



Membership Luncheon

September 28, 2023



*The United States Roofing Industry
in an Uncertain Environment*

McKay Daniels
CEO

National Roofing Contractors Association

information

education

technology

advocacy



NRCA

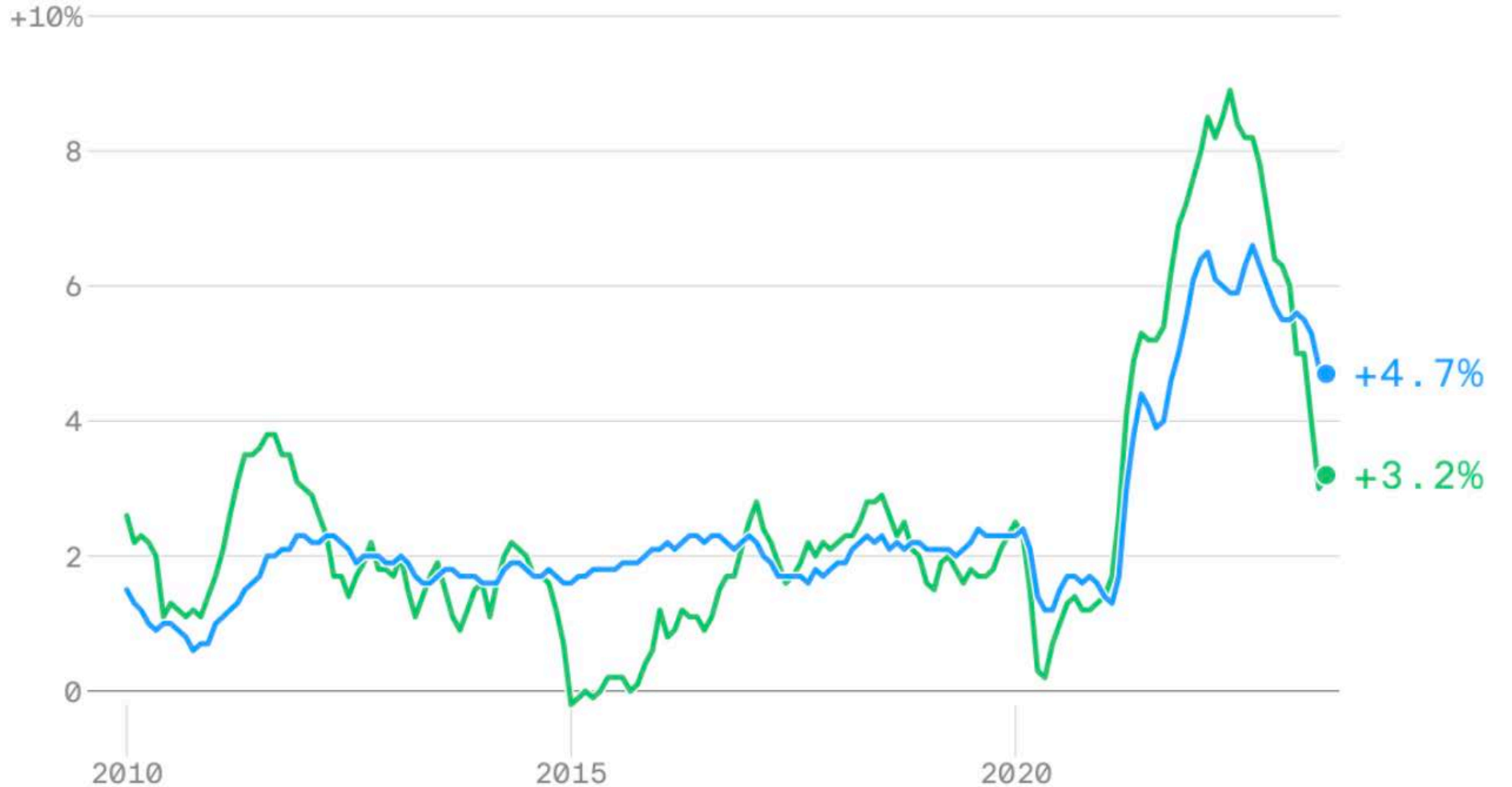
The US Economy...



Annual change in Consumer Price Index

Monthly; January 2010 to July 2023

— Excluding food and energy — Overall





Industry Outlook: Supply chain, demand, workforce

NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information ■ education ■ technology ■ advocacy

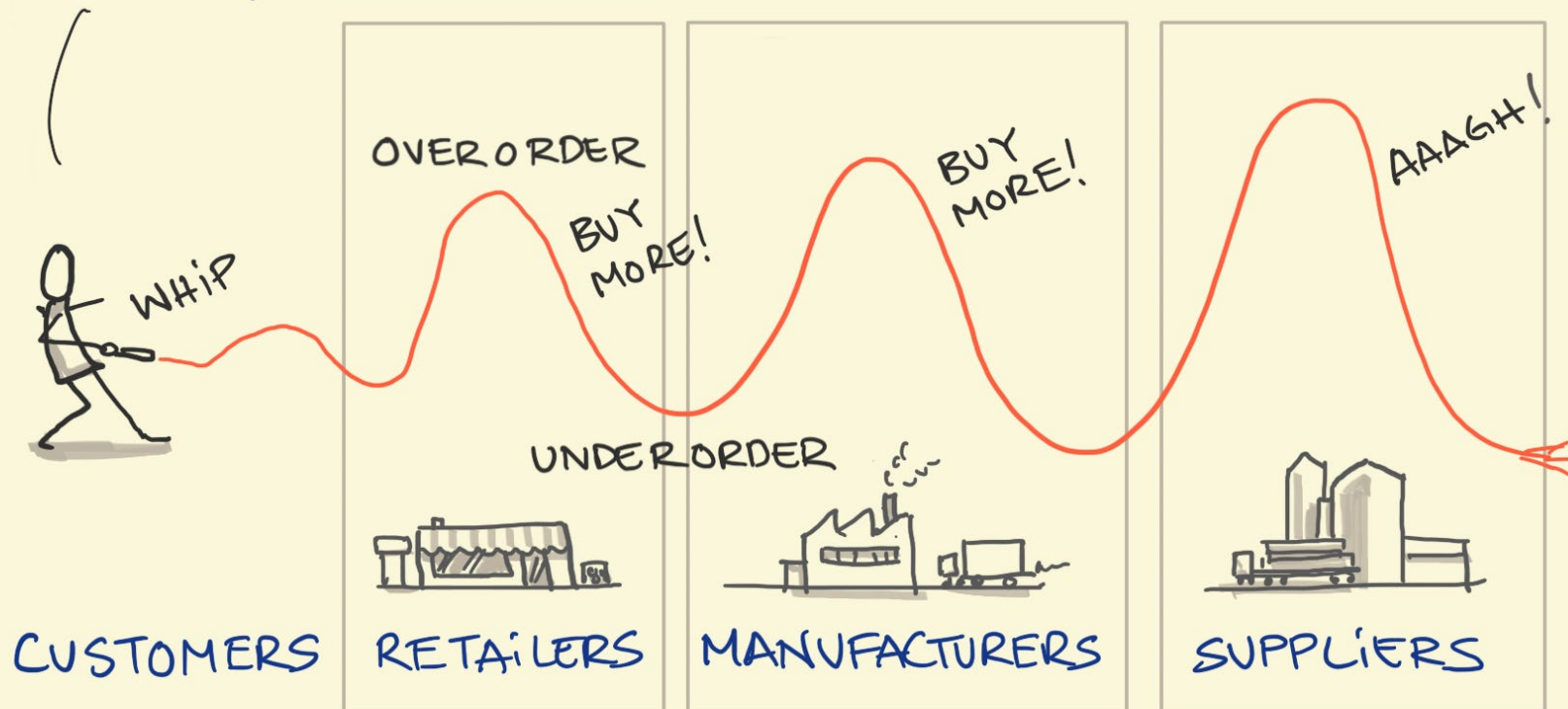
THE BULLWHIP EFFECT

SMALL CHANGES
IN DEMAND

CAN PRODUCE
→

A WHIP-LIKE
EFFECT UPSTREAM

QUICK! BUY TOILET PAPER

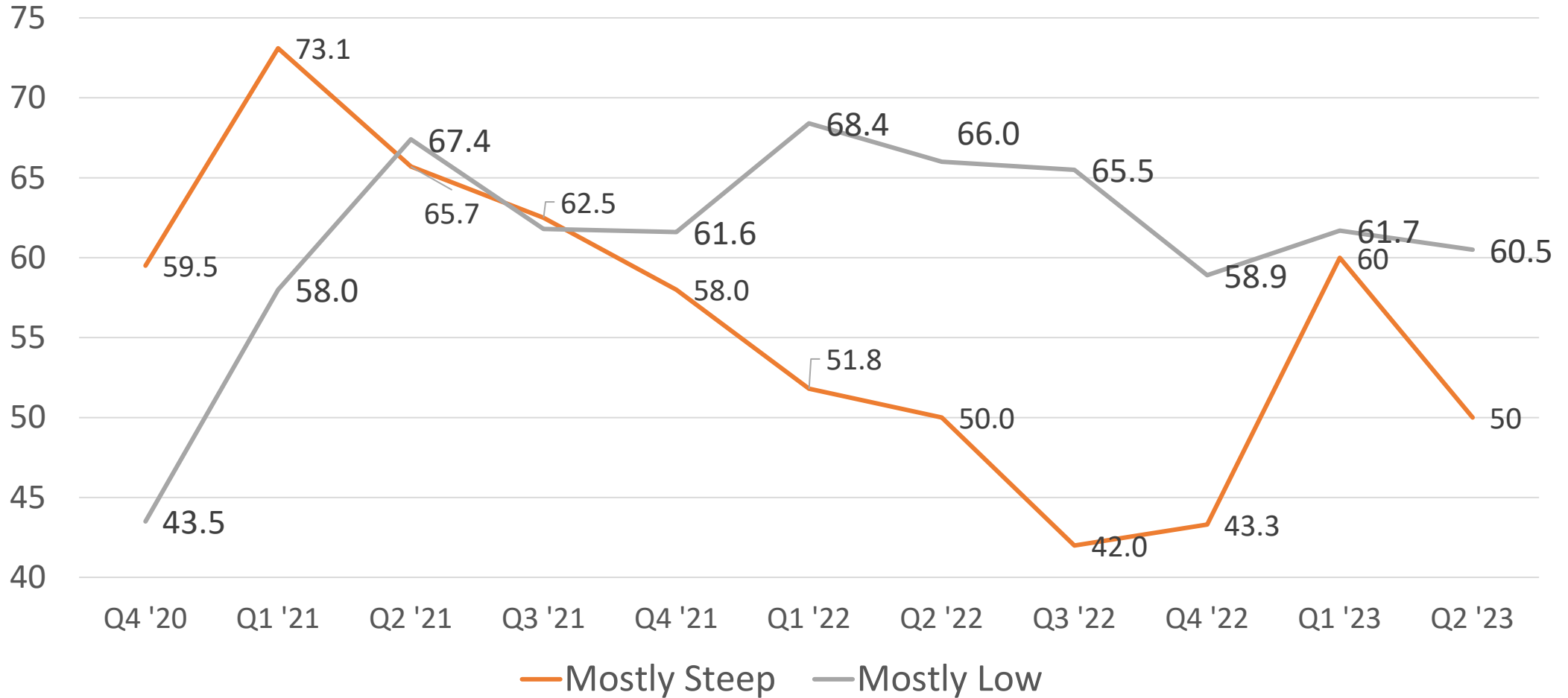


sketchplanations



Reroofing Contracts Index

(~% saying increase y/y)



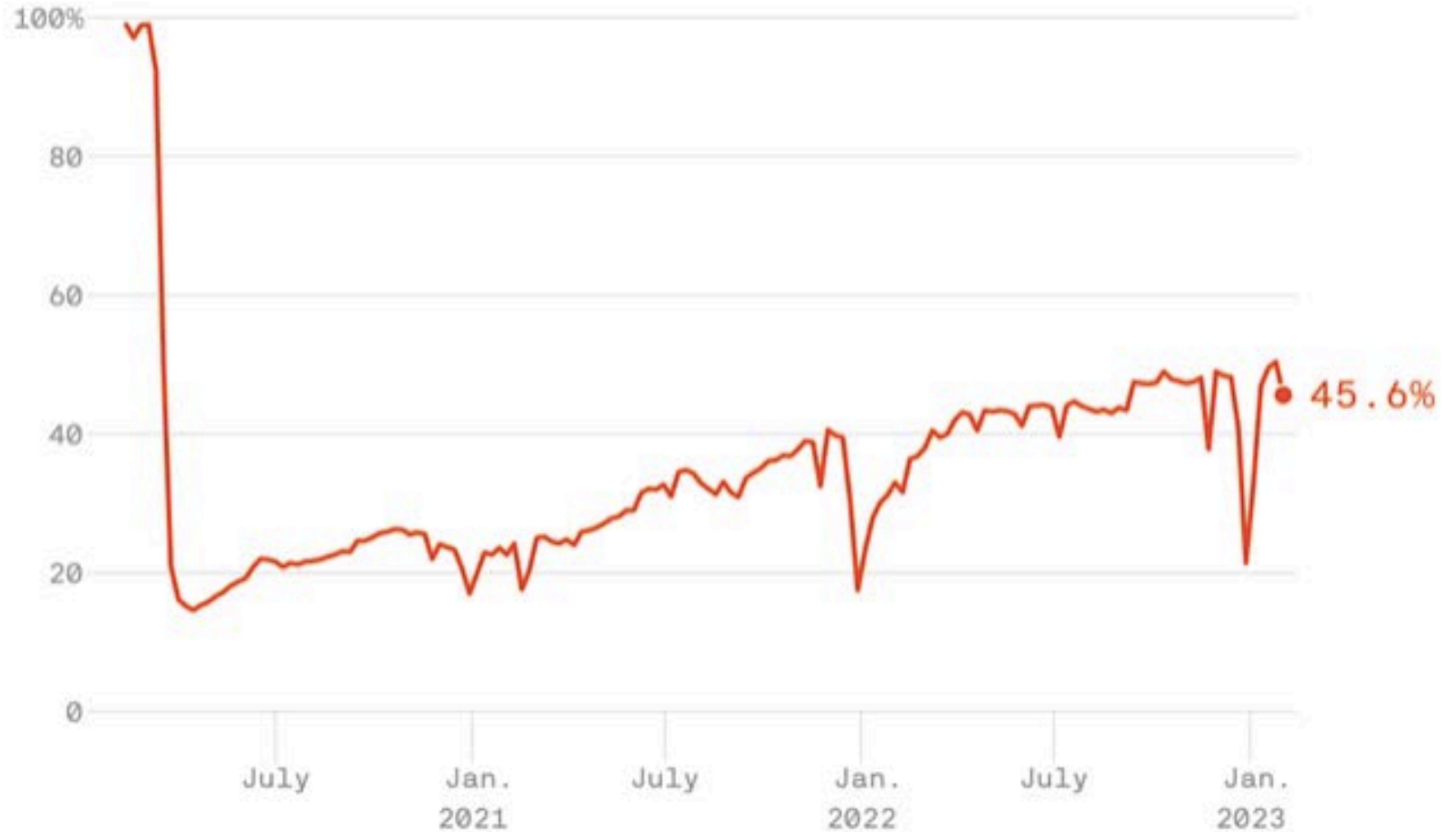
NATIONAL ROOFING CONTRACTORS ASSOCIATION

information education technology advocacy



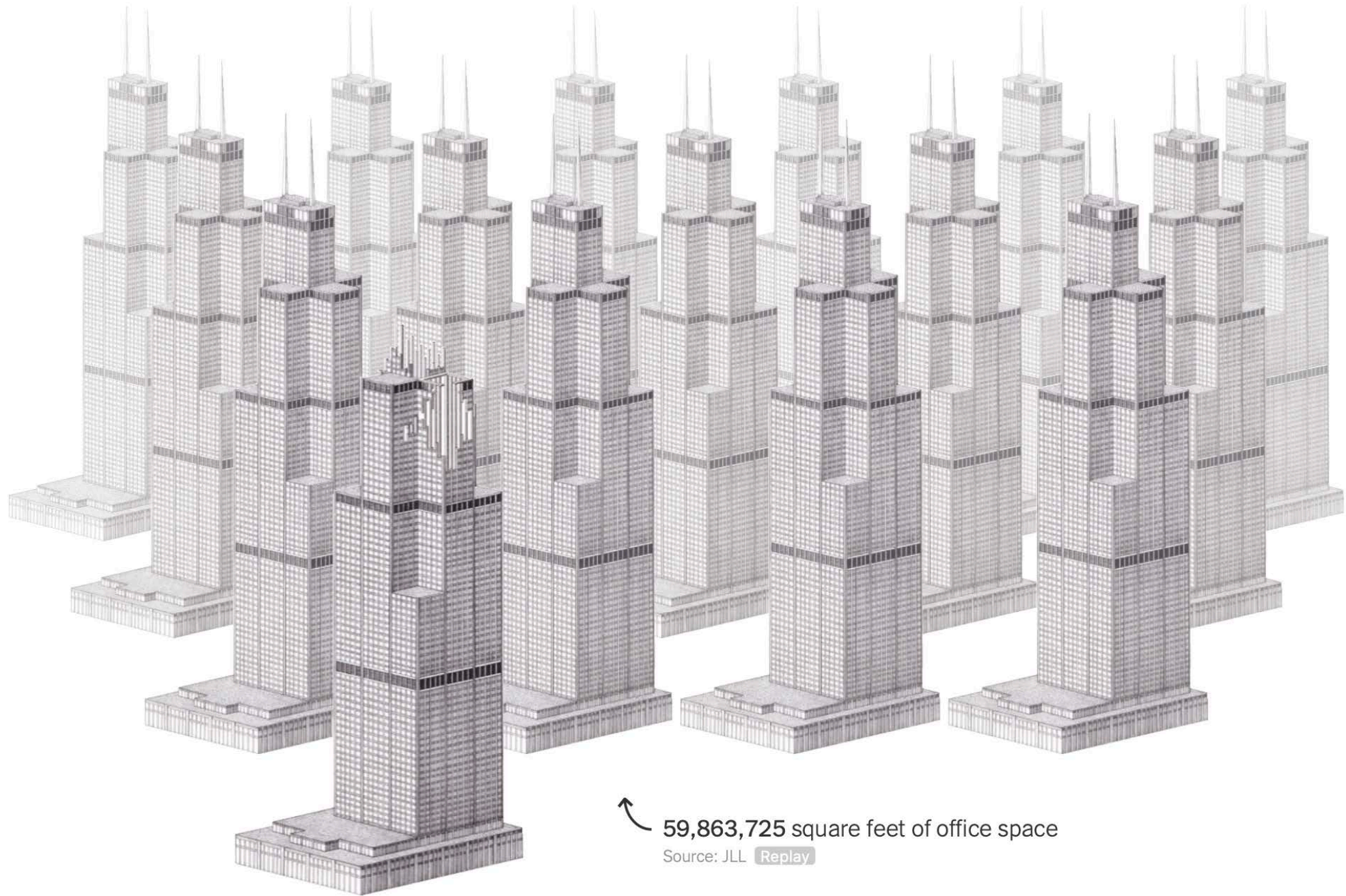
National average office occupancy level

Weekly; Feb. 12, 2020, to Feb. 1, 2023



Data: Kastle; Chart: Axios Visuals

Chicago's vacant office space could fill 15.8 Willis Towers



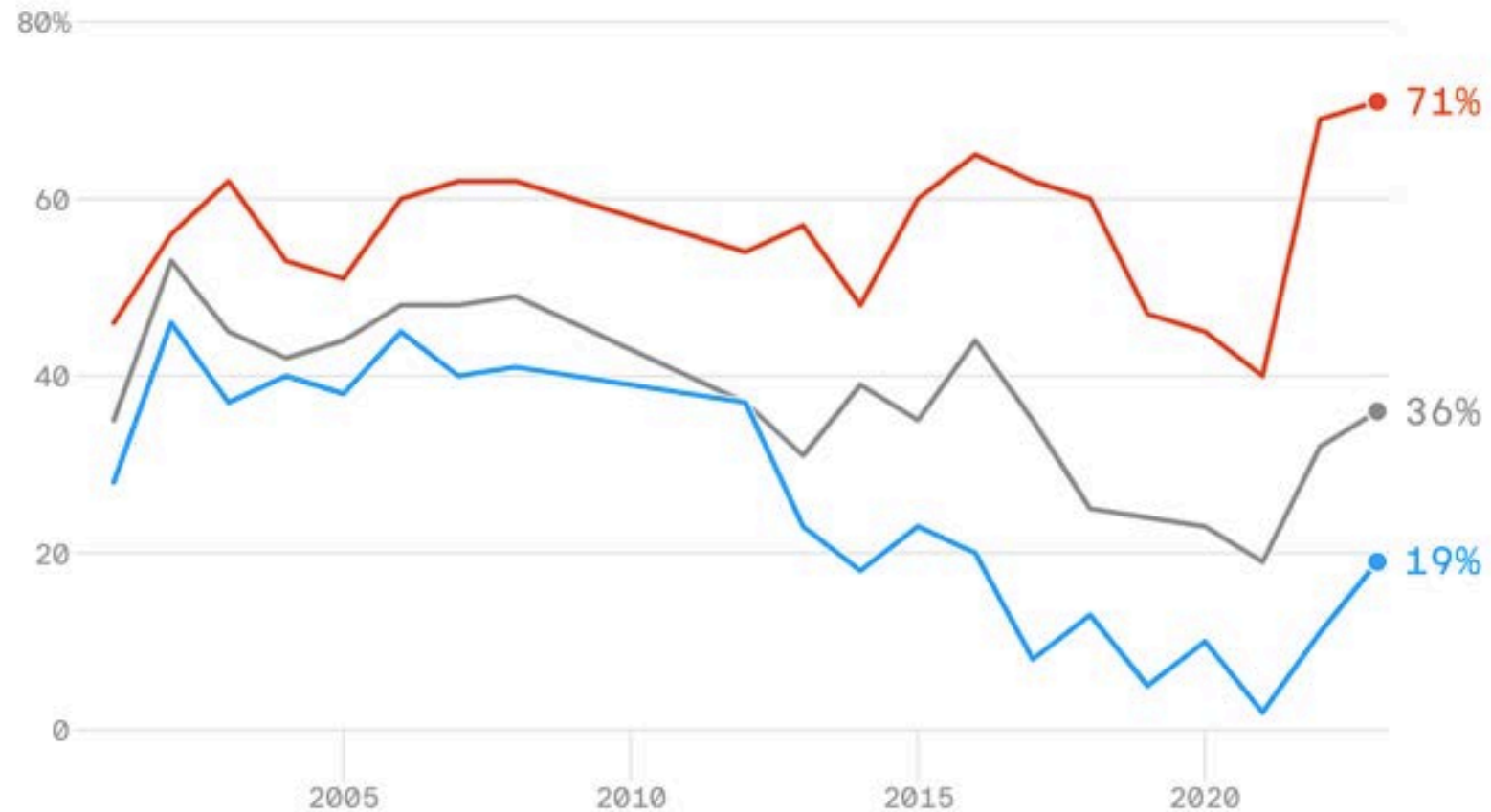
↖ 59,863,725 square feet of office space
Source: JLL [Replay](#)



Share who say they want decreased immigration into the U.S.

Annual polls of at least 1,000 U.S. adults conducted 2001-2023

— Republicans — Independents — Democrats

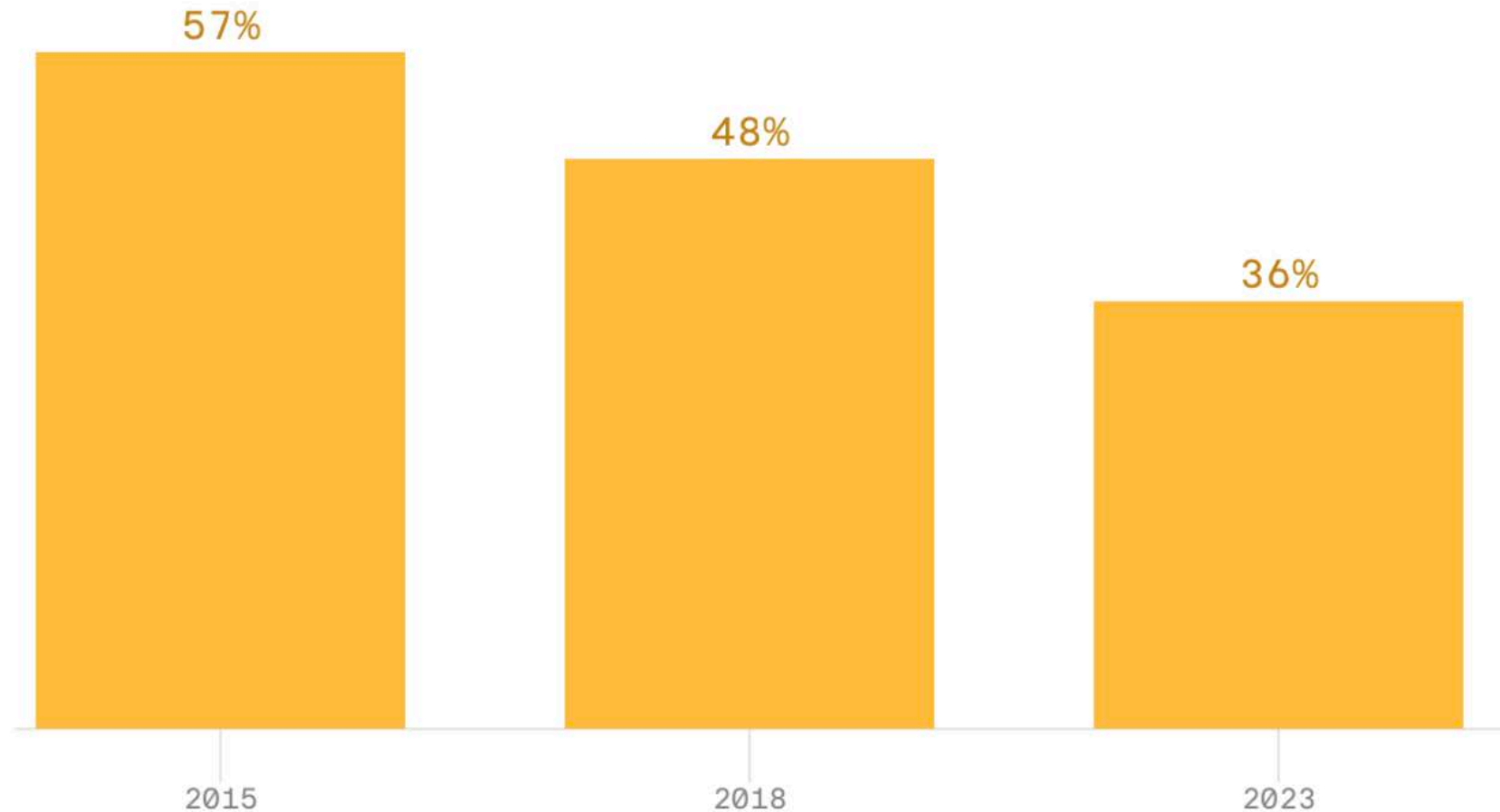


Reproduced from [Gallup](#). (Data unavailable for 2009-2011.) Chart: Axios Visuals



Share of Americans who say they have confidence in higher education

"A great deal" or "quite a lot" of confidence; Annual survey of at least 1,013 U.S. adults held in June of each year



Data: Gallup. Chart: Axios Visuals

NRCA'S WORKFORCE DEVELOPMENT AND CAREER PATH



 **NRCA**
UNIVERSITY
QUALIFIED TRAINERS



 **NRCA**
UNIVERSITY
**CTE (Career and
Technical
Education)**

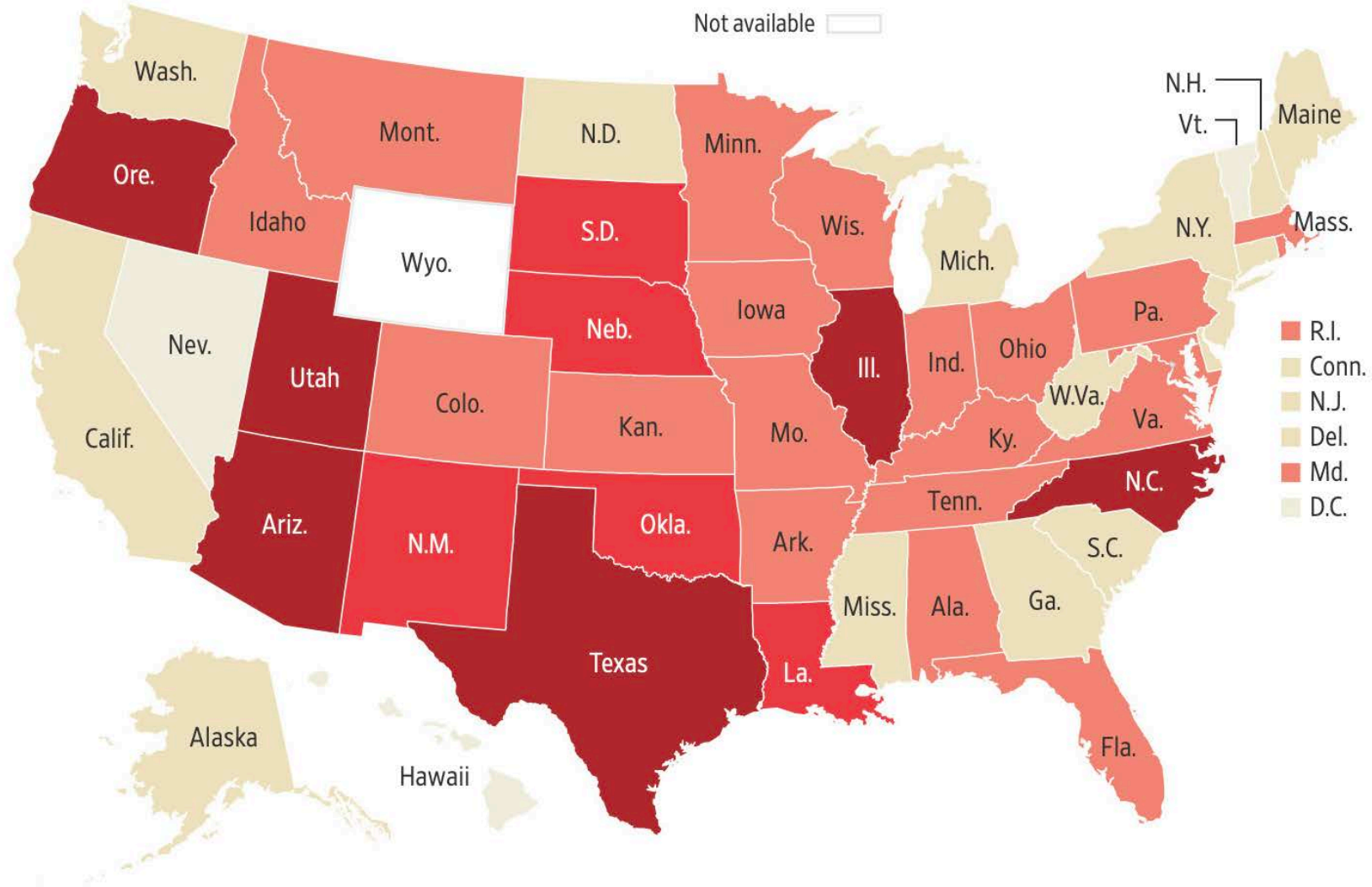


 **NRCA**
UNIVERSITY
**TRAC (Training for Roof
Application Careers)**

 **NRCA**
PROCertification®



Home-insurance rate increases approved since January 2022



Note: As of July 5

Source: S&P Global Market Intelligence

Kara Dapena/THE WALL STREET JOURNAL



Annual change in U.S. consumer auto insurance prices

Monthly; September 1993 to August 2023



Data: U.S. Bureau of Labor Statistics, FactSet; Chart: Axios Visuals

Long-term Trends



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ARE THE INDUSTRY



NRCA



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WELCOME! THANKS FOR JOINING US TODAY!