



RECORD BACKLOG FOR THE COMPANY MEANS BUSY PRODUCTION SCHEDULE

As of the end of 2023, Smith-Midland has a backlog of over \$60 Million between all three plants and Concrete Safety Systems (CSS).

“We are highly optimistic about our prospects thanks to our internal initiatives to increase our sales funnel and the multiple tailwinds across our industry. Overall, we are well-positioned to generate further top and bottom-line

growth, and ultimately deliver long-term stability and growth opportunity for our employees and shareholders,” said Ashley Smith, Chairman and Chief Executive Officer of Smith-Midland. “Demand for our specialized, innovative product offerings remains high, and our success in converting the increased levels of bidding activity into secured contracts has expanded and continues to drive our strong backlog of \$60.2 million.”

ARCHITECTURAL PRECAST CLADDING TO GIVE BALTIMORE HARBOR TUNNEL VENT BUILDINGS NEW LIFE

SMC has begun initial production on a \$6.8M architectural precast panel project for the Baltimore Harbor Tunnel for Maryland Transportation Authority (MDTA). The existing vent buildings, built in 1957, will have their existing cladding removed and then re-clad with Smith-Midland’s architectural precast concrete panels, designed with a thin-brick cast into the face of the panels.

These buildings provide a valuable service to the tunnel and the project requires a large amount of coordination of resources, starting with the removal of the existing cladding. As the contractor uncovers the existing structure, our new design/drawings will have to ensure that our panel connections match with them seamlessly.

CSS - I-81 PROJECT



SMITH-MIDLAND SUPPLYING J-J HOOKS BARRIER FOR I-81 PROJECT IN VIRGINIA

J-J Hooks precast concrete barrier is the industry preferred temporary barrier system and can be utilized as free-standing, bolted, or pinned based on job site requirements. The J-J Hooks system is self-aligning and eliminates the need for loose hardware, resulting in quicker installation process. If reconfiguration is needed, removal of one barrier can be done without disturbing adjacent barriers, saving money and labor hours. This project requires around 40,000 LF of J-J Hooks free-standing barrier, which will be manufactured and delivered to the jobsite just south of Harrisonburg.

“There are multiple projects along I-81 in Virginia that our MASH approved J-J Hooks barrier is utilized, bringing enhanced safety and security to the highway workers and lane direction to the drivers. We look forward to future projects along this interstate as we continue to support the I-81 Corridor Improvement Program.” said Ashley Smith, Chief Executive Officer and President of Smith-Midland.

Smith-Midland will be working with Kokosing Construction Company, Inc., who are based out of Ohio.



Test Panels to match the current design

EMPLOYEE NEWS

PROMOTION:

STEPHANIE POE - Chief Financial Officer
BRANDON DUFFEL - VP of Operations
BRITTANY MESSICH - Accounting Manager
MIRKA ARTHUR - Accounts Payable
CLAY CALLIHAN - CSS Sales Manager
LILIAN RAY - Purchasing

SPECIAL MENTION:

WILLIAM GARCIA - Master Precaster



Stephanie



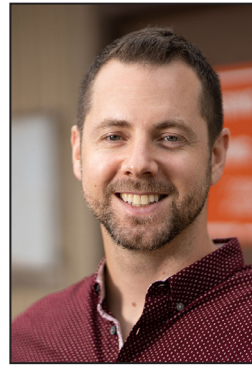
Brandon



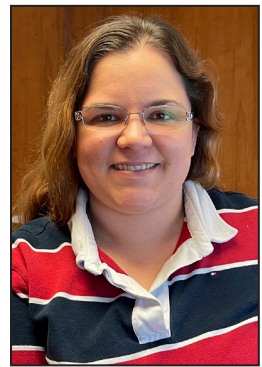
Brittany



Mirka



Clay



Lilian



CONCRETE SAFETY SYSTEMS

VINT HILL ROAD AND RT. 29 INTERSECTION

Concrete Safety Systems (CSS) played a large role in the reworking of the Vint Hill Road and Rt. 29 intersection in New Baltimore, VA, with the rental of over 2,000 linear feet of J-J Hooks Precast Concrete Barrier. The barrier directed drivers into new lanes as one left turn lane turned into two, creating less build-up of traffic along the heavily traveled section of Route 29.

J-J Hooks precast concrete barrier is the industry preferred temporary barrier system and can be utilized as free-standing, bolted, or pinned based on job site requirements.

\$3.8M J-J HOOKS RENTAL CONTRACT (CSS) FOR I-64

Concrete Safety Systems (CSS) has begun renting its J-J Hooks precast concrete barrier to the Virginia Department of Transportation (VDOT), as part of the I-64 Gap Widening Project in New Kent County, Virginia, just East of Richmond. CSS has been delivering and installing up to 4,000 linear feet of barrier per night.



PLANT PROJECTS/NEWS

VIRGINIA PLANT/CORPORATE - MIDLAND, VA

NEW PATENT: FIRE BLOCKING SYSTEM Smith-Midland obtained a patent for a proprietary, precast panel fire blocking system, that will be sold under the EASI-SET name. The patent of the innovative fire-blocking system, invented by Ashley Smith, was assigned to EASI-SET on November 8, 2022.

The system includes a fire-proof block, which is held in place between beams and designed to delay or prevent fire and smoke from passing through to the other side. The panel reduces the number of fire-proofing materials required while simultaneously improving the fire-blocking capabilities of the building panels to meet building codes.

PORT OF VIRGINIA TO UTILIZE PRECAST MANHOLES Smith-Midland has begun production in their Virginia plant for \$1.1 Million of precast concrete Utility Manholes for the North Norfolk International Terminal Optimization Project, in Norfolk, Virginia. The redevelopment project, consisting of over 74 acres of terminal property, will include multiple underground precast concrete utility boxes for electrical and communication uses. The utility manholes will also include cast iron frames and covers, all of which will be delivered to the site. Production and delivery of the boxes is set to last through 2024.



NEW BOARD MEMBERS APPOINTED Read Van de Water and Matthew Smith have been appointed to Smith-Midland's Board of Directors.

NORTH CAROLINA PLANT - REIDSVILLE, NC

NORTH CAROLINA PLANT DOUBLING IN SIZE Smith-Midland North Carolina is investing almost \$2 million to expand its production facility to 30,000 square feet, including the addition of a 20-ton crane. This expansion will allow Smith-Midland to continue growing its market share in the Southeast region. The expansion is to the west end of their facility at 654 Freeway Drive, Reidsville.

NORTH CAROLINA HAD MORE BUILDING SALES THAN VIRGINIA FOR THE FIRST TIME IN HISTORY! North Carolina sold 77 precast buildings while Virginia sold 64. Congrats to North Carolina!

SOUNDWALL GOING IN ON I-74 IN NORTH CAROLINA The \$6.6 Million contract for a section of the new Interstate 74 Northern Beltway around Winston-Salem in Forsyth County, NC, will require over 330,000 square feet of soundwall with an ashlar stone finish on both sides of the wall along with more than 850 precast soundwall columns, as well as more than 31,000 linear feet of J-J Hooks concrete barrier.



SOUTH CAROLINA PLANT - COLUMBIA, SC

NEW BMW PLANT EXPANSION The over \$2.1 million contract will produce and install custom precast panels, adding ten new additions around the existing building which will be used for the manufacture of electric BMW vehicles. Production and installation of the panels is expected to be complete mid-2024.

This is the third project that the team at Smith-Midland – South Carolina has produced for the BMW campus expansions throughout South Carolina. They will be working with General Contractors Turner Construction Company for this latest contract.

LARGEST SALES BACKLOG IN SOUTH CAROLINA PLANT HISTORY

\$15M over the next 2-3 years

Over \$1M in Easi-Set Buildings

\$11M In Transportation/SoundWalls

\$2-3M in Commercial Buildings

SLENDERWALL PROJECTS/NEWS



MISSISSIPPI COURTHOUSE

SMITH-MIDLAND - Smith-Midland manufactured and installed over 18,000 sq. ft. of white acid-etch-finished panels at the Federal Courthouse in Mississippi. The federal courthouse is located on a 2.5-acre site near the east bank of the Mississippi River in Greenville, MS. The facility will have two courtrooms and house three judicial chambers; U.S. District Court, U.S. Clerk of the Court for the Northern District of Mississippi, U.S. Magistrate Court as well as be the location for the; U.S. Marshals, U.S. Probation, Federal Public Defender, U.S. Attorneys and GSA. Completion is scheduled for mid-2024.



ATRIUM HEALTH - WAKE FOREST BAPTIST HOSPITAL

SMITH-MIDLAND - The \$4.5 million project containing more than four hundred SlenderWall Architectural precast panels with a white acid-etch finish with vertical reveals, for the new care tower on the Atrium Health Wake Forest Baptist Hospital campus in Wake Forest, North Carolina is currently being installed.

Architect Rendering of final building design

SLENDERWALL RENEWS COMPLIANCE FOR HIGH VELOCITY HURRICANE ZONES

SMITH-MIDLAND - The Florida Building Code Commission has renewed its approval (NOA: 27.078.05) for Easi-Set's proprietary product, SlenderWall, for use in Miami-Dade County and other areas where allowed by Authority Having Jurisdiction (AHJ). SlenderWall precast building panels consistently pass testing performed by certified independent laboratories using nationally recognized standards and methods in; wind, fire, sound, blast, water, structural, seismic and air trials. This approval renewal is transferrable to other states with similar requirements for building codes.



NEW BATCH PLANT FOR SOUTH CAROLINA

Work is beginning on the new batch plant at our South Carolina plant in Columbia, SC. It will provide much more efficiency with the production of barrier, buildings, soundwall, retaining walls and more.

We are looking forward to tackling that historic backlog of projects at our South Carolina Plant!



SMITH-MIDLAND[®]
EXCELLENCE IN PRECAST CONCRETE

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