mica messenger

MIDWEST INSULATION CONTRACTORS ASSOCIATION

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65th ANNUAL SPRING CONVENTION

President Rudy Nigl and his wife, Courtney, wish to extend a warm MICA invitation to you to join them as our association engages in "Here and Now". One of the key benefits of belonging to MICA is your ability to work with fellow members "Here and Now" to improve your business acumen and to better your industry. Come and participate as we share ideas at our annual convention this June 19 – 22, 2022, at the Hyatt Regency Coconut Point Resort, in Bonita Springs, Florida. Our 65th Annual Spring Convention will be a special event, and one that you do not want to miss! The timing and location of this year's meeting is designed to allow those of you who would like to extend the meeting into a vacation time for the entire family to do so. The Fort Myers/Naples area, coupled with the west coast of Florida, is ideal for a family getaway starting with the luxurious Hyatt Regency . Create memories that will last a lifetime at this award-winning tropical resort. Enjoy exclusive access to five water slides, four refreshing pools, a lazy river, and a secluded private island. From family retreats to romantic escapes, this Southwest Florida resort in Bonita Springs offers endless excitement in a beautiful setting. Explore the beauty and culture that surrounds the resort. Discover the many local art galleries, museums, shops, restaurants, and entertainment venues found minutes from the property. Take your adventure to the water with chartered fishing trips and excursions through the Everglades. Children and adults alike will find plenty of activities to keep them busy during the free time. This is one of those unique experiences that you should not miss. Begin now to plan your participation at our 65th annual spring convention.

The Board of Directors is most excited about the technical topics and speakers for the spring convention. The topics and speakers were selected to help educate and inform you on a variety of industry topics pertinent to our current business climate. We are going to have presentations that cover a wide array of topics that will help you grow your knowledge as a business professional. Our opening keynote speaker is **Andre Fluellen**. Andre is a Co-Founder of Beyond The Game Network. He played eight years in the NFL as a defensive tackle for the Lions, Bills, and Dolphins. Fluellen is a graduate of the NFL's Broadcaster Bootcamp and has appeared as a football analyst on the NFL Network. He is an active motivational speaker, addressing thousands across the country annually. In keeping with President Nigl's theme, Andre will share with us "The Power of Right Now".

The national news has alerted us to the fact that across the world, there are supply chain issues. From food shortages in our grocery stores to computer chips for new cars, and for sure, sourcing supplies for our industry's basic material needs is proving more difficult than many of us have ever experienced. From a contractor perspective, how do you price your insulation material needs when the quoted price from distributors keeps changing almost on a daily basis, and the delivery time cannot be guaranteed? From a distributor perspective, how can you support your contractor customers with a firm price and delivery date, when your manufacturer/supplier keeps changing the price almost daily with no firm delivery date? From a manufacturer perspective, how can you support your distributor/contractor customers when the raw materials needed to manu-

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PRESIDENT'S MESSAGE

TO: THE MICA MEMBERSHIP

Happy Spring!

It's hard not to feel happy this time of the year… especially in the upper Midwest! The snow and ice have all melted away, robins are seen in the backyard, golf courses are opening up – such an exciting time of the year.

The MICA Board has finalized all the details and schedule for the Spring Convention, and we can't wait to see everyone and enjoy the meeting in-person in June. Please get your rooms booked and registration submitted early to get the best rates!

Last week, our oldest daughter (6), was complaining that nobody ever listens to her! Obviously, this is not true, but it got me thinking about the skill/characteristic of being a good listener. Our daughter was in the moment and felt like her parents, siblings, etc. were not listening to her…but in reality, she just wasn't getting her way and that made her feel like she wasn't being validated in her feelings.

Being a parent, partner, co-worker, friend, etc., requires us to constantly be communicating to those around us. With each separate relationship we have, that communication is slightly different. You don't talk to your co-worker the same way you talk to your child. In that same light, you have to listen to people differently to be able to best understand the different messages that you are receiving from each person around you.

Next time you are having a conversation with those around you, try to be more conscious of how you are listening to that person and watch how much more productive the conversation is. Some tips to make this happen include;

1. Pay attention – this sounds obvious, but how many times are we on the phone or talking to someone in person and not giving them our full attention? Maybe we are trying to multi-task during a conversation.
2. Respond with positive body language & eye-contact. The person you are listening to will feel respected while you genuinely show that you are in the moment of the conversation.
3. After that person has expressed their thought, take a brief moment to reflect and rephrase what the person said to show them that you did, in-fact, hear everything they said.
4. Ask a question – Being a good listener can also include asking a question to clarify what the other person was saying!

These are some pretty simple/easy things to practice during conversations – however, we can easily slip up and not listen well when emotion is involved or if we are having a stressful day, etc. The path to better communication starts with the simple task of being a better listener. With a little effort, we can eliminate a lot of confusions, conflicts, missed information and stress.

Rudy Nigl
MICA President

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facture your insulation products is waiting a half-world away to be delivered, with no guaranteed delivery date forthcoming?

Collectively, these supply chain issues make the jobs of member companies considerably harder. Coming out of 2021 and into 2022, our industry has been playing catch-up. Projects are delayed and these backlogged projects continue to fill our calendars. Our industry and the entire world are trying to navigate these shortages of even the most basic materials.

To get a better perspective on this entire supply chain issue, we will have a presentation by **Shraddha Gupta**. Shraddha is the Global Supply Chain Leader for Owens Corning. She has been with the company for over 4 years. During her time with OC, Shraddha has directed the integration of a global supply chain business in North America and Europe, following the procurement of Foamglas into the Owens Corning culture. To facilitate the integration success, she crafted an impactful sales and operations planning (S&OP) process. Shraddha was part of the OC team that delivered a 40% reduction in warehouse capacity management waste after revamping an insulation plant's "order to cash (O2C)" process.

We have reserved a block of rooms at the resort. Our convention rate is $219 per night plus tax, single or double occupancy for run of the house rooms. The resort fee is discounted to $5.00 per day. **It is highly suggested that you book your hotel reservations now!** Call the reservations office at 877-803-7534 and ask for the **Midwest Insulation Contractors Block**. If you prefer, you may use the reservations link at https://www.hyatt.com/en-US/group-booking/NAPRN/G-FMIC. Please note that we have blocked a limited number of rooms. If you wait until the last minute to reserve your room, you run the risk that our block will be filled. Once the block is filled, the discounted rate will not be available. As we have stated in the past, if you reserve your hotel room now, you can always cancel it later, but you may not be able to reserve a room if you wait too long. We will be monitoring our block and making room adjustments accordingly. **Our block of rooms will be released on May 27, 2022**, but if you wait until May 27th, the block of rooms will be filled, and we may not be able to accommodate your needs.

The Board of Directors feels that each presentation will add value to your understanding of the technical topics discussed. You will come away from the convention more informed and better prepared to successfully manage your business. It is the Board's intent to make this convention attractive to our membership in its location, cost and program content. In this light, our registration fee has been adjusted to encourage additional member participation. The registration fee is $800.00 for the first attendee from a member company. Registration for all additional attendees from a given company is reduced to $775. The registration fee is $1,550.00 for the first member and spouse registered from a member company. Registration for all additional registered couples from a given company is reduced to $1,500.00. The Board is delighted to offer this incentive for multiple attendees from member companies. The benefit of joining an association comes from participating in association activities.

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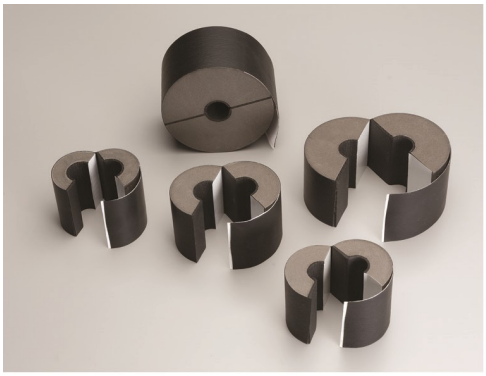

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A complete packet of registration information including the convention registration form and golf registration were mailed to the general membership in early March. Now is the time to plan for your participation at MICA's 65th annual spring convention. Make your hotel reservations **today** by calling the resort's **reservation line 877-803-7534**. Then complete the convention registration and send or email it back to the MICA office. If you did not receive a convention registration packet, please contact the MICA office and we will send you a packet. We invite you to join Rudy, Courtney, the entire Board of Directors and fellow MICA members in Bonita Springs, FL, June 19 – 22, 2022, for our annual spring convention and be a part of "Here and Now".

MICA SAFETY PROGRAM REVIEW AND AWARD

This article was written by Gary Auman, MICA Legal Counsel, Auman, Mahan & Furry

MICA has always understood the importance of safety on the job site. As a result of this, MICA implemented a safety award program over a decade ago. The MICA Board asked me again to prepare some comments for your consideration as to the value of participating in our safety award program. If you don't have a good plan for getting a job done, the outcome is going to be less than satisfactory. I believe, as you should that this applies to safety — good safety performance starts with a good safety program.

I titled this article as I did because this is more than a safety award program; it is a safety program review. Try to analogize having your safety program reviewed annually to other things that you do in your life to ensure that your company's equipment operates as intended. For those of you who passed your fiftieth birthday, I am sure that you have been advised by your family physician to have an annual or bi-annual physical. Your doctor recommends this, because he is aware that as you get older you become more prone to some of the physical problems that are connected with aging. You take a physical to make sure you have an early warning of anything that needs to be addressed before it becomes a significant problem.

In your business, I would be surprised if any of you do not perform preventive maintenance on the equipment that you depend on to be successful as a contractor. In addition, you most likely perform other preventive maintenance such as tire rotation, etc., in order that you can avoid any significant problems.

Well, your safety program is also an integral part of your business. It too can deteriorate with age and lack of use. It too needs preventive maintenance to avoid catastrophic failure. When a safety program fails you, someone can get seriously injured or killed. Or, you can be confronted with an OSHA inspection and find out through the citations issued that your safety program is not what you thought it was and is not as effective as it needs to be.

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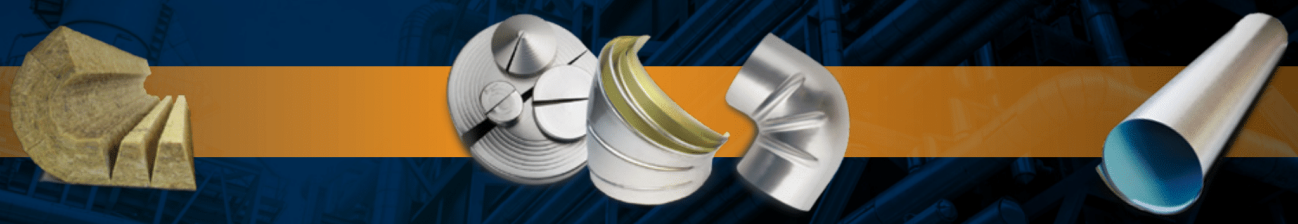

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You could pay hundreds or even thousands of dollars to have a safety consultant review your safety program. Through the MICA safety program review and awards opportunity, you can have portions of your safety program reviewed, and receive written comments from individuals who have a wealth of experience in dealing with safety issues. You will receive valuable feedback from the reviewing panel with regard to those aspects of your program which are in the competition, and you will receive recognition from MICA for your achievement in developing a quality safety program.

When you look at the MICA safety program review and awards opportunity, you have to agree that there is absolutely no reason why you should sit on the sidelines while other members of MICA, some of whom are your competitors, take advantage of this MICA member benefit. Take a few minutes, pull out the application, complete it, and send it in to MICA's general counsel along with your check for $100.00 made payable to MICA. Be sure that it is received in time for the review committee to take a look at it and provide you with their valuable comments concerning the effectiveness of your safety program.

REMEMBER — The application submittal deadline is April 18, 2022. Your completed application form must be received by the end of the business day on April 18th. The application form is available from the MICA office. Just call or e-mail us, and we will send you a copy of the application form.

TAX TIME GUIDE: SAVING FOR RETIREMENT? IRA CONTRIBUTIONS FOR 2021 CAN BE MADE UNTIL APRIL 18

WASHINGTON — The Internal Revenue Service reminds taxpayers they may be able to claim a deduction on their 2021 tax return for contributions to their Individual Retirement Arrangement (IRA) made through April 18, 2022.

An IRA is a personal savings plan that lets employees and the self-employed set money aside for retirement and can have tax advantages. Contributions for 2021 can be made to a traditional or Roth IRA until the filing due date, April 18, but must be designated for 2021 to the financial institution.

Generally, eligible taxpayers can contribute up to $6,000 to an IRA for 2021. For those 50 years of age or older at the end of 2021, the limit is increased to $7,000. Qualified contributions to one or more traditional IRAs may be deductible up to the contribution limit or 100% of the taxpayer's compensation, whichever is less. There is no longer a maximum age for making IRA contributions.

Those who make contributions to certain employer retirement plans, such as a 401k or 403(b), an IRA, or an Achieving a Better Life Experience (ABLE) account, may be able to claim the Saver's Credit. Also known as the Retirement Savings Contributions Credit, the amount of the credit is generally based on the amount of contributions, the adjusted gross income and the taxpayer's filing status. The lower the taxpayer's income (or joint income, if applicable), the higher the amount of the tax credit. Dependents and full-time students are not eligible for the credit. For more information on annual contributions to an ABLE account, see Publication 907, Tax Highlights for Persons With Disabilities.

While contributions to a Roth IRA are not tax deductible, qualified distributions are tax-free. Roth IRA contributions may be limited based on filing status and income. Contributions can also be made to a traditional and/or Roth IRA even if participating in an employer-sponsored retirement plan (including a SEP or SIMPLE IRA-based plan).

Taxpayers can find answers to questions, forms and instructions and easy-to-use tools at IRS.gov. This news release is part of a series called the Tax Time Guide, a resource to help taxpayers file an accurate tax return. Additional help is available in Publication 17, Your Federal Income Tax For Individuals.

CONSTRUCTION EMPLOYMENT IN FEBRUARY TOPS PRE-PANDEMIC TOTAL IN 32 STATES BUT SOARING COSTS, SUPPLY CHAIN WOES THREATEN FURTHER GAINS

Construction employment exceeded pre-pandemic levels in 32 states in February, according to a new analysis of federal employment data released by the Associated General Contractors of America. Association officials warned the gains may be undermined if skyrocketing materials costs and delayed shipments cause owners to postpone or cancel projects.

"Construction is doing well at the moment in most states but fast-rising costs may cause some owners to cancel planned projects," said Ken Simonson, the association's chief economist. "In addition, production and shipping delays are likely to slow down projects and the hiring associated with them."

From February 2020—the month before the pandemic caused projects to be halted or canceled—to February 2022, construction employment increased in 32 states and decreased in 18 states and the District of Columbia.

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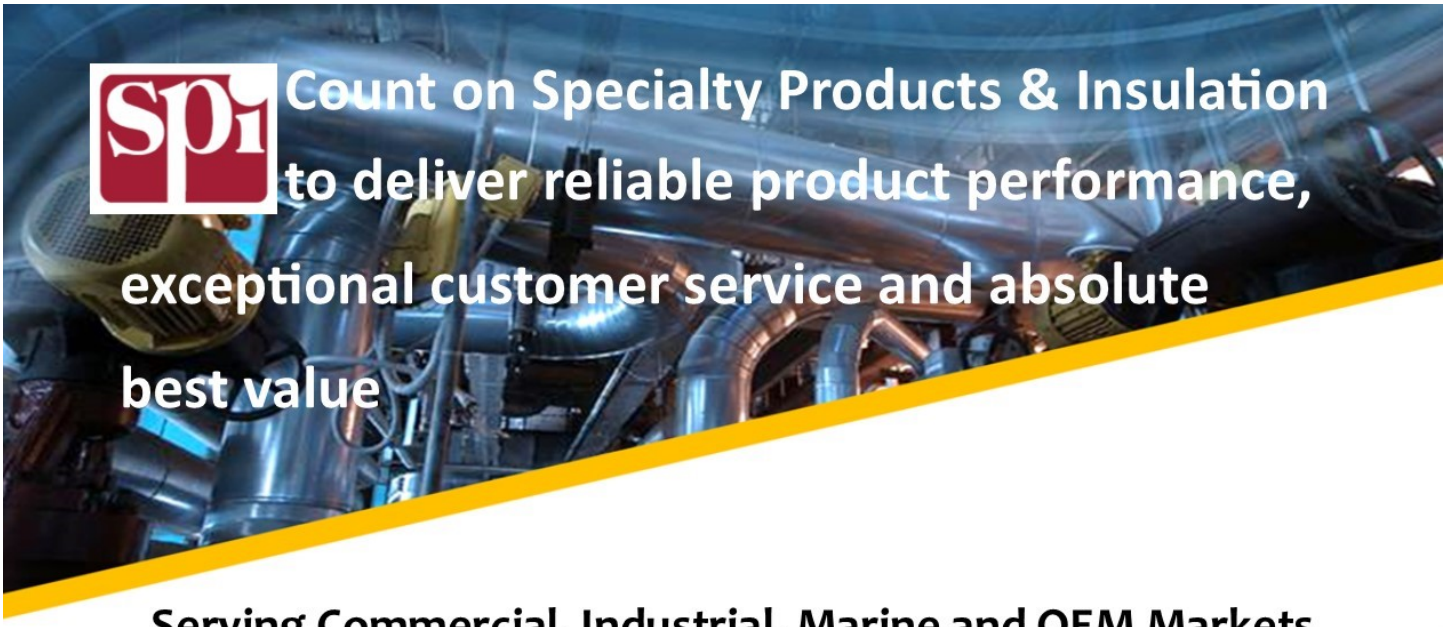

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FUTURE MICA MEETING DATES

65th Annual Spring Convention — June 19 — 22, 2022, Hyatt Regency Coconut Point Resort, Bonita Springs, FL.

Fall 2022 Annual Fall Business Meeting — October 13 & 14, 2022, Omaha Marriott Downtown, Omaha, NE.

2023 Winter Meetings — TBD

Summer Planning Meeting — August 8 & 9, 2022, Cheyenne Mountain Resort, Colorado Springs, CO.

66th Annual Spring Convention — June 19 — 22, 2023, Cheyenne Mountain Resort, Colorado Springs, CO.

Fall 2023 Annual Fall Business Meeting — October 2023, TBD, Omaha, NE.

68th Annual Spring Convention — June 16 — 19, **2025**, Hyatt Regency Coconut Point Resort, Bonita Springs, FL.

MICA MEMBER ADDRESS/INFO. UPDATES

Be sure to inform the MICA office of any changes or corrections to your listing for either the MICA Directory, e-mail correspondence or mailing address. **Even if you update your company listing on the MICA website, please inform the MICA office of the changes.** We try to be as current as possible with your help.

(Continued from page 9)

Florida added the most construction jobs since February 2020 (14,100 jobs, 2.4 percent), followed by Utah (13,600 jobs, 12.0 percent), Tennessee (11,400 jobs, 8.6 percent), and Missouri (9,500 jobs, 7.4 percent). Idaho had the largest percentage gain (13.1 percent, 7,200 jobs), followed by Montana (12.3 percent, 3,800 jobs), Utah, Tennessee, Mississippi (8.4 percent, 3,800 jobs), and Missouri.

New York shed the most construction jobs over two years (-26,500 jobs, -6.5 percent), followed by Texas (-19,700 jobs, -2.5 percent) and Pennsylvania (-16,000 jobs, -6.0 percent). The largest percentage losses were in North Dakota (-6.8 percent, -1,900 jobs), New York, Pennsylvania, and Oklahoma (-5.5 percent, -4,500 jobs).

From January to February, construction employment increased in 39 states, decreased in nine states and D.C., and was unchanged in Alaska and Louisiana. California added the most construction jobs (22,100 jobs, 2.5 percent), followed by Texas (5,900 jobs, 0.8 percent), Florida (5,500 jobs, 0.9 percent), and Tennessee (4,600 jobs, 3.3 percent). Rhode Island had the largest percentage gain (3.5 percent, 700 jobs), followed by Tennessee, Wyoming (3.1 percent, 700 jobs), Nebraska (2.7 percent, 1,500 job) and California.

Georgia lost the most construction jobs between January and February (-4,300 jobs, -2.1 percent), followed by Ohio (-2,800 jobs, -1.2 percent), Pennsylvania (-1,600 jobs, -0.6 percent), and Alabama (-1,200 jobs, -1.2 percent). Georgia also had the largest percentage decline, followed by decreases of -1.3 percent in D.C. (-200 jobs), and -1.2 percent in Alabama, Ohio, and Maine (-400 jobs).

Association officials said that while some of the contributing factors to rising materials prices--like the Russian invasion of Ukraine--were hard to predict, they urged federal officials to continue working to unsnarl supply chains and supply disruptions. They also urged public officials to give contractors greater flexibility in adjusting their prices to address recent, abrupt spikes in costs for key construction materials, like diesel.

"Construction firms won't be able to keep adding jobs in most parts of the country if rising materials prices turn every successful project into a financial loss," said Stephen E. Sandherr, the association's chief executive officer. "Getting our supply chain moving efficiently again won't be easy, but it is essential to the strength of the construction sector and the overall economy."

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TOTAL CONSTRUCTION STARTS INCREASE IN FEBRUARY

HAMILTON, NJ — March 16, 2022 — Total construction starts rose 9% in February to a seasonally adjusted annual rate of $1.013 trillion, according to Dodge Construction Network. Nonresidential building starts swelled 32% due to the start of three large manufacturing facilities. By contrast, residential starts fell 3%, and nonbuilding starts fell by less than 1%. Without the three large manufacturing projects, total construction would have declined 6% in February.

Year-to-date, total construction was 14% higher in the first two months of 2022 than in the same period of 2021. Nonresidential building starts jumped 39%, nonbuilding starts rose 4% and residential starts gained 5%. For the 12 months ending February 2022, total construction starts were 16% above the 12 months ending February 2021. Nonresidential starts were 23% higher, residential starts gained 19% and nonbuilding starts were up 1%.

"The manufacturing sector has been an important success story for construction since the pandemic began," stated Richard Branch, chief economist for Dodge Construction Network. "Domestic producers are expected to seek more control over their supply chains in the future, so that aspect of construction should continue to flourish. However, as evident in February's data, other sectors are struggling to gain traction in the face of high material prices and worker shortages. The conflict in Ukraine will continue to put upward pressure on costs, making the sector's recovery more tenuous in 2022."

Below is the breakdown for construction starts:
Nonbuilding construction starts fell by less than 1% in February to a seasonally adjusted annual rate of $198.4 billion. Utility/gas plant starts rose 66% over the month, while environmental public works starts fell 23%. Starts for highways and bridges, as well as for the miscellaneous nonbuilding category, each fell by less than 1% in February.

For the 12 months ending February 2022, total nonbuilding starts were 1% higher than in the 12 months ending February 2021. Environmental public works starts were up 16% and utility/gas plant starts rose 7%. Highway and bridge starts were up 2% on a 12-month rolling sum basis, while miscellaneous nonbuilding starts were 26% lower.

The largest nonbuilding projects to break ground in February were the $492 million Cardinal-Hickory Creek transmission line in Middleton, WI, a $385 million solar farm in Ventress, LA, and the $350 million Sapphire Sky wind farm in Farmer City, IL.

Nonresidential building starts jumped 32% in February to a seasonally adjusted annual rate of $385.6 billion. Manufacturing starts more than doubled as three large plants got underway. If not for these three projects, total nonresidential starts would have lost 15%. In February, commercial starts fell 8%, and institutional starts lost 22%.

For the 12 months ending February 2022, nonresidential building starts were 23% higher than in the 12 months ending February 2021. Commercial starts were up 17%, institutional starts rose 12% and manufacturing starts advanced 143% on a 12-month rolling sum basis.

The largest nonresidential building projects to break ground in February were the $10 billion Intel chip fabrication plants in Chandler, AZ, U.S. Steel's $1.5 billion steel mill in Osceola, LA, and Intel's $550 million renovation of the Rio Rancho, NM, semiconductor facility.

Residential building starts fell 3% in February to a seasonally adjusted annual rate of $429 billion. Single family starts lost 4%, but multifamily starts increased 2%.

For the 12 months ending February 2022, residential starts improved 19% from the 12 months ending February 2021. Single family starts were 14% higher, while multifamily starts were 31% stronger on a 12-month rolling sum basis.

The largest multifamily structures to break ground in February were the $400 million 400 Central condos in St. Petersburg, FL, the $220 million Journal Squared apartments in Jersey City, NJ, and the $147 million Miami World Tower building in Miami, FL.

Regionally, total construction starts in February rose in the Midwest, South Atlantic and West regions, but fell in the Northeast and South Central.

MONTHLY CONSTRUCTION STARTS

(Millions of Dollars, Seasonally Adjusted Annual Rate)

	Feb 2022	Jan 2022	% Change
Nonresidential Building	$385,622	$293,002	32
Residential Building	428,992	440,058	-3
Nonbuilding Construction	198,432	198,587	0
Total Construction	$1,013,046	$931,647	9

YEAR-TO-DATE CONSTRUCTION STARTS

Unadjusted Totals, in Millions of Dollars

	2 Mos. 2022	2 Mos. 2021	% Change
Nonresidential Building	$50,846	$36,673	39
Residential Building	64,644	61,823	5
Nonbuilding Construction	28,946	27,842	4
Total Construction	$144,436	$126,337	14

Source: Dodge Construction Network

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DODGE MOMENTUM INDEX RECOVERS IN FEBRUARY

HAMILTON, N.J. – March 8, 2022 — The Dodge Momentum Index increased 4% in February to 158.2 (2000=100), from the revised January reading of 151.9. The Momentum Index, issued by Dodge Construction Network, is a monthly measure of the initial report for nonresidential building projects in planning, which have been shown to lead construction spending for nonresidential buildings by a full year. In February, institutional planning rose 9%, and commercial planning moved 1% higher.

The Dodge Momentum Index rebounded from three consecutive monthly declines that followed a 14-year high in October 2021. Much of February's gain was due to a sizeable jump in the institutional component, as more education and healthcare projects entered planning. Commercial planning remained solid thanks to office and warehouse projects. When compared to February 2021, the overall Momentum Index was 11% higher in February 2022. The institutional component was up 37%, while the commercial component was down 1% on a year-over-year basis.

A total of 22 projects with a value of $100 million or more entered planning in February. The leading institutional projects were a $500 million first phase of the OC Vibe recreation and mixed-use space in Anaheim, CA, and the $299 million Kaiser Roseville Medical Center in Roseville, CA. The leading commercial projects were the $500 million Potomac Technology Park data center in Manassas, VA, and a $175 million Chick-fil-A refrigerated warehouse in Hutchins, TX.

February's increase in the Dodge Momentum Index suggests that the construction sector continues to weather the storm of higher material prices and labor scarcity and is looking past the pandemic's unique issues for projects like schools and offices. As the pipeline of projects awaiting groundbreaking fills, a more even and pronounced recovery in construction starts will take hold.

DODGE MOMENTUM INDEX

(2000=100, Seasonally Adjusted)

	Feb-22	Jan-22	% Change
Dodge Momentum Index	158.2	151.9	4.2%
Commercial Building	177.0	174.8	1.3%
Institutional Building	135.0	123.6	9.2%

Source: Dodge Construction Network

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MATERIALS PRICES FOR NONRESIDENTIAL CONSTRUCTION SOAR 21 PERCENT FROM FEBRUARY 2021 TO FEBRUARY 2022; ASSOCIATION WARNS OF MORE COST INCREASES

Prices of construction materials used in new nonresidential construction jumped more than 21 percent from February 2021 to February 2022, according to an analysis by the Associated General Contractors of America of government data released today. The association noted that more recent price announcements made after the February data was collected suggest contractors are experiencing even worse cost pressures this Spring.

"Even though the February numbers represent some of the highest year-over-year price increases ever recorded, they have already been surpassed by even steeper price hikes since the war in Ukraine broke out," said Ken Simonson, the association's chief economist. "Since the time these prices were collected, multiple increases have taken effect for metals, fuel, and trucking, while supply chains have become even more snarled."

The producer price index for inputs to new nonresidential construction—the prices charged by goods producers and service providers such as distributors and transportation firms—increased by 2.0 percent from January to February and 19.1 percent over the past 12 months. In comparison, the index for new nonresidential construction—a measure of what contractors say they would charge to erect five types of nonresidential buildings—climbed by 0.6 percent for the month and 17.0 percent from a year earlier.

Prices climbed at double-digit rates for nearly all categories of inputs in the cost index, Simonson noted. The price index for diesel fuel leaped 57.5 percent over 12 months. The index for steel mill products climbed 74.4 percent. The index for aluminum mill shapes jumped 37.3 percent. The index for plastic construction products rose 35.6 percent over 12 months.

In addition, year-over-year increases exceeded 20 percent for the indexes covering copper and brass mill shapes, 24.4 percent; lumber and plywood, 22.5 percent; asphalt and tar roofing and siding products, 22.5 percent; gypsum products, 20.7 percent; and architectural coatings, 20.3 percent. Other inputs with double-digit increases for the past 12 months include truck transportation of freight, 19.1 percent; insulation materials, 17.8 percent; concrete products, 10.0 percent, and flat glass, 10.0 percent.

Association officials said rising materials prices and tight labor market conditions are forcing contractors to charge more to build projects. They warned however that further price increases could undermine demand for some construction projects, threatening the sector's recovery. They called for new efforts to ease supply chain backups and urged public officials to allow change orders to reflect the rapid escalation in materials prices.

"At some point projects will no longer pencil out as contractors have to raise bid prices to keep pace with the rapid inflation in materials costs," said Stephen E. Sandherr, the association's chief executive officer. "Public officials can help by giving contractors more flexibility to adjust contract amounts to keep pace with spiking materials prices."

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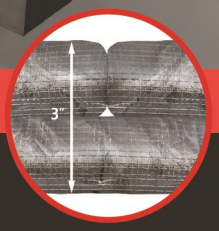

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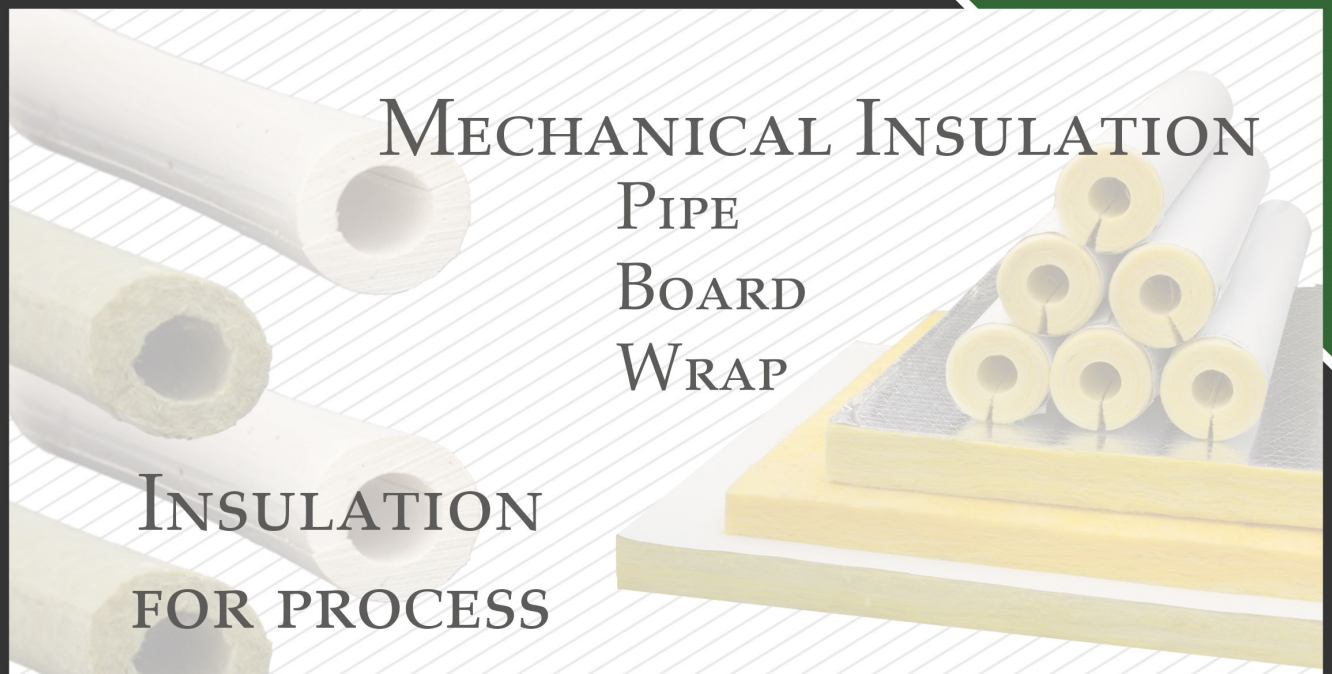

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WAREHOUSE/DISTRIBUTION CENTERS LEVERAGE CONNECTED TECHNOLOGIES TO MEET SURGING DEMAND

New study shows that new and renovated facilities are increasingly sophisticated while also adapting to become safer and more sustainable workplaces

HAMILTON, N.J--Dodge Construction Network, in partnership with LiftMaster® today released a new *SmartMarket Brief* entitled *The Connected Warehouse* that focuses on the rapidly growing market for sophisticated and technologically connected warehouse/distribution centers in the US.

Dodge is currently forecasting $53 billion of construction starts in the US warehouse/distribution center market in 2022, up 1400% since 2010 and representing over one-third (36%) of the entire US commercial construction sector this year.

Driven by strong consumer demand in the economy and the explosion of e-commerce retailing, these facilities are deploying sophisticated technologies to optimize performance and respond to changing demands. In addition, they are round-the-clock workplaces for a growing number of employees and require increasing levels of energy, security and safety management.

Based on a survey of several hundred industry professionals who create these facilities, the report addresses investment drivers, locational trends, deployment of connected technologies, worker safety and amenities, sustainability initiatives and ways in which design and construction are adapting to support these dynamic needs.

"LiftMaster is pleased to work with Dodge on this important research," said Jenny Lytle, General Manager, Commercial Emerging Business. "Managing a warehouse with multiple access points and loading docks can be a stressful and demanding job; any inefficiencies can result in increased expenses or safety issues. LiftMaster has installed connected gates, doors, and docks and myQ Facility and Dock Management software within warehouse/distribution centers across the United States. We have seen firsthand how our cloud-based solutions have provided warehouse managers with an easier way to monitor warehouse doors and docks and collect real-time insight around daily operations, enabling them to make smarter, data-driven decisions."

"We hope that sharing these key findings across the industry will accelerate the advancement of these critical facilities and provide a baseline for future studies to track progress," added Lytle.

Key findings include:
Investments are driven by the need for flexibility to accommodate higher volumes and changing business models. Fluctuating demand, rapidly changing product lines and evolving business models such as On-Demand Warehousing are driving the need to invest in retrofits and new projects.

Facilities are increasingly close to urban centers. All regions of the country report increases in the percentage of projects located in or near urban centers to support rapid delivery expectations from consumers.

(Continued on page 26)

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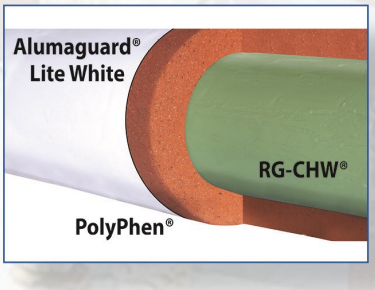

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(Continued from page 23)

Connected automation systems are proliferating at loading docks. 77% of respondents report automation of operational and handling processes at loading docks on their recent projects, with as many as 88% citing use of one of the four specific systems studied.

Connected technology systems are being deployed facility wide. In addition to the widespread automation of operational and handling processes throughout these facilities, between 60% and 82% of respondents report installation of data-capturing smart controls, A/V and light communications, and security and access control/tracking systems on their recent projects.

Worker amenities and safety are increasingly important, especially in a tight labor market. All regions report increases in a wide variety of employee amenities and 88% of respondents say owners place a high priority on employee safety when planning their facilities.

Over two-thirds of owners (68%) are interested in creating zero-carbon facilities. Sustainability is important, with high percentages of owners interested in minimizing both energy use and operational waste in their facilities as well as creating zero-carbon buildings. Many are also seeking LEED certification and incorporating a wide variety of green products and materials.

Technology is being applied to the design and construction process. Respondents report using technologies such as BIM (building information modeling), software to model energy use and software to simulate operations in the facility to be built during the design and construction process. Many studies by Dodge show that these tools can help to accelerate project delivery, control costs and achieve quality goals, so similar results can be expected in this sector as well.

"Warehouses were once seen as a quiet backwater in the overall commercial construction sector," says Steve Jones, Senior Director of Industry Insights at Dodge Construction Network. "But the market has literally exploded in the past few years, and these facilities are becoming increasingly complex and sophisticated. We are glad to have the opportunity to explore this in depth and hope the report raises industry awareness and expertise around these important elements of our economy."

The report also features an extensive interview with Tripp Eskridge, Managing Director of Project Management from CBRE who brings a unique perspective from more than 30 years of experience managing the design and construction process for industrial facilities such as these.

The SmartMarket Brief that contains the full findings of the study and the interview can be downloaded for free at the Dodge Analytics website.

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