

**AGGREGATE
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of WISCONSIN**



**QUARTERLY
NEWS**
September 2020

Producers of Crushed Stone, Sand and Gravel

Executive Director's Message

Silver Linings

Every year, I would lament the close of summer, knowing full well that winter would inevitably be back in full force and my time enjoying the warm weather on my deck would invariably come to an end. There would always be one silver lining, however, which would make the certainty of fall seem a little less dreary; the return of the children to school. I would call the first day back to school "second Mother's Day" and would skip home from the bus stop after safely placing the children on the bus, taking the 15 back-to-school pictures home with me to post on social media. This year, however, there is no silver lining. All of Dane County has disallowed a return to in-person school for the time being. No "second Mother's Day" for me. I will have to settle for just the one.

There is one silver lining that still marks the end of summer. APW will be holding our annual shooting event at Milford Hills on Thursday, September 10. A registration form for foursomes is included in this newsletter. The event will be held outside and will be a welcome reprieve for all the lamenting over canceled events this past summer. I hope I will see you all there!

While my current epitaph will read, "this too shall pass," I'm happy to have these silver linings and hope you are all experiencing some of your own. Here's to some fun next week at our annual shooting event!

Erin Longmire
APW Executive Director

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APW Continues to Educate Lawmakers Across Wisconsin

Over the last several months, APW has continued to educate lawmakers across the state about the aggregate industry and the issues that impact it. One of the most impactful ways we can educate lawmakers is by actually **showing them** what we do through tours of pits and quarries. So far this year, we have brought the following lawmakers into pits/quarries:



Top Left:
The Reeseman Company – Baumeister Site (Burlington, WI)
Rep. Tyler August (R-Lake Geneva)
Sen. Steve Nass (R-Whitewater)

Top Right:
Michels Materials – Rudinger Quarry (Fond du Lac, WI)
Rep. Jeremy Thiesfeldt (R-Fond du Lac)
Sen. Dan Feyen (R-Fond du Lac)

Left:
Michels Materials – Utley Quarry (Fairwater, WI)
Rep. Joan Ballweg (R-Markesan)

Thank you to our member companies for taking the time to give these tours.

If you would like to host a lawmaker at one of your operations, please let us know and we would be happy to set it up.

Legislative Update

August Primary Results Gives Look at New Faces in Legislature

As we have previously mentioned, there will be many new faces in the Wisconsin legislature when they reconvene in January. Wisconsin held its Partisan Primary Election on Tuesday, August 11, and based on those results we now know who is likely to fill some of those open seats. There are many open seats, but here are a few primary winners in the state Senate who are likely to also win in November.

Senate District 14 (parts of Adams/Waupaca/Waushara/Green Lake/Adams/Marquette/Columbia/Dodge counties)
Incumbent Sen. Luther Olsen (R-Ripon) is not seeking reelection.

Republican state Rep. Joan Ballweg will face Democrat Joni Anderson in November.

Candidate	Votes	Vote %
Kenneth Van Dyke Sr.	4,941	31%
Joan Ballweg	11,015	69%

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Senate District 16 (Madison/Dane County) Incumbent Sen. Mark Miller (D-Monona) is not seeking reelection.

Democratic state Rep. Melissa Sargent will face Republican Scott Barker in November.

Candidate	Votes	Vote %
Melissa Sargent	27,717	77%
Andrew McKinney	8,328	23%

Senate District 26 (Madison/Dane County) Incumbent Sen. Fred Risser (D-Madison) is not seeking reelection.

Former Democratic state Representative Kelda Roys will be unopposed in November.

Candidate	Votes	Vote %
William Davis III	407	1%
Nada Elmikaskfi	13,206	27%
Kelda Helen Roys	19,789	40%
Aisha Moe	3,632	7%
John Imes	3,070	6%
Brian Bedford	4,698	10%
Amani Burris	4,366	9%

Senate District 28 (parts of Waukesha/Milwaukee/Racine/Walworth counties) Incumbent Sen. Dave Craig (R-Big Bend) is not seeking reelection

Republican Julian Bradley will face Democrat Adam Murphy (D) in November.

Candidate	Votes	Vote %
Dan Griffin	4,173	21%
Steven Bobowski	4,690	23%
Marina Croft	1,623	8%
Julian Bradley	8,261	41%
Jim Engstrand	1,542	8%

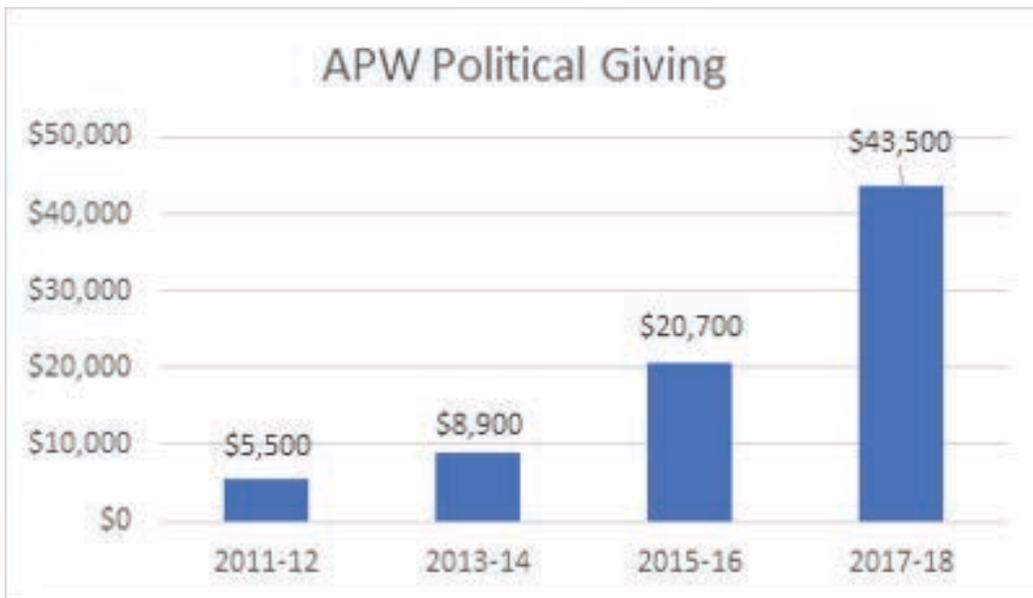
Legislative Update

Help APW Continue Our Political Engagement

Not long ago, the Aggregate Producers of Wisconsin had a very different approach to advocating for policy changes to help our industry. APW was rarely publicly leading the charge on issues impacting our industry, and it was unheard of to bring a lawmaker into a pit or quarry. But that has now changed.

Today, APW annually brings dozens of lawmakers into our members pits and quarries to see the operations first-hand and understand the issues impacting the industry. And we now are on the front lines, publicly engaged on issues impacting the aggregate industry.

But it doesn't stop there. APW has also significantly increased its political engagement. Through our newly created Political Action Committee (PAC), APW has been able to grow our political giving each election cycle. In the 2011-2012 election cycle, APW distributed a mere \$5,500 to candidates in Wisconsin. Last election cycle, we were able to give more than \$40,000 to candidates who support our industry.



The Aggregate Producers of Wisconsin PAC has become a key tool to help our industry engage with lawmakers in Wisconsin. These funds allow us to support Wisconsin lawmakers who stand with our issues and gives us an opportunity to attend local events held by candidates.

However, in order for our industry to continue to engage with and support lawmakers we need to ensure that the PAC has adequate funds. If you haven't already, please consider making a personal contribution to the Aggregate Producers of Wisconsin PAC. Your contribution will go a long way to ensure continued success for our industry.



NSSGA Supports the Water Resources Development Act of 2020

JULY 29, 2020

CONTACT: Kerry Lynch/ Chuck Fuqua
(703) 526-1072, klynch@nssga.com

ALEXANDRIA, VA –The National Stone, Sand & Gravel Association’s Vice President of Government and Regulatory Affairs Michele Stanley issued the following statement after the House passed H.R. 7575 The Water Resources Development Act (WRDA) of 2020.

“Water Resources Development Act of 2020 (WRDA) reauthorization is a critical bill to ensure the Army Corps of Engineers can address vital infrastructure projects that enhance our national waterways; improve ports with additional dredging; protect our shorelines; and strengthen those areas prone to flooding and natural disasters. NSSGA members across the country are directly involved with these water infrastructure projects, and we fully support WRDA in its passage.

“We appreciate the bi-partisan leadership of Transportation & Infrastructure Committee Chairman DeFazio, Ranking Member Graves, Water Subcommittee Chairman Napolitano, Ranking Member Westerman and their staffs for their original work in introducing and passing WRDA out of Committee, which passed out of the House today.

“We now look to the Senate to continue the momentum and pass its counterpart to turn this version into law. We urge Congress to continue the work in a bipartisan fashion as the current WRDA and highway surface authorization bills expire in less than 70 days on September 30. We look forward to continuing our work with Congressional stakeholders on both sides of the aisle to advance sound and effective infrastructure policies.”

July Housing Starts a Boost for Economy

Published: Thursday, 20 August 2020 11:24 Written by Rock Products News

In a further sign that housing continues to boost the economy, single-family and multifamily starts each posted solid gains in July, with total housing production up 22.6% to a seasonally adjusted annual rate of 1.50 million units, according to a report from the U.S. Housing and Urban Development and Commerce Department. This is the highest production rate since February.

It takes 400 tons of aggregates to construct the average modern home, according to the National Stone, Sand & Gravel Association.

The July reading of 1.50 million starts is the number of housing units builders would begin if they kept this pace for the next 12 months. Within this overall number, single-family starts increased 8.2% to a 940,000 seasonally adjusted annual rate. The multifamily sector, which includes apartment buildings and condos, increased 58.4% to a 556,000 pace.

“Strong builder confidence and heavy buyer traffic point to further production gains in the near term, but the more than 110% jump in lumber prices since mid-April is adding approximately \$14,000 to the cost of each new single-family home,” said National Association of Home Builders (NAHB) Chairman Chuck Fowke.

“The market is being buoyed by historically low interest rates, a focus on the importance of housing and a shift to the suburbs as more buyers are seeking homes in suburban communities, exurbs and more affordable low density markets,” said NAHB Chief Economist Robert Dietz.

On a regional and year-to-date basis (January through July of 2020 compared to that same time frame a year ago), combined single-family and multifamily starts are 9.3% higher in the Northeast, 5.9% higher in the Midwest, 5.2% higher in the South and 1.4% higher in the West.

Overall permits increased 18.8% to a 1.50 million unit annualized rate in July. Single-family permits increased 17.0% to a 983,000 unit rate. Multifamily permits increased 22.5% to a 512,000 pace.

Looking at regional permit data on a year-to-date basis, permits are 3.2% higher in the Midwest, 5.4% higher in the South, 6.2% lower in the Northeast and 1.6% lower in the West.

Concrete Aggregate Products Revenue an All-Time High

Published: Tuesday, August 4, 2020 11:01

Written by Rock Products News

U.S. Concrete Inc. reported results for the quarter ended June 30. Consolidated revenue was \$322.7 million, versus \$367.5 million in the second quarter of 2019. However, operating income more than tripled from the prior-year second quarter to \$21.6 million.

Net income increased to \$6.5 million from \$0.9 million in the prior-year second quarter.

Aggregate products revenue was \$54.5 million, an all-time quarterly high, versus 49.5 million in the second quarter of 2019. Aggregate products Adjusted EBITDA was \$21.6 million, an all-time quarterly high.

Ronnie Pruitt, president and chief executive officer of U.S. Concrete said, “While today’s release is about our second quarter financial results, I want to acknowledge that we are operating in a remarkably challenging environment, and I want to thank our employees, suppliers, customers and financial stakeholders for their dedication and resilience.

“We are very pleased to report our Total Adjusted EBITDA Margin for the second quarter of 2020 was 14.8%, a significant improvement over the prior year second quarter. A comprehensive review of our operations and decisive action by our managers, combined with the highly variable nature of our cost structure, allowed us to achieve these margins, despite the unprecedented disruption in several of our key markets.”

Pruitt continued, “We continue to realize the strategic value of the Coram Materials acquisition, and I’m pleased by the successful integration of that important operation. Our growing presence as a third-party provider of critical aggregate products supports the underlying demand trends in all major markets where we operate. This was evident as we achieved all-time quarterly high revenue and Adjusted EBITDA in our aggregate products segment during the second quarter of 2020.

“Our employees’ ability to address rapid changes in our markets during the quarter demonstrates their flexibility and resolve. This is most evident in our re-engineering efforts and sustainable cost containment initiatives that resulted in the operating performance improvements and set the framework to address future changes to our business and demand for our products.”

Regulatory Agenda Released

Published: Wednesday, July 15, 2020 15:47

Written by Rock Products News

The federal government has released its updated agenda of pending regulations and ongoing regulatory rollbacks, according to the National Stone, Sand & Gravel Association (NSSGA). The agenda does not include all expected actions, but it does provide projected dates on agency priorities for the coming year. The deadlines listed are dependent on numerous factors, and actions are regularly delayed, canceled or otherwise altered.

Environmental Protection Agency (EPA) actions affecting aggregates operations include:

- The final National Ambient Air Quality Standard for Particulate Matter rule is expected in December; NSSGA submitted comments on the proposed rule in June.
- The Compensatory Mitigation proposed rule is expected in September; NSSGA submitted pre-proposal comments in 2019.

The Army Corps of Engineers regulatory actions affecting the industry that are upcoming include:

- Proposed changes to the Nationwide Permits are listed as being released in June, although there obviously has been a delay.

The Department of Labor (DoL), which includes the Mine Safety & Health Administration (MSHA) and the Occupational Health and Safety Administration (OSHA), released its spring regulatory agenda. The agenda for MSHA includes items of interest to NSSGA members:

- MSHA intends to publish a Notice of Proposed Rule Making (NPRM) on Respirable Crystalline Silica (RCS), which is anticipated in August; NSSGA submitted comments in response to the agency’s Request for Information on RCS in 2019.
- The Powered Haulage proposed rule is anticipated in July that will include a potential safety program for mobile equipment at surface and underground mines. The proposed rule was previously anticipated in March of this year and NSSGA submitted comments in late 2018.

The spring regulatory agenda for OSHA includes items of interest to NSSGA members:

- A proposed rule updating OSHA’s Hazard Communication Standard, which will harmonize the standard with updates to the international Globally Harmonized System of Classification and Labeling of Chemicals (GHS), is anticipated in August.
- Proposed revisions to Table 1 in the Standard for Construction for Respirable Crystalline Silica (RCS) are anticipated in March 2021. They intend to examine tasks and tools not currently included in Table 1 and determine if revisions are appropriate. In April 2021, they also intend to reconsider the inclusion of a provision for medical removal protection for both construction and general industry.

T&I Committee Approves INVEST in America Act

Published: Friday, June 19, 2020 10:40

Written by Rock Products News

After more than 24 hours of debate that included the consideration of 177 amendments, the House Committee on Transportation and Infrastructure approved the **Investing in a New Vision for the Environment and Surface Transportation in America (INVEST in America) Act**.

The INVEST in America Act, “which enables the completion of critical projects through long-term, sustainable funding and is fueled by American workers and ingenuity thanks to strong Buy America provisions and labor protections,” the committee noted, authorizes nearly \$500 billion over five years to address some of the country’s most urgent infrastructure needs.

The INVEST in America Act now moves to the House floor.

The INVEST in America Act, the key piece of the House Democrats’ larger infrastructure proposal, marks a significant departure from previous surface transportation reauthorization bills. It puts an emphasis on tackling the nation’s massive maintenance needs and building smarter, safer infrastructure, all while putting our nation on a path toward zero emissions from the transportation sector, which is the number one source of carbon pollution in the United States.

“For far too long, Congress has taken a pass on trying to solve the toughest problems plaguing our surface transportation system, allowing it to limp along and fall farther and farther behind the rest of the world. That all changes with the INVEST in America Act, transformational legislation that moves our country into a new era of smarter, safer, more resilient infrastructure that fits our changing economy and society,” said Chair Peter DeFazio (D-Ore). “I’m immensely grateful to my committee colleagues who spent months doing the hard work on behalf of the American people to get us to this point, and I urge the rest of my colleagues in Congress to now join us in fighting for a new vision to rebuild our country. The time is now to fix our crumbling infrastructure, cut carbon pollution from the transportation sector, and create millions of good-paying jobs in urban, suburban and rural communities.”

During the markup, the committee adopted amendments from both sides of the aisle, including 34 Republican amendments and 23 Democratic amendments.

Democrats have yet to outline how they will pay for the bill, but House Speaker Nancy Pelosi said, “With the interest rates where they are now there’s never been a better time for us to go big.”

A vote on the legislation is expected before the Fourth of July recess. While the bill is likely to pass the Democrat-led House, it will face greater resistance in the GOP-led Senate.

“The National Stone, Sand & Gravel Association (NSSGA) commends the House Transportation & Infrastructure Committee on addressing the desperate need to invest in our nation’s infrastructure,” Vice President of Government and Regulatory Affairs Michele Stanley said. “We applaud the inclusion of the ROCKS Act, which has been championed by Congressman Greg Stanton (D-Ariz.) and Congressman Troy Balderson (R-Ohio). The ROCKS Act will ensure communities are able to access essential construction materials leading to improved environmental outcomes and better utilization of taxpayer dollars to build infrastructure.

“The markup yielded some bi-partisan improvements to the bill in the form of amendments, including those that will streamline federal permitting and fund distribution. NSSGA urges House leadership to work with colleagues across the aisle and pass this bill with all stakeholders participating. Infrastructure legislation is traditionally an opportunity for Congress to come together and we hope upcoming floor activity on the INVEST in America Act will continue that precedent.

“We appreciate the leadership of Chairman DeFazio in marking up a bill and continuing the momentum towards passing a robust, multi-year surface highway reauthorization bill before the September 30 deadline. We also welcome Ranking Member Graves’ input to provide further flexibility for states and seeking to streamline project delivery. NSSGA will continue to work with lawmakers on both sides of the aisle toward a bipartisan solution to building a better infrastructure for America,” Stanley concluded.





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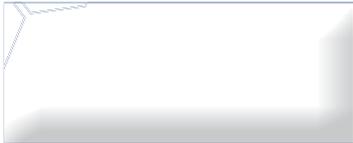


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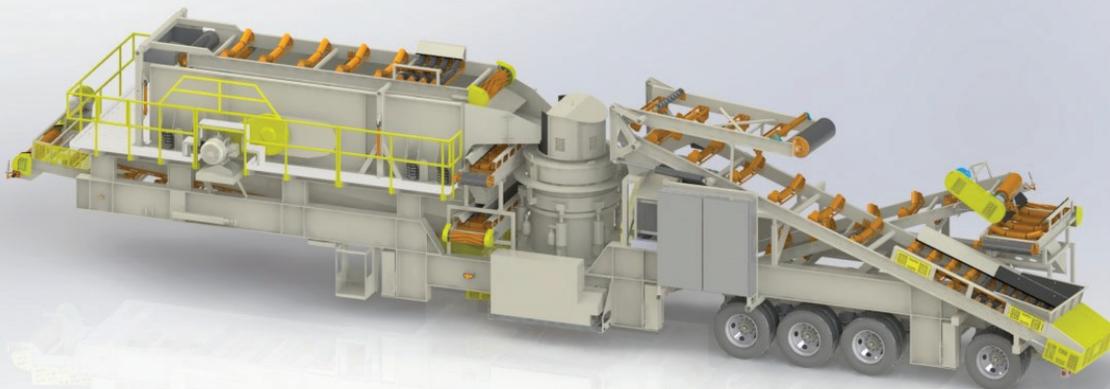
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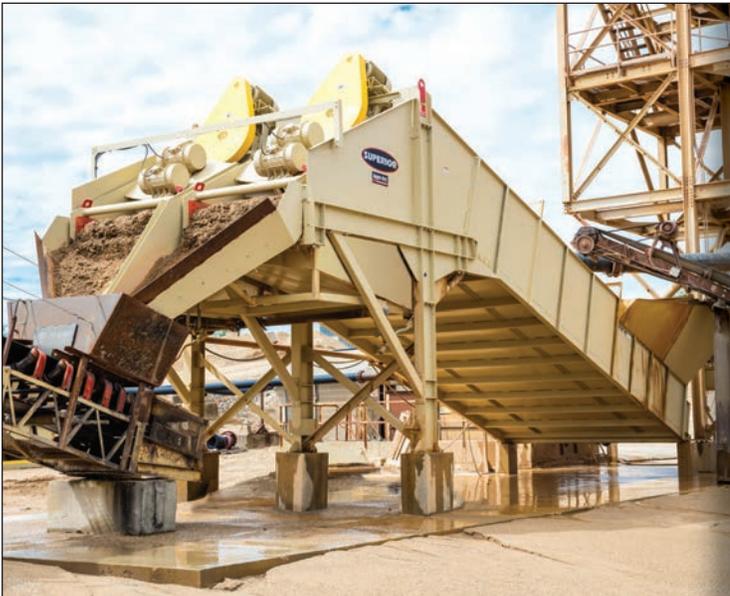
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MEMBER NEWS

DATES TO REMEMBER

APW 5th Annual Shooting Event – NEW DATE!

Thursday, September 10, 2020
Milford Hills, Johnson Creek

APW Annual Convention

Thursday, December 3, 2020
Holiday Inn, Stevens Point

**Don't forget to check the APW website,
www.aggregateproducers.org for industry-
related news.**

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Aggregate Producers of Wisconsin

5th Annual APW Shooting Event Milford Hills, Johnson Creek, WI

Thursday, September 10, 2020

Milford Hills*

Registration & Boxed Lunch: 12:00 pm

Shooting Start: 1:00 pm

After Shoot Social & PAC Event: 3:30 pm

Cost: \$100 per person, \$400 per Foursome
Includes range fees, ammo, lunch and social event**

Join APW for our **5th Annual Shooting Event** on

September 10 at Milford Hills, one of Wisconsin's premier shooting ranges.

You don't have to be part of a foursome to shoot—we'll put together individual foursomes

*W5670 French Rd., Johnson Creek, WI 920-699-2249

**Individuals must provide their own guns. Gun rentals available through Milford Hills at individual's expense.

Individual/Foursome Registration

Please register no later than September 4, 2020.

1. _____
2. _____
3. _____
4. _____

Total Amount Enclosed: _____

Sponsor Registration

Company: _____

Amount: \$250 \$500 \$1000

Contact: _____ Email: _____

WE APPRECIATE OUR SPONSORS!

Sponsorship opportunities include various benefits depending on the level. Your company's name, as an event sponsor, will be listed on printed materials and our website.

Platinum Sponsor - \$1,000

- Station Sponsor
- Platinum sponsor of event
- Corporate Logo on signage & on APW website homepage with link to your website
- Special mention at program

Gold Sponsor - \$500

- Gold sponsor of event
- Corporate Logo on signage & on APW website homepage with link to your website
- Special mention at program

Silver Sponsor - \$250

- Name on signage at station & on APW website with link to your website
- Special mention at program

Donated items (incl. logo wear) are welcome for the event

Mail registration form and check made payable to APW to:
APW, PO Box 2157, Madison, WI 53701-2157.

Focusing Your Political Resources

Aggregate Producers of Wisconsin Political Action Committee (APW PAC)

What is the Aggregate Producers of Wisconsin PAC? (APW PAC)

- ◆ A Political Action Committee (PAC) is a group formed (usually by an industry or an issue-oriented organization) to raise and contribute money to the campaigns of candidates likely to advance the group's interests.
- ◆ APW PAC is dedicated to advancing the issues important to the aggregate industry in Wisconsin. The APW PAC will pool money from owners, employees and partners to make contributions to candidates for elected office.
- ◆ Contributions to the PAC must come from individuals; corporate contributions to the PAC are prohibited.

Protecting Your Industry

- ◆ APW reviews all legislative initiatives affecting your right and ability to conduct your business in Wisconsin.
- ◆ APW supplies you with all the information you need to understand how legislation will affect your business.
- ◆ Contributions are made to state elected officials of any party that supports APW's political initiatives.
- ◆ The APW and APW PAC are not aligned with any political party. We support those who are helpful to our industry.

Questions & Answers

- ◆ Can I make a personal or business contribution? **A:** The APW PAC can only accept and disperse personal contributions.
- ◆ Why should I contribute to the APW PAC? **A:** Laws that negatively affect aggregate producers can be made at anytime. To protect your future, we need legislators in office who support our industry.
- ◆ Why should my contributions go through the APW PAC? Why not give directly to the candidate? **A:** It is more effective to give through the APW PAC. Through the APW PAC the aggregate industry receives credit for the contribution as well as the individual. A contribution through the APW PAC identifies both you and APW to candidates.

Aggregate Producers of Wisconsin Political Action Committee (APW PAC)

PO Box 2157
Madison, WI 53701
Phone: 608-283-2595
Fax: 608-237-2299

Please make checks payable to Aggregate Producers of Wisconsin Political Action Committee (APW PAC) and mail them to the above address.
Remember, personal checks or credit cards only!

Aggregate Producers of Wisconsin Political Action Committee

NAME _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____

HOME ADDRESS _____

_____ \$100 – BRONZE MEMBER

_____ \$500 – GOLD MEMBER

_____ \$250 – SILVER MEMBER

_____ \$1000 – PLATINUM MEMBER

CONTRIBUTION AMOUNT \$ _____ OTHER _____

TO ENSURE SECURITY, PLEASE CALL THE APW OFFICE TO PAY BY CREDIT CARD.