



## *The Roofing Industry Today and Tomorrow*

**McKay Daniels  
CEO**

**National Roofing Contractors Association**

information

education

technology

advocacy

1



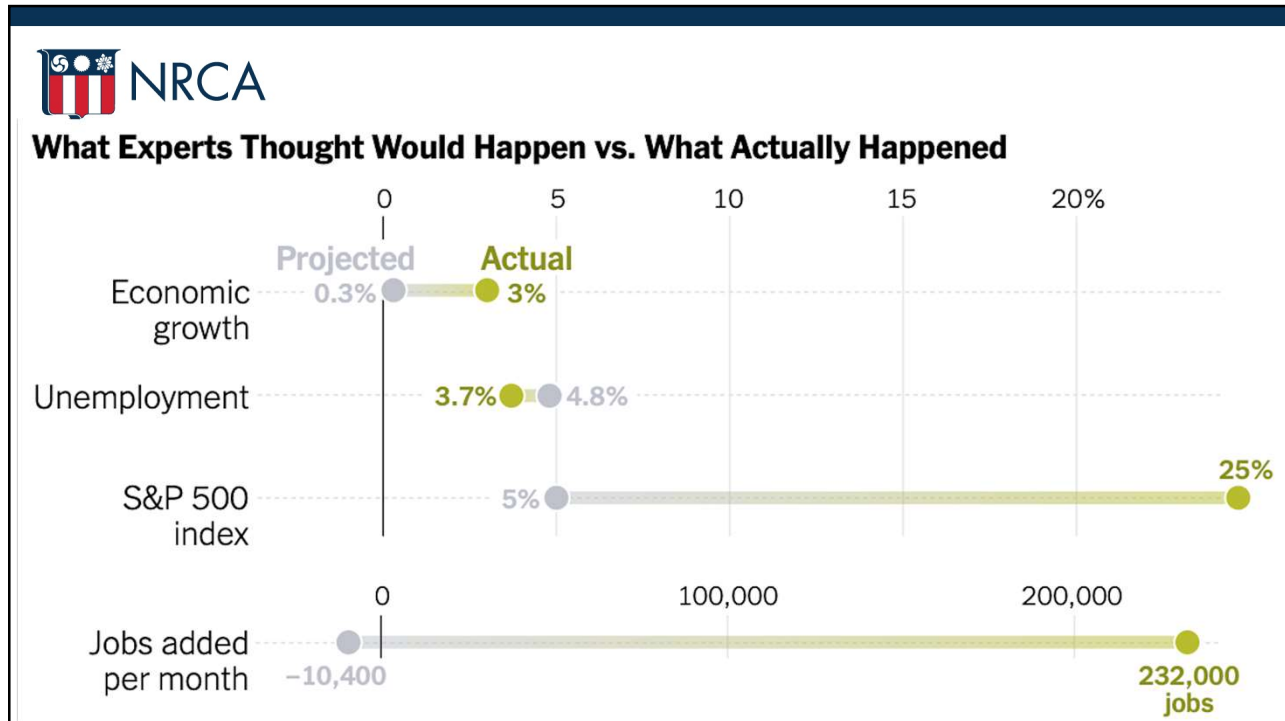
## Economy

- Interest rates?
- Inflation cooling? Rising?
- Washington DC actions?
- Nobody knows anything for certain beyond three months... and even that is dubious...

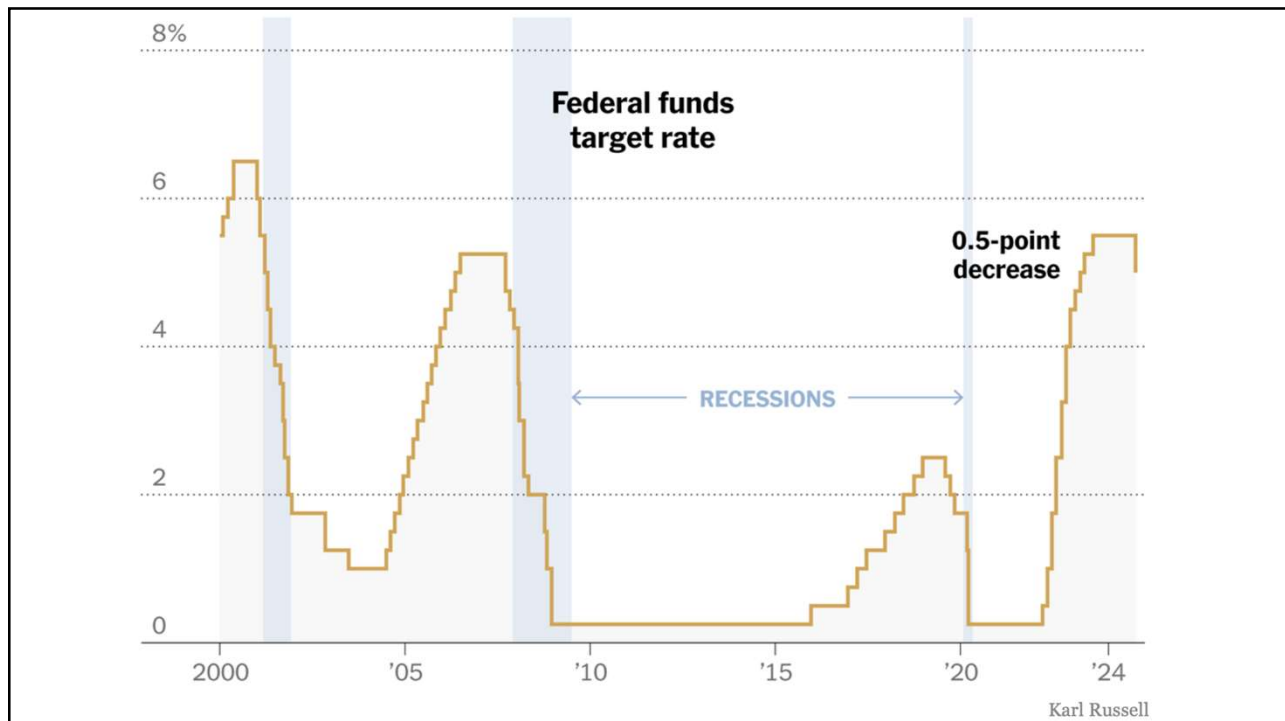
NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information ■ education ■ technology ■ advocacy

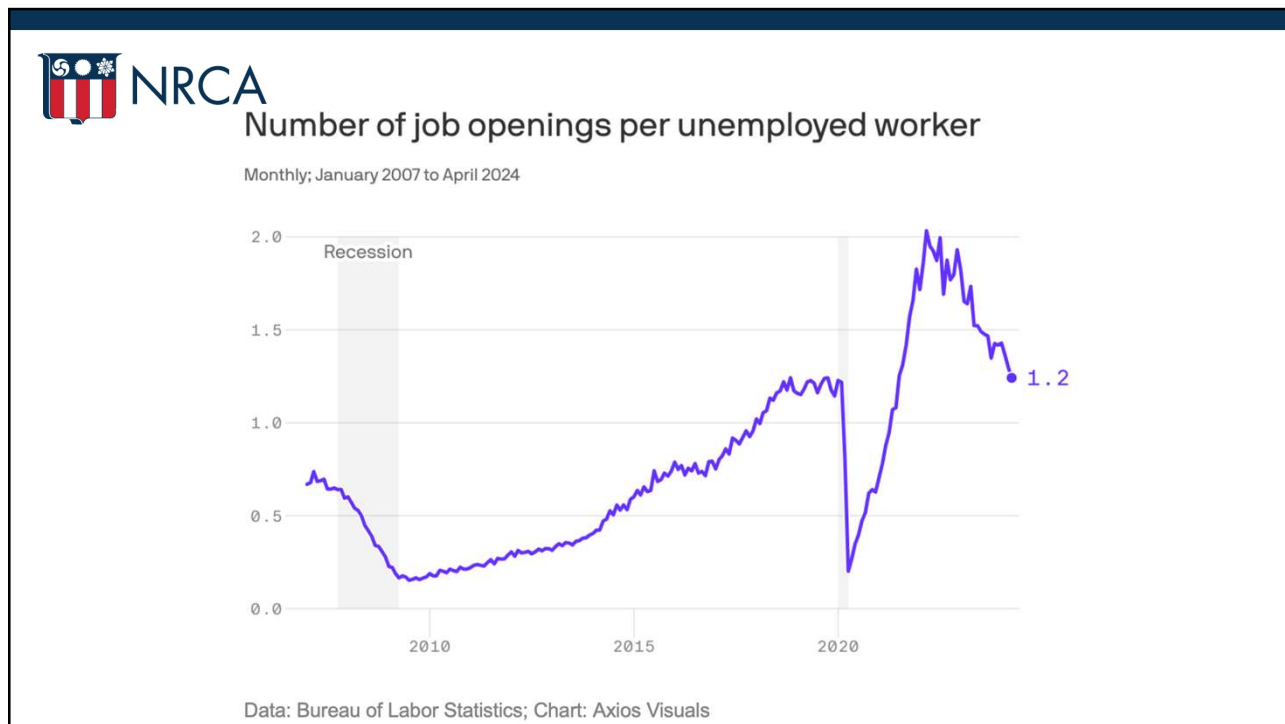
2



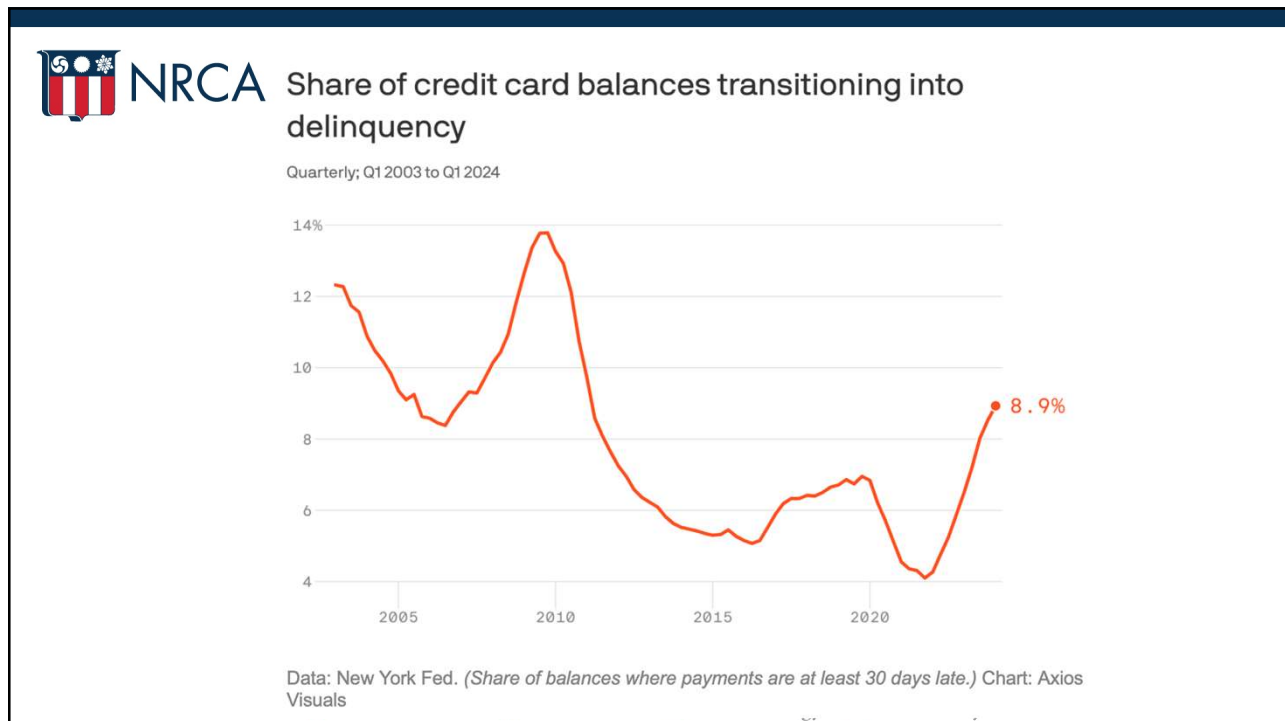
3



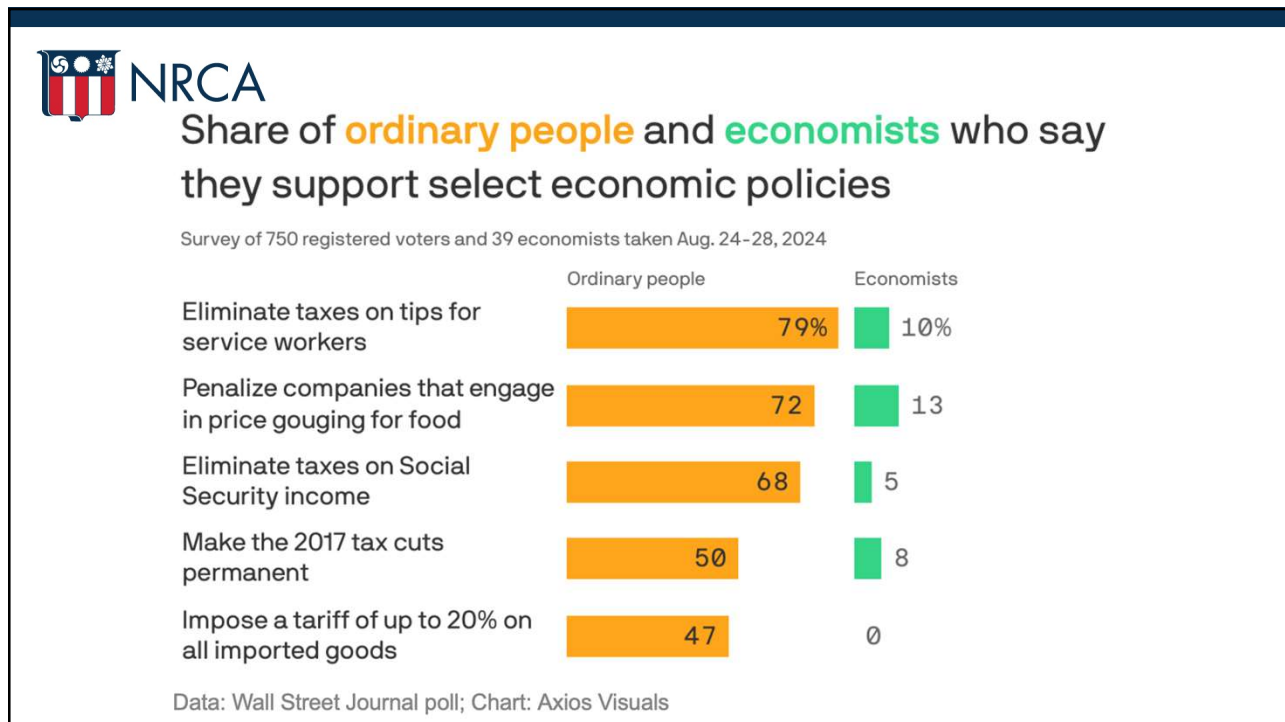
4



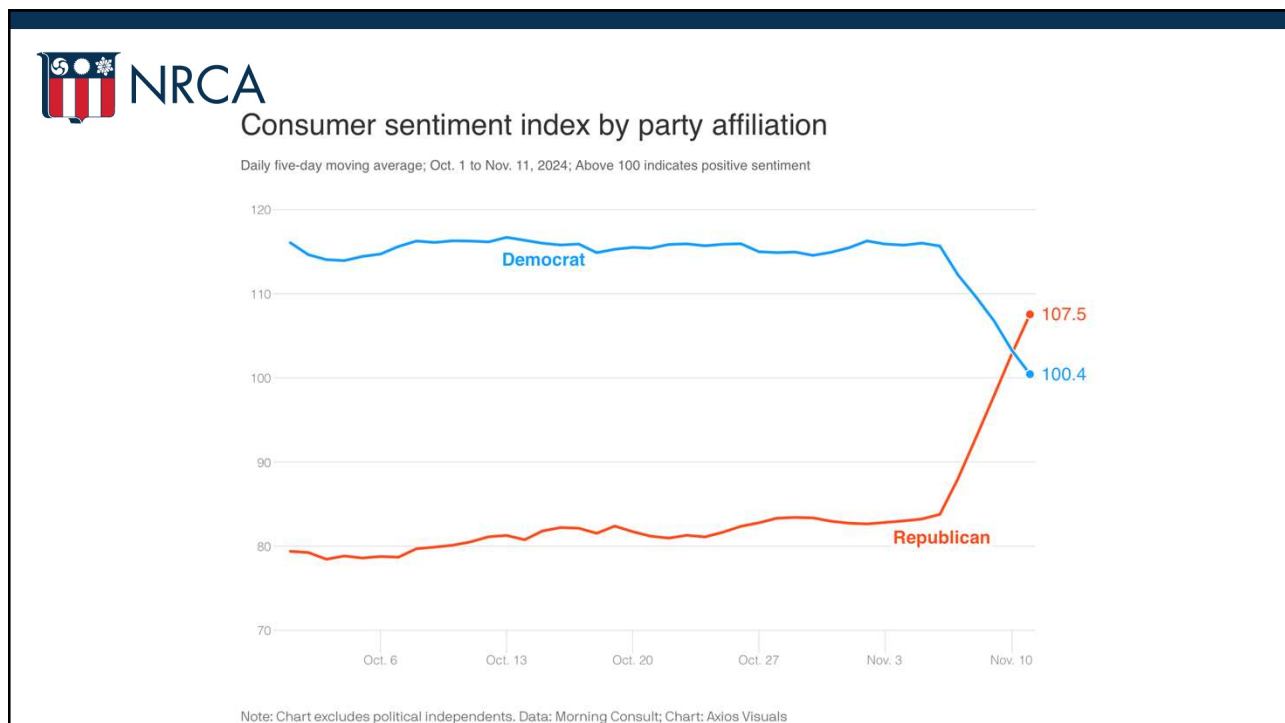
5



6



7



8



## Industry

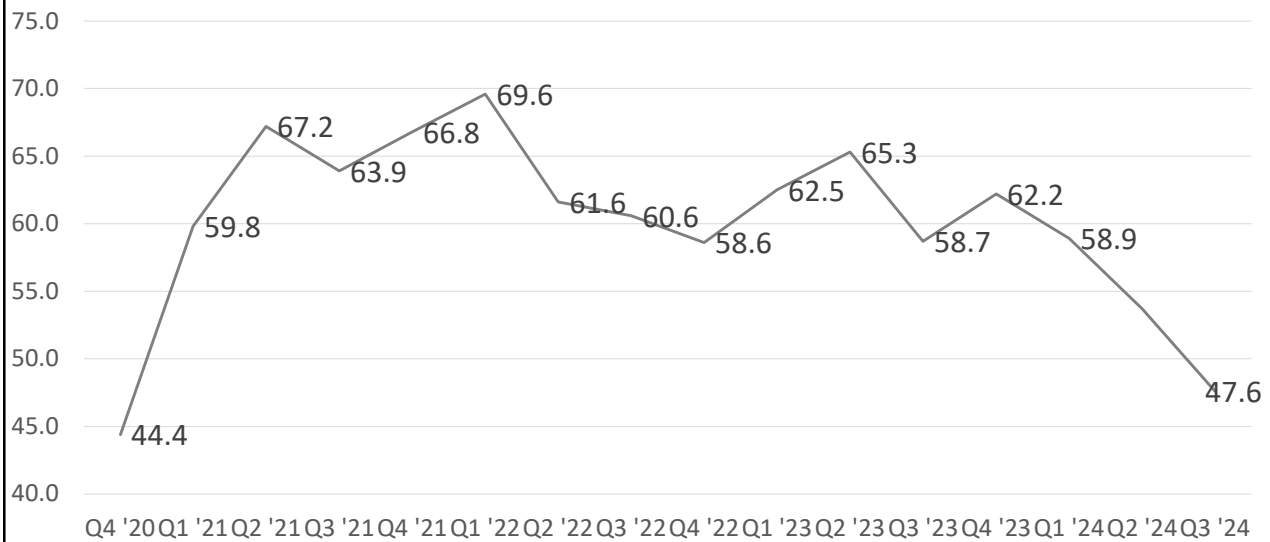
- Stable/strong/mild depending on geography
- Work tightening
- Macro trends remain: Subs and Workforce, Consolidation, Insurance/Weather
- Personal Engagement

NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information 
 ■ education 
 ■ technology 
 ■ advocacy

9

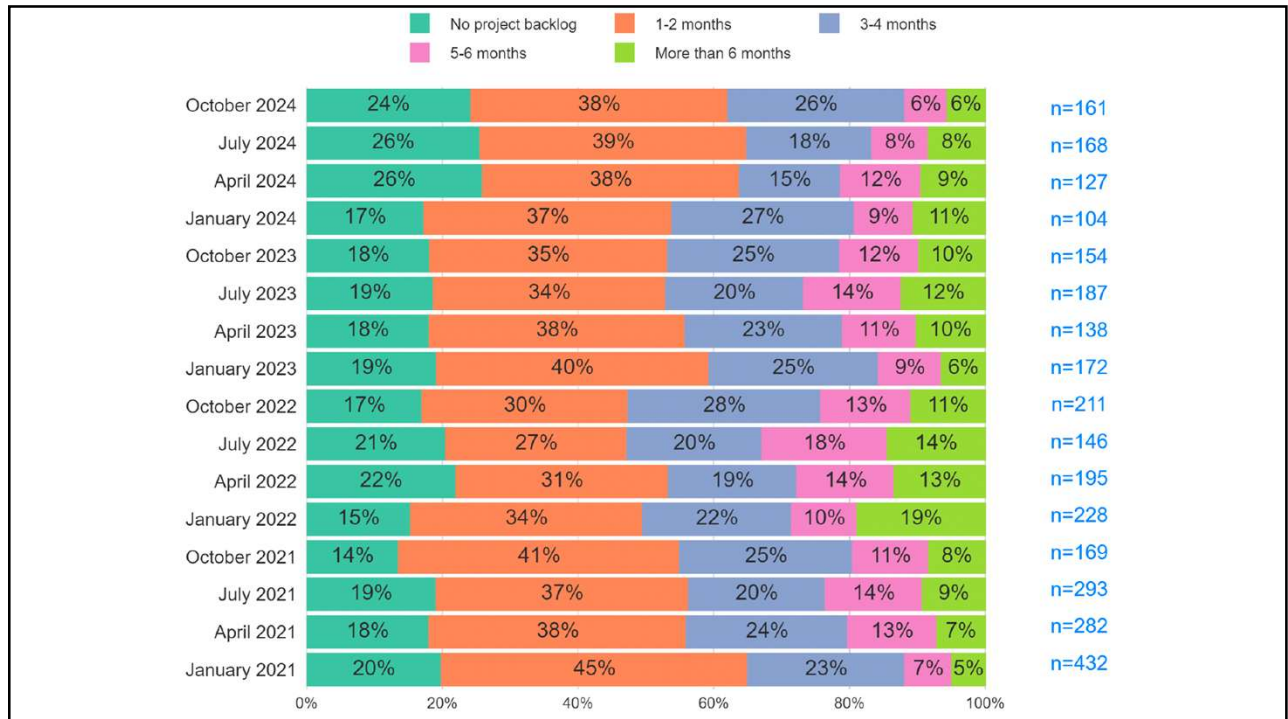
## Inquiries/Bids



10



11



12



## Government Impact on Industry

NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information ■ education ■ technology ■ advocacy

13



## Economically significant rules published by presidential administrations

Through October of the fourth year



Data: George Washington University Regulatory Studies Center. Chart: Axios Visuals

14



Planned Federal Investment:  
CHIPS, BIL, IRA  
~\$500,000,000,000

NATIONAL ROOFING CONTRACTORS ASSOCIATION

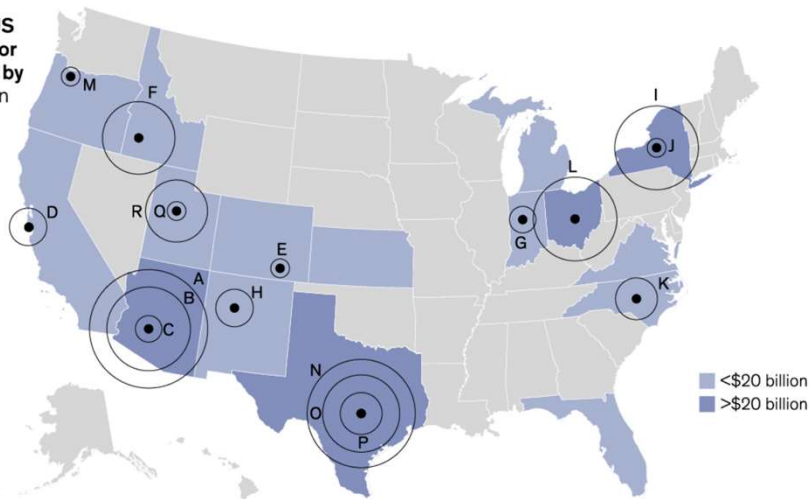
information education technology advocacy

15




New US semiconductor builds could reach \$200 billion to \$350 billion, with the largest investments in Arizona, New York, Ohio, and Texas.

Announced US semiconductor investments, by state,<sup>1</sup> \$ billion



16






# Workforce

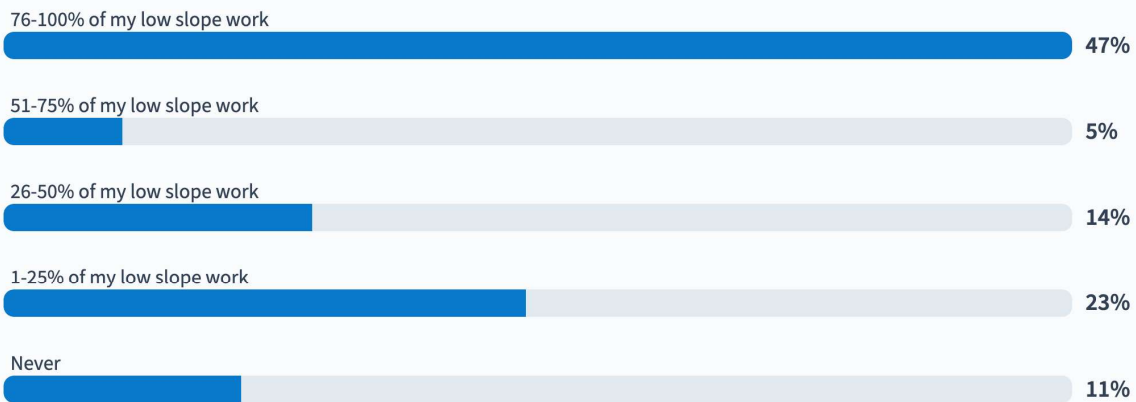
NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information ■ education ■ technology ■ advocacy

17

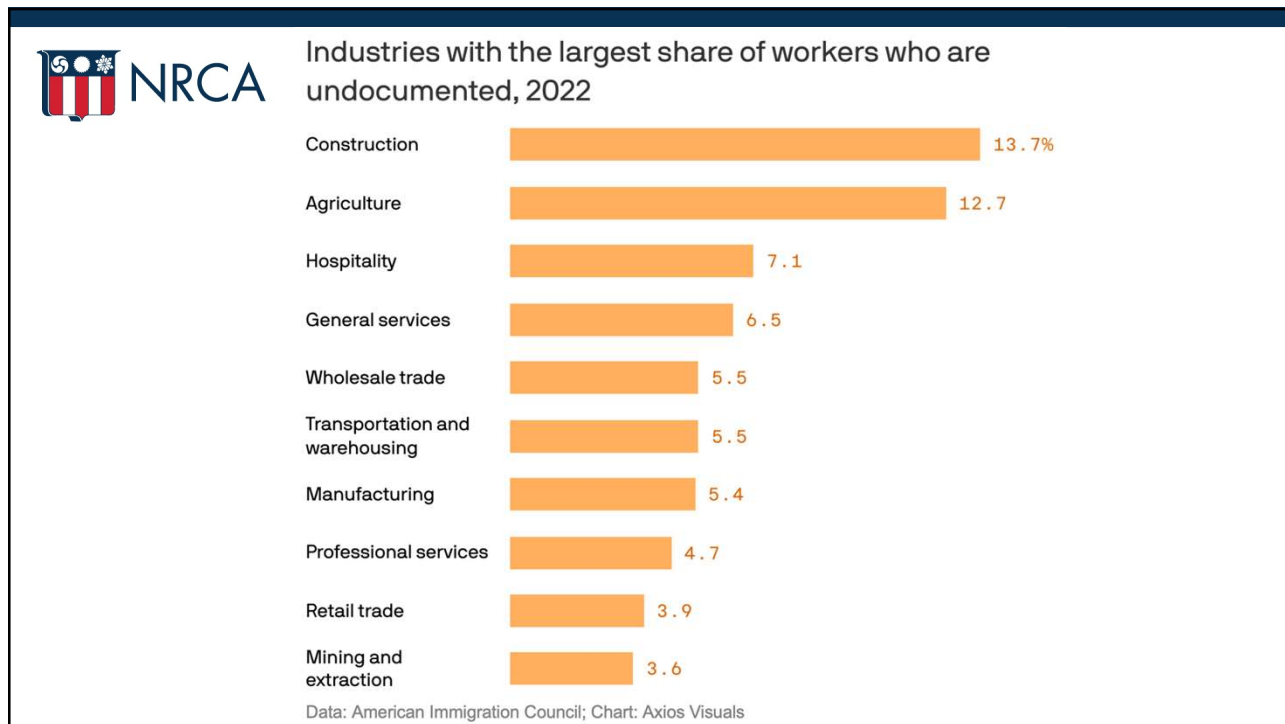


### I use subcontractor labor for roughly:

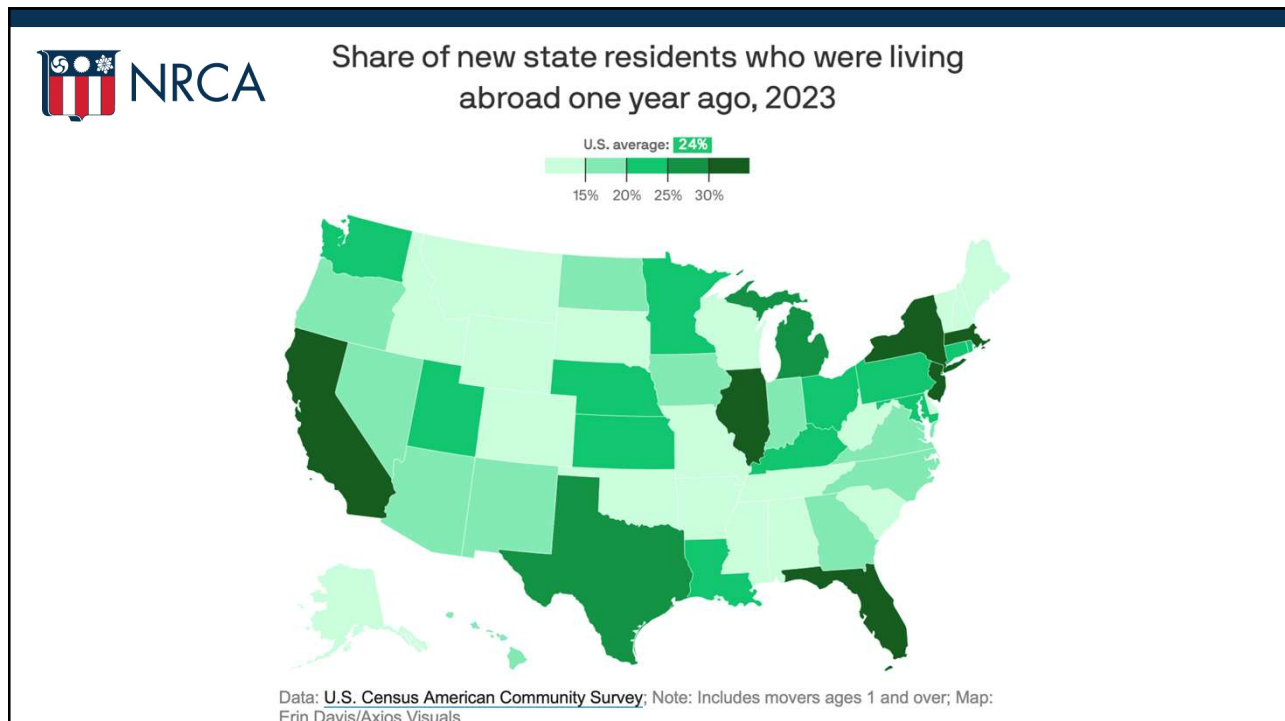


Usage Category	Percentage
76-100% of my low slope work	47%
51-75% of my low slope work	5%
26-50% of my low slope work	14%
1-25% of my low slope work	23%
Never	11%

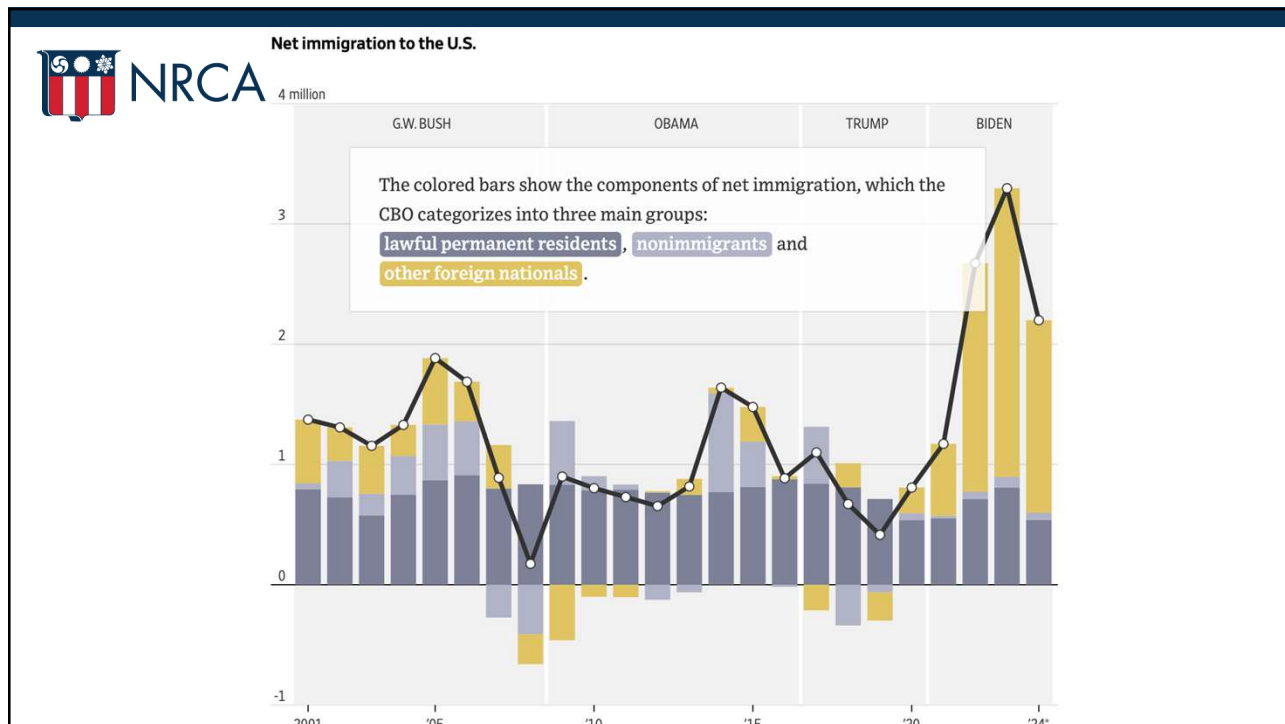
18



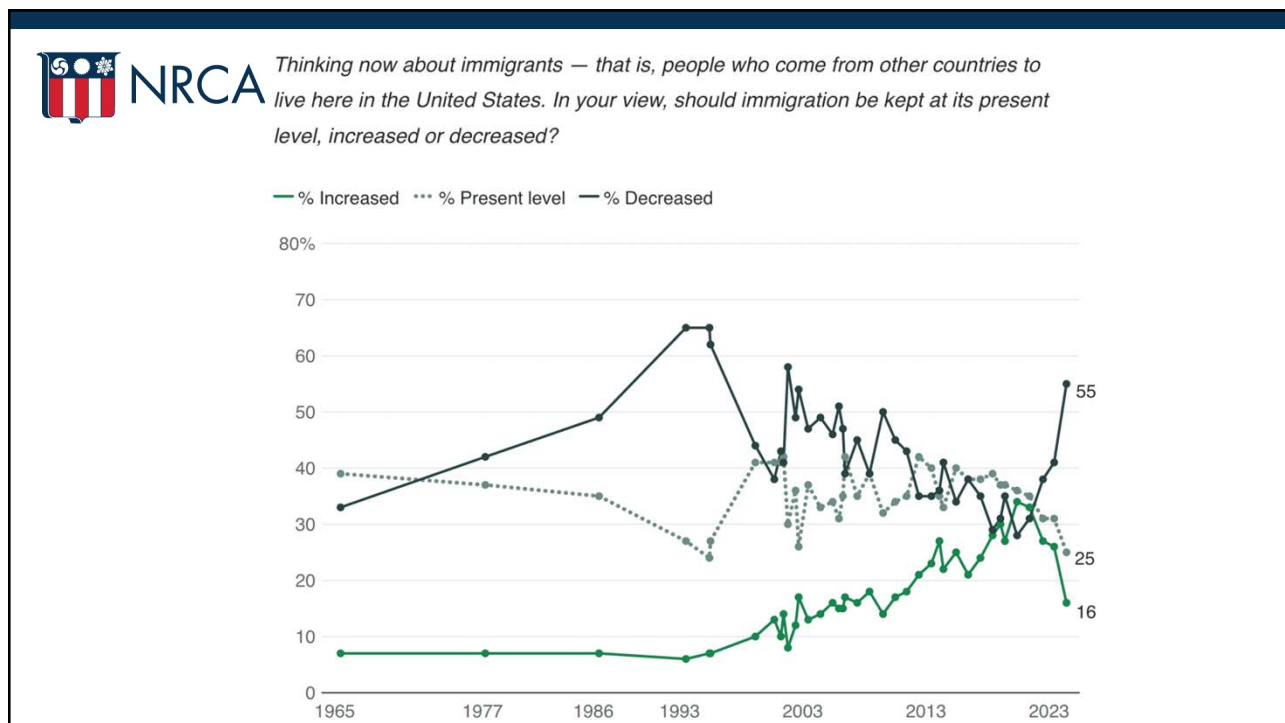
19



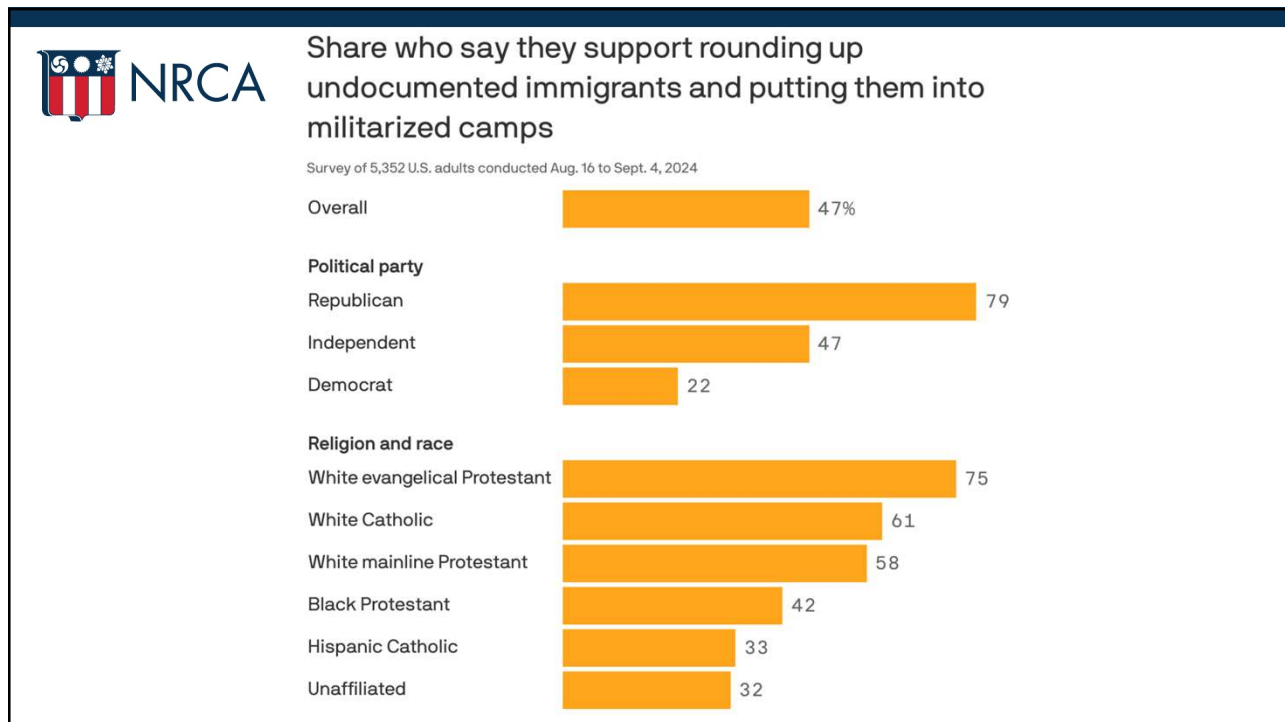
20



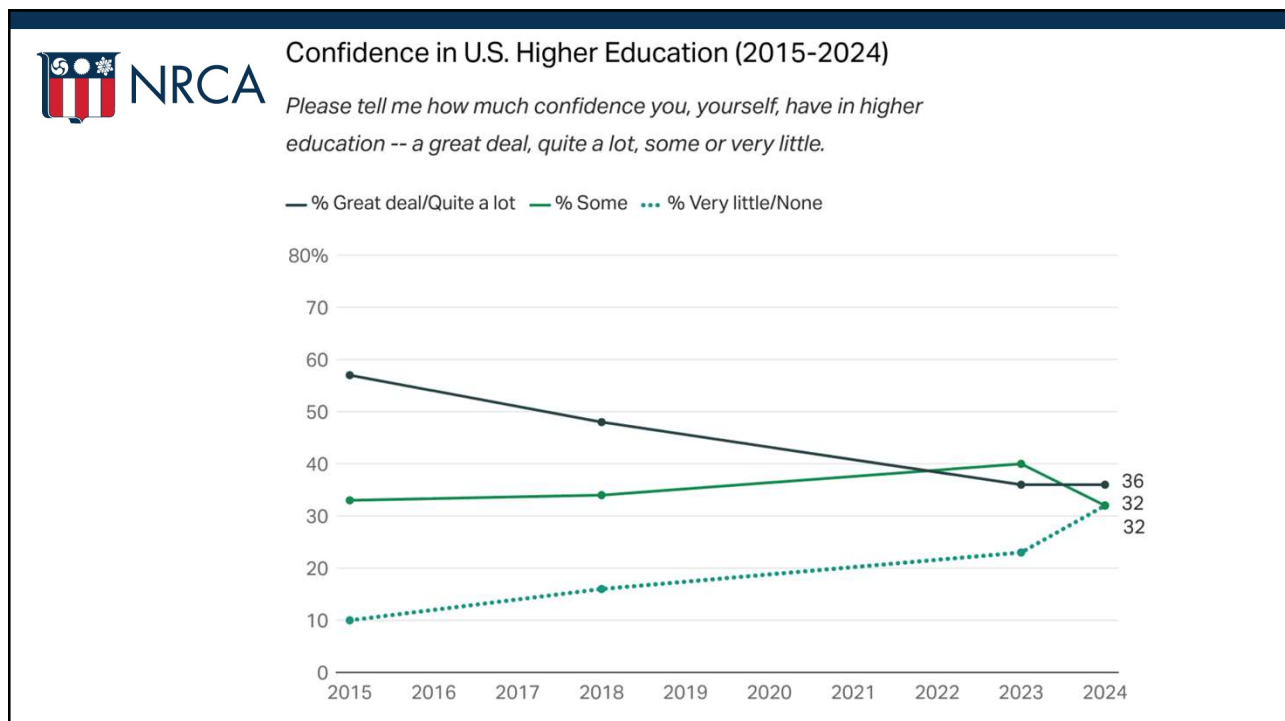
21



22



23



24



# Insurance

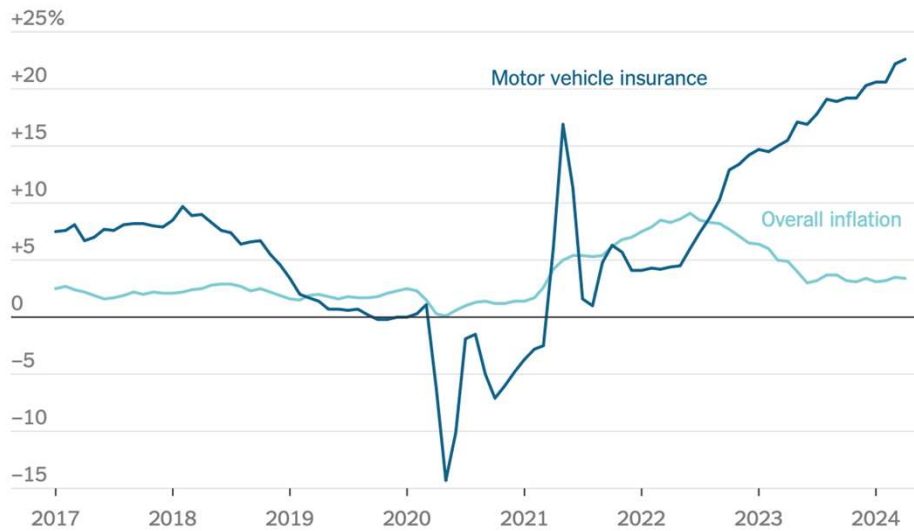
NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information ■ education ■ technology ■ advocacy

25

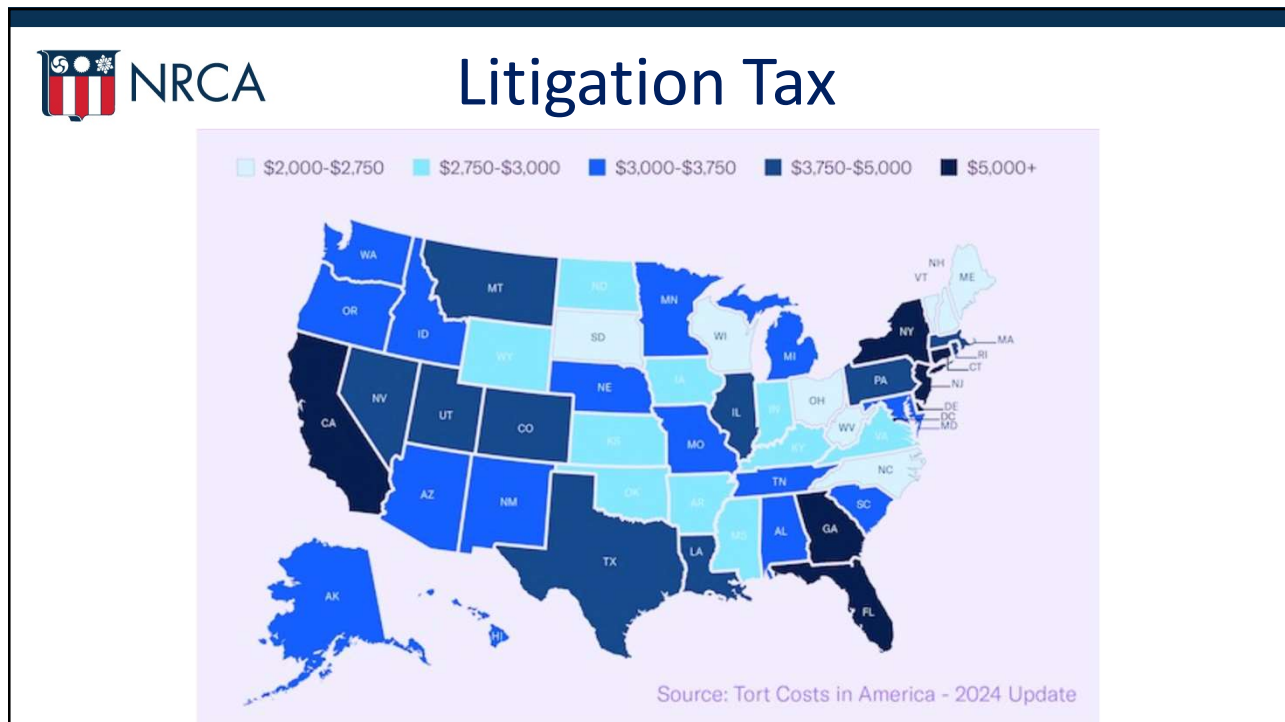


Year-over-year change in Consumer Price Index measures

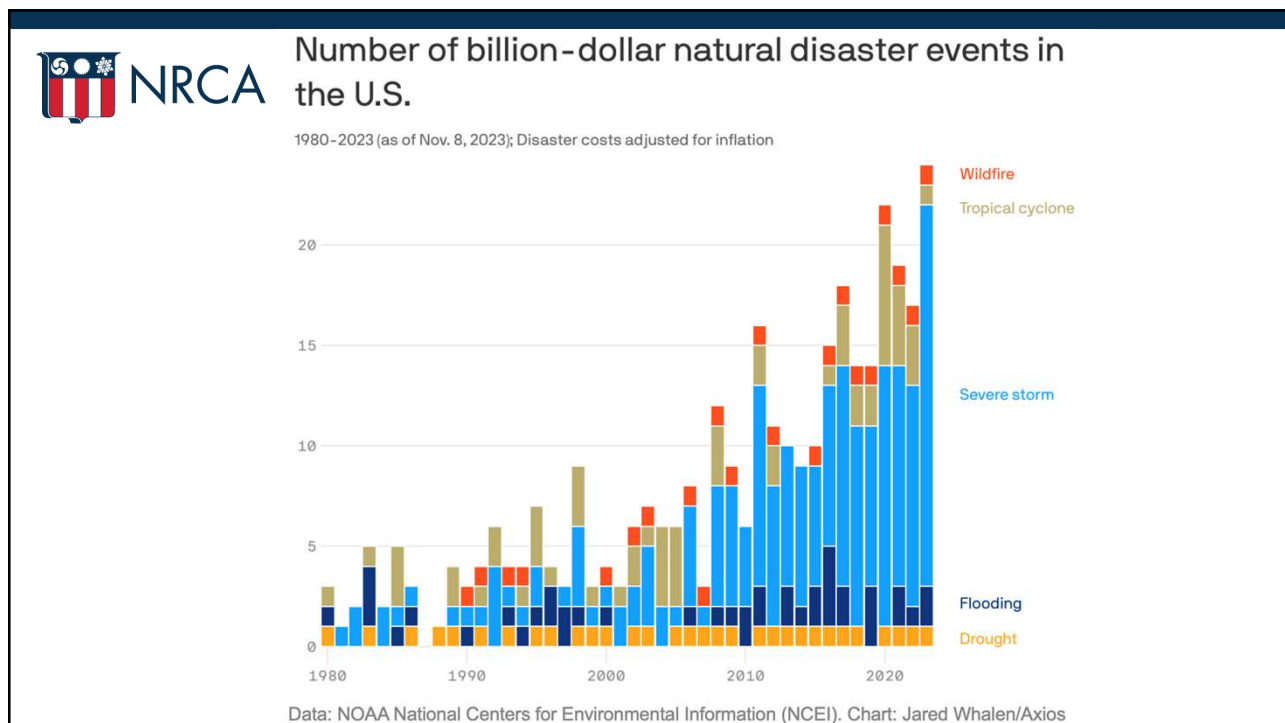


Source: Bureau of Labor Statistics • By The New York Times

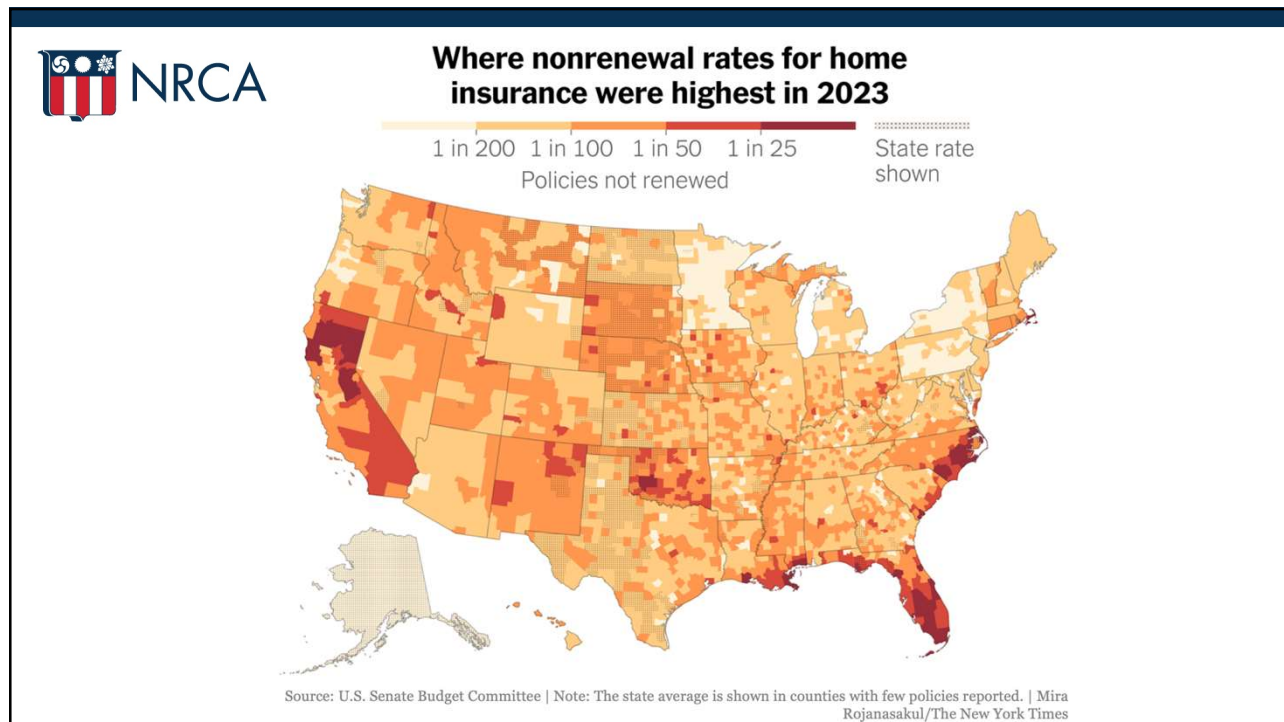
26



27



28



29

 **Safety**

- Fall Fatalities increased 52.7% from 2011-2022 (260 >>397)
- Rate increased too, up 13.3%
- Smaller companies most impacted

**NATIONAL ROOFING CONTRACTORS ASSOCIATION**

 information  education  technology  advocacy

30



$$\begin{array}{r}
 400 \\
 \times 10 \\
 \times 150\% \\
 \hline
 6,000
 \end{array}$$

NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information
 ■ education
 ■ technology
 ■ advocacy

31



## Construction:

6,000 lives lost to suicide

VS

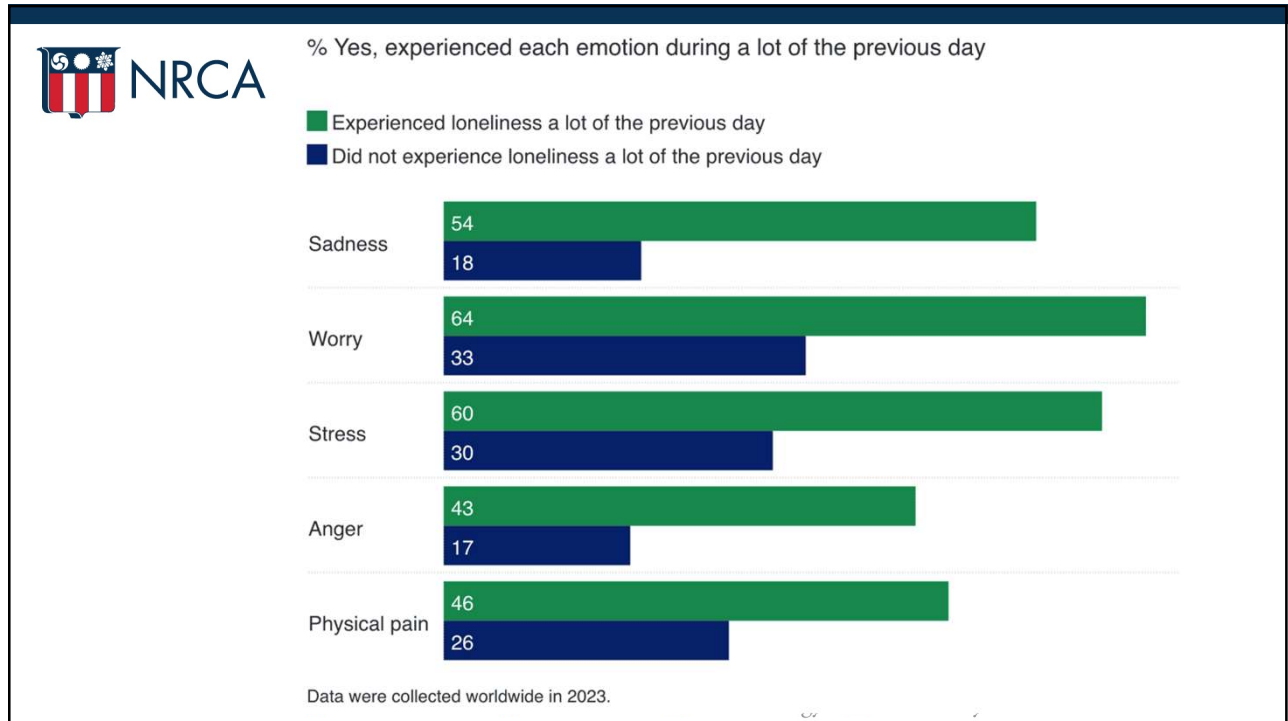
400 lives lost to falls

NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information
 ■ education
 ■ technology
 ■ advocacy

32





33

18%

% of US suicides occurred in construction

NATIONAL ROOFING CONTRACTORS ASSOCIATION

- information
- education
- technology
- advocacy

34



# 18% of loss

## Even though construction accounts for...

# 7.5% of the population

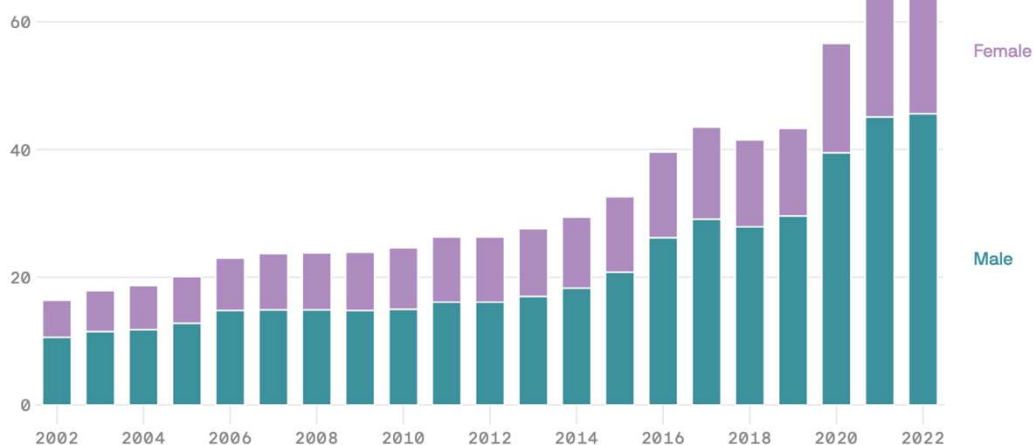
NATIONAL ROOFING CONTRACTORS ASSOCIATION

■ information ■ education ■ technology ■ advocacy

35



### U.S. drug overdose deaths per 100k, 2002 to 2022



Data: CDC. Chart: Axios Visuals

36



37

**WE**

**ARE THE INDUSTRY**

 **NRCA**

MDaniels@NRCA.Net      Cell: 702-510-8605

38