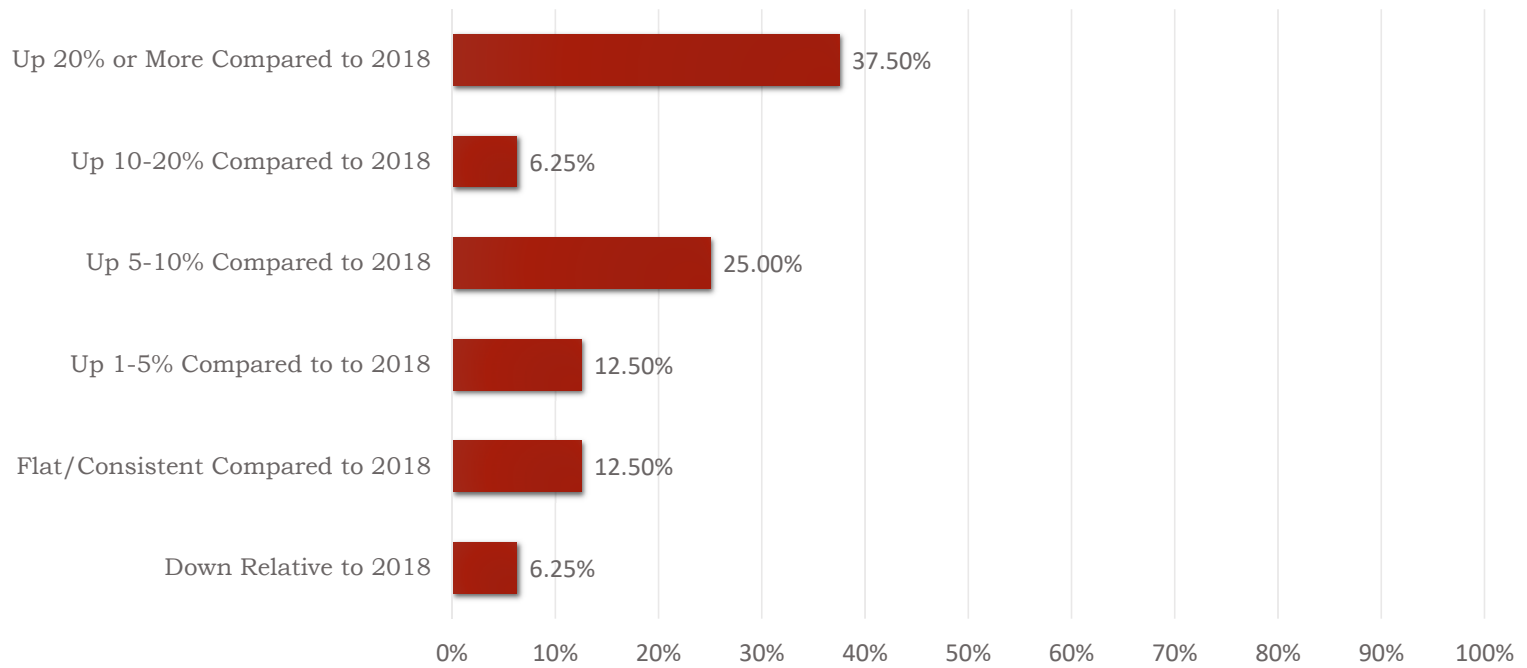

ASBA 2019

Courts & Recreation Quick Pulse Survey Results



Describe your 2019 season:



If you have experienced an increase in business over 2018, to what do you attribute the growth?

1. Strong Economy
2. Pickleball
3. New And Reconstructed Tennis Courts
4. Pickleball And Renovation Of Tennis Courts
5. More Opportunities Out There To Bid On
6. Good Economy And Storm Related Damage
7. More Sales Reps
8. Superior Service And Ability
9. New Courts
10. We Hired More Sales Help
11. Schools Building New Courts And Resurfacing Existing Courts



What recent trends are you seeing as a builder, or new/frequent request from customers?

1. Continued Growth In Pickleball Play Requiring New/Retrofitted Courts
2. It's Raining Money
3. Incorporating Pickleball Lines On Tennis Courts
4. New Systems To Help With Cracking Of Courts. Overlay Systems
5. It Seems More Folks Want Their Projects Performed As Quickly As Possible Without Regards To The Real Time The Project Will Take. This With The Shortage Of Labor Is A Huge Issue.
6. Pickleball - Everything ... From New Construction To Painting Lines On Existing Tennis And Basketball Courts ... Or Anything Remotely Flat
7. Tennis Court Conversions To Pickleball Courts. Pickleball Players Looking For Resilient Surfaces
8. Accelerated Building Schedules, Increased Interest On Environmental Impact Of Products And Processes, Increasing Need For Customers To Be Educated / Less Experienced Customers.
9. Pickleball Rage Continues
10. Pickleball Croquet Bocce'
11. Customers Want Pickleball Lines Put Everywhere. Parking Lots, Tennis Courts, Basketball Courts, Driveways.
12. Pickleball Courts And Striping

