



“Dedicated to the Growth of the Precast Concrete Industry”

Precast Concrete Association of Virginia

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Phone: 804-901-8785 / www.precastva.org

2026 Annual Report

Membership

Associate Members:

A-LOK Products
ALP Supply
Argos USA
Besser Company
Blackthorn, LLC
Eco Materials
Capitol Foundry of VA, Inc.
Carter Machinery
CONAC
Concrete Sealants, Inc.
Delta Engineers, Architects, & Land Surveyors
EJ USA, Inc.
Hamilton Kent
Heidelberg Materials
Insteel Wire Products
Luck Stone
M.A. Industries, Inc.
Martin Marietta Aggregates

Master Builders
Press-Seal
Roanoke Cement Company
SteelCON
Swope & Assoc, Inc.
Taylor Machine Works
The SEFA Group
Trelleborg Pipe Seals
US Foundry

Producer Members:

Concrete Pipe & Precast
CT Jamison
Faddis Concrete Products
Gillespie Precast, LLC
Nansemond Pre-cast Concrete Co. Inc.
Permatile Concrete Products Co.
Rinker Materials/Cemex
Smith-Midland

Key Highlights

- **PCAV Annual Meeting**
- PCAV was delighted to host our 2025 Annual Meeting May 5-6 in Richmond. We started off the meeting with a networking lunch at Drive Shack. We continued with a dinner at Atlas 42 featuring a political update from Robb Bohanan, Hunter Andrews Kurth, and federal update with Tryg Hoff, ACPA. NCPA was invited to participate but had no new news to share regarding EPDs specifically. The following day PCAV hosted business meetings followed by a panel of leadership from VDOT/FHWA
- The VDOT was represented by the Materials, Location & Design, Construction, and Standard & Policy Divisions. Vanna Lewis represented FHWA. PCAV members were 26 strong.

Annual Meeting Sponsor List

Monday Drive Shack

- Drive Shack Lunch, CONAC, Permatile Concrete Products Company
- Drive Shack Beverage, Hamilton Kent, Concrete Pipe & Precast LLC

Monday Reception/Dinner

- Hors D'oeuvres: Eco Materials
- Dinner: Nansemond Pre-Cast Concrete, MA Industries, and Heidelberg Materials
- Dessert Sponsor: Concrete Sealants, Inc.

Tuesday Meeting/Golf Outing

- Coffee & Pastry Sponsor
- A-LOK Products

Tuesday Break Sponsor:

- Gillespie Precast, LLC

Tuesday Lunch Sponsors

- Concrete P&P
- Nansemond Pre-cast Concrete Co
- Permatile Concrete Products Company
- Smith-Midland

Golf Cart Sponsor

- Heidelberg Materials

SCPA & Members

- **VDOT Safety Day**
- VDOT hosted its Safety and Statewide Project: Safety Stand-Down on May 12, 2025. In light of recent accidents on active construction sites across the Commonwealth, PCAV joined VDOT in encouraging a statewide pause to address safety stand-down topics on all active construction sites. PCAV communicated via email several pieces of information to equip our members with resources, including safety incident summaries, points of emphasis, and safety culture.
- **PCAV Fall Meeting**
The PCAV was delighted to host our Fall PCAV Meeting in Richmond on September 16, 2025, alongside VDOT and FHWA employees. VDOT was represented by 10 staff from the Road and Bridge, Construction, Materials, Location and Design, and Standard and Policy Division, as well as the Office of Management. Vanna Lewis represented FHWA. We had 23 PCAV members attend.

Sponsor List

Lunch Sponsors:

- Concrete Pipe & Precast, LLC
- M.A. Industries, Inc.
- Nansemond Pre-Cast Concrete
- Permatile Concrete Products Company
- Smith-Midland Corporation

Coffee + Breakfast Sponsors

- A-LOK Products Inc.
- CONAC

- Concrete Sealants (ConSeal)
- Luck Stone

Dessert

- EJ
- Swope & Associates

Finally, the Southeast Cement Promotion Association and members, thank you for your support.

- **PCAV EPD's Initiative**

PCAV is working on an initiative to position itself to address potential regulatory requirements that could adversely affect the concrete pipe and precast concrete product industry through EPD's and Buy Clean Competitiveness initiatives that have gained interest and strength in other states. We are working on an educational piece to share with legislators, VDOT officials, key decision makers and additional industry members should the Virginia General Assembly decide to move forward with EPD legislation. While there has been no indication – at this time – that the GA or VDOT will make a move to require EPD's there are producers in the Commonwealth that have already received requests for EPD information.

- ***VCTA District Dialogues***

- *PCAV was pleased to sponsor Northern Virginia, Culpeper & Fredericksburg, and Hampton Roads District Dialogues. Hosted by VCTA, these fall dialogues took place around the Commonwealth September 23, October 29, and November 6. In addition to our sponsorship, we included these events in our newsletter and on our website, in our listing of industry events around the state and nation.*

- ***Virginia Statewide and House of Delegates Election Results 2025***

- *Virginia received national attention early November with one of two races for Governor; the other in New Jersey. Our Congratulations to Governor-elect Abigail Spanberger, who received 57% of the vote., Lt. Gov-elect Ghazala Hashmi, and Attorney General-elect Jay Jones received 55% and 53% respectfully.*
- *In addition to the statewide elections, the composition of the House of Delegates shifted significantly. Seats that are Democrat controlled increased from 51 to 64. The construction of the Senate remains 21-19 Democrat controlled.*
- *According to [Virginia Public Access Project](#), more than 1.4 million people across the Commonwealth took advantage of the opportunity to vote early. This is an estimated 230,000 more early votes cast than in 2021, an estimated 22 percent of the total number of registered voters in Virginia.*
- *PCAV warmly welcomes all newly-elected and re-elected officials. We look forward to working with our [17 newly-elected delegates](#) as well as members of Governor-elect Abigail Spanberger's Administration. Together, with our partners, PCAV will continue our mission to educate officials on the advantages and proper utilization of precast products and systems.*

Spanberger Cabinet Designees

<i>Administration</i>	<i>Traci DeShazor</i>
<i>Chief of Staff</i>	<i>Krenz-Schnurman</i>
<i>Secretary of the Commonwealth</i>	<i>Del. Candi Mundon King</i>
<i>Secretary of the Administration</i>	<i>Traci DeShazor</i>
<i>Secretary of Ag and Forestry</i>	<i>Katie Frazier</i>
<i>Sectary of Commerce and Trade</i>	
<i>Secretary of Education</i>	
<i>Secretary of Finance</i>	<i>Del. Mark Sickles</i>
<i>Secretary of HHR</i>	<i>Marvin Figuero</i>
<i>Secretary of Labor</i>	<i>Jessica Looman</i>
<i>Secretary of Natural and Historice Resources</i>	<i>Del. Dave Bulova</i>
<i>Secretary of Public Safety and Homeland Security</i>	<i>Stanley Meador</i>
<i>Chief Transformation Officer</i>	
<i>Secretary of Transportation</i>	<i>Nick Donahue</i>
<i>Secretary of Veterans Affairs</i>	<i>U.S. Army Major General Timothy P. Williams (Ret.)</i>
<i>Counselor</i>	<i>Matt McGuire</i>
<i>Chief Diversity, Equity and Inclusion Officer</i>	<i>Sesha Joi Moon</i>
<i>Chief Energy Officer</i>	

- **2026 AASHTO Comp**
 PCAV is also delighted that the 2026 AASHTO Comp is coming to Richmond August 2-8, 2026, and plans to support this conference.
- **2026 PCAV Winter Meeting**
- Despite the ice and snow, our 2026 PCAV Winter Meeting was productive even if virtual. We thank all our PCAV members and VDOT representatives for their participation and all our sponsors.
- **Education Committee:** We thank Aimee Connerton for her continued leadership of the Education Committee and the planning for a day long fall training, 8 AM - 3:30 PM. Registration fees would be donated to a charitable organization as an incentive for participation. (Suggestions include Feed More, God’s Pit Crew and others.) Locations include Richmond, Tidewater, Fairfax, Roanoke/Blacksburg. Topics include cast in place vs precast; design; use; repair; lifting; and maintenance.
- **Technical Committee:** Hank Gottschalk is the new chair of the Technical Committee. We thank him for his leadership. We are seeking one representative from each PCAV producer and associate company to serve on this committee. This is a one-year commitment.
- **Marketing Committee:** Thank you for all your submissions for Hard Facts! As a reminder, you may submit article and photos throughout the year. We will utilize your submissions for our social media in addition to Hard Facts.

- **Membership Committee:** We are continuing to reach out to potential associate and producer members.
- **Joint Meeting with VDOT:** Discussion items included providing updated standard drawings to VDOT to include updated stamps, business logo, and calculations if not blanket approval. Questions surrounding calculations, timeline will continue to be discussed with VDOT. We are also keeping our eye out for the updated Materials MOI for review. Finally, VDOT will be using AASHTO Approved Lists going forward. VDOT will provide for a one-year grace period to allow for the approval of materials and products. In addition, FHWA Virginia Division provided an update on BABA/Buy America. Make sure to review this technical guidance.
- **2026 PCAV Legislative Day**
- We thank all our PCAV members who carved out time to travel to Richmond and participate in our rescheduled 2026 PCAV Legislative Day in March. The focus of the day was educating legislators about the economic impact of Precast Manufacturing in their communities, highlighting new plants which have opened and inviting them to participate in tours. PCAV emailed a copy of our 2023 Economic Contribution of Precast Concrete Manufacturing to all members as well as brought hard copy brochures to meetings. We had the pleasure of meeting with: Del. Joe McNamara (CP&P – Salem); Del. Tony Wilt (CP&P- Harrisonburg); Del. Buddy Fowler (CP&P Ashland & Hanover) (Rinker Doswell); Sen. Lamont Bagby (Senate Transportation Chair); Sen. Mark Obenshain (CP&P – Harrisonburg); Sen. Luther Cifers (CP&P Ashland & Hanover) (Rinker Doswell); and Del. Chris Runion.
- **VCTA District Dialogues –**
- PCAV is pleased to sponsor the upcoming Western District Dialogues on April 23 and the Richmond Dialogue on May 13. In addition to our sponsorship, we included these events in our newsletter and on our website, in our listing of industry events around the state and nation.

Hard Facts, Social Media & Website

- **Hard Facts**
- *“Springing into Summer” most recent edition of Hard Facts*
 - 784 Audience
 - 74.7% Open Rate
 - 53.2% Click Rate
- *“Summer Newsletter” most recent edition of Hard Facts*
 - 782 Total Recipients
 - 89% Open Rate (percentage of delivered emails that were opened by recipients)
 - 69% Click Rate (proportion of the unique contacts who received the email and then clicked on any link in the email)
- *Third Quarter most recent edition of HardFacts*
 - 1,370 Total Recipients

- 44.5% Open Rate (percentage of delivered emails that were opened by recipients)
- 5.5% Click Rate (proportion of the unique contacts who received the email and then clicked on any link in the email)
- *First Quarter most recent edition of Hard Facts*
 - 919 Total Recipients
 - 46% Open Rate (percentage of delivered emails that were opened by recipients)
 - 5% Click Rate (proportion of the unique contacts who received the email and then clicked on any link in the email)
- [Second Quarter edition of Hard Facts](#) to send week of April 6
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- **VDOT Memorandums**
- **PCAV Memos**
- **Construction Division Design-Build Program Engineer** - Scott Fisher, P.E., CCM begins December 25. Background in heavy highway design and construction, design-build delivery, and major infrastructure projects. Former Richmond District Mega Projects Engineer, leading Pulse BRT, I-64 Gap, Fall Line Trail, and I-95 Bridge Replacement projects. VDOT looks forward to his leadership in advancing Design-Build construction management practices.
- **New Materials Concrete Program Manager** - Susan Warr, P.E. begins October 27. Background in asphalt lab, ACE role, design + construction management. VDOT looks forward to her leadership in the concrete program.
- **Memorandum MD 479-25**- Manual of Instructions – Section 204 Structural Steel Revision issued through the Materials Division. Contact Jeremy Clary with questions.
- **USDOT Interim Final Rule** — DBE Program Implementation Modifications summary memo from Commissioner Stephen Brich outlining updates to DBE program requirements.
- **Temporary Approval Process for ATSSA Flagger Certification** - Due to delays in ATSSA's certification database, VDOT will accept emailed training submissions as temporary verification for up to 30 days. This measure supports contractors while full certification processing catches up.
- **Economic Impact Report to Legislators**
- **VDOT Memo MD 483-26: Updates to VDOT's Pavement ME User Manual**
- **VDOT Announcement: Bid Letting Follow Up**
- **VDOT announcement: Bid Letting January 28th Meeting NOW February 4th**
- **VDOT Announcement: Seed Mixes- Lespedeza Not Permitted**
- **VDOT Introduces New Assistant State Construction Engineer**
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