About Me

- Regional Sales Manager for SafetyHQ
  - Providing client demos and building solutions that keep construction professionals safe and businesses protected

- 9 years of experience in the construction industry

- Previous experience in process improvement in manufacturing and supply-chain

Eric Vittardi
Regional Sales Manager, SafetyHQ

The Company

Foundation Software

- 36+ years of developing software solutions for contractors

- 5,600+ software clients

- 2,300+ payroll clients

- 70% of clients are specialty contractors

- 30% general contractors

- Recently acquired SafetyHQ (formally Harness)

- Recently acquired McCormick Estimating (1,800 clients) and Estimating Edge (1,500 clients)

# Foundation Software's Construction Business Report

How the CBR Came to Be

- Just released our 4th Construction Business Report

- Starting in 2019

- Created to get industry professionals thoughts on the process and technology they use to run their business

- Allowing professionals to share their predictions for next year

- Focused on labor-intensive 5-40 million, unrepresented audience

A Roadmap

Key Takeaways to Expect

- Industry demographics

- Skilled labor and better communication

- Software that meets your needs

- What to expect

- Questions
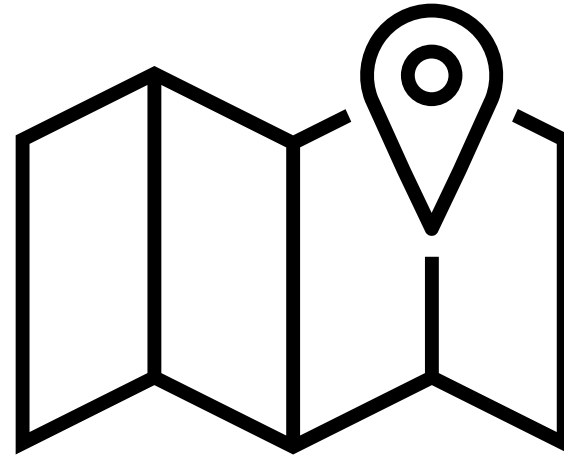
Industry Demographics

What the CBR Found

- What does experience really mean?
  - Growth is coming with new opportunity to attract younger laborers
- Experience/information vs Production
- How will this look going forward?
- Age of respondents has gotten older
- Department of labor shows industry continuing to age average age of 42.5 vs 40.5 in 7 years

When asked what best describes yourself:

- Born prior to 1946   12 (2%)
- Born between 1947-1960   228 (30%)
- Born between 1961-1980   334 (44%)
- Born between 1981-1995   163 (22%)
- Born after 1996   16 (2%)

Skilled Labor & Better Communication

What The Focus Will Be:

- Will be a focus for businesses over the next few years

- The concern adding even more strain on cross-functional teams not using technology effectively

  - Pain point: new labor hired on, who likely are inexperienced

- 2022 Construction Business Report (CBR) supports this concern, reflecting where businesses experience the most inefficiency:

Communication / collaboration issues between teams	288 (39%)
Inaccurate data	31 (4%)
Lack of accessible data	50 (7%)
Lack of integrated software	84 (12%)
Lack of mobile or remote technology	59 (8%)
Manual processes	219 (30%)

Skilled Labor & Better Communication

An unmet demand for labor:

- According to the CBR, skilled craftsman and labor are what companies need

    - None   81
    - Labor   303
    - Skilled craftsmen   346
    - Management   94
    - Office staff   113
    - Other (please specify)   40

- What is the improvement you most hope to see for your business in the next 12 months?

    - Addition of skilled labor   276 (37%)
    - Additional training for employees   47 (6%)
    - Adoption of new office technology   87 (12%)
    - Better communication between teams   166 (22%)
    - Increased use of integrated technology or API   108 (14%)
    - More efficient jobsite safety procedures   21 (3%)
    - Other (please specify)   41 (6%)

- Efficient workflow and communication are a necessity, especially with under skilled labor coming into the mix

- New hires stay longer, easier to attract candidates with use of technology- hard to acquire talent if not retained.

Software That Meets Your Needs

Find What Makes Your Life Easier

- According to the CBR 49% of industry professionals focus on ease of use when searching for construction software

  - Cloud-based accessibility   29 (5%)
  - Company behind software   22 (4%)
  - Cost   81 (13%)
  - Ease of use   307 (49%)
  - Integrations   122 (19%)
  - Mobile apps   14 (2%)
  - Reviews of software   9 (1%)
  - Time to onboard   18 (3%)
  - Other   28 (4%)

- Find something that helps you transfer data efficiently from field to office and get away from email and spreadsheet transferring

- Find a software that is focused on construction

- Find a software that appropriately matches the size of your business

- No question of needing software, just what software you need

What We Can Expect

How This All Ties Together

- Confidence and spending are great economic indicators for what is to come

  - According to the Construction Business Survey, 69% have a very positive or positive outlook for the industry. Outlook like this indicates more optimism for future spending

  - 57% saw an increase in revenue as compared to their average pre-pandemic

- Many competitors are feeling good and improving for the future

- Others are just enjoying the bump and making no changes

- Which one are you?

ARCORO

Thank You

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