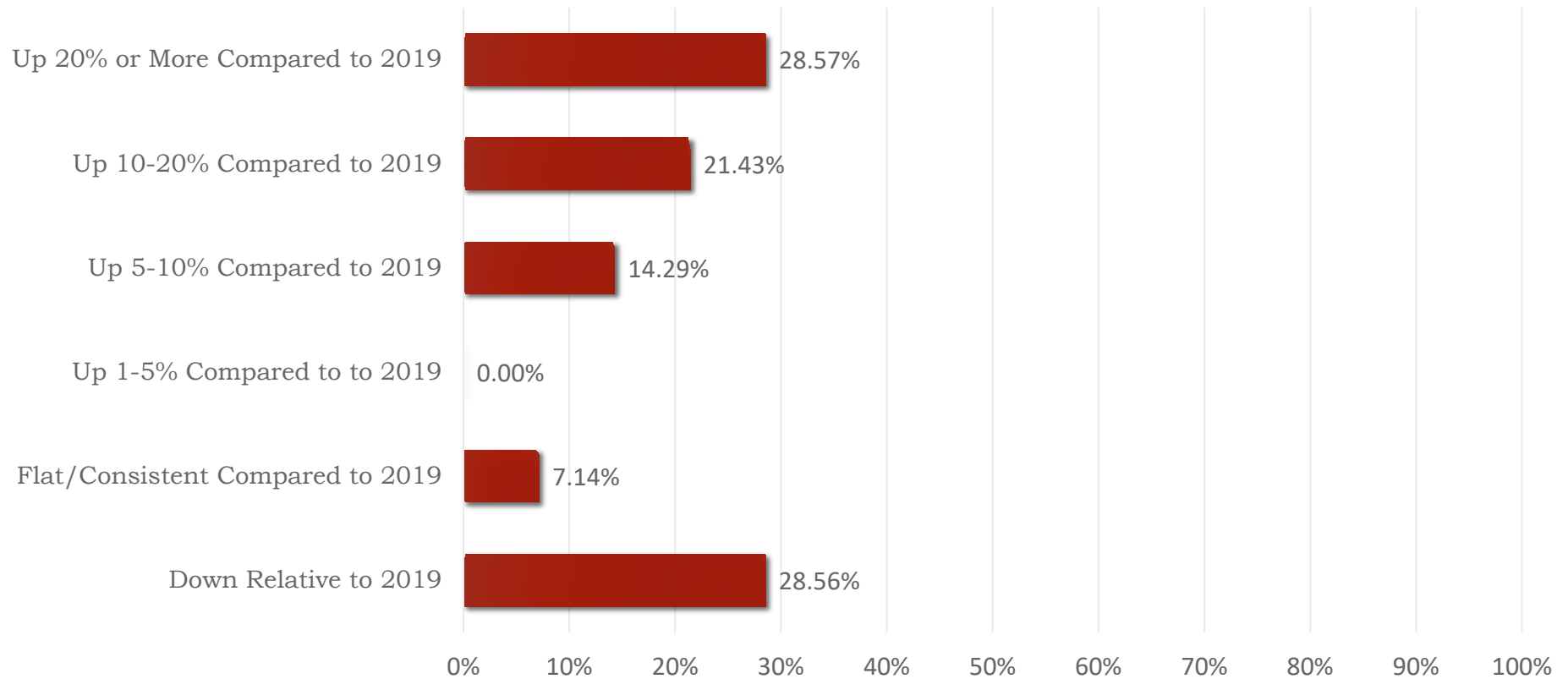

ASBA 2020

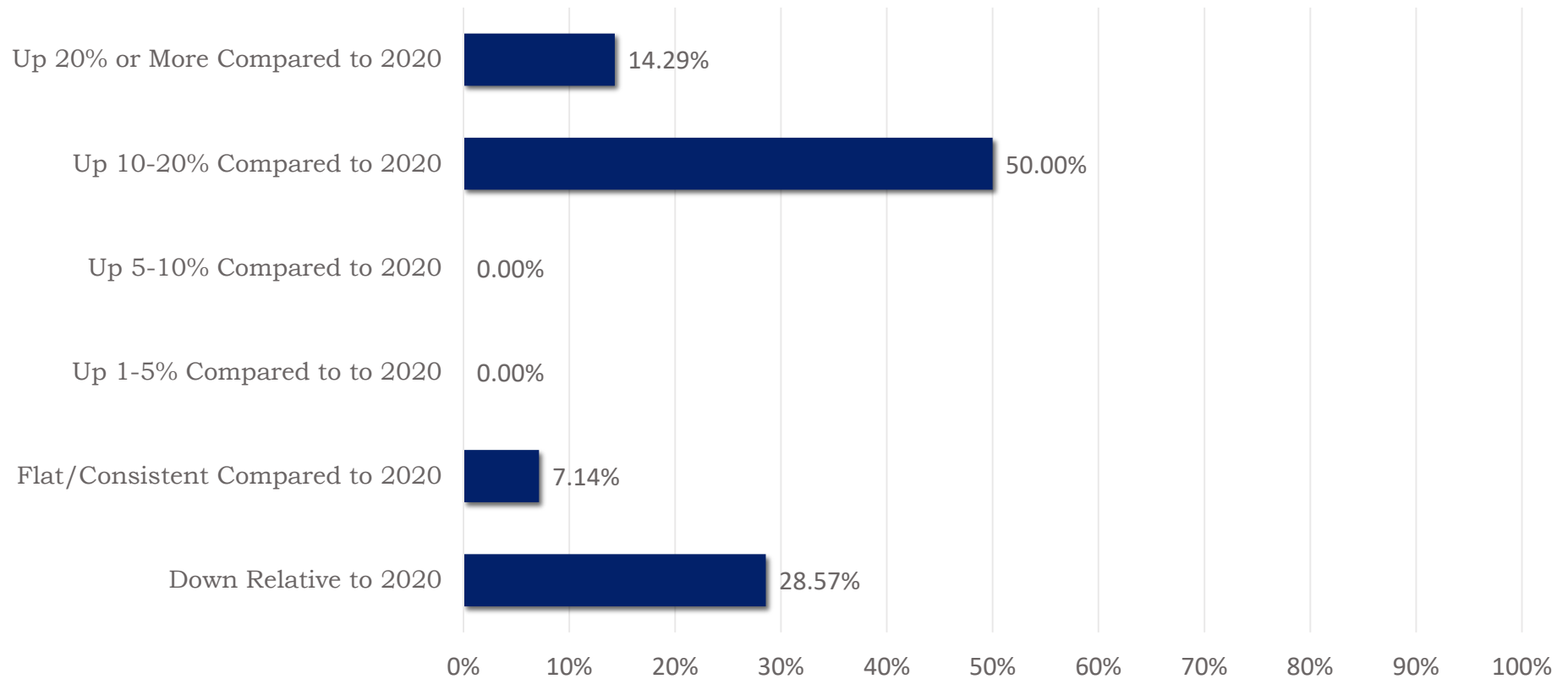
Courts & Recreation Quick Pulse Survey Results



Describe your 2020 season:



At this point in time, what are your expectations for your company's business for 2021:



If you have experienced an increase in business over 2019, 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. Mostly pickles and new developments
2. Our increase is much related to the ability to get into buildings earlier this year due to COVID. This freed up crews to take on more work this summer
3. Private facilities
4. Public staying home and want residential sports facilities, National economic and home value climate.
5. Recreation upsurge because of Covid
6. Residential projects
7. We are having a lot of growth in our state (UT).
8. We have had several projects that we had won cancelled
9. Weather from last year and new school bonds

