

SBCATM
INDUSTRY
CLIMATE
SURVEY
REPORT



DECEMBER
2017

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Executive Summary

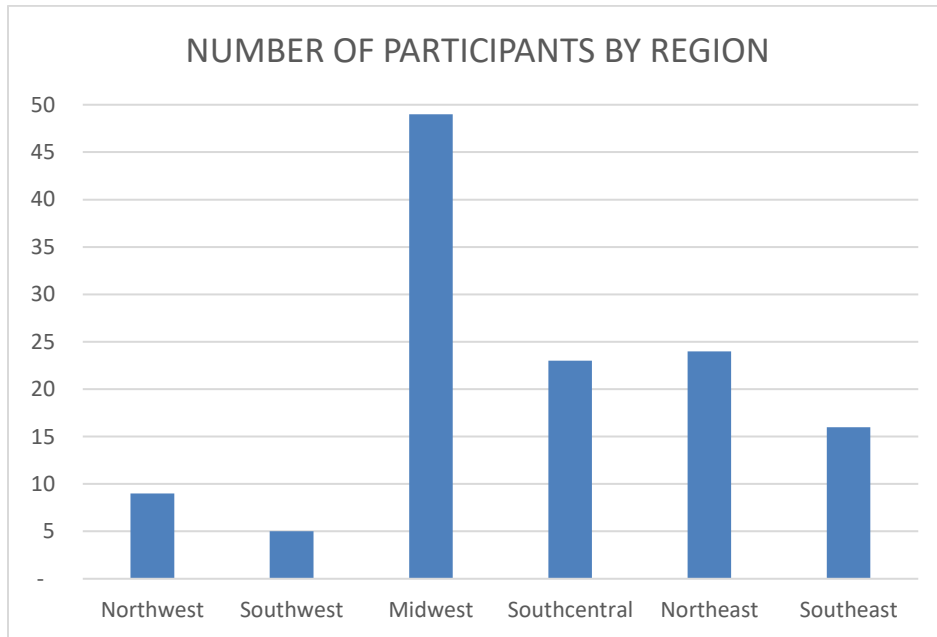
SBCA is pleased to provide a Business Climate Survey for 2018. In November of 2017, SBCA sent out an online questionnaire to all component manufacturing member locations. In all, 129 locations provided at least partially useable responses. Responses showed that the majority of members are optimistic about the coming year, while the largest concern across the country was production labor availability.

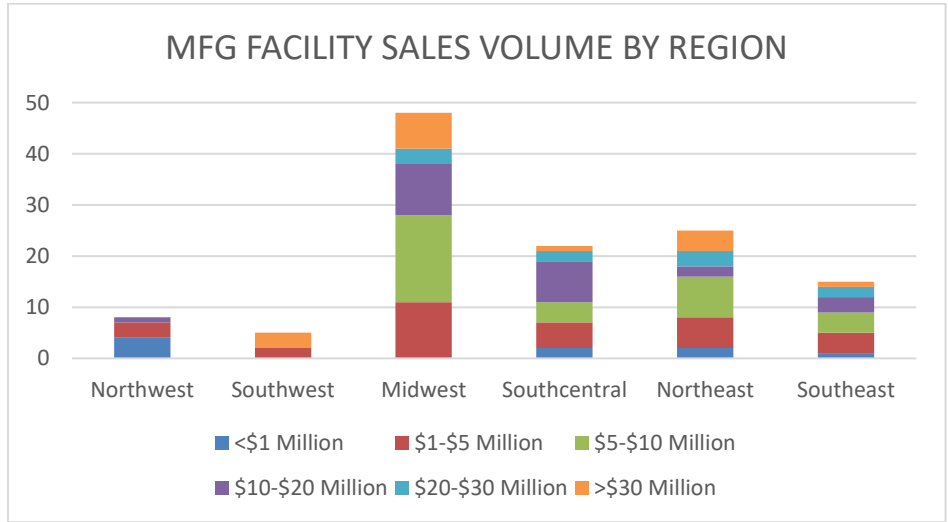
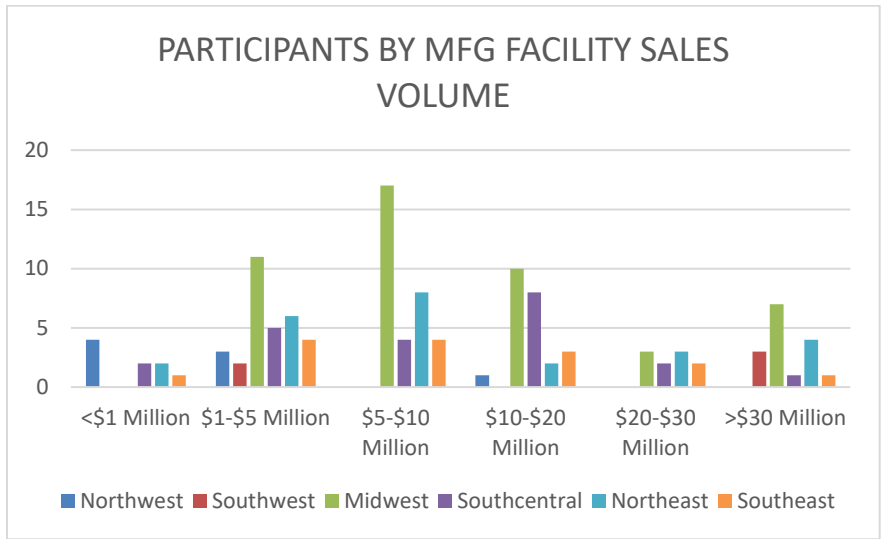
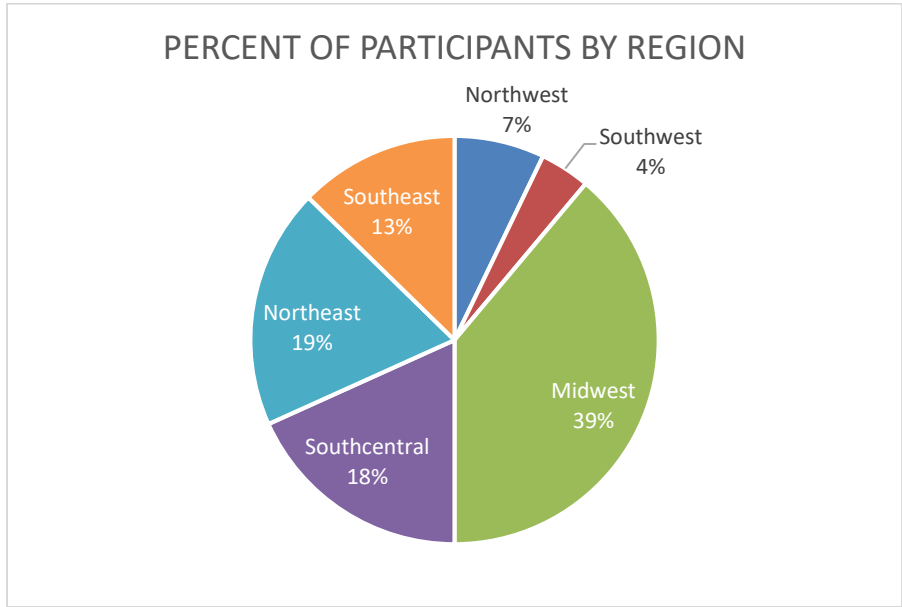
Going forward, SBCA will conduct surveys regularly, focusing on different aspects of business operations, including financial, wages/benefits, operations and industry trends. **Watch for a Financial Performance Survey in early January.** Survey questions will be simplified from the past in order to allow for as much participation as possible from SBCA members.

Thank you to subcommittee members Jeff Taake (Mead Lumber Co.), Jeff Smith (Trussway), John Herring (A-1 Roof Trusses) and Dave Green (Carolina Structural Systems) for their time and efforts on the SBCA surveys conducted in 2017.

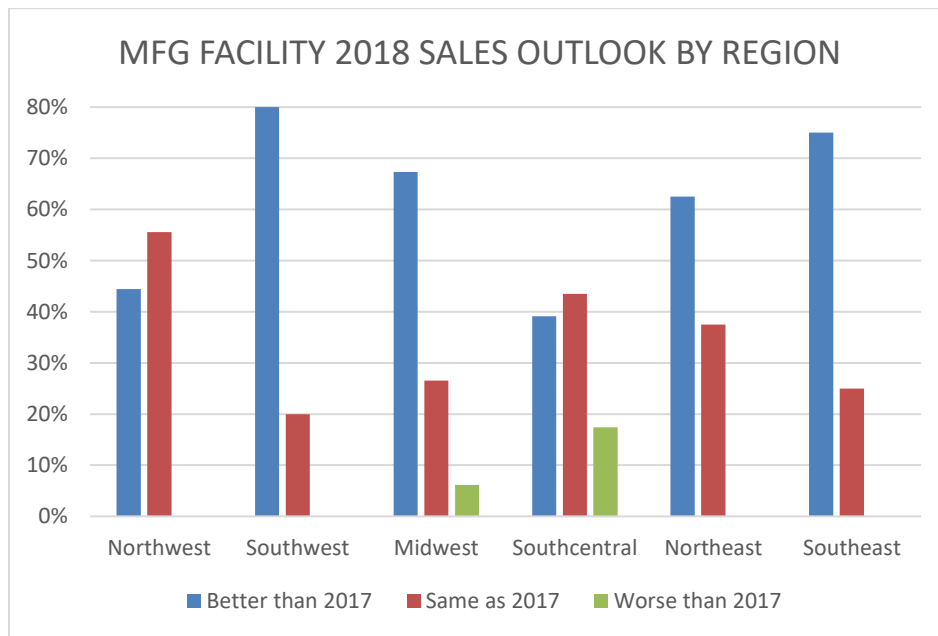
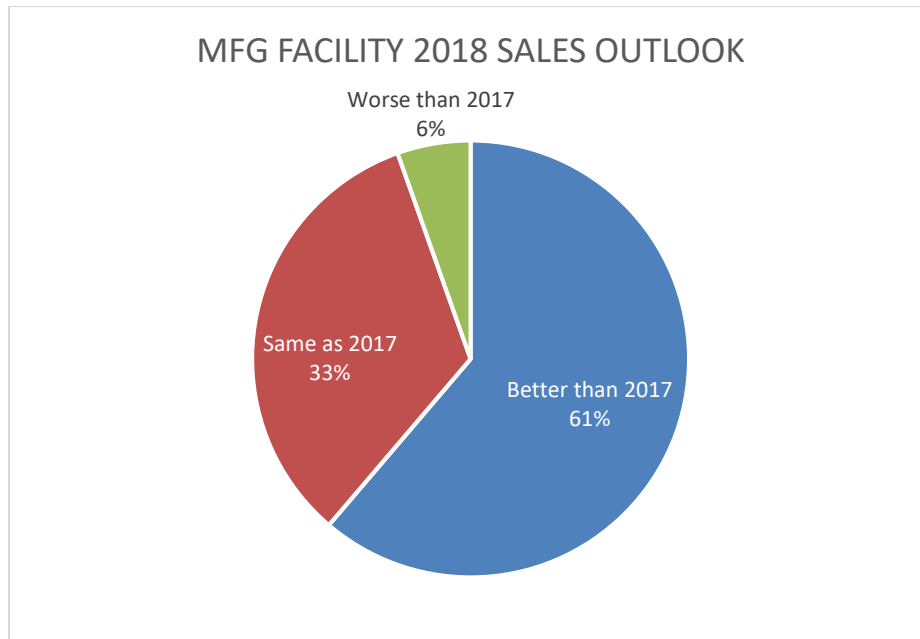
We look forward to continual improvement and increased participation in the years to come.

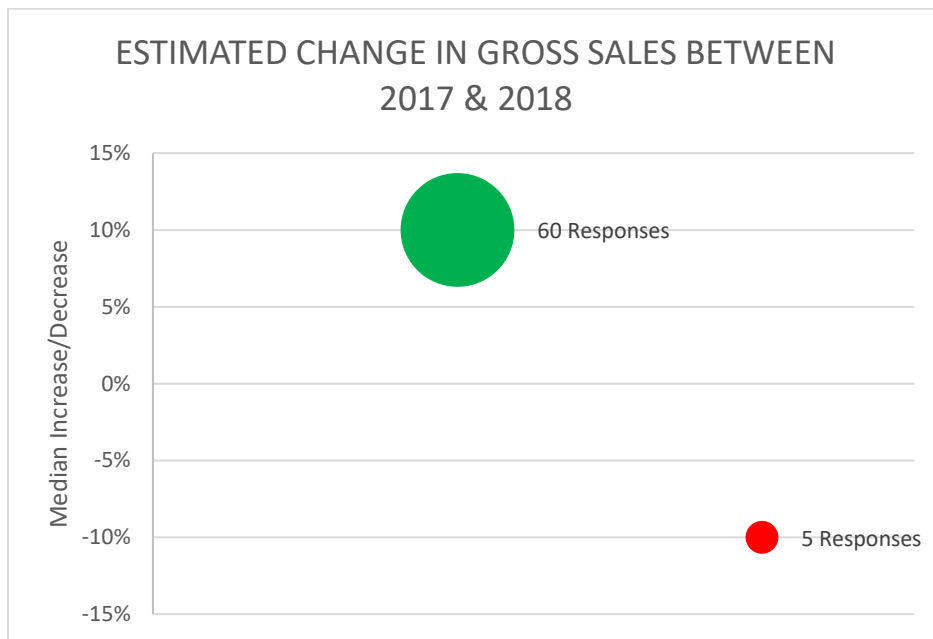
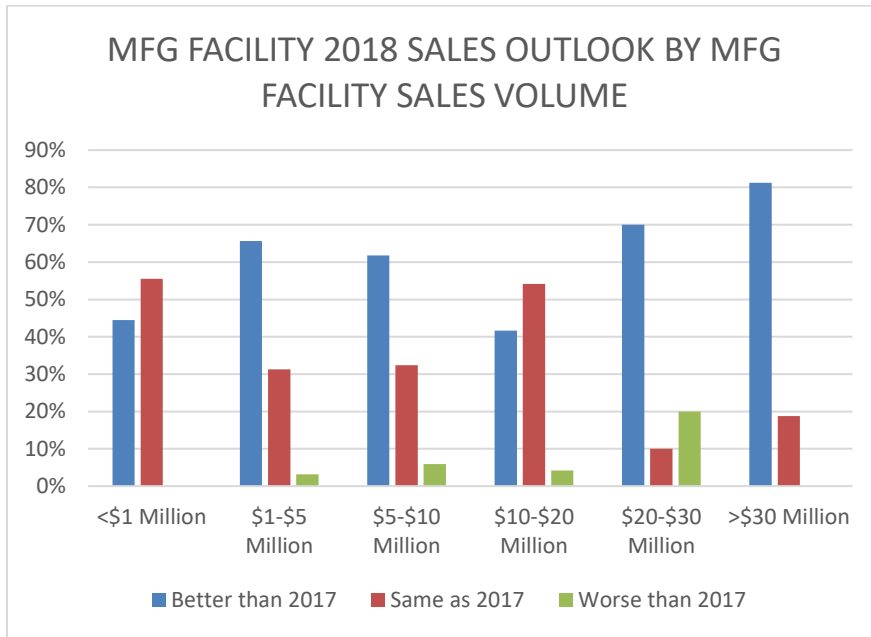
Survey Participation



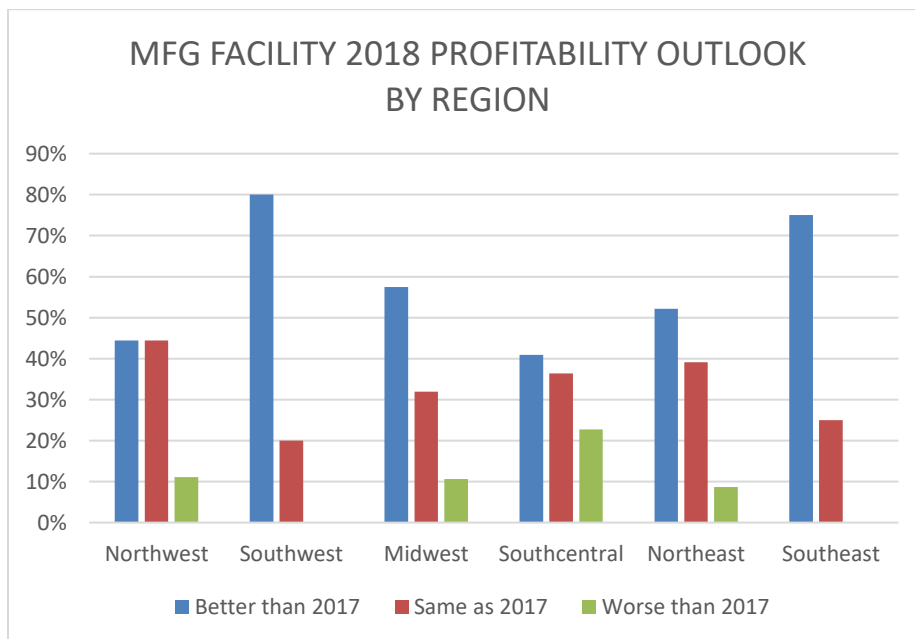
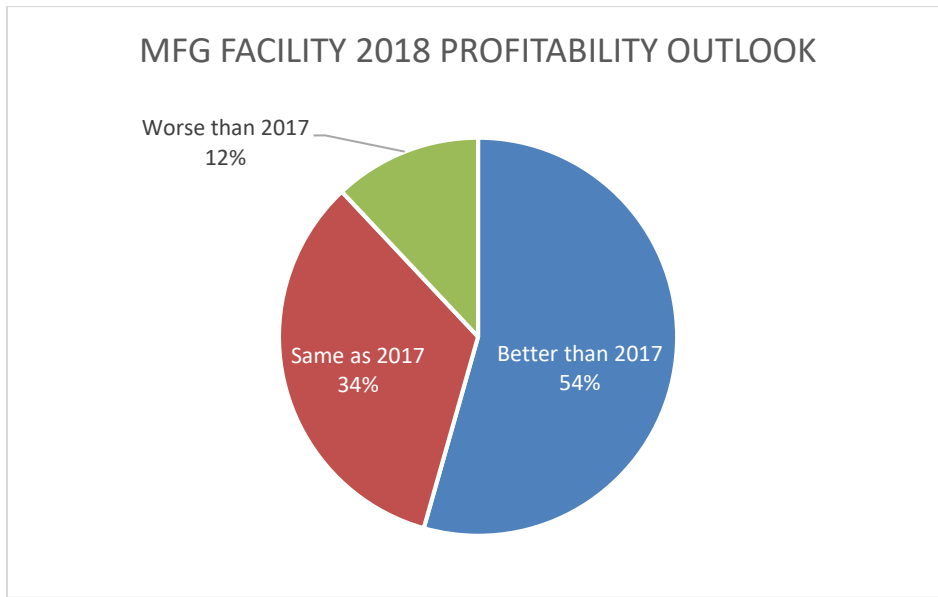


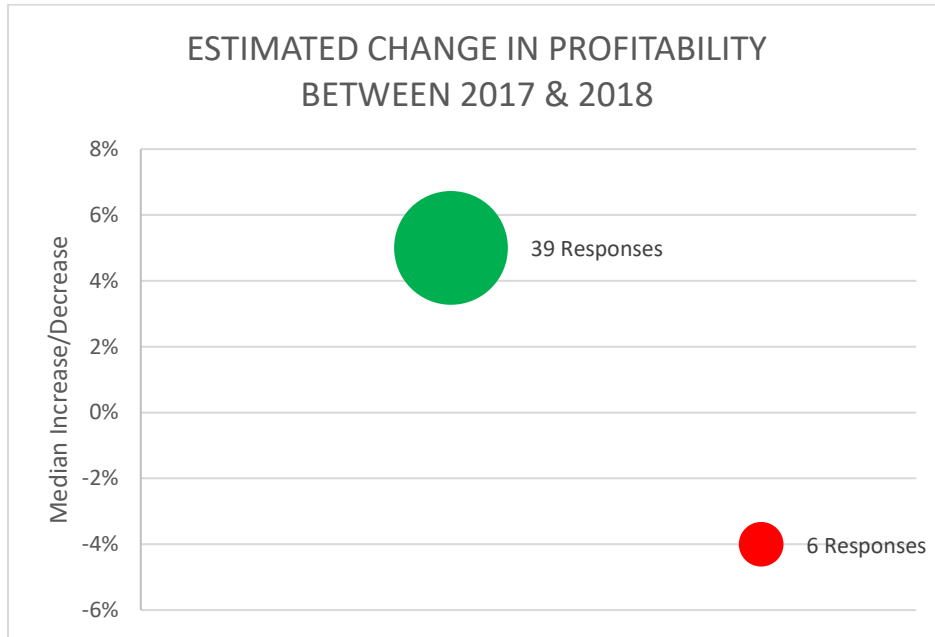
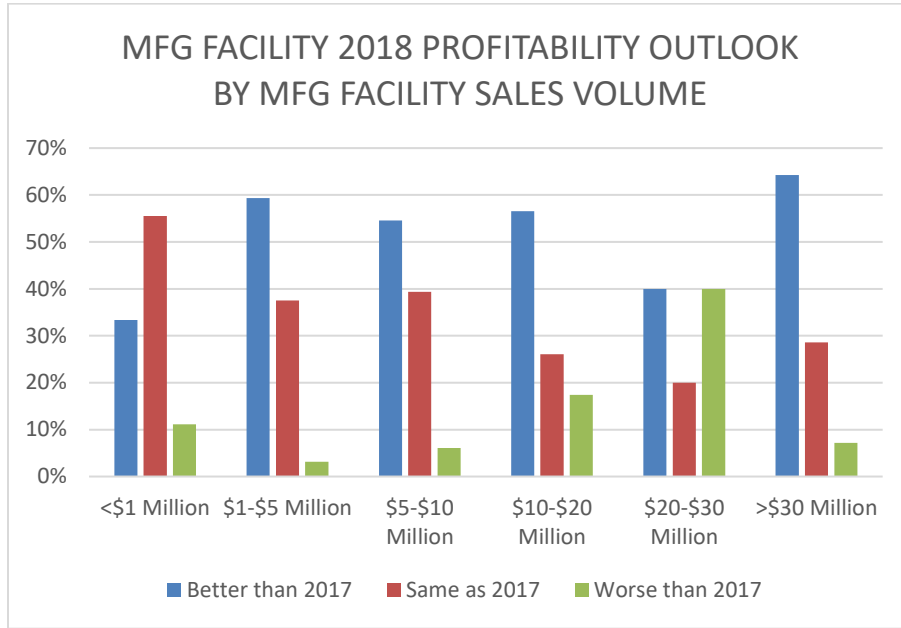
Sales Outlook for 2018





Profitability Outlook for 2018





Top Challenges in 2018

