MISSION
The National Stone, Sand and Gravel Association is the leading voice and advocate for the aggregates industry. We advance public policies that protect and expand the safe, environmentally responsible use of aggregates that build America's infrastructure and economy.

VISION
The National Stone, Sand and Gravel Association's vision is a favorable public policy environment that fosters business growth for the aggregates construction materials industries. We are committed to rebuilding the nation's aging infrastructure to ensure America's economic prosperity and global competitiveness in the 21st century.

ROCKS BUILD AMERICA 2020
STRATEGIC OBJECTIVES
Further strengthen NSSGA’s legislative and regulatory advocacy and clearly establish NSSGA as the advocacy leader in the construction materials sector.

Better leverage NSSGA’s position as the advocacy leader to appropriately unite the construction materials sector and maximize the impact and effectiveness for all associations’ members.

Strategically recruit targeted producers to strengthen NSSGA’s grassroots advocacy.

Enhance the value of membership with an emphasis on the small producer segment.
Building Industry Support in 2018

National Stone, Sand & Gravel Association member companies shared a common theme this year – building a better future for our economy, our communities and our infrastructure.

We are proud to share this Annual Report with you and recognize the great achievements that our industry accomplished throughout the year.

Together, we made important strides in 2018 towards reducing delays for critical infrastructure projects by pushing for reforms to regulations. Further supporting our shared agenda, an incredible number of aggregates operations brought members of Congress into their quarries in August and hundreds of people from our industry advocated for infrastructure funding at the successful Legislative & Policy Forum in September.

We know that the aggregates industry is doing well when America is doing well. Educating lawmakers on aggregates production and the many good paying jobs in our industry also helps them to understand the local and broader impacts of investing in infrastructure nationwide. That’s because when we build and improve our infrastructure, our economy expands and our communities grow.

Your continued support of our organization helps to further establish NSSGA as the advocacy leader in the construction materials industry. By constantly engaging with lawmakers in every state and at every level, we ensured that our industry’s issues are top of the new Congress’ agenda in 2019.

Through these efforts, our collective voice grew stronger in 2018 than any one of ours alone, and we encourage all our valued member companies to continue this outreach in the New Year and beyond.
THROUGH 2018, NSSGA WORKED TO ADVANCE THE AGGREGATES INDUSTRY AGENDA from the halls of Congress to the White House, in the judicial system and in communities across the country. The association, with support of member companies, championed the hard-working men and women in our industry and built awareness of the positive impact our members have on their communities. Pushing for the priorities central to aggregates operations, we capitalized on key moments and built a groundswell of support for our industry.
FIGHTING TO FUND INFRASTRUCTURE

NSSGA supported the biennial reauthorization of the Water Resources Development Act (WRDA), the most sweeping infrastructure package to be considered in the 115th Congress.

The association also pushed for the five-year Federal Aviation Administration reauthorization, which provides $43.35 billion in Airport Improvement Funding. The legislation, which was signed into law in October, funds improvements for runways, taxiways, aprons and roads. These important funding bills will help ensure certainty for aggregates producers who supply the building materials that go into these critical projects and rely on water infrastructure to move goods.

SECURING OUR FUTURE

NSSGA fought for changes to Hours of Service to clarify the current patchwork of regulations, maintain safety in work zones and ensure transportation projects finish on time and on budget.

The association vocally supported a legislative proposal to increase the quality and stability of U.S. surface transportation and water infrastructure from House Transportation and Infrastructure Committee Chairman Bill Shuster, R-Pa.

Member companies also fought for legislation to expand private activities bonds that assist state and local government to fund infrastructure projects.

PROTECTING OUR INDUSTRY

NSSGA actively opposed the Timber Innovation Act in 2018. The association negotiated compromise language in the House and Senate Farm Bills to remove a federal preference for wood in the construction of tall buildings pushed by the wood industry.

NSSGA also worked to ensure aggregates were not excluded from discussions on innovative materials legislation. The association facilitated a meeting with the Federal Highway Administration (FHWA) on inverted pavement design to foster industry relationship with key policymakers.

NSSGA also provided comprehensive written comments to United States Trade Representative in order to ensure association members are not subject to 25 percent duties on equipment and parts.
ELEVATING SMALL PRODUCERS

Bill Schmitz of Gernatt Asphalt Products, Inc., told the House Small Business Committee this year that indefinite and unnecessary delays for crucial infrastructure projects impact local and national economies.

NSSGA saved small producers an estimated $12 million by successfully advocating for a reduction in the number of hazards found during exams warranting documentation in the final MSHA Workplace Exams rule. NSSGA also helped get out the word to the industry about the six public hearings on the rule.

Association staff and member companies advocated before members of Congress to reinstate funding for compliance assistance for small producers so that support is available for operations that need it the most.

“When Congress delays the enactment of a highway bill or puts off fixing the Highway Trust Fund yet again, the impact on small businesses is greater, especially in our industry, since we provide the material and we use the system. We need a consistent and steady direction from our federal partners.”

— Bill Schmitz, Gernatt Asphalt Products, Inc.
Championing Commonsense Regulations

NSSGA worked to successfully keep the harmful 2015 Waters of the U.S. (WOTUS) rule from going back into effect in much of the U.S. The association advocated in all three branches of government, driving litigation opposing the 2015 rule, providing comments to the Environmental Protection Agency (EPA) in support of a rewritten rule and helping to secure a rider to kill the 2015 rule on the final Farm Bill.

NSSGA provided comments in support of U.S. Fish and Wildlife proposals to improve the way that the Endangered Species Act is implemented, including permit approvals. These included numerous changes that NSSGA had previously recommended in 2017, and if finalized, will streamline and add clarity to regulations, making compliance less problematic for aggregates operators.

The association also worked to support efforts to ensure that the EPA bases regulations and guidance on transparent science. NSSGA continues to push regulators to release data, models and studies so that academics and interested parties are provided the opportunity to validate the findings—so that regulations are based on sound science.

EPA agreed with NSSGA’s position and recommendation not to include mineral cleavage fragments in its forthcoming risk assessment for asbestos. Moreover, noting that workplace exposures have long been regulated by OSHA and MSHA, the agency’s assessment may exclude exposures to traces of naturally occurring asbestos that can exist as impurities in other natural materials.
WE'RE BUILDING A BETTER FUTURE.

NSSGA LEGISLATIVE & POLICY FORUM
SEPTEMBER 25 – 27, 2018
This year, hundreds of people at NSSGA’s Legislative & Policy Forum asked their senators and representatives to support infrastructure funding, reduce delays for permits and reform overly burdensome regulations. The three-day event was jam-packed with face-to-face meetings with lawmakers on Capitol Hill, professional development sessions and committee meetings.

Attendees heard from Andrew Wheeler, acting Environmental Protection Agency administrator, Steven Bradbury, general counsel of the U.S. Department of Transportation and several members of Congress. Rep. Bradley Byrne, R-Ala, chairman of the House Subcommittee on Workforce Protections, was joined by Sen. Steve Daines, R-Mont., chairman of the Senate Western Caucus, House Transportation & Infrastructure Committee Chairman Bill Shuster, R-Pa., and Rep. Peter DeFazio, D-Ore., ranking member of the T&I committee. Members of the bipartisan House Problem Solvers Caucus, co-chair Tom Reed, R-N.Y., and Rep. Daniel Lipinski, D-Ill., also briefed NSSGA members on key infrastructure policy issues.

An event marketing piece was recognized by the Association of Marketing and Communications Professionals with a Gold Marcom Award.
ROCKPAC GROWTH CONTINUES

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ROCKPAC remained one of the top trade association political action committees in America and raised more than $700,000 to support pro-aggregates candidates for office. NSSGA looks forward to growing ROCKPAC in 2019.

*Plus $29,739.27 Transferred from SANDPAC
RECOGNIZING THE BEST OF THE INDUSTRY

NSSGA’s annual awards program recognizes outstanding individuals and operations in a variety of categories.

ROCK STAR AWARD
House Transportation & Infrastructure Committee Chairman Bill Shuster, R-Pa

ENVIRONMENTAL EXCELLENCE PLATINUM AWARD
Honey Island Sand & Gravel, Pearl River, La., LafargeHolcim

ENVIRONMENTAL EXCELLENCE GOLD AWARD (TWO STARS OF EXCELLENCE)
Lake Wales Sand Mine, Polk Co., Fla., CEMEX

COMMUNITY RELATIONS PLATINUM AWARD (TWO STARS OF EXCELLENCE)
FEC Quarry, Miami, Fla., CEMEX

COMMUNITY RELATIONS PLATINUM AWARD
Stringtown Quarry, Stringtown, Okla., Lafarge Holcim

2017 STATE EXECUTIVE OF THE YEAR
Todd Ohlheiser Executive Director of the Colorado Stone, Sand & Gravel

BARRY K. WENDT MEMORIAL COMMITMENT AWARD
NSSGA’s highest award presented posthumously to John Wall, Braen Stone Industries

SAFETY EXCELLENCE GOLD AWARDS
Helotes Quarry, San Antonio, Texas – Martin Marietta
Benson Quarry, Greensboro, N.C. – Martin Marietta
Corona Stone, Glendale, Calif. – Vulcan Materials Company

STERLING SAFETY GOLD AWARD RECIPIENTS

ENVIRONMENTAL EXCELLENCE GOLD AWARDS
474 Sand Mine, Orlando, Fla. – Cemex
Charmin Plant, Blue Ridge Summit, Pa. – Specialty Granules, LLC
Churchville Quarry, Cockeysville, Md. – Martin Marietta
Federal Quarry, McCook, Ill. – Lehigh Hanson
Kremlin Plant, Pembine, Wis. – Specialty Granules, LLC
Kanteno Quarry, Naperville, Ill. – Vulcan Construction Materials
Presque Isle Quarry, Presque Isle, Mich. – Lafarge Holcim
Tilcon Mt. Hope Quarry, Parsippany, N.J. – CRH Americas Materials

ENVIRONMENTAL EXCELLENCE GOLD AWARD (TWO STARS OF EXCELLENCE)
Honey Island Sand & Gravel, Pearl River, La., LafargeHolcim

ENVIRONMENTAL EXCELLENCE GOLDS AWARDS
Silver Spring Quarry, Mechanicsburg, Pa. – CRH Americas Materials
Ames Mine, Ames, Iowa – Martin Marietta
Mt. Holly Quarry, Mt. Holly Springs, Pa. – CRH Americas Materials
Chico Quarry, Bridgeport, Texas – Martin Marietta
Forsyth Quarry, Suwanee, Ga. – Martin Marietta
Stoncco Maybee, Maybee, Mich. – CRH Americas Materials

COMMUNITY RELATIONS GOLD AWARDS
Silver Spring Quarry, Mechanicsburg, Pa. – CRH Americas Materials
Ames Mine, Ames, Iowa – Martin Marietta
Mt. Holly Quarry, Mt. Holly Springs, Pa. – CRH Americas Materials
Chico Quarry, Bridgeport, Texas – Martin Marietta
Forsyth Quarry, Suwanee, Ga. – Martin Marietta
Stoncco Maybee, Maybee, Mich. – CRH Americas Materials
NSSGA MEMBERS ARE IN ALMOST EVERY SINGLE CONGRESSIONAL DISTRICT IN THE COUNTRY.

TOP FIVE DISTRICTS WITH THE MOST LOCATIONS:

IOWA 1 – 52 quarries, 18 sand pits
COLORADO 3 – 42 sand pits
IOWA 2 – 22 quarries, 4 sand pits
KANSAS 2 – 27 quarries
IOWA 4 – 11 quarries, 32 sand pits
NSSGA appreciates the time and energy that members give to the association. From attending events to advocating for the industry to sharing social media content, NSSGA appreciates the participation of member companies.

So, we are glad to share the fact that 96 percent of NSSGA reported being satisfied with their membership and 100 percent of people trust the accuracy of NSSGA’s publications. More than 75 percent of members consider Stone, Sand & Gravel REVIEW and Digital Aggregates e-newsletter to be above average or best in class.

A record number of producers and M&S members authored articles for REVIEW magazine in 2018, and NSSGA looks forward to continuing to share industry news from members and with members in 2019.
UNITING WITH ALLIES

NSSGA, joining with hundreds of other leading national organizations and associations, participated in Infrastructure Week, an all-out campaign to call for infrastructure investment. In social media, member communications and other channels, NSSGA and member companies highlighted the importance of infrastructure investment to our economy and to the aggregates industry, which would play a significant role in any plan to revitalize our roads, bridges, ports and airports.

As part of Infrastructure Week, Robert Weldon III, president of Weldon Materials, Inc., and first vice chairman of NSSGA, along with other leaders from the Highway Materials Group, led a press conference on the steps of the Capitol to call for infrastructure investment.

NSSGA continued its leadership in the Highway Materials Group, working closely with other associations in the building materials sector to advocate on critical issues such as highway funding, regulatory reform and FAA reauthorization.

"We need better infrastructure now."
– Robert Weldon III, President of Weldon Materials, Inc., First Vice Chairman of NSSGA

Highlighting the Need for Infrastructure

In 2018, NSSGA launched a social media campaign educating key audiences about the critical need for infrastructure investment. Using compelling imagery and gripping facts, we told the real story of how subpar infrastructure impacts our economy, our daily lives and puts our future as a nation in jeopardy.

Sec. Elaine Chao at Infrastructure Week briefing
ADDRESSING A WORKFORCE SHORTAGE

Members of the Meetings & Education Committee created a taskforce to start looking at ways that NSSGA can address a shortage of workers for aggregates operations. The task force identified two target audiences upon which to focus its efforts:

**Blue-collar workers**, like equipment operators, maintenance technicians and mechanics, welders, electricians, and

**White-collar workers**, such as engineers and future supervisors.

The group intends to identify trade schools, vocational schools and community colleges to find ways to funnel more talent toward skilled trades. While the work of this task force is still in the early stages, it is clear from feedback from NSSGA’s Executive Committee and the 2018 education survey that this is a crucial area to address.

Currently, NSSGA has two student chapters — Missouri University of Science & Technology and Virginia Tech. The association offers substantial financial assistance to student chapters and plans to bolster the benefits by also offering educational content on the aggregates industry.

NSSGA PODCAST

In 2018, NSSGA launched a regular podcast focused on politics and infrastructure topics. Episodes featured members of Congress, reporters and experts discussing infrastructure funding, projects and how the federal government works to fund roads, highways and bridges.

Executives of member companies also discussed important topics for aggregates companies, like production, networking, professional development and more.

The podcast was recognized for creativity and excellence by the Association of Marketing and Communications Professionals (AMCP) with a 2018 Gold Award for digital media.

NSSGA’s podcast is available on Apple and Android devices and available any time online at NSSGA’s website.
With 2018 being a mid-term election year, NSSGA members knew how important it was to get representatives to their operations. It is easy to show a member of Congress that quarries are environmentally-responsible operations when they can see spray trucks and collection ponds for recycling water. Anyone unfamiliar with the industry can get a better understanding of an operation’s commitment to safety when they put on Personal Protection Equipment (PPE), steel-toed boots and go through a safety briefing. These types of things are hard to communicate without context, and the perfect context is usually in the pit. CRH Americas Materials operations held 32 tours for members of Congress and LafargeHolcim hosted dozens of elected officials throughout August at locations across the country. In fact, dozens of companies large and small brought their elected officials to quarries and pits this past year.

QUARRY BLITZ

1. Gov. Kim Reynolds, R-Iowa, Des Moines Asphalt
2. Rep. Matt Gaetz, R-1-Fla., CRH Midsouth Paving
5. Rep. Rick Allen, R-12-Ga., Martin Marietta Augusta Quarry
17. Rep. Troy Balderson, R-12-Ohio, CRH, Columbus Limestone Facility
PICTURES ARE WORTH THOUSANDS OF WORDS

This summer, NSSGA members highlighted the importance of aggregates to American’s daily lives with photos from operations. These pictures prove that crushed stone, sand and gravel are the basic materials in practically everything that makes modern life possible. Additionally, operations showcased their sustainable practices, environmental stewardship and commitment to safety and health to prove that... Rocks Build America.
2018 AGG1 ACADEMY & EXPO AND CONVENTION HIGHLIGHTS

- 53,015 TOTAL SPACE SOLD (SQ FT)
- 16 AGG1 SPONSORS
- 4,696 AGG1 ATTENDEES
- 15 CONVENTION SPONSORS
- 58 EDUCATION SESSIONS
- 632 CONVENTION ATTENDEES
- 6,179 EDUCATION TICKETS
- 205 TOTAL EXHIBITORS
- 205 CONVENTION ATTENDEES
EVERYTHING WAS BIGGER IN TEXAS

The AGG1 Academy & Expo has hit a record size this year, offering attendees more than 53,015 net square feet of exhibits and a broader range of equipment, products and services than ever before. More than 205 exhibitors brought the latest and greatest equipment, products and services to Houston.

AGG1 featured in-depth industry-focused educational programming and comprehensive exhibits that showcased the latest technologies and innovations in aggregates-related equipment, products and services.

NSSGA’s Annual Convention continued to be the industry’s primary business and networking meeting. Highlights included former Naval Commander Mike Abrashoff, author of It’s Your Ship, and many industry analysts and activists.
YOUNG LEADERS MEETING GROWS

A record number of people young industry professionals attended the 2018 Young Leaders Annual Meeting in La Jolla, Calif., in April. Held each spring, the Young Leaders Annual Meeting features an operation tour, education sessions and networking events to develop leadership and management skills. The group offers opportunities to make new relationships and strengthen existing relationships within the industry and NSSGA.

The event was extremely highly-rated in the post-event survey, with the following questions scored on a 0-10 scale:

**DID YOU GAIN KNOWLEDGE OR INSIGHT THAT WILL HELP YOU PROFESSIONALLY?**

8.7

**OVERALL, HOW SATISFIED WERE YOU WITH THE PROGRAM?**

9.2

**HOW LIKELY IS IT THAT YOU WILL RECOMMEND THE YL ANNUAL MEETING TO A FRIEND OR COLLEAGUE?**

9.8

ASSOCIATION LEADERSHIP

The Executive Committee & Leadership Summit was held July 9-11, at the Ponte Vedra Inn & Club, Ponte Vedra Beach, Fla. This three-day meeting for association executives included breakout sessions with A.B. Stoddard, editor and columnist of Real Clear Politics, Kathryn Thompson, partner and CEO of the Thompson Research Group and Don Neal, founder & CEO of 360 Live Media.
EVENT SPONSORS
RECOGNITION BASED ON SUPPORT THROUGHOUT 2018
($2,500-$50,000)

GOLD
Caterpillar, Inc.
Superior Industries

SILVER
Belt Tech Industrial Inc.
Hazemag USA, Inc.
John Deere Construction & Forestry Company
Kleeman
Komatsu America Corp.
KPI-JCI & Astec Mobile Screens, Astec Companies
McLanahan Corporation
Rock Products

BRONZE
Aggregates Manager
ASGCO Complete Conveyor Solutions
CEMCO, Inc.
Deister Machine Company, Inc.
Epic Imaging Consultants
Flexco
Pit & Quarry
Precision Pulley & Idler

CONTRIBUTOR
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K&L Gates LLP
Motion Industries, Inc.
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