ASBA 2019
Track Quick Pulse Survey Results
Describe your 2019 season:

- Up 20% or More Compared to 2018: 34.78%
- Up 10-20% Compared to 2018: 17.39%
- Up 5-10% Compared to 2018: 17.39%
- Up 1-5% Compared to 2018: 0.00%
- Flat/Consistent Compared to 2018: 26.09%
- Down Relative to 2018: 4.35%
If you have experienced an increase in business over 2018, to what do you attribute the growth?

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Construction</td>
<td>44.44%</td>
</tr>
<tr>
<td>Replacement</td>
<td>44.44%</td>
</tr>
<tr>
<td>Surfacing Only</td>
<td>33.33%</td>
</tr>
<tr>
<td>Other</td>
<td>16.67%</td>
</tr>
</tbody>
</table>
At what level did you see an increase in building?

- Primary/Middle School: 0.00%
- High School: 70.59%
- College/University: 11.76%
- Private Facility: 11.76%
- Other: 5.88%
What recent trends are you seeing as a builder, or new/frequent requests from your customers?

1. Higher Quality Products
2. Design/Build And Cooperative Purchase Requests
3. Taking On More Scope
4. Have Not Noticed Anything New In Last Few Years
5. Conversion Of Tennis Courts To Pickleball Courts
6. Seeing The Synthetic Turf Companies And Track Surfacing Companies Are Wanting To Be The General Contractor Instead Of A Supplier/Installer Of Their Product... Also Noticing The CMAS Is Being Used As A Tool To Forgo Public Bidding, Lease-Leaseback And Design Build With No Competition With General Contractors That Specialize In Stadium Construction. Turf And Track Surfacing Companies Are Forgoing The Proper Process.
7. It's Raining Money
8. Pickleball Conversions
9. Different Colors. Not The Traditional Red
10. Solving Drainage Issues
11. Soil Cement Stabilization
12. Track Maintenance. Complimenting Our Synthetic Turf Maintenance Crew, We Are Developing A Plan To Keep Tracks In Shape, Extending Life