John Harper
2019 NAPA Chairman

SCAPA Summer Conference
I enjoy the outdoors, hunting, fishing, & spending time with family.
NCAT Test Track
America’s Asphalt Pavement Proving Ground
1987 Graduate of Auburn University
Construction Partners, Inc.

• Construction Partners, Inc. is one of the fastest-growing civil infrastructure companies in the U.S., specializing in the construction and maintenance of roadways across five southeastern states.

• Publicly funded projects make up most of our business, including local and state roadways, interstate highways, airport runways, and bridges.

• In the private sector market, we offer paving and sitework services for residential subdivisions, office and industrial parks, shopping centers, and local businesses.

• With our 2,176 employees and our 30 asphalt plants, we produce the material used to surface the highways, roads, runways, and commercial sites we construct. We also sell plant mix and aggregates in some markets to local customers.
Construction Partners, Inc.

Explore our Footprint

Our geographic footprint covers more than 28,500 miles of highway infrastructure in a high-growth region of the United States.

Since our inception in 2001, we have augmented our internal growth with 16 acquisitions of complementary businesses throughout the Southeastern U.S.
Construction Partners, Inc.

Our Partner Companies

Our partner companies are established market leaders in the areas we serve, leveraging standardized best practices, scale advantages, and local market knowledge to deliver excellence in construction products and services to infrastructure projects over a wide geographic footprint.
Construction Partners, Inc.

• Construction Partners, Inc. had its Initial Public Offering and began trading on The NASDAQ Global Select Market on May 4, 2018 under the ticker symbol “ROAD”

• On June 17, 2019 CPI was selected for inclusion in the Russell 3000 Index
National Issues

Federal Funding
Go To Market
Competition / APA
Safety
Workforce Development
State of Federal Highway Funding

Fiscal Year 2018/2019 Federal Budget

▪ Transportation formula funds approved at higher level for a second year in a row
▪ $5.8 billion two-year boost for highways
▪ End six-years of stagnant airport investment

Fixing America’s Surface Transportation (FAST Act)

▪ Expires September 30, 2020

Continued borrowing to keep Federal Highway Trust Fund solvent

▪ Only approved through 2020

Broad Infrastructure Proposal

▪ No traction from Trump’s original $1.5 trillion investment leveraged from $200 million federal funding
▪ Latest talks between Trump and Democratic leaders abandoned
FAST ACT Reauthorization

Congress is working on a Highway/Transit/Research Bill

- Need to reauthorize before September 2020

Pending Pavement Issues

- Mandate LCCA - PAID Act sponsored by Rep. Stauber of Minnesota
- Recycled Plastic
- Innovative Technologies
- Work Zone Safety
- Carbon Footprint
Next Steps

NAPA is working the Congress

- To reauthorize FAST Act
- To secure needed revenue for Highway Trust Fund
- Protect the industry from pavement mandates
- Research and deploy innovative technologies

NAPA Needs You to Work Your Member of Congress

- TCC-Fly-In
- In-District Meetings
- Plant Tours
- NAPA PAC
Overall Structure
• **Financial status**
  - $3.1 Million Approved
  - $2.4 Million Spent
  - Currently 34 SAPAs Pledged

• **Deliverables status**
  - 49 Projects Total
  - 28 Projects are Complete
  - 10 more are Near Completion

www.AsphaltPavement.org/AnnualReport
Performance for a Lifetime

Value
Sustainability
Innovation
Flexibility
Performance for a Lifetime

Value | Sustainability | Innovation | Flexibility

Advertisements | Infographics | Social Media | Videos

https://goaspha.lt/Performance4Lifetime
Commercial Markets
Life Cycle Cost Analysis
PAVEXpress
Commercial Parking Lot Course

Upcoming:
Jacksonville, FL
January 2020
Hosted by Duval Asphalt
APA Regional Councils

- Pacific Coast/Rocky Mountain
- North Central
- Northeast
- Southeast
Joint Efforts
Industry Comparison

Field Deployment Resources Focused on Pavement

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<tr>
<td>APA</td>
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ACPA Chapters

- Sierra Nevada Cement Assn: 3
- Southwest Concrete Pavement Assn: 1
- N. New England Concrete Prom Assn: 1
- Concrete Promotion Council Ozarks: 1

TOTAL: 84+
WHY WORRY?
We have 94-96% market share

ACPA Plans for 2019 (ASAP):
1. Align PCA/ACPA resources and hire new positions.
2. “Boots on the ground” campaign: 15 states to receive focused concrete campaign. Will begin with 6 states.
WHY WORRY?

We have 94-96% market share

ACPA
5 Key Focus Areas for 2019:
1. New promotional branding focused at highway construction: 2 pavement system for EVERY project.
2. National technical support to chapters and deployment of MIT and CP Tech information.
3. Educate: promoters, engineers, professors, students and industry workers.
4. Innovation
5. Federal advocacy
MESSAGES

Mandate market share
- **Competition** drives lower pricing
Key Messages Delivered to:

ENGINEERS

1. PAVEMENTDESIGNER.org
2. PAVEAHEAD
3. In-house Presentations, AKA “Lunch and Learns”
4. Trade Shows
5. Webinars
Work Zone Safety

765 people died in roadway work zone crashes in the U.S. in 2016...

- 14% were pedestrians
- 19% were construction workers
- 67% were drivers and passengers

80% chance of fatality when struck by a vehicle going 40 mph*

A car going 55 mph travels the length of 1.25 football fields in the 4.6 seconds it takes to read a text.

Average number of texts sent/received per day: 32

Texts requiring an answer while you are driving: 0

Visit www.WatchForUs

A Moment Can Save a Life

Increased chance you’ll crash when using a cell phone

16% of fatal work zone accidents are caused by distracted driving

When driving in a work zone, pay attention. Someone’s future is in your hands.
Internal Traffic Control Training

• Web-based training
• Can be taken on numerous devices
• Specific to asphalt road construction activities

Annual access agreement available — Train in groups or individually over the course of a year
Internal Traffic Control Training

- Fundamentals course — basic understanding of work zone construction hazards
- Job- and activity-specific training modules
  - Laborers
  - Drivers
  - Equipment Operators
  - Supervisors

http://www.AsphaltPavement.org/safety
• **3 Focus Areas**

- Communication
- Partnerships
- Delivering promise to employees

Workforce Development
Committee Objective

- Develop messages, partnerships and materials which will allow the asphalt industry to recruit and retain quality talent.
• Recruiting and retaining all levels of workforce talent from laborers to trained engineers
Communications Task Group

• Goal
  • Stage-Setting Research
  • Message Testing
  • Widescale Research
  • Web Presence
Create and communicate with discipline a compelling story on the positive benefits and opportunities for career growth and advancement in the asphalt industry.
• Goals
  • Identify strategic partnerships
  • Initiate contact with organization
  • Develop blueprint for national, state, and local partnerships
Build a comprehensive and collaborative network of partnerships with stakeholders inside and outside of the industry to recruit, retain, and develop the new asphalt workforce.
Women of Asphalt is a national coalition which supports women in all aspects of the asphalt industry through mentoring, education, and advocacy, and by encouraging women to seek careers in the asphalt industry.
What we do:

• Foster and promote mentoring and networking opportunities for WOMEN in asphalt

• Create professional development opportunities for WOMEN in asphalt through education and training

• Advocate for WOMEN in the asphalt industry

• Encourage other WOMEN to join the asphalt industry
• Future Farmers of America (FFA)
• State Initiatives – Asphalt Works
• National Career Signing Day
• Employee Internship Program – DOD
• Federal Highway Administration
• Goals

• Identify the promises that matter using market research
• Highlight best practices
Help fulfill the promise made to those recruited into the asphalt industry by assisting member organizations in creating exceptional work environments rich with opportunities.
What is Emerald Eco-Label?

- NAPA’s online program that produces EPDs for asphalt mixtures
- Can be used for any plant located in the U.S.
- Simplified process that saves mix producers time and money
• Web-based tool
• Software hosted by a third party to ensure confidentiality of mix design data
• Inexpensive, easy-to-use
• Results can be printed as a pdf
- No limit on the number of mix designs (products) for each plant
- Access expires January 31, 2022

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<th>Non-member Rate</th>
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User Benefits

- Evaluate plant operations and supply chains to optimize sustainability
- Quantify environmental improvement of products over time
- Meet requirements under Caltrans’ EPD policy and green rating systems (LEED, Envision, etc.)
- Enacted Buy Clean California Act
- Caltrans Pilot Project
  - 2019 several projects will require EPDs
  - 2020 all projects will require EPDs
• Held Stakeholders Meeting to Discuss EPDs
• Exploring Process for Using EPDs in the Procurement Process
Upcoming Events

❖ NAPA Midyear Meeting – July 21-24, 2019 – The Omni Grove Park Inn, Asheville, NC
❖ IMPACT Leadership Group Conference – September 17-19, 2019 – The W Hotel Buckhead, Atlanta, GA
❖ Paving for Performance: Built to Perform – December 3-4, 2019 – Omni Austin Downtown, Austin, TX
❖ NAPA Annual Meeting – February 2-5, 2020 – Grand Wailea, Maui, HI
❖ CONEXPO-CON/AGG – March 10-14, 2020 – Las Vegas, NV