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ANNUAL REPORT 2023

National Corrugated Steel Pipe Association
14070 Proton Road, Suite 100 LB9
Dallas, TX 75244
1-972-850-1907

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**NCSPA
2022-2023
OFFICERS &
DIRECTORS**

OFFICERS

PRESIDENT
MARK MCCORD
Southeast Culvert
Winder, Georgia

**SECOND VICE PRESIDENT/
TREASURER**
CHRISTOPHER LODING
Jensen Bridge and Supply Co.
Sandusky, Michigan

VICE PRESIDENT/ SECRETARY
TIM HAHN
Pacific Corrugated Pipe
Company, LLC
Newport Beach, California

PAST PRESIDENT
JERRY SILAGYI
LANE ENTERPRISES LLC,
A Subsidiary of Lane Enterprise Inc.
Camp Hill, Pennsylvania

DIRECTORS

JUSTIN VAN HALL
Metal Culverts, Inc.
Jefferson City, Missouri

CHRIS J. STOCK
Steel Dynamics Flat Roll Group –
Butler Division
Butler, Indiana

DAN KADRMAS
True North Steel
West Fargo, North Dakota

DOUG WITTEN
Contech Engineered Solutions
West Chester, Ohio

CHARLES HITT
Worthington Industries
Columbus, Ohio

HANK MATHEWS
Cleveland Cliffs
West Chester, Ohio

MIKE ROSS
Dub Ross Company
Oklahoma City, Oklahoma

**NCSPA
STAFF**

NCSPA STAFF

EXECUTIVE DIRECTOR.....MICHAEL MCGOUGH, P.E.
MARKETING & COMMUNICATIONS MANAGER.....DIANA BROOKS
ASSOCIATION MANAGEMENT SERVICES.....LAURA DRUCK
ACCOUNTING SERVICESSALLY BISHOP
LEGAL COUNSEL.....JOSEPH E. SCHULER, ESQ.
Jackson Lewis P.C.
10701 Parkridge Blvd.,
Suite 300
Reston, VA 20191
CONFIDENTIAL AGENTSutton, Frost, Cary, LLP
600 Six Flags Drive,
Suite 600
Arlington, TX 76011

RELATED ORGANIZATIONS

AMERICAN IRON & STEEL INSTITUTE
25 Massachusetts Ave. NW, Suite 800
Washington, DC 20001
202.452.7100

CORRUGATED STEEL PIPE INSTITUTE
652 Bishop Street North, Unit 2A
Cambridge, Ontario, Canada N3H 4V6
519.650.8080



ANNUAL BUSINESS MEETING AGENDA

■ NATIONAL CORRUGATED STEEL PIPE ASSOCIATION ■

NATIONAL CORRUGATED STEEL PIPE ASSOCIATION AGENDA 68TH ANNUAL MEMBERSHIP MEETING APRIL 6TH, 2024

HYATT REGENCY CLEARWATER
CLEARWATER BEACH, FLORIDA

- I. Call to Order
- II. Invocation
- III. Minutes of the 2023 Annual Meeting
- IV. Appointment of the Election Judges
- V. Treasurer's Report
- VI. Committee Reports
- VII. Safety Award Presentation
- VIII. Election Results
- IX. Other Business
- X. Adjournment



**2023 ANNUAL
BUSINESS
MEETING
MINUTES**

■ NATIONAL CORRUGATED STEEL PIPE ASSOCIATION ■

**NATIONAL CORRUGATED STEEL PIPE ASSOCIATION
DRAFT MINUTES
67TH ANNUAL MEMBERSHIP MEETING
APRIL 2ND, 2023
JW MARRIOTT STARR PASS RESORT & SPA
TUCSON, AZ**

I. CALL TO ORDER

The meeting was called to order by President McCord at 5:04 PM.

II. INVOCATION

The invocation was given by Wallace Johnson.

III. MINUTES OF THE 66TH ANNUAL MEETING

The minutes of the 66th Annual Meeting were approved by voice vote without objection as distributed to all members of record.

IV. APPOINTMENT OF ELECTION JUDGES

President McCord appointed two judges to assist legal counsel to count the official ballots cast for the election of directors.

V. FINANCIAL REPORT

Mike McGough referred to the report published in the Annual Report showing the association financials.

VI. COMMITTEE REPORTS

Mike McGough referred members to the report published in the Annual Membership Report showing the current membership statistics.

VII. SAFETY AWARDS

Justin Van Hall announced the Safety Award Winners.

VIII. ELECTION RESULTS

Doug Witten was re-elected for a three-year term. Tim Hahn was re-elected for a two-year term. And Jerry Silagyi, Chuck Hitt, Hank Mathews, and Chris Stock were re-elected for one-year terms.

IX. OTHER BUSINESS

Staff and other committee reports were scheduled to be delivered during regular business sessions. There was no other old or new business to come before the membership.

X. ADJOURNMENT

The meeting was adjourned at 5:22 PM.



PRESIDENT'S REPORT

MARK MCCORD , President
Southeast Culvert, Inc.

Welcome to beautiful Clearwater Florida and the 68th annual meeting of the National Corrugated Steel Pipe Association. I hope that everyone enjoys this scenic destination and takes some time to experience the local flavor. I would like to thank Laura, Diana and Mike for all of their hard work in bringing this together. They spend many behind-the-scenes hours coordinating these events for our benefit. As this is my last meeting as president, I would like to thank all the members and staff that have helped me over the last two years. I expect that Tim will continue my tradition of efficient meetings.

As I look at the future of our association I see a steady hill. We have many challenges including consolidation, competition and innovation. These issues affect us financially, numerically and existentially. The NCSPA must focus on moving towards the future as a unified entity.

As storm water has moved to the forefront of the environmental conversation it has not gone unnoticed by those looking to capitalize on it. Consolidation has drastically changed the landscape of the engineering and construction world. The NCSPA must continue to seek out those that want and should join us in our efforts in the promotion and betterment of steel pipe. This can only make us stronger and lead us to the future with a solid financial and numerical standing.

It is no secret that our competitors look to eliminate us from the playing field. The NCSPA must be diligent in its efforts to continually improve and add value to the storm water market. This ultimately comes down to the member companies. We as manufacturers cannot become comfortable with our status quo or we will be rendered irrelevant. We must do the right things and market our strengths in order to expand our reach and take back market share.

Our competition is constantly looking to innovate. We see this not only in materials but in the detention and the water quality markets. The NCSPA must continue to drive innovation of steel. I have been encouraged over the last several years with the new products that have been brought to market. It is incumbent on the member companies to continue to push these products and their strengths in order to ourselves to be seen as innovators.

I believe that the NCSPA has a bright future with the new found push for participation from all sectors that we as member companies interact. I am extremely excited to see new members coming from outside of the pipe manufacturers - gasket manufacturers, perforators, processors and coaters. Their knowledge and experience can only add to our strength. Welcome to Florida and thank you for your continued support of the National Corrugated Steel Pipe Association.



TREASURER'S REPORT

CHRIS LODING, Treasurer

Jensen Bridge Co.

BALANCE SHEET

	2022 (Audited)	2023 (Not Audited)
Cash and Investments	\$ 376,387.85	380,261.03
Receivables	99,222.67	101,549.81
Allowance for Doubtful Accounts	(1,850.00)	(1,850.00)
Inventory and Prepaid Expenses	11,807.72	31,779.17
Total Assets	\$ 485,568.24	511,740.01
Accounts Payables	\$ 120,294.04	108,580.08
Total Fund Balances at Year End	365,274.20	403,159.93
Total Liabilities and Fund Balance	\$ 485,568.24	511,740.01

REVENUE AND EXPENSES

Tonnage Dues:		
Class I-Tonnage	\$ 238,129.00	245,207.00
Class III	87,208.00	102,744.00
Total Tonnage Dues	\$ 325,337.00	347,951.00
Special Assessment	0.00	0.00
All Other Dues	79,985.00	111,210.00
AISI Income	0.00	0.00
Other Income	5,119.22	25,896.17
Total Revenue	\$ 410,441.22	485,057.17

General & Administrative:

HQ, Legal, Audit & Insurance	\$ 93,075.66	95,852.57
Dir of Tech Services	208,834.10	218,855.19
Board, Committee Meetings	16,924.19	20,521.19
All Other	84,914.68	83,420.11
Total G&A	\$ 403,748.63	418,649.06

Program Expense

Advertising & Communications	\$ 13,446.18	13,581.85
TRB, Trade Shows & Other	0.00	0.00
Confidential Agent	10,000.00	10,000.00
College Program	0.00	339.39
Annual Meeting, Publications & Seminars (net)	(23,474.79)	(13,314.15)
AISI	6,287.85	6,920.29
Other	2,285.79	5,500.00
Total Program Expense	\$ 8,545.03	23,027.38

Project Expense

DOT Programs	\$ 0.00	0.00
Tech Bulletins	0.00	0.00
CSP Design Manual	0.00	0.00
Stormwater Management	0.00	0.00
All Other	17,620.00	1,720.00
Total Projects	\$ 17,620.00	1,720.00
Total Expenses	429,913.66	443,396.44

Excess of Gen'l Revenue Over Expenses (19,472.44) 41,660.73

NCSPA Fund Balance 365,274.20 403,159.93



PRODUCT PROMOTION COMMITTEE REPORT

CHUCK HITT
WORTHINGTON INDUSTRIES

JOSHUA CMAR
VALGROUP, USA

BRIAN ROCHE
TITAN CONSTRUCTION PRODUCT

BILL RUMBACK
J&J DRAINAGE PRODUCTS

JASON MAYER
TRUENORTH STEEL

DAN KADRNAS
TRUENORTH STEEL

MARK McCORD
SOUTHEAST CULVERT

JUSTIN VAN HALL
METAL CULVERTS

DOUG WITTEN
CONTECH ENGINEERED SOLUTIONS

BRIAN FLINT
CONTECH ENGINEERD SOLUTIONS

SUSAN OLT
CONTECH ENGINEERD SOLUTIONS

JERRY SILAGYI
LANE ENTERPRISES

MANNY GRIJALVA
PACIFIC CORRUGATED PIPE CO.

DIANA BROOKS, CHAIR
NCSPA



DIANA BROOKS, Chair

NCSPA Marketing & Communications Manager

In an era defined by rapid technological advancement and shifting demographic landscapes, the NCSPA's PPC Committee stands as a testament to resilience and versatility. As we delve into the dynamics of modern industry, it becomes increasingly apparent that the digital landscape, particularly social media, has emerged as a powerful catalyst for growth and engagement.

It is with great pride and excitement that I share with you a few of the recent accomplishments of your PPC Committee. In 2023, we were able to shatter records and surpass expectations, truly redefining what is possible.

- We saw growth of over 20% in our LinkedIn Followers, LinkedIn Engagement increases of over 800% year over year and an impressive engagement rate of over 9%, which is 3% over the industry average!
- Our YouTube views doubled year over year, our total views grew over 130% and our impressions grew over 350%!
- Web metrics grew by 16% in Sessions, 14% in New Users and Direct Traffic increased by over 50%!
- In conjunction with the WSCSPA we created 7 new videos focusing on the Sustainability and Resiliency of steel!

As we look ahead to 2024, I am thrilled to announce that our journey towards excellence continues. This year promises to be bigger and better as we embark on new initiatives to propel our industry forward. This year we will be unveiling a new website that will serve as a hub for industry insights and resources, we will continue to expand our digital presence with more videos, providing valuable content and fostering greater engagement within our community and we will be introducing a new calculator tool that will empower users to make informed decisions and optimize construction processes like never before.

With these initiatives and more on the horizon, we are poised for even greater success in the year ahead. Together, let us seize the opportunities that lie before us and continue to push the boundaries of what is possible in the steel industry.

MEMBERSHIP COMMITTEE REPORT

TIM HAHN, CHAIR

Pacific Corrugated Pipe Company

As of the 2024 Annual Meeting, NCSPA Membership includes the following:

	<u>2023-2024</u>	<u>2022-2023</u>	<u>2021-2022</u>	<u>2020-2021</u>	<u>2019-2020</u>	<u>2018-2019</u>
Class I Fabricators	62 Plants	62 Plants	62 Plants	62 Plants	61 Plants	61 Plants
Class II Fabricators	2 Plants	2 Plants	2 Plants	2 Plants	3 Plants	3 Plants
Class III Mill Producers	4 Mills	3 Mills	3 Mills	3 Mills	3 Mills	3 Mills
Class IV Dealers	3 Dealers	3 Dealers	3 Dealers	3 Dealers	3 Dealers	3 Dealers
Class V Coaters	3 Plants	2 Plants	3 Plants	3 Plants	1 Plants	1 Plants
Class VI Suppliers	7 Firms	5 Firms	4 Firms	4 Firms	4 Firms	4 Firms
Affiliates	4 Firms	4 Firms	4 Firms	4 Firms	4 Firms	4 Firms

The Membership Committee welcomes your assistance in identifying, contacting, and recruiting new companies that would be good candidates for NCSPA membership so that we can continue to grow strong in the future.



TECHNICAL ADVISORY COMMITTEE REPORT

JIM EVANS
CLEVELAND CLIFFS

JOEL HAHM
CONTECH ENGINEERED SOLUTIONS

TIM HAHN
PACIFIC CORRUGATED PIPE CO.

BRANDON SHERBER
TRUENORTH STEEL

ANDREW MALAGON
PRD COMPANY

MARK McCORD
SOUTHEAST CULVERT

MIKE MOUNTS
VALGROUP USA

MIKE RACKERS
METAL CULVERTS

DARRELL SANDERS
CONTECH ENGINEERED SOLUTIONS

NICK SEARS
WORTHINGTON INDUSTRIES

JERRY SILAGYI
LANE ENTERPRISES

CHRIS STOCK
STEEL DYNAMICS FLAT ROLL
GROUP

RAY WILCOCK
CSPI

MIKE McGOUGH, P.E., CHAIR
NCSPA EXECUTIVE DIRECTOR

MIKE McGOUGH, P.E., Chair
NCSPA Executive Director

The members of the Technical Advisory Committee of the NCSPA continue to march the industry forward along a sustainable, resilient, and versatile path. Let us all extend our gratitude to the members of the Technical Advisory Committee (TAC), the backbone of our industry, who continue to collaborate with other steel industry experts driving specification improvements around the country and educating owners and designers to expand use of corrugated steel drainage products.

This committee also continues to support the Regional President's Council (RPC) on state level specification initiatives. These initiatives remain primary pillars of our platform to increase tonnage and market share for the CSP industry. Support has and will be provided by and through our state teams across all six regions of the NCSPA.

By furthering our industry's research goals in areas such as polymer testing, joining systems, seismic design, new field durability readings and leveraging the results for the development of new resources we will continue to raise our credibility and strengthen our members' relationships with the various federal, state, county, and local officials including – American Association of State Highway and Transportation Officials (AASHTO), American Society for Testing and Materials International (ASTM), American Railway Engineering and Maintenance-of-Way Associations (AREMA), Transportation Research Board (TRB), National Cooperative Highway Research Program (NCHRP), Federal Highway Administration (FHWA), National Association of County Engineers (NACE), American Society of Civil Engineers (ASCE), American Public Works Association (APWA), and United States Army Corps of Engineers (USACE).

Our industry's technical experts have a seat at the table supporting a host of federal, state and local owner agency's development and maintenance of specifications. Their participation in these many committees, subcommittees, research panels, task forces, technical committees, and working groups position all NCSPA members for success. Please join me once again in thanking each one of them for their tireless support and dedication!



REGIONAL PRESIDENT'S COUNCIL REPORT

WESTERN REGION
MANNY GRIJALVA
PACIFIC CORRUGATED PIPE CO.

SOUTH CENTRAL REGION
MIKE RACKERS
METAL CULVERTS

NORTH CENTRAL REGION
JUSTIN VAN HALL
METAL CULVERTS

GREAT LAKES REGION
BRIAN BRIGGS
LANE ENTERPRISES

SOUTHEAST REGION
MATT McCANTS
CONTECH ENGINEERED
SOLUTIONS

NORTHEAST REGION
CRAIG SHEARER
LANE ENTERPRISES

CHUCK HITT, Chair

Worthington Industries

The Regional President's Council continues to play an increased role to support NCSPA activities. The Presidents of the Regional Associations are assuming more responsibility for marketing and promotion support, including the development and maintenance of an ongoing internet presence, and participation in the development of promotional advertising. This past year included the development of promotional videos spearheaded by the WCSPA and supported by all the regions. The Regional President's Council is providing a forum for the coordination of activities and the exchange of ideas among regional interests.

All Regions have been active in terms of in-person and conference call meetings. The DOTs have been a major focus throughout along with getting back to the college level and promoting the use of steel. Also, our Regional President's Council members have been instrumental in developing target states in coordination with their membership to best utilize resources and push those markets.

The Regional President's Council wants to thank each individual NCSPA member for dedicating resources to attend and support all meetings and functions. In 2024 and beyond, the Regional President's Council will work to improve the efficiency and effectiveness of our activities, while searching for additional ways to serve our membership.



SAFETY AWARENESS PROGRAM

JERRY SILAGYI, Chair

Lane Enterprises, Inc

The Board of Directors established the Safety Awards Program over thirty years ago to recognize achievements in the field of employee safety and health, and to encourage the development of individual company programs in the industry.

In addition to the annual Safety program, NCSPA is also honoring those plants that have achieved extraordinary long-term safety records. Of special note, we would like to congratulate J & J Drainage Products Co.'s Hutchinson, Kansas plant and Lane Enterprises, LLC's King of Prussia, Pennsylvania plants celebrating 3,000+ days without a worktime accident. Contech Engineered Solutions, LLC has 8 plants and Lane Enterprises, LLC has 1 plant between 1,000-2,999 days without a worktime accident.

The importance of operating a safe workplace becomes more apparent each year. The NCSPA program offers an incentive for developing and continuing to operate safe plants and offices. The membership should continue to strive to join in this outstanding program.

Special Recognition of Long-term Achievement in Safety

**3,000 - 4,999 days
without a worktime accident**

J&J Drainage Products Co.
Hutchinson, Kansas

Lane Enterprises, LLC
King of Prussia, Pennsylvania

**1,000 - 2,999 days
without a worktime accident**

Contech Engineered Solutions
Adelanto, California
Commerce City, Colorado
Lantana, Florida
Charlotte, North Carolina
Seymour, Texas
Schulenburg, Texas
Sulphur Springs, Texas
Taylor, Texas

Lane Enterprises, LLC
Pulaski, Pennsylvania



SAFETY AWARENESS PROGRAM

Category I: No Lost Workdays

Contech Engineered Solutions LLC

Montgomery, Alabama
Anchorage, Alaska
El Mirage, Arizona
Walnut Ridge, Arkansas
Greeley, Colorado
Pinellas Park, Florida
Conyers, Georgia
Metamora, Illinois
Topeka, Kansas
Summit, Kentucky
Eunice, Louisiana
Sikeston, Missouri
Raleigh, North Carolina
Wahoo, Nebraska
Albuquerque, New Mexico
Hillsboro, Oregon
Greencastle, Pennsylvania
Ogden, Utah
Arlington, Washington
Spokane, Washington
Portage, Wisconsin

Dub Ross Company, Inc.
Oklahoma City, Oklahoma

Lane Enterprises, LLC

Bath, New York
Bealeton, Virginia
Dublin, Virginia

Metal Culverts, Inc.

Havana, Illinois
Monmouth, Illinois
Albert Lea, Minnesota
Columbia, Missouri

Pacific Corrugated Pipe Company, LLC.

Casa Grande, Arizona
Fontana, California
Eugene, Oregon

True North Steel

Billings, Montana
Blaine, Minnesota
Fargo, North Dakota
Huron, South Dakota

Category II: Incident Rate Under 4.2

Contech Engineered Solutions LLC

Mitchell, Indiana
Shakopee, Montana

Lane Enterprises, LLC

New Paris, Pennsylvania



IN
APPRECIATION

NATIONAL CORRUGATED STEEL PIPE ASSOCIATION

A special thank you to these generous sponsors for their support of the 2024 Annual Meeting Activities:

Platinum Sponsor

MarMac Construction Products, Co.
Steel Dynamics Flat Roll Group

Gold Sponsor

Worthington Steel
Cleveland-Cliffs, Inc.
Contech Engineered Solutions
TrueNorth Steel

Silver Sponsors

Lane Enterprises, Inc.
Southeast Culvert, Inc.

Bronze Sponsors

J&J Drainage Products Co.
Pacific Corrugated Steel Pipe Co.
Jensen Bridge & Supply Co.
Precoat Metals
Advanced Coil Industries
Metal Culverts, Inc.
ValGroup

Our thanks too to these contributors of Punctuality Prizes in 2024:

Steel Dynamics Flat Roll Group
Jensen Bridge & Supply Co
Contech Engineered Solutions
Lane Enterprises
Pacific Corrugated
J & J Drainage
Advanced Coil Industries
PreCoat Metals
Southeast Culvert, Inc.

