.

Speaking of the future, ACPA is in good hands with Steve Friess, Vice President of Concrete Operations at Milestone Contractors, LP, as the 2023 Chairman of the Board. A veteran of the industry for more than 35 years, Steve is a huge asset to ACPA and our industry. We are a contractor organization that is heavily supported by the cement industry. Having had a cement company in the leadership role for a year is great opportunity to pass the torch to a contractor who I know will work tirelessly for the membership.

As we enter 2023, I am confident we’ll live up to our vision:

*Concrete is the pavement material of choice benefiting communities and society within US, state, and local economies.*

ACPA BOARD UNANIMOUSLY SUPPORTS NEW STRATEGIC DIRECTION

Under the direction of Chairman Ed Griffith, ACPA and the Board of Directors approved a new Strategic Plan to help drive the association. The Strategic Plan was created under the guidance of Jim Meffert, Tecker Industries, who facilitated, and select ACPA member companies. The Strategic Plan Committee Members were:

- **Ed Griffith**, St Marys Cement – Chair
- **Sarah Bazey**, American Highway – Simplex
- **Mike Lipps**, Duit Construction Co., Inc.
- **Greg McCormick**, Northern Improvement
- **Kevin McMullen**, WCPA
- **Greg Mulder**, ICPA
- **Patrick Cleary**, Holcim
- **Steve Friess**, Milestone Contractors
- **Tyler Jensen**, Ash Grove Cement
- **Gordon Smith**, CP Tech Center
- **Laura O’Neill Kaumo**, ACPA
- **Andy Gieraltowski**, ACPA

The goal of the Strategic Plan Committee was to develop a mission and vision for ACPA, members, chapters, and others for the next five years. The group solicited feedback from ACPA members, partners and stakeholders and worked to connect the plan to all association activities including the budget and committee work.
ACPA Mission

ACPA develops and protects concrete pavement markets through education, advocacy, marketing and industry technical leadership.

ACPA Vision

Concrete is the pavement material of choice benefitting communities and society within US, state, and local economies.

Goals of the Strategic Plan

I. The federation is collaborating with a common purpose for the good of the industry.

II. ACPA is anticipating and building the knowledge to solve future paving challenges.

III. Policy and decision makers understand the positive impact concrete pavement can have on our environment.
GOALS (5-year outcomes) and OBJECTIVES (2-3-year changes necessary to achieve the goals)

Top level items are Goals and second-level items are Objectives.

I. THE FEDERATION IS COLLABORATING WITH A COMMON PURPOSE FOR THE GOOD OF THE INDUSTRY.

A. Identify the most effective way to prioritize high impact issues / programs
B. Increase chapter strength, participation, and engagement with ACPA
C. Improve coordination of consistent messaging for greater impact
D. Improve the coordinated delivery of quality technical expertise
E. Advocate ACPA positions at the federal level
F. Celebrate success and increase recognition in the industry (awards)
G. Increase membership development, retention, and engagement
H. Increase revenue to support the organization(s)

II. ACPA IS ANTICIPATING AND BUILDING THE KNOWLEDGE TO SOLVE FUTURE PAVING CHALLENGES.

A. Increase understanding of the role concrete pavement plays in sustainability and resiliency
B. Increase the utilization of actionable market intelligence
C. Continue to improve ACPA’s role in convening expertise and collaborating with other organizations
D. Assimilate information that can cross state lines to benefit all (technical, training, marketing, etc.)
E. Focus ACPA efforts on Workforce and DEI challenges unique to the industry

III. POLICY AND DECISION MAKERS UNDERSTAND THE POSITIVE IMPACT CONCRETE PAVEMENT CAN HAVE ON OUR ENVIRONMENT.

A. Increase available funding for paving projects and research
B. Increase understanding that concrete pavement is a critical long-term solution to environmental needs
C. Increase the utilization of ACPA insights by key policy-makers
D. Increase targeted engagement with critical organizations
E. Increase the understanding of the impact of low-bid contracts on sustainability and workforce
ADVOCATING FOR MARKET GROWTH

ACPA is the only national trade association solely advocating for the selection of concrete pavement. Our unique relationships with agencies, consultants, and government official—combined with our state chapter network and technical staff—position the association as the voice for members and the industry on crucial issues. This provides unique relationships with agencies, consultants, and government officials, which positions us to be the voice for members and the industry on crucial issues.

AGENCY INVOLVEMENT

- **Communication with FHWA:** This year, ACPA National Staff and Chapter State Executives met in Washington, D.C., with Federal Highway Administration (FHWA) staff from the Pavement Materials Group. Issues that face the concrete industry were discussed, such as the Biden Administration’s prioritization of sustainability, resiliency, and carbon reduction using environmental product declarations (EPDs). Discussion also focused on the need to promote safety and traffic interruption mitigation alongside the cost-effectiveness of concrete pavement. The Chapter State Executives helped push our critical messages that concrete is the sustainable and cost-effective choice for paving.

- **Technical Working Groups:** ACPA shapes policy through participation on FHWA Technical Working Groups:
  - Long-Term Infrastructure Performance Pavements Expert Task Group
  - Sustainable Pavement Technical Working Group on EPD Implementation
  - Pavement and Materials Technical Feedback Group on Lifecycle Carbon Intensity

- **Engagement with Tri-Services:** ACPA’s Chief Engineer, Gary Mitchell, P.E., continued our engagement with the Tri-Services by connecting during 2022’s annual Transportation Research Board meeting and discussing current needs. The Army, Navy, Air Force and FAA provided updates on specification changes and any planned changes to additional specifications that included feedback from Mitchell and ACPA. Mitchell also gave an update on the CP Tech Center as well as the FAA Cooperative Agreement on the research being conducted moving into the new year.

- **FEMA Meeting on Resiliency:** ACPA met with the Federal Emergency Management Agency (FEMA) to discuss the disaster-resistant properties of concrete pavement and the importance this has in building resilient communities nationwide. ACPA is driving the critical message that resiliency is a key component in sustainability.

- **Written Comments and Letters:** ACPA provided written comments on several industry issues this year.
  - IIJA Implementation
  - Workforce Safety
  - Greenhouse Gas Targets with PCA
  - Urging Congress to fully fund the IIJA
  - Urging DOT to help relieve supply chain constraints
  - Urging Congress to oppose a gas tax holiday
  - Urging Congress to make paving technologies eligible for the Carbon Reduction Program
  - Urging Congressional leadership to complete FY22 appropriations
  - Urging Senate Homeland Security and Government Affairs Committee to consider the Resilient AMERICA Act
  - Supporting DOT’s efforts to increase work zone safety

- **Climate Challenge:** The FHWA announced the winners of a competitive grant program—the Climate Challenge—that aims to quantify greenhouse gas emissions from pavement materials and work towards truly sustainable pavements. Together with the MIT Concrete Sustainability Hub (MIT CSHub) and National Ready Mix Concrete Association (NRMCA), ACPA assisted chapters and affiliates in applying for this grant money and will help work on EPD and LCA award projects in Iowa and Indiana.
CONTINUING CHAPTER SUPPORT

IMPORTANT CHAPTER NEWS

• **CPAM Joins the Federation:** The Concrete Paving Association of Minnesota rejoined as an affiliated chapter in 2022. Led by Matt Zeller, CPAM brings expertise and energy to ACPA and the federation’s efforts. CPAM has been a leader in legislatively incorporating lifecycle analysis into pavement material decision making process for both the cost and carbon intensity.

• **ACPA Welcomed Several new Executive Directors:**
  - Feras El-Ghussein – Missouri / Kansas
  - John Leckie – Indiana Chapter
  - Brian Zuroff – North Dakota
  - Michael Demouy – Louisiana
CHAPTER EVENTS

ACPA’s Chapter/State affiliates engaged their local members and DOT personnel to educate, advocate, and promote concrete pavement.

2022 welcomed back several in-person events throughout the federation, including:

- **Kentucky Concrete Association**: Summer, Fall, and Winter Conventions
- **Missouri/Kansas Chapter**: 25th Annual Municipal Concrete Pavement, Parking Lot and Flatwork Seminar and 42nd Annual Portland Cement Concrete Pavement Conference
- **Oklahoma Arkansas Chapter**: Concrete Pavement for Streets and Local Roads Workshop, Arkansas Concrete Pavement Conference and Oklahoma Concrete Pavement Conference
- **Florida Concrete & Products Association**: Annual PaveWise Concrete Conference, Annual Convention, Concepts and Techniques for Concrete Pavement Preservation Workshops and Concrete Paving Jointing Workshop
- **New York State Chapter**: Annual Meeting and Concrete Pavement 101 Meeting
- **Colorado/Wyoming Chapter**: Annual Concrete Pavement Workshop, CDOT/ACPA CO/WY Cooperative Committee, Annual Membership Meeting and CDOT/ACPA CO/WY Concrete Pavement Inspector Training & Certification
- **Pennsylvania Chapter**: 24th Annual ACPA/PA Concrete Conference, PA Legislative Dinner, PA & PennDOT CPQI Committee Meeting
- **South Dakota Chapter**: 2022 Annual Conference
- **Iowa Concrete Paving Association**: 58th Annual Workshop, ICPA Workshop Committee Meetings, ICPA Portland Cement Concrete Paving Field Inspection Classes, ICPA Concrete Pavement Preservation for Local Roads Workshop
- **Wisconsin Concrete Pavement Association**: 2022 Annual Concrete Pavement Conference, Chapter/State Midyear Meeting in Elkhart Lake, WI
- **Southeast Chapter**: North Carolina Spring Rigid Pavement Committee Meeting
- **Illinois Chapter**: Annual Meeting
- **Concrete Pavement Association of Minnesota**: 2022 Concrete Pavement Workshop
- **Southwest Concrete Pavement Association**: 2022 Webinar Series, 2022 Workshop Series
ACPA staff travelled across the United States advocating for concrete pavement, providing technical expertise, promoting the industry’s interest, and supporting Chapter/State associations through assistance and education at their workshops.

In 2022 ACPA staff visited 35 states and the District of Columbia.

NEW STAFF

Two new staff members were welcomed in 2022:

TIM MARTIN, P.E., SENIOR VICE PRESIDENT OF ENGINEERING

Tim Martin is a Professional Engineer in 12 states, has a B.S. and M.S. in Civil Engineering from Texas A&M, and has worked extensively with FHWA’s Long Term Pavement Performance program. With wide-ranging experience in pavement engineering, design, performance management and evaluation, and forensic investigations, Tim is a valuable resource for ACPA’s members and Chapter/State partners.

ANNA MCMULLEN, DIRECTOR OF MEMBERSHIP AND CHAPTER RELATIONS

Anna supports the Emerging Leaders Program, growing non-dues revenue, and ensuring that members and Chapters are supported. Working with Laura, Anna’s mission is to expand membership and grow Chapters and engagement across the country.

TECHNICAL SERVICES

ACPA has an incredibly strong team of engineers prepared to help solve problems, educate members on new trends and specifications, advocate with agencies, and influence changing specifications. ACPA Engineers service our members daily with quality technical support, problem solving, and advocacy for change at the agency level. This support leads to millions of dollars in savings for our members each year. In 2022, it is estimated that this service saved our members more than 8.3 million dollars.

This year, ACPA released quarterly Technical Services Reports to share with members to continue showing the value that our technical team provides. Each report is linked below.

- **Q1**: Quarter one successes include airport market assistance resulting in avoiding unnecessary costs nationwide.
- **Q2**: Quarter two successes include contractor, industry, and agency cost savings resulting in the highest quality concrete pavements.
- **Q3**: Quarter three successes include success in the airport and highway market alongside direct agency assistance.
- **Q4**: Quarter four successes include millions of savings in the airport market as well as agency service advocating for constructable designs and improved specifications.
AIRPORT WORKSHOP

2022 brought the return of in-person airport workshops. This year’s meeting was in cooperation with the Indianapolis Airport Authority and led by ACPA Chief Engineer Gary Mitchell, P.E. The workshop, attended by more than 70 people, covered best practices in designing, constructing and rehabilitating airfield pavements. In addition, our partners at the Indianapolis Airport Authority took attendees to an active paving site to tour and teach about current construction practices at the airport.

WEBINARS

ACPA continued their longstanding partnership with the CP Tech Center to host nine “Tech Tuesday” webinars on various topics including sustainability, overlays, asset management as well as traffic management.

Webinar Impact:
- More than 4,000 total registrants
- Over 90% increase in attendance rate from 2021
- 2.74k live attendees

TRB RECEPTION

ACPA’s 25th Annual TRB Reception at the Willard Hotel in Washington, D.C., drew more than 150 members of the academic, governmental, and industry community to network and celebrate success.

MID-YEAR AND ANNUAL MEETING

ACPA’s 2022 Mid-Year Meeting was held in Newport, RI, and attended by over 100 participants. ACPA held a joint-session with the Portland Cement Association on marketing and sustainability. From this meeting, ACPA’s Board of Directors asked the staff to carry the ball forward on PCA’s Roadmap to Carbon Neutrality by drafting a position paper highlighting concrete paving’s relevancy on sustainability and resiliency. During this session, ACPA promoters were given guidance on how to promote to a variety of decision makers and influencers. The ACPA Board of Directors also adopted the new Strategic Plan at the Mid-Year Meeting.

To close out the year, ACPA’s Annual Meeting, held in Nashville, boasted more than 400 attendees. In addition to functional meetings, there were new sessions in both the market forums and the esteemed Concrete Pavement University. New sessions were offered to help with the needs the industry sees as it evolves – including drones and litigation. In Nashville, a new slate of Board of Directors was also elected who will help guide the Association in the years ahead. The meeting concluded with the annual Excellence in Concrete Paving Awards, which celebrate the best of the best in concrete paving as well as titans in the industry, thanking them for their service.

CONTINUED WORK WITH INDUSTRY PARTNERS

ACPA is proud to continue to work with industry partners each year:
MARKETING AND PROMOTION

Through our partnership with AOE, ACPA’s marketing and association management firm, we launched and continued to build momentum on a number of campaigns to help promoters advance the merits of concrete pavements. Our key areas of focus include:

Permanent Pavements: ACPA knows the importance of showcasing that our product stands the test of time. Case studies and PR stories have been and will continue to be developed, highlighting the longevity, resiliency and durability of concrete pavements.

Sustainability: Building on PCA’s launch of their Roadmap to Carbon Neutrality, ACPA launched a white paper highlighting the pavement industry's path for sustainability. The white paper synthesizes research on concrete pavement’s contributions to economic, environmental, and social sustainability. As part of our role in educating decision makers who are involved in the placement and rehabilitation of roadway, highway, and airfield pavements, ACPA has assembled this resource to assist those decision-makers as they are challenged to meet ever-increasing levels of sustainability. This will be a key initiative throughout 2023 and beyond.

ACPA is committed to working with members and the Chapter/State network to develop case studies, targeted articles and social media campaigns to deliver key messages. Talking points, promotional flyers and other tools are being continually developed for our Chapter/State Executives in a format they can customize for their markets. Our quarterly magazine also continues to reach more than 2,500 industry experts and state DOTs.

PROMOTER PORTAL

Recognizing the importance of sharing content across the Federation, ACPA modernized the Promoter Portal. This resource ensures promoters have easy access to professional and customized quality materials.
NEWSLETTER

We have expanded and reimagined the biweekly ACPA Today newsletter to include more industry content to serve as an asset to members.

The newsletter has:

- More than 1,000 recipients
- A click rate of 3.88% (up from 3.19% in 2021)
- An average open rate of 35.6% (up from 23.68% in 2021)

MAGAZINE

ACPA redesigned the quarterly magazine, Concrete Pavement Progress. Along with a refreshed look, the magazine is moving from a quarterly publication schedule to a seasonal schedule, better aligning with ACPA’s major industry events.

The magazine also incorporates more member voices and drawing on a more diverse range of concrete pavement industry experts.

MEMBER AND SPONSOR GROWTH

Membership and support have continued to grow and evolve at ACPA. Together with all membership types, ACPA is able to push for industry priorities and provide quality technical support for all. It also provides benefits to our membership through networking and connection among the industry.

- More than 15 new members
- 405 total members

Sponsorship also increased this year in numbers and opportunities. Through the Research and Innovation Hub, members were able to highlight their innovative research and products at the 59th Annual Meeting for all attendees.

Sponsorship numbers were also on the rise, surpassing goals in 2022 with four new gold sponsors committing. Our thanks and appreciation go to our current sponsors listed below:
**ACPA BOARD RECOGNITION**

Thank you to the 2022 Board of Directors and Chairman Ed Griffith for your leadership and commitment to the success of ACPA this year.

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<th>Chairman</th>
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<td>Ed Griffith</td>
<td>Don Metcalf</td>
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A special thank you to retiring directors Dave Howard, Bob Leonard, Kevin McMullen and Steve Ambrose for their time and expertise over years of service.

**WHAT TO EXPECT IN 2023**

2023 promises to bring continued growth along the Strategic Plan with increases in members, communications and technical services. Additionally, ACPA plans to host their flagship Mid-Year and Annual Meetings with an expanded Airport Workshop series. Chapter State Executives will also be meeting with the Federal Highway Administration once again to stay connected with pressing industry issues.

**KEY 2023 DATES**

*Mid-Year Meeting*: June 6–8 in Austin, TX

*Annual Meeting*: December 12–14 in Marco Island, FL