

BEST  **of**
SUCCESS

NRCA . . . WHAT HAVE YOU DONE FOR ME LATELY?

McKay Daniels

CEO

NRCA

**BEST of
SUCCESS**



Top Three Contractor Issues

1. Workforce

2. Workforce

3. Workforce



In-House Workforce



1. Get workers to your door.
2. Get them onboarded.
3. Get them trained and advancing.
4. Keep them

NRCA'S WORKFORCE DEVELOPMENT AND CAREER PATH



NRCA
UNIVERSITY

**CTE (Career and
Technical
Education)**



Some of our competitors vying for students: Welders



....Masons



...Culinary





US Coast Guard
2703 Martin Luther King Ave. SE
Washington, D.C. 20593-7103

1790


PAY TO THE
ORDER OF

Newly Enlisted Culinary Specialist

DATE _____

Fifty-Thousand Dollars and 00/100's -----

\$ **50,000**

DOLLARS  _____

MEMO Enlistment Bonus

A Hamilton

⑆12028675309⑆ 90357682021⑆ 1790

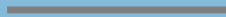
NRCA'S WORKFORCE DEVELOPMENT AND CAREER PATH



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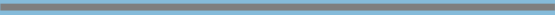
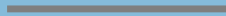
**CTE (Career and
Technical
Education)**



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

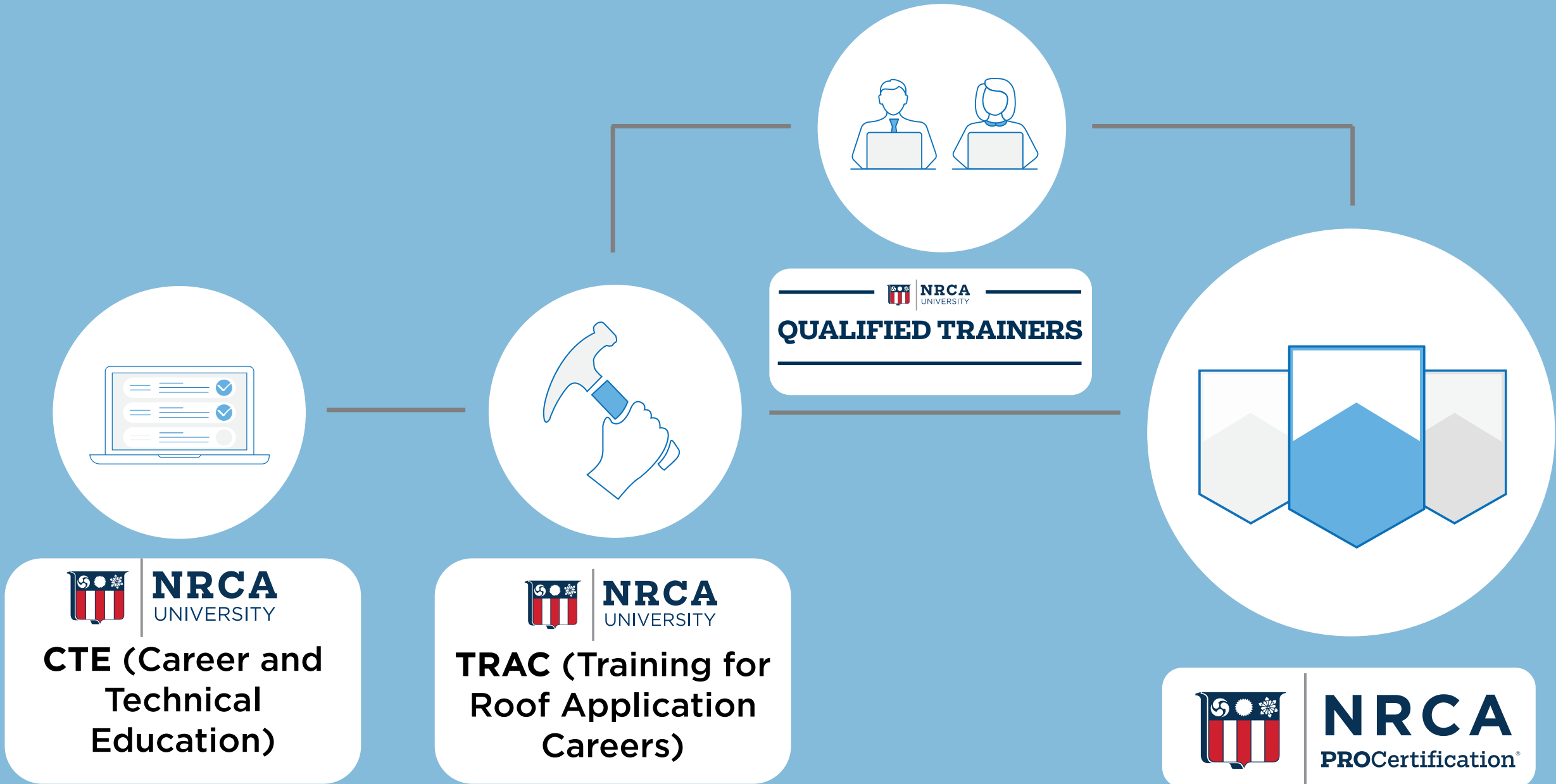
NRCA'S WORKFORCE DEVELOPMENT AND CAREER PATH




CTE (Career and Technical Education)


TRAC (Training for Roof Application Careers)

NRCA'S WORKFORCE DEVELOPMENT AND CAREER PATH



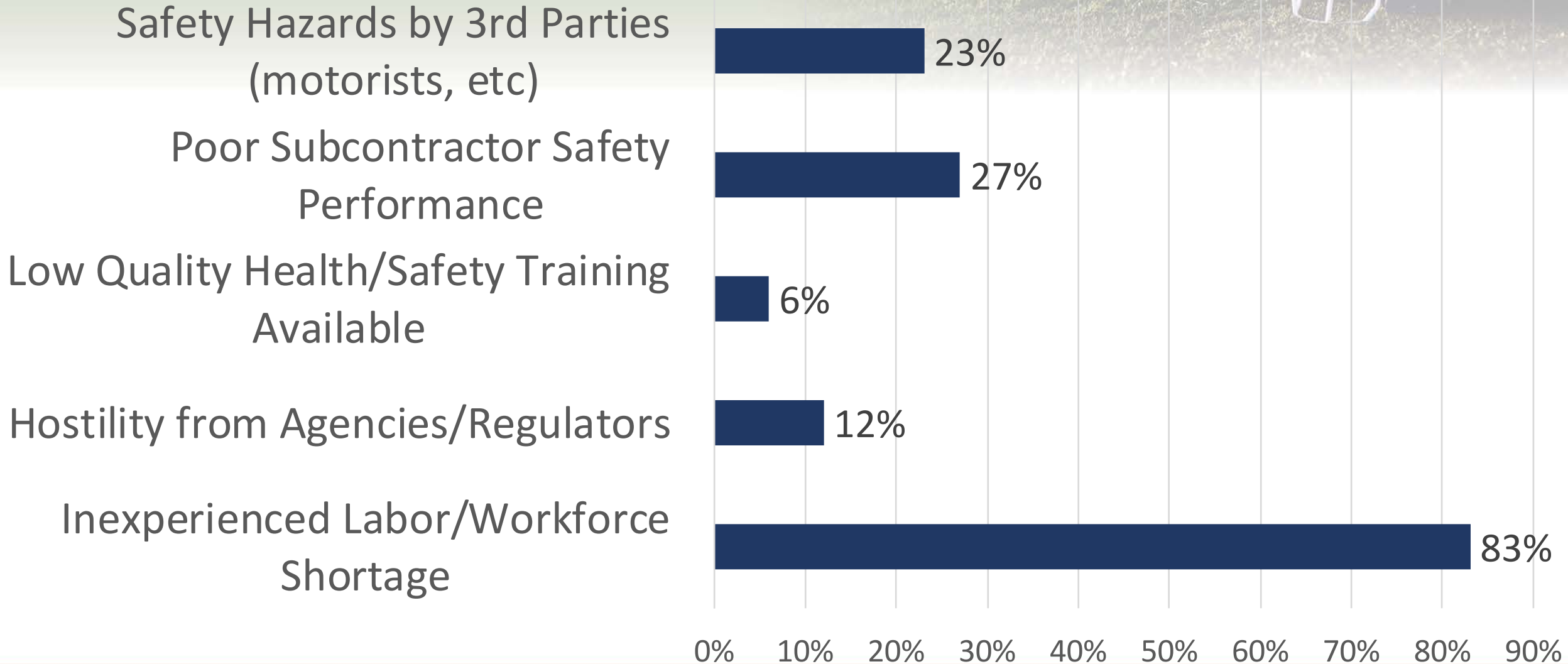
Sub-Contract Labor



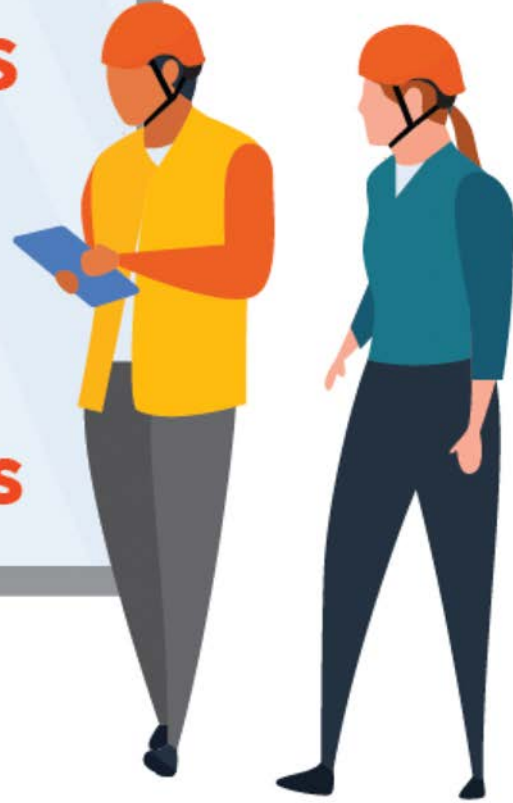
1. Availability and _____

1. Training and Quality

Health/Safety Challenges Facing Your Workers



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



Sub-Contract Labor



1. Availability and _____

1. Training and Quality

2. Legal/Insurance Coverage



BUSINESS

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

Clark Kauffman/Capital Dispatch

Sub-Contract Labor



1. Availability

1. Training and Quality
2. Legal/Insurance Coverage

Additions...Now and the Coming Year

- Fleet Safety and Management



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

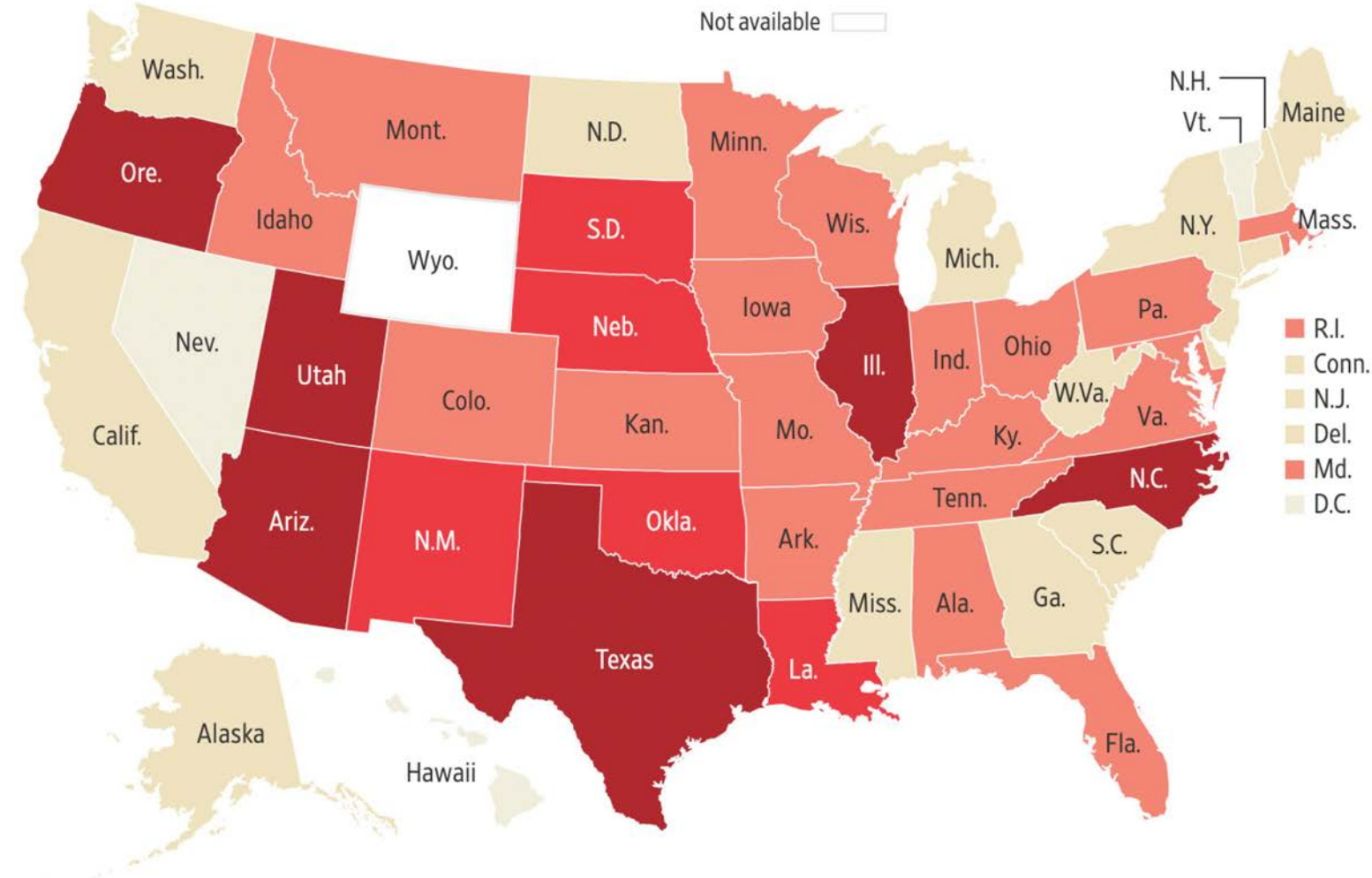
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Additions...Now and the Coming Year

- Fleet Safety and Management
- Mental Health Resources and Trainings
- Market Awareness: Residential Insurance Changes



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



———— **WE** ————

ARE THE INDUSTRY



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