

# By All Indications the Future is Coming

## How Will You See It?

MBCEA Annual Meeting  
May 1, 2015



# Agenda

- Today is Not
- Today is
- Indicators
  - Lagging, Leading, Coincident
- Industry
- Takeaways



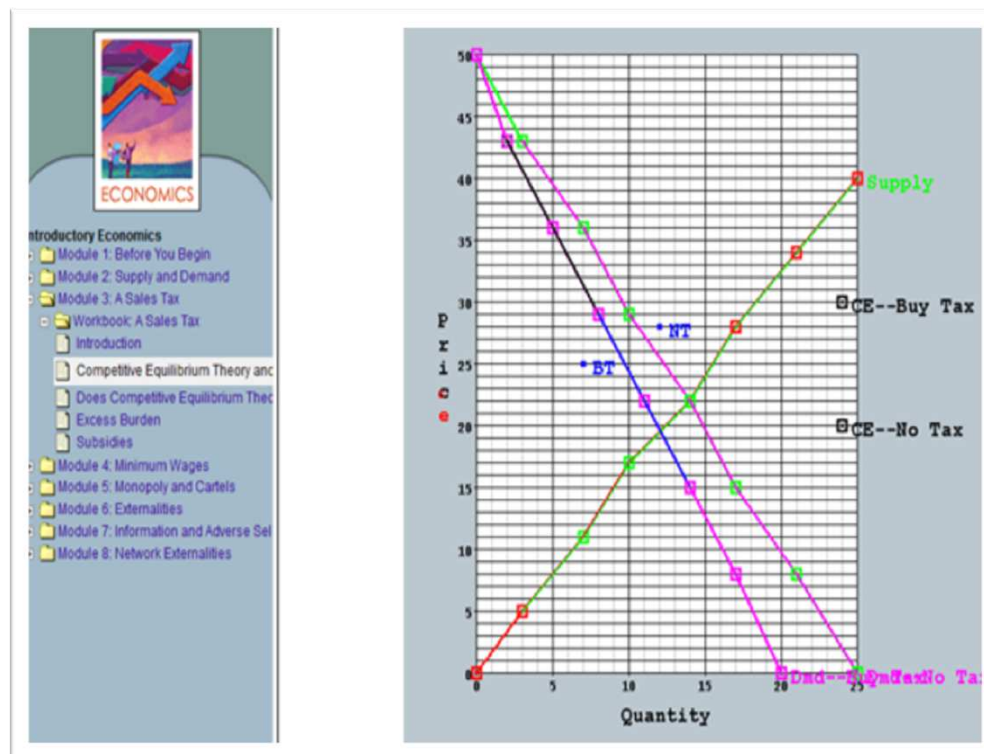
# Today is NOT

## A How to Run Your Business Seminar



# Today is NOT

## An Economics Class



# Today is NOT

## A How to Make Accurate Predictions Symposium



Today is



**What are YOU  
doing in the  
future?**

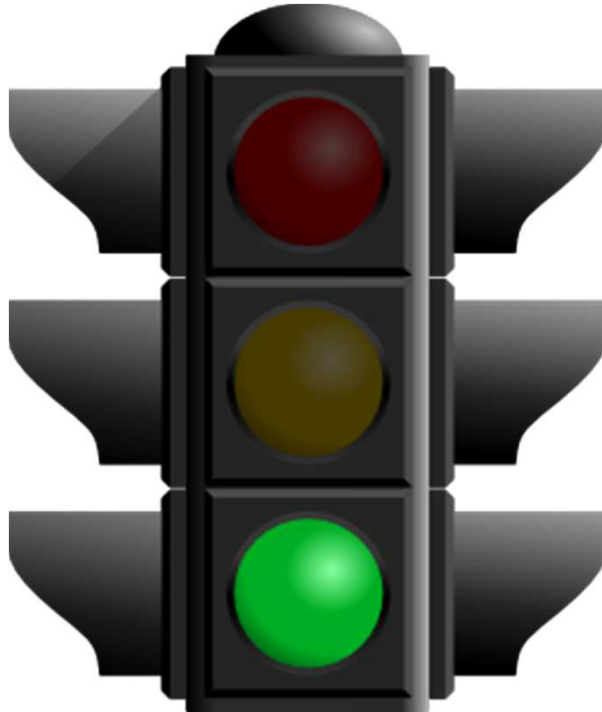
# Indicators

An indicator is anything that can be used to predict future trends

- Lagging Indicator
- Leading Indicator
- Coincident Indicator

# Lagging Indicator

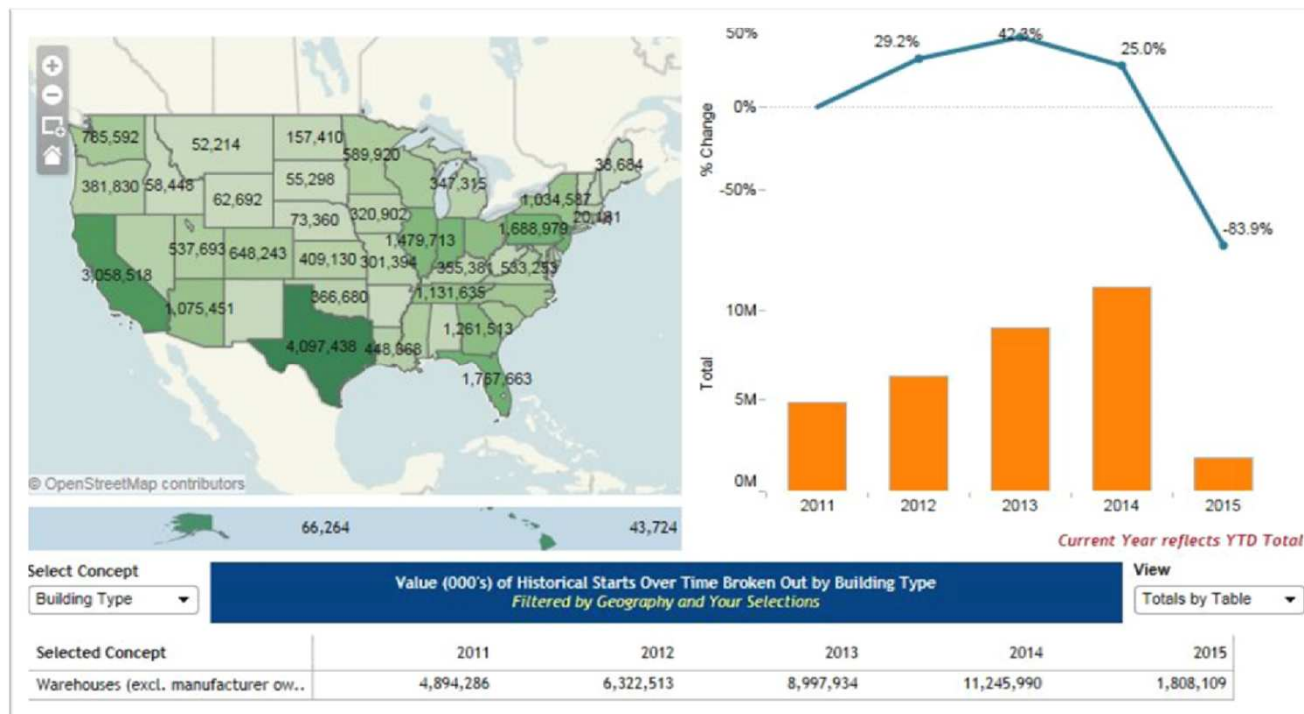
A lagging indicator is one that follows an event





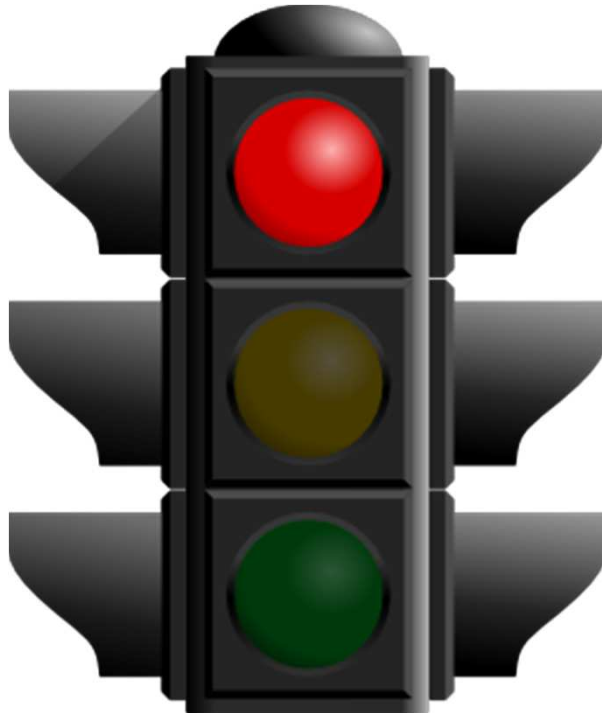
# Lagging Indicator

The importance of a lagging indicator is its ability to confirm that a pattern is occurring or about to occur



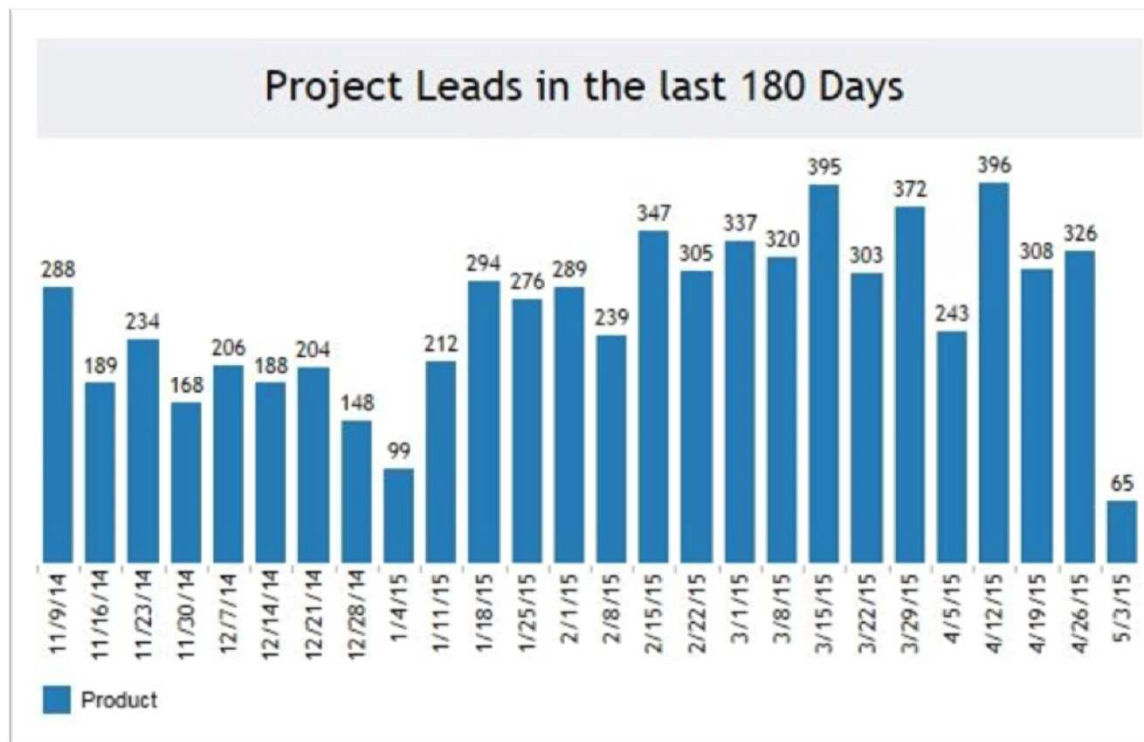
# Leading Indicator

These types of indicators signal future events.



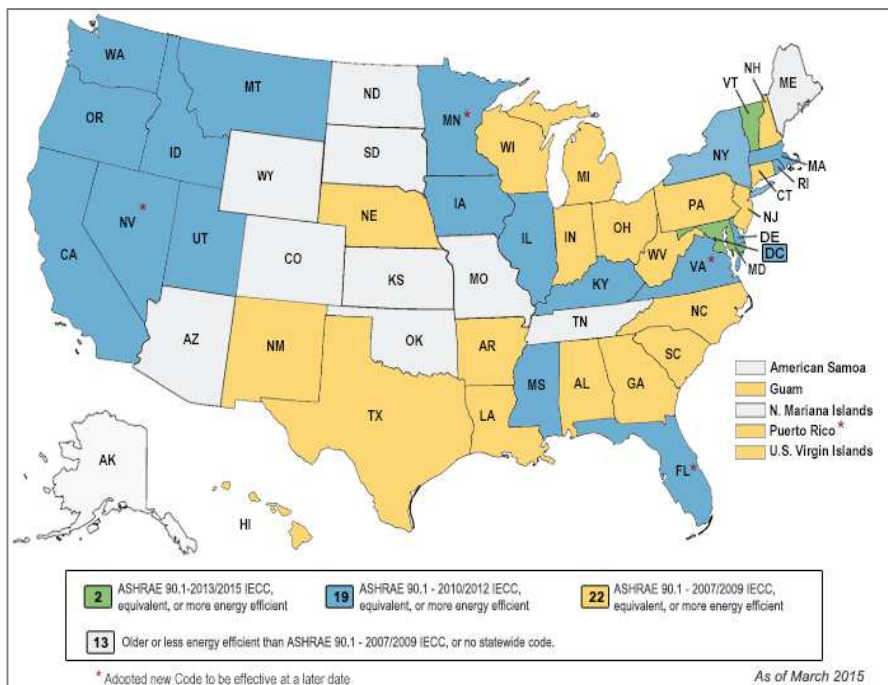
# Leading Indicator

Leading indicator are useful as short-term predictors

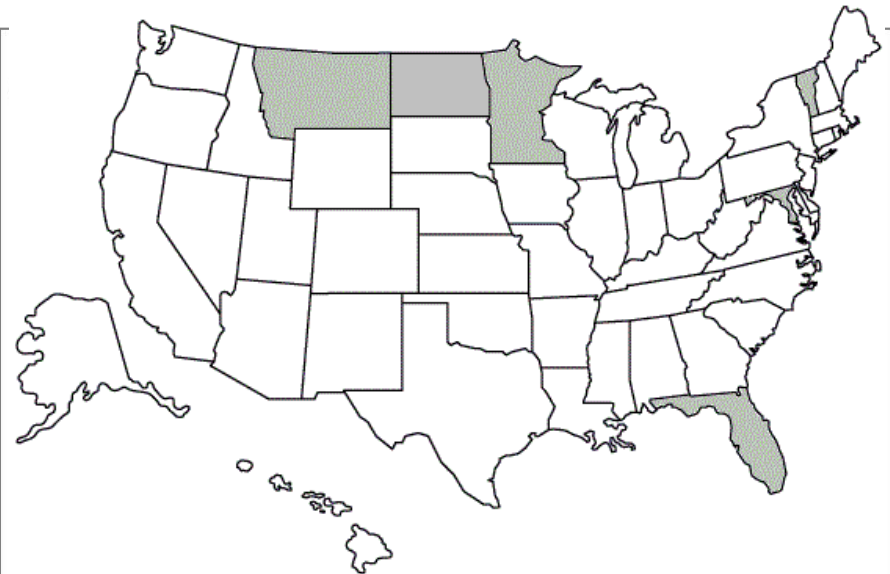


# Energy Code Maps

## IECC Adoption Map



## Changes?



**FL- Adopted IECC 2015 (effective 6/30/2015)**

**MD- Adopted IECC 2015 (effective 1/2015)**

**MN- No Change 2012 IECC with Amendments (effective 8/2014)**

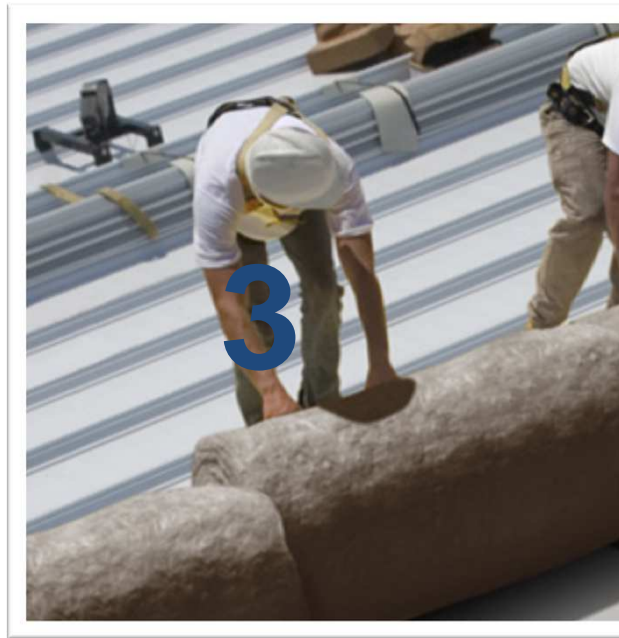
**MT- No Change 2012 IECC with Amendments (effective 11/2014)**

**ND- No Change 2009 IECC (effective 1/2011)**

**VT- No Change 2009 IECC (effective 1/2012)**

# Coincident Indicator

Coincident indicators change at approximately the same time as the event



# Our Industry Indicators

- Lagging Indicators
  - Building Permits
  - MBMA Shipments
  - Steel Prices
  - Unemployment Rate
  - Others?
- Leading Indicators
  - Job Leads
  - Forecasts
  - Subsidies
  - Energy Codes
  - Others?

# Indicators: SOURCES

- Your Laminator
- Your Building Manufacturer
- **MBCEA**
  - National & Local
- Agencies - Websites
  - [www.energy.gov](http://www.energy.gov)
  - [www.ncdc.noaa.gov](http://www.ncdc.noaa.gov)
- Paid Subscription Services
  - McGraw Hill
  - Reed Construction Data
- Others?

# Takeaways

- Rely on your own analysis or perhaps the analysis of others without a particular agenda
- Considering the entire picture, you can thereby make better decisions regarding your overall plans and investments.



Thank You.

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the Future is Coming

How Will You See It?

# Sources

- <http://www.wikihow.com/Run-a-Small-Business>
- <http://oli.cmu.edu/courses/future/principles-of-economics-course-details/>
- [www.cbsnews.com/news/super-bowl-2015-the-play-that-will-live-in-infamy-for-seattle/Two](http://www.cbsnews.com/news/super-bowl-2015-the-play-that-will-live-in-infamy-for-seattle/Two)
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