



*The United States Roofing Industry
in an Uncertain Environment*

Kyle Thomas
National Roofing Contractors Association

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education

technology

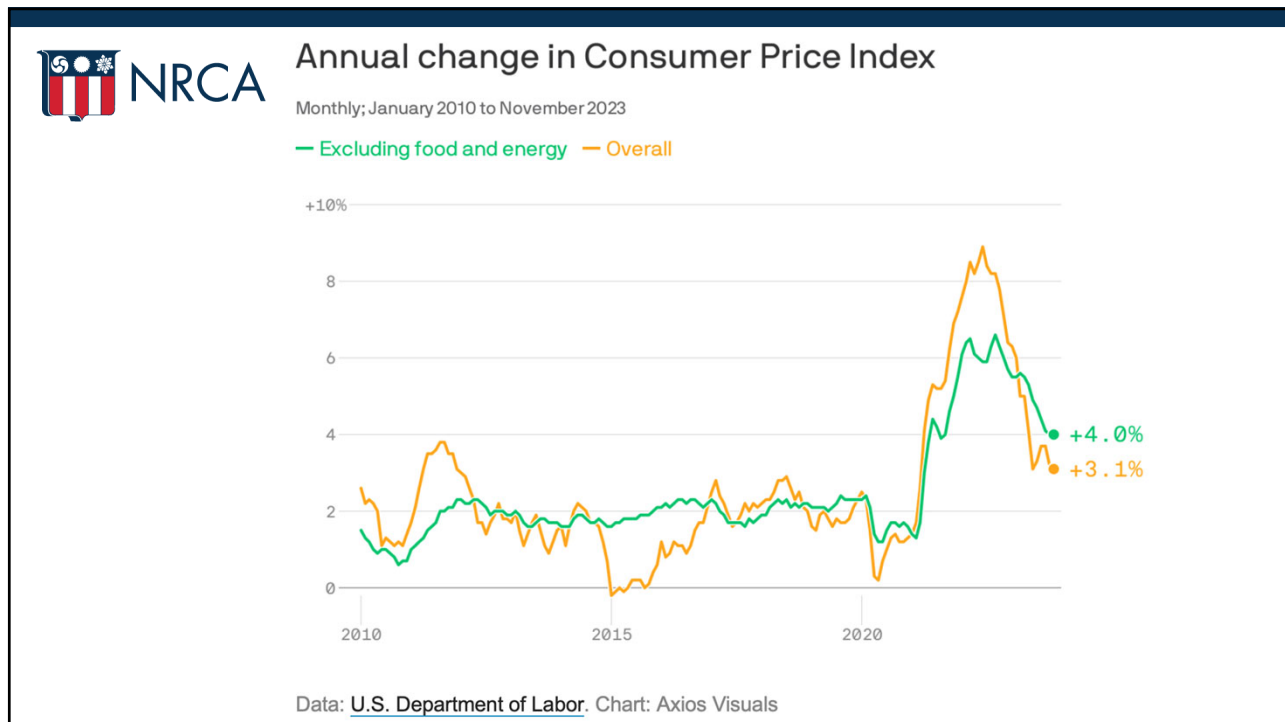
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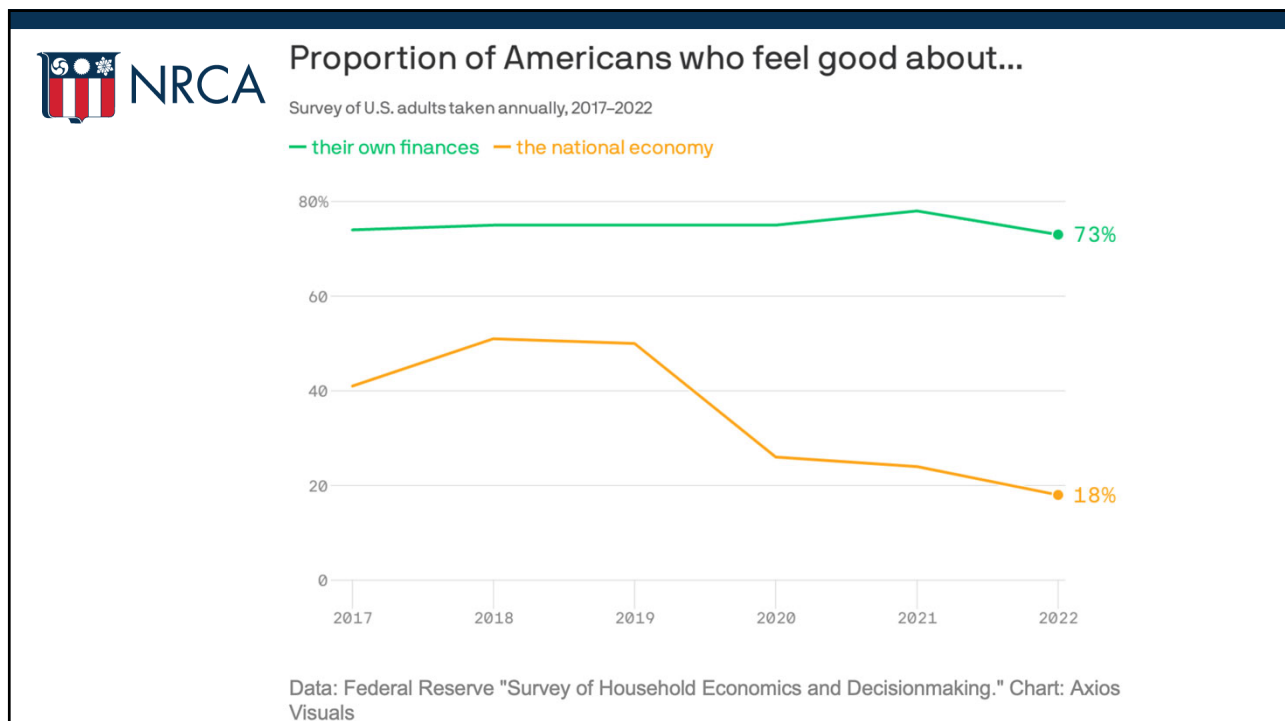


The Economy...

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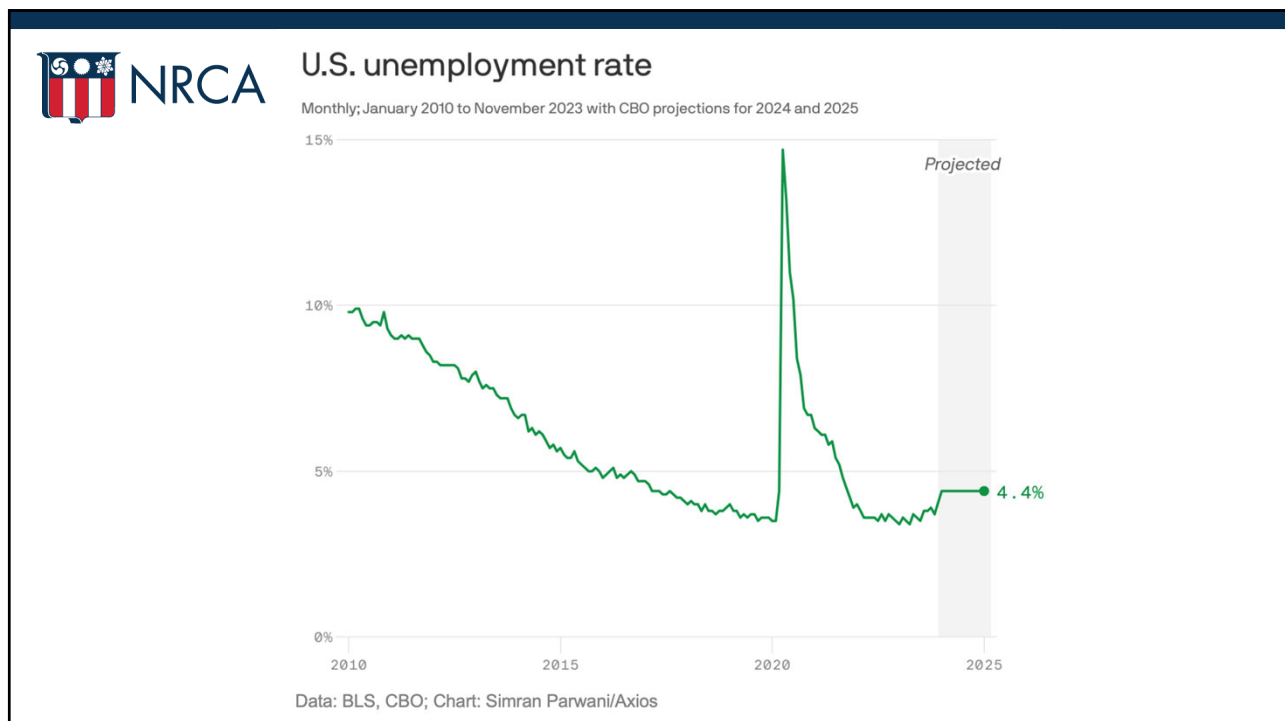
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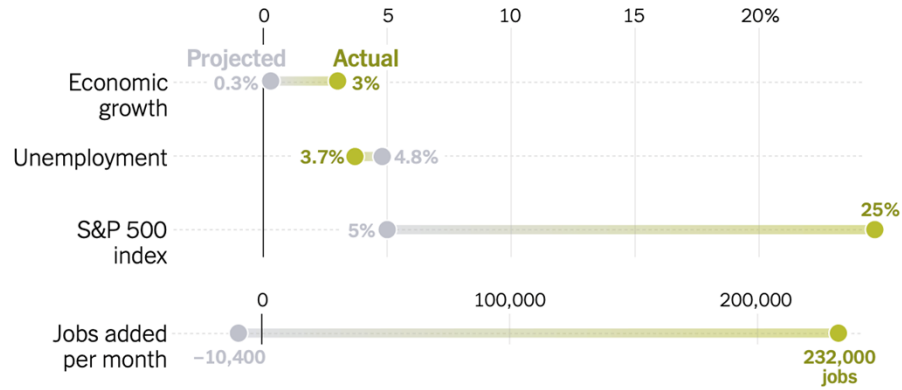
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What Experts Thought Would Happen vs. What Actually Happened



Sources: Bureau of Labor Statistics, Bureau of Economic Analysis, Atlanta Fed GDPNow, Bloomberg, Wall Street Journal Economic Forecasting Survey - Note: The 2023 G.D.P. figure is constructed using the first three quarters of real data, along with the Atlanta Fed GDPNow estimate for the fourth quarter. Inflation and unemployment data through November.

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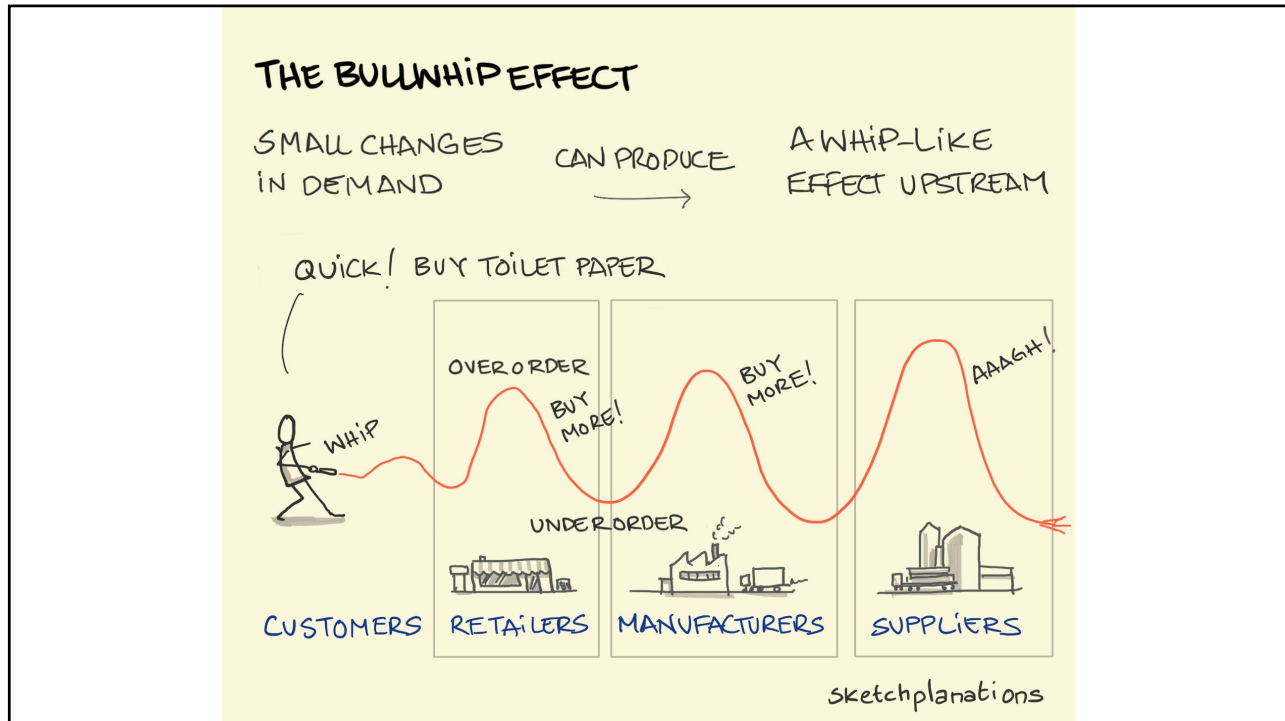


Industry Outlook: Supply chain

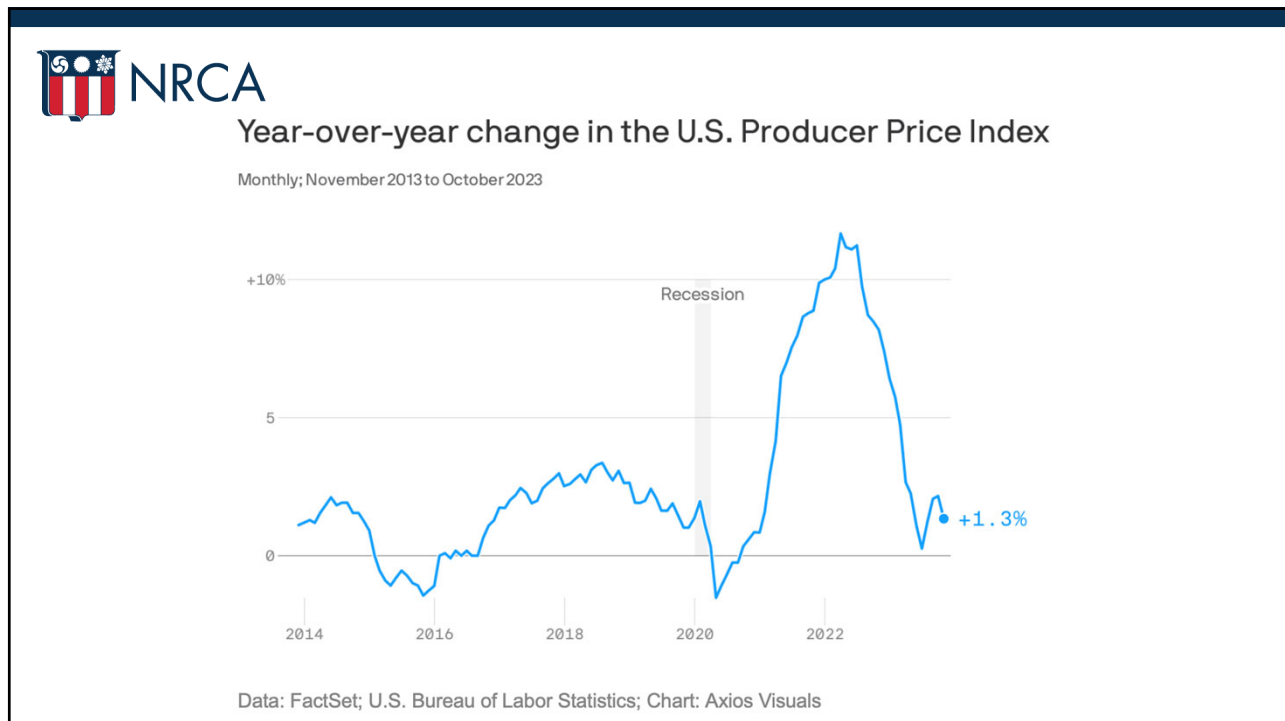
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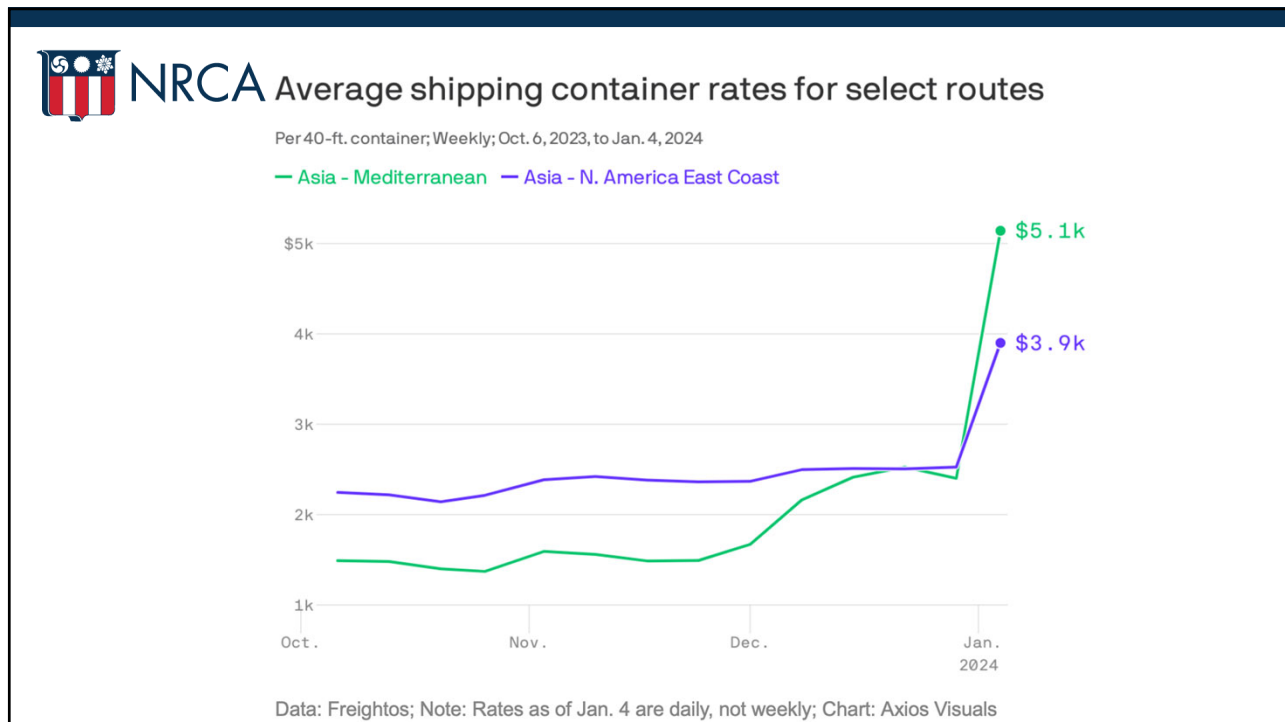
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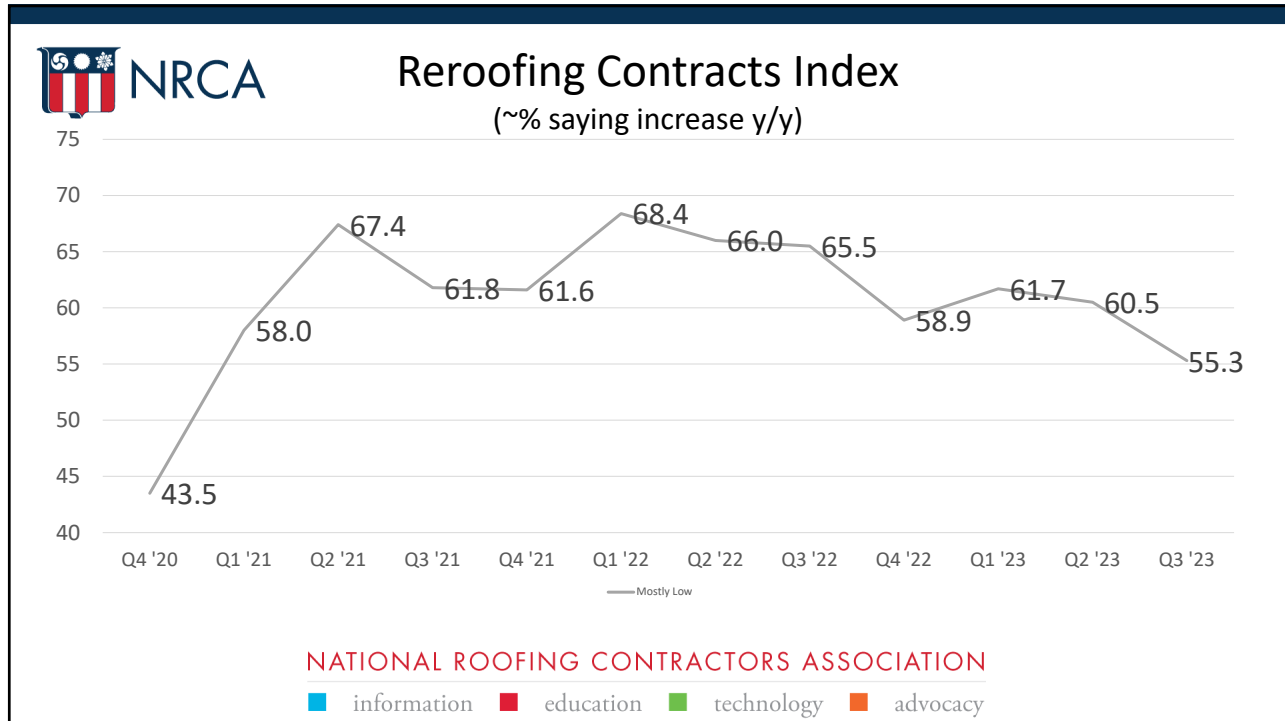
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Industry Outlook: Demand

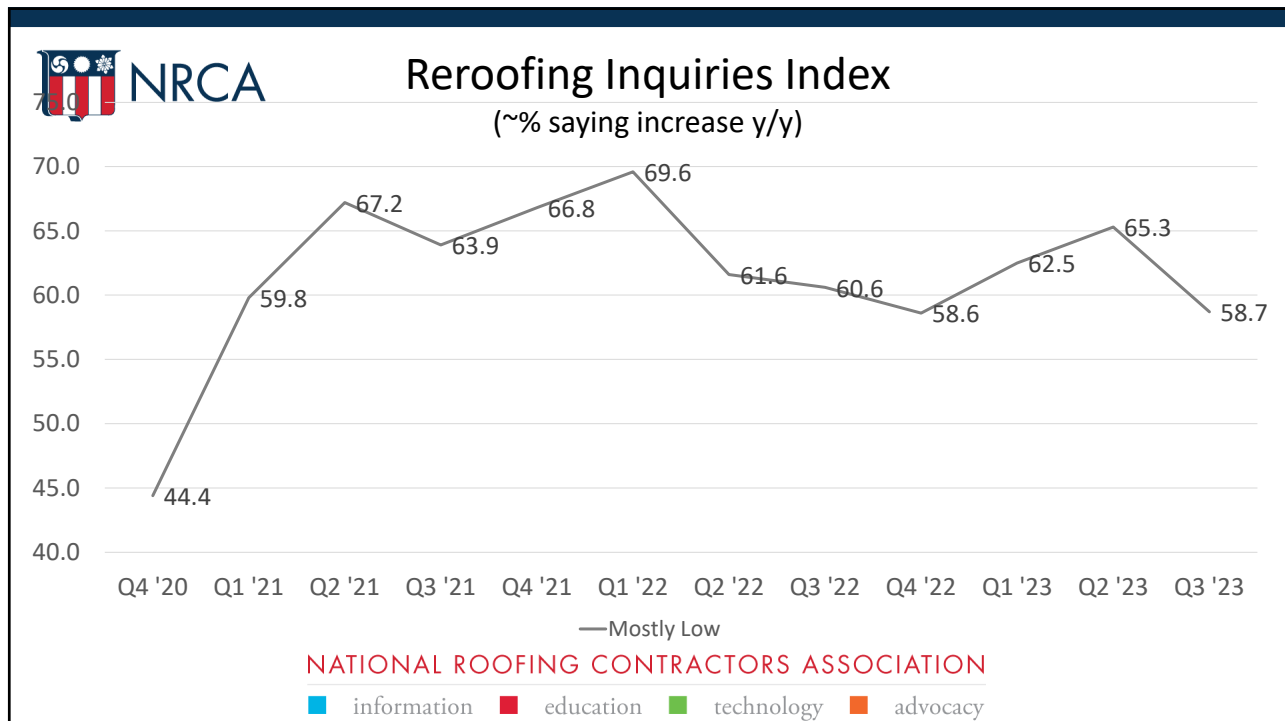
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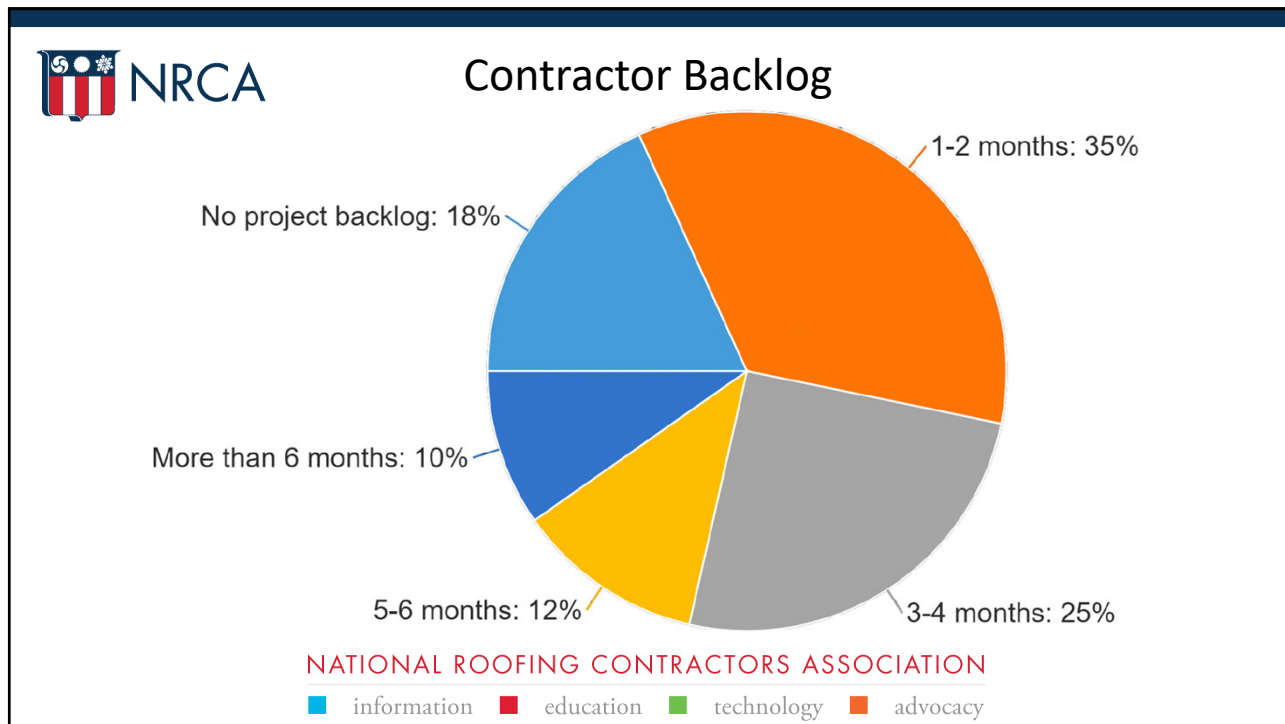
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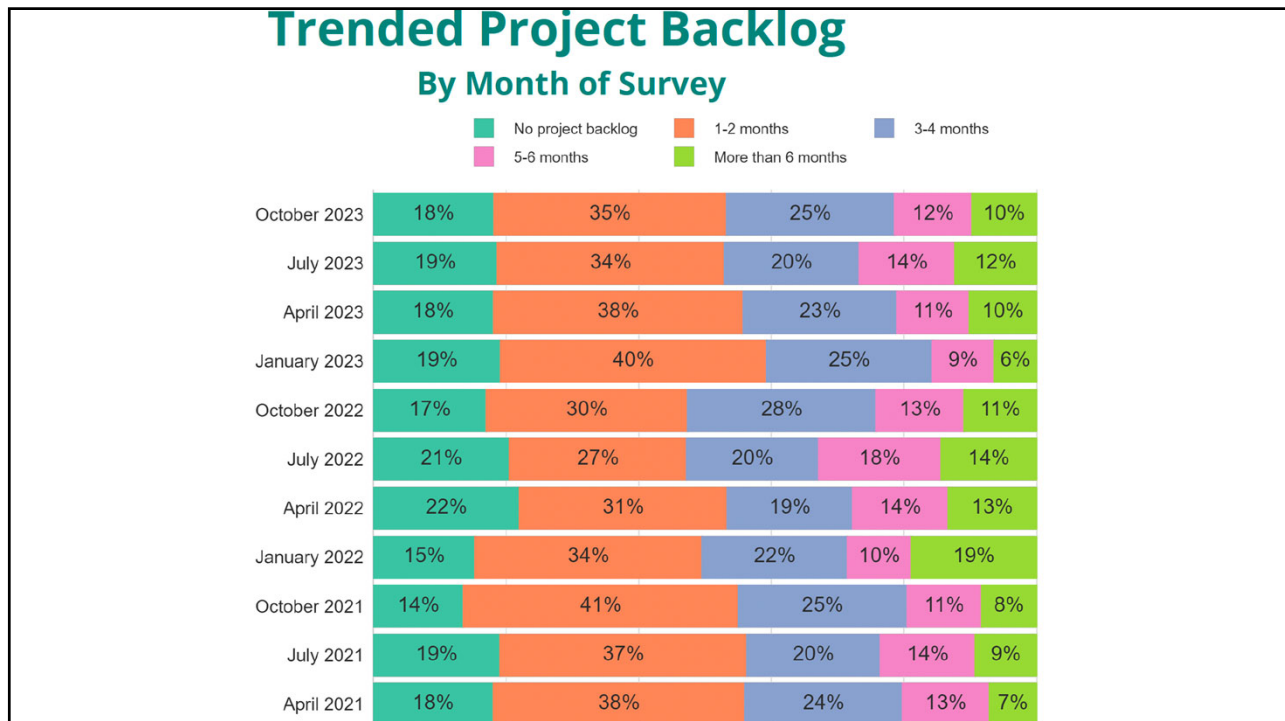
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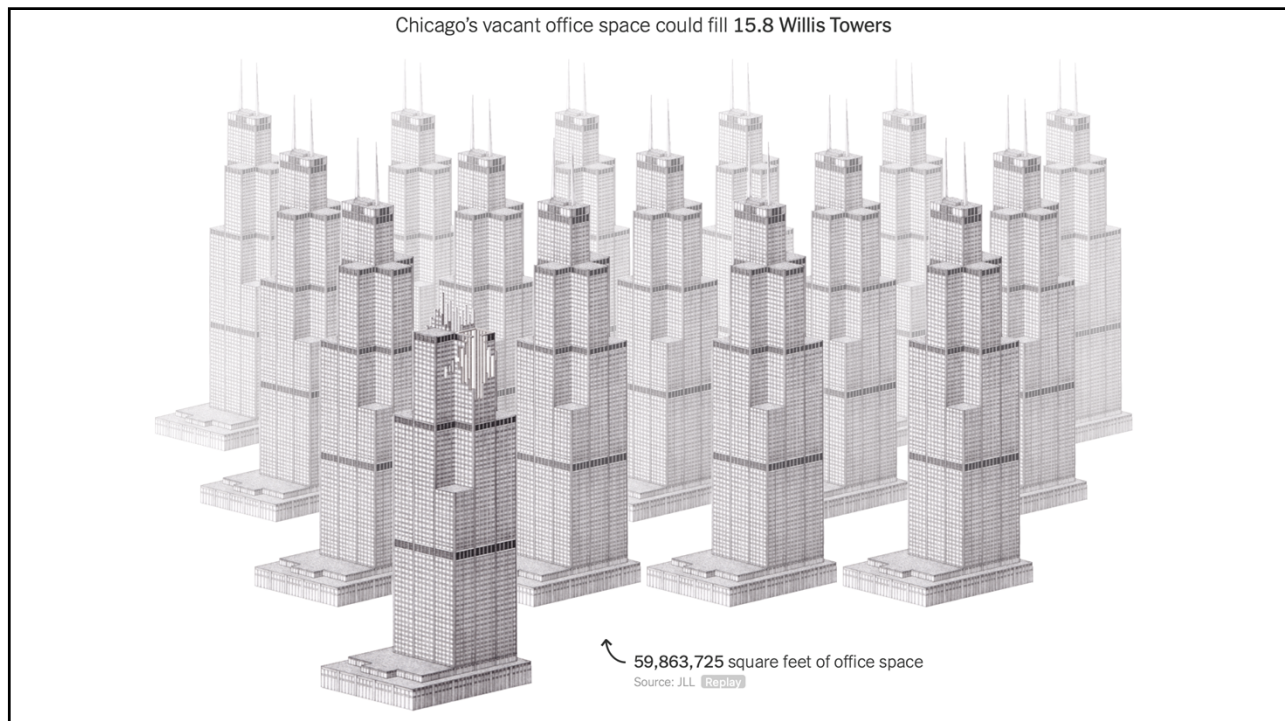
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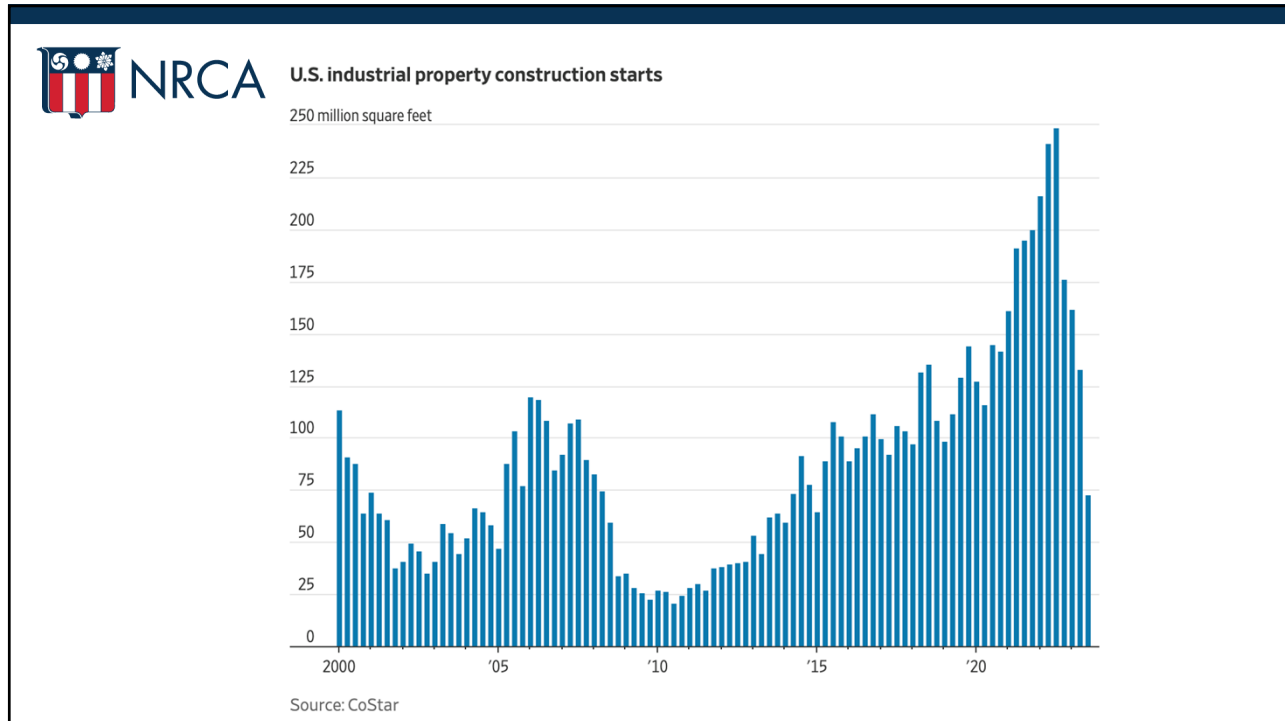
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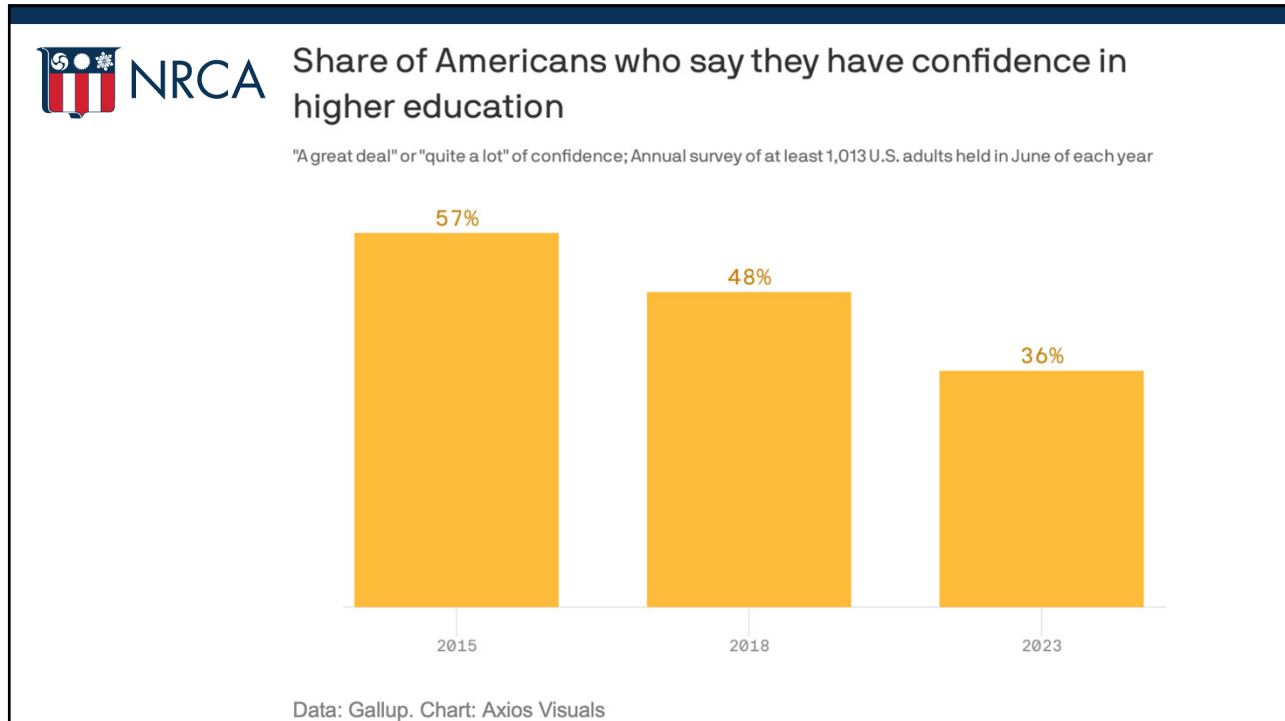
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Industry Outlook: Workforce

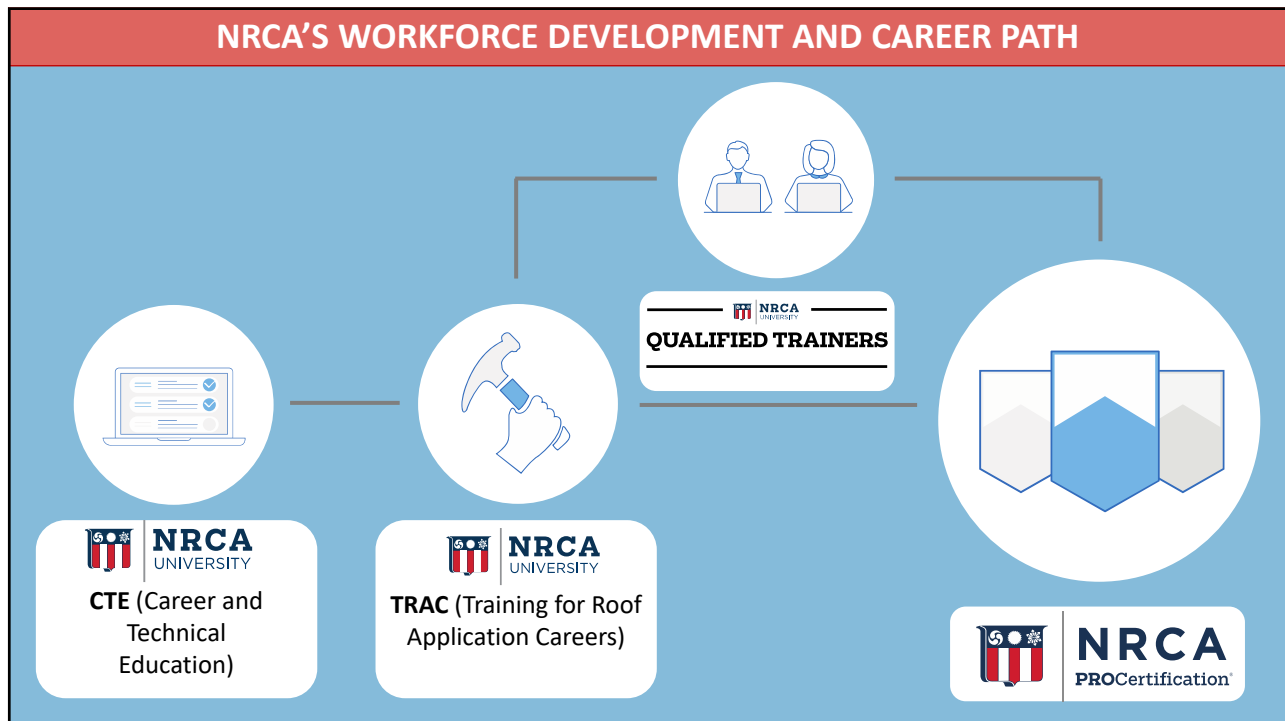
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Additional Long-term Trends



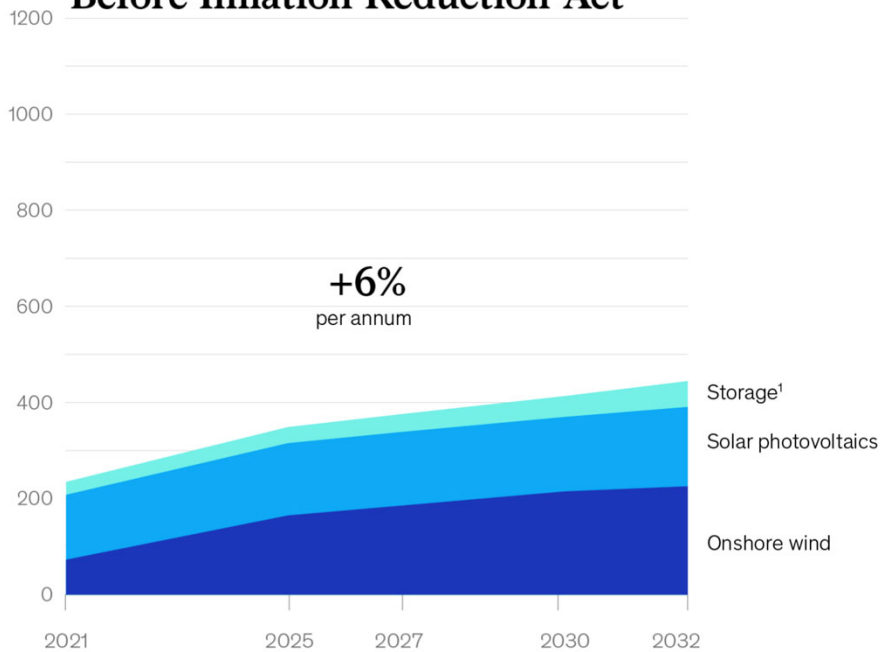
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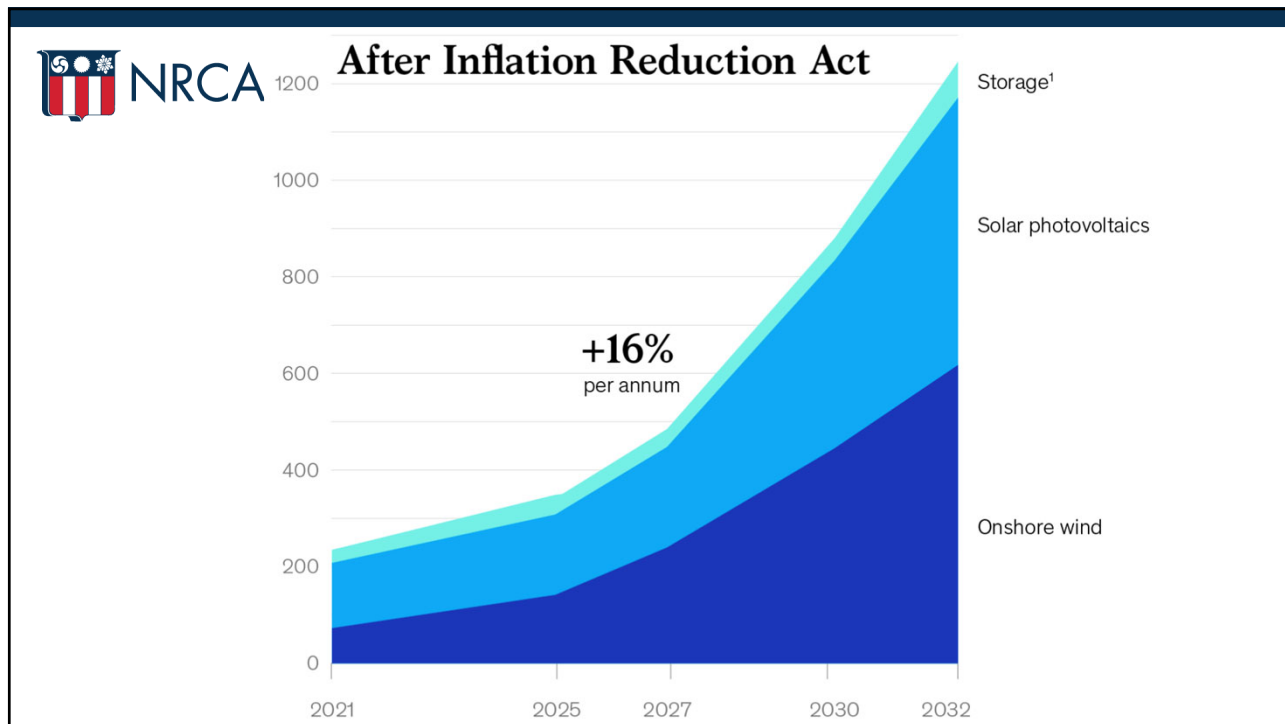
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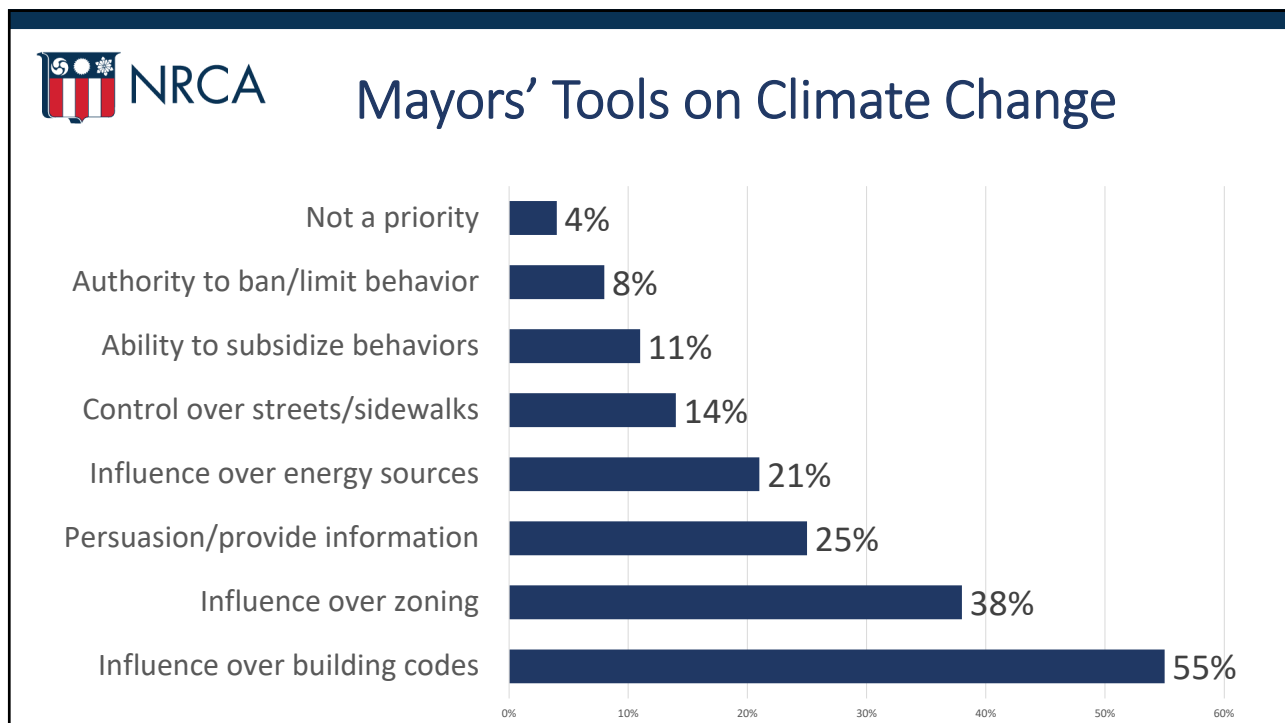
Before Inflation Reduction Act



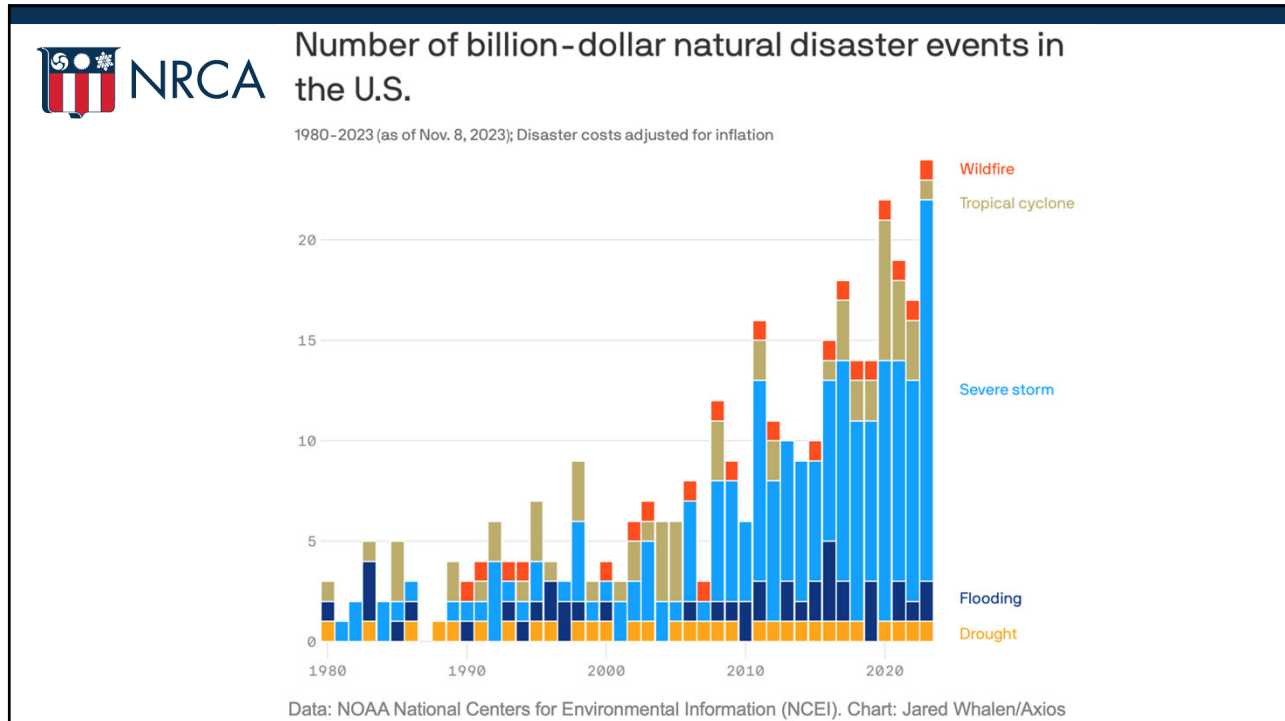
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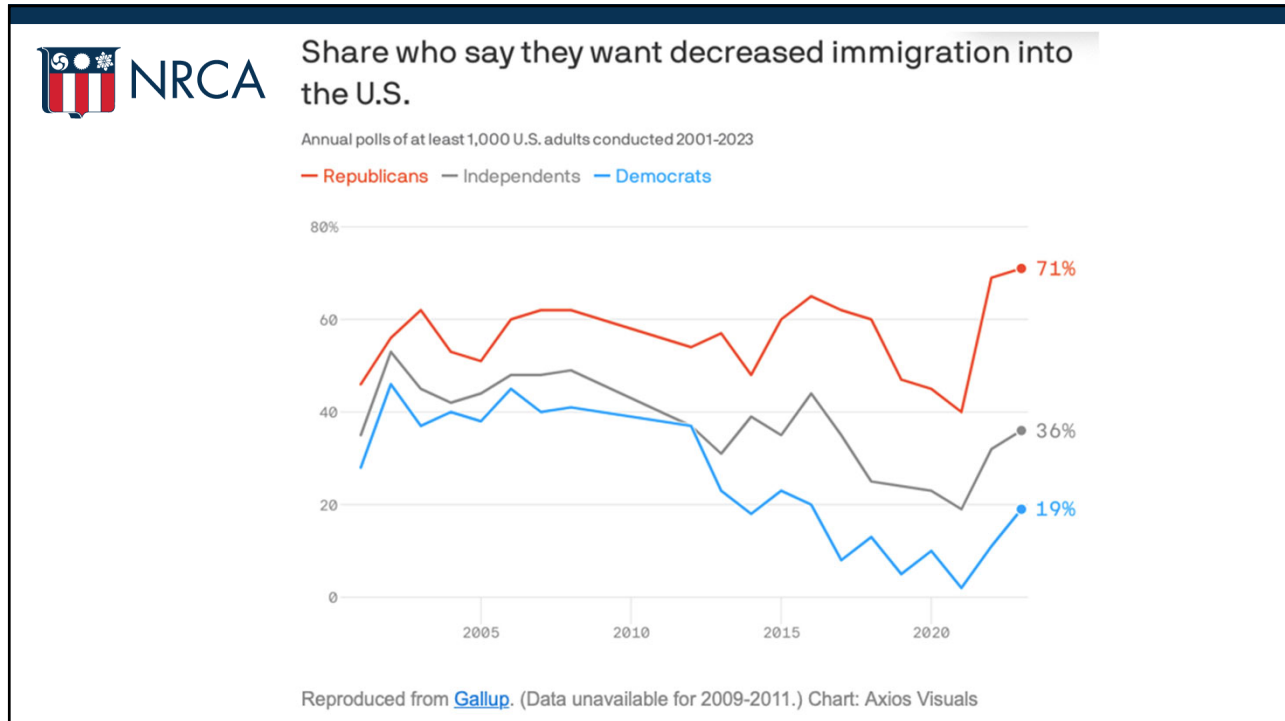
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Long-term Trends

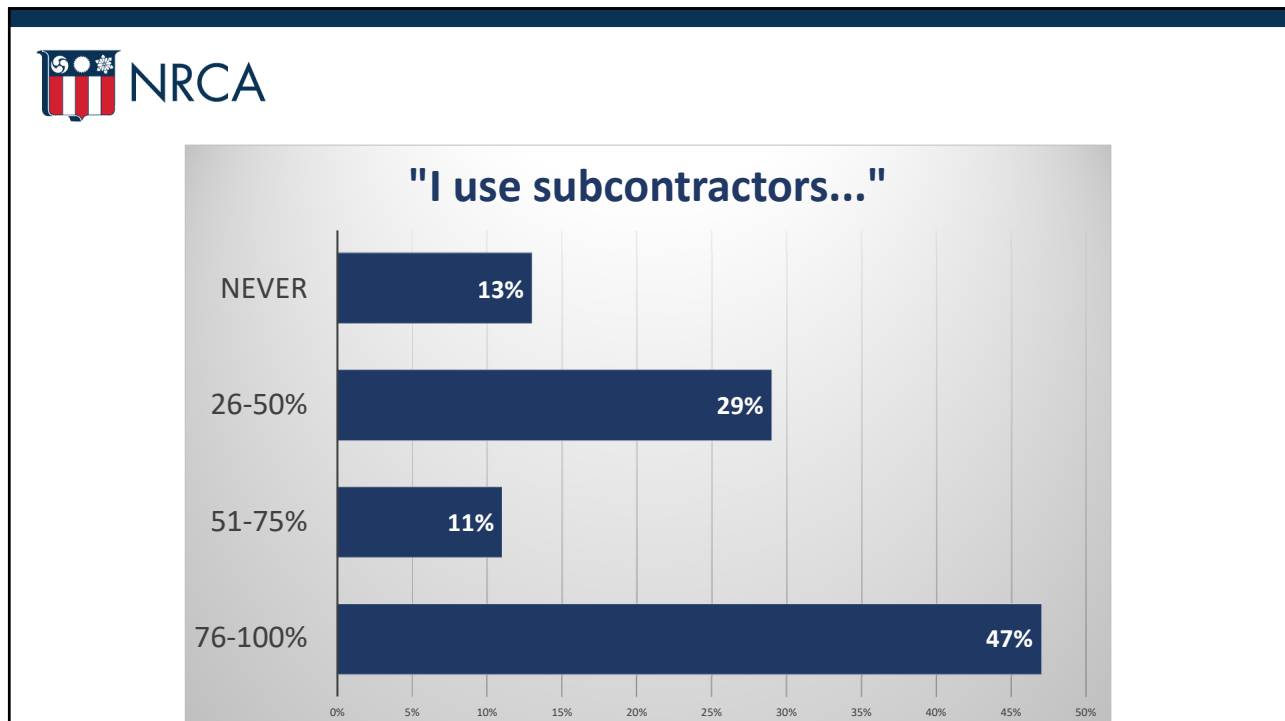
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Sub-Contract Labor

Pro's:

1. Availability and _____

Cons/Risks:

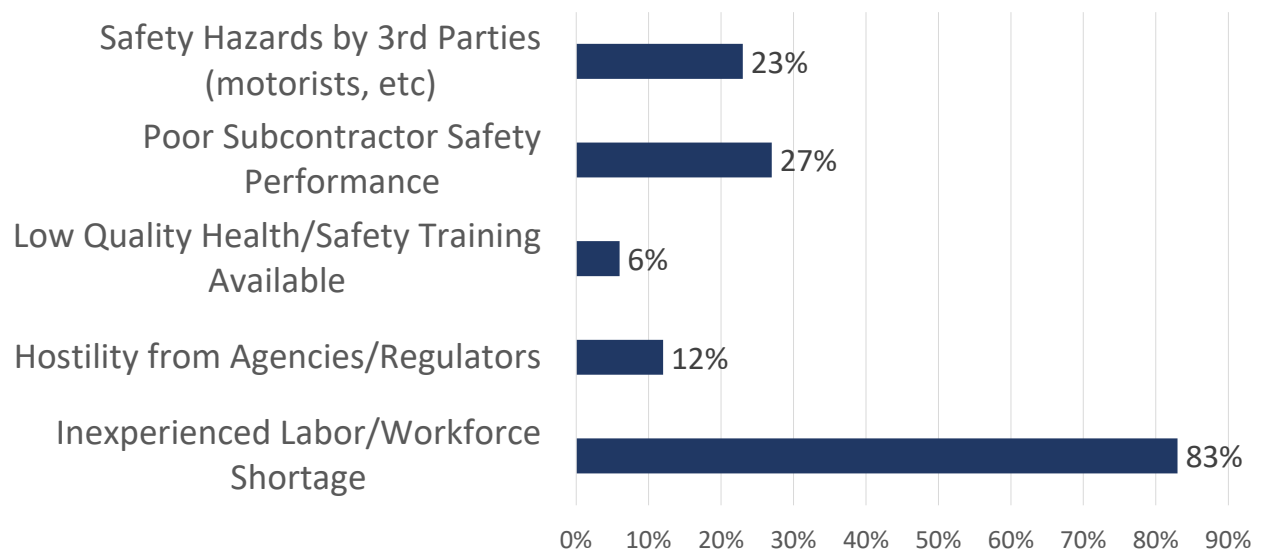
1. Training and Quality

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Health/Safety Challenges Facing Your Workers



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Construction companies with **fewer than 20 employees** account for **75% of fatal falls**



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Sub-Contract Labor

Pro's:

1. Availability and _____

Cons/Risks:

1. Training and Quality
2. Legal/Insurance Coverage

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BUSINESS

Iowa roofer says workers aren't employees, so he doesn't need to pay unemployment tax

Clark Kauffman/Capital Dispatch

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Long-term Trends



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NRCA: Now and the Year Ahead

Fleet Safety and Management

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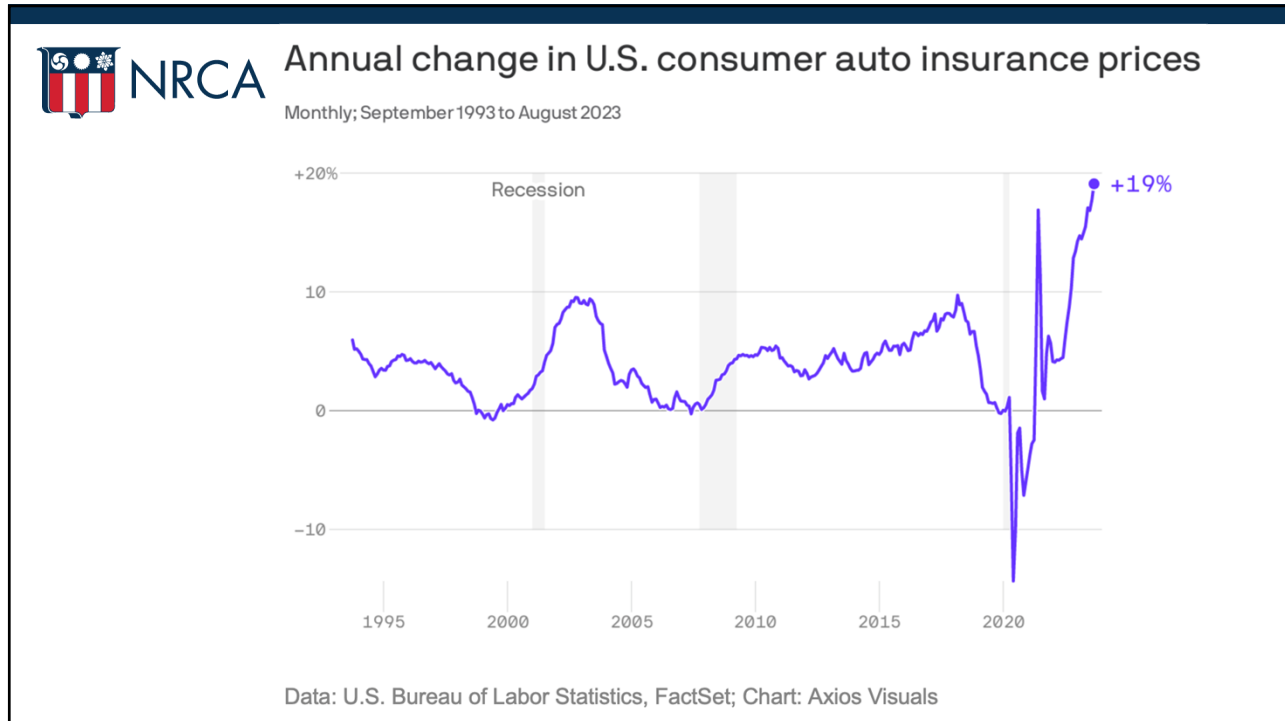


The major commercial construction insurance providers report that their worst performing portfolio is Auto

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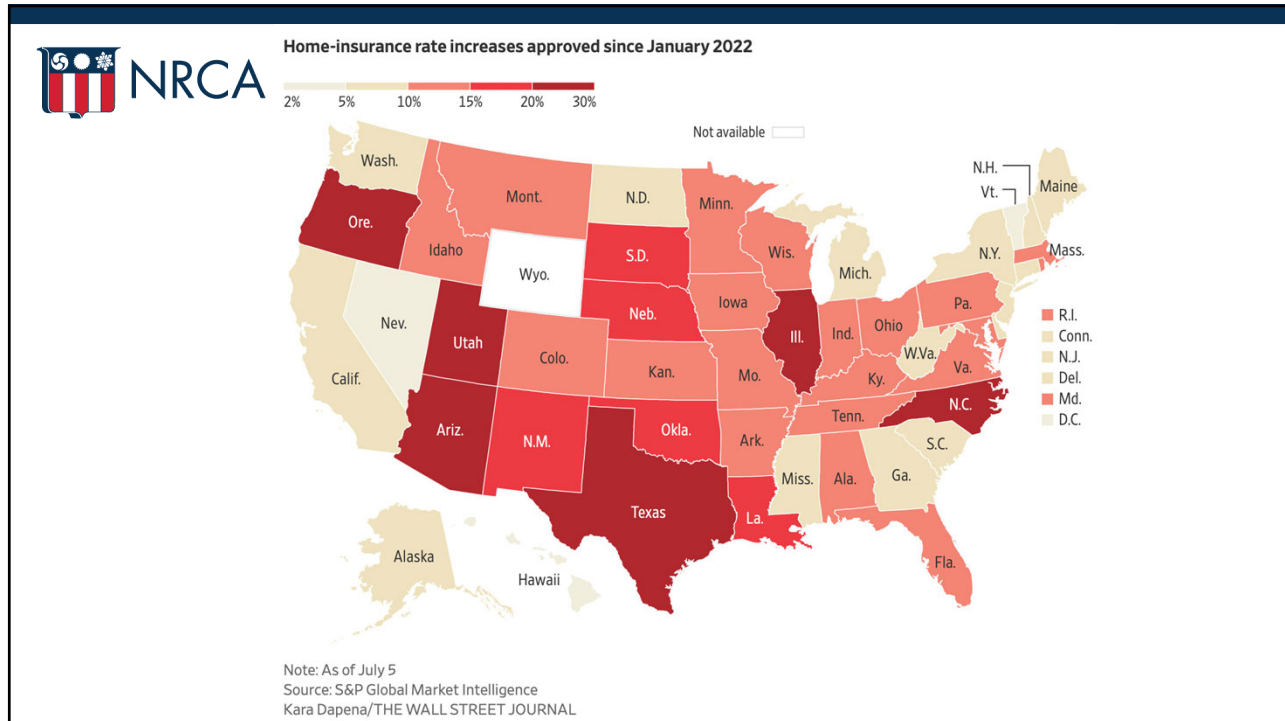
NRCA: Now and the Year Ahead

Market Awareness: Residential Insurance Changes

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NRCA: Now and the Year Ahead

Mental Health – Resources and Training

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More construction workers die from suicide each year than all other workplace related fatalities combined

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———— **WE** ————
ARE THE INDUSTRY
————  **NRCA** ————

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Pre-submitted Questions

- What are the top 5 achievements of the NRCA during your tenure?
- What are the top 5 challenges of the NRCA membership?
- Where does the NRCA see the largest area of growth potential?
- What are the biggest changes in the IRE over the last few years?
- There does not seem to be as many roofing contractors attending the IRE as in the past. Does the data support the appearance?
- I'd like to know NRCA's position on immigration and the significant workforce potential entering the country. How does this change the labor shortage landscape? How are the labor unions addressing this issue?

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