



# THINK BIG. ACT BIGGER.

The graphic includes silhouettes of two superheroes, a male and a female, standing with their hands on their hips and capes flowing. They are positioned above the text. From the bottom right corner of the text area, three lines extend to a small illustration of two people, one in a suit and one in a dress, standing together.

Spring Conference – April 7-9, 2022 • Marriott Marquis San Diego Marina Hotel

While you wait for the presentation to begin, use the chat button at the bottom of your screen and share your name and location.

# 2022 Spring Conference

## Business Snapshot Summary



Presenter:

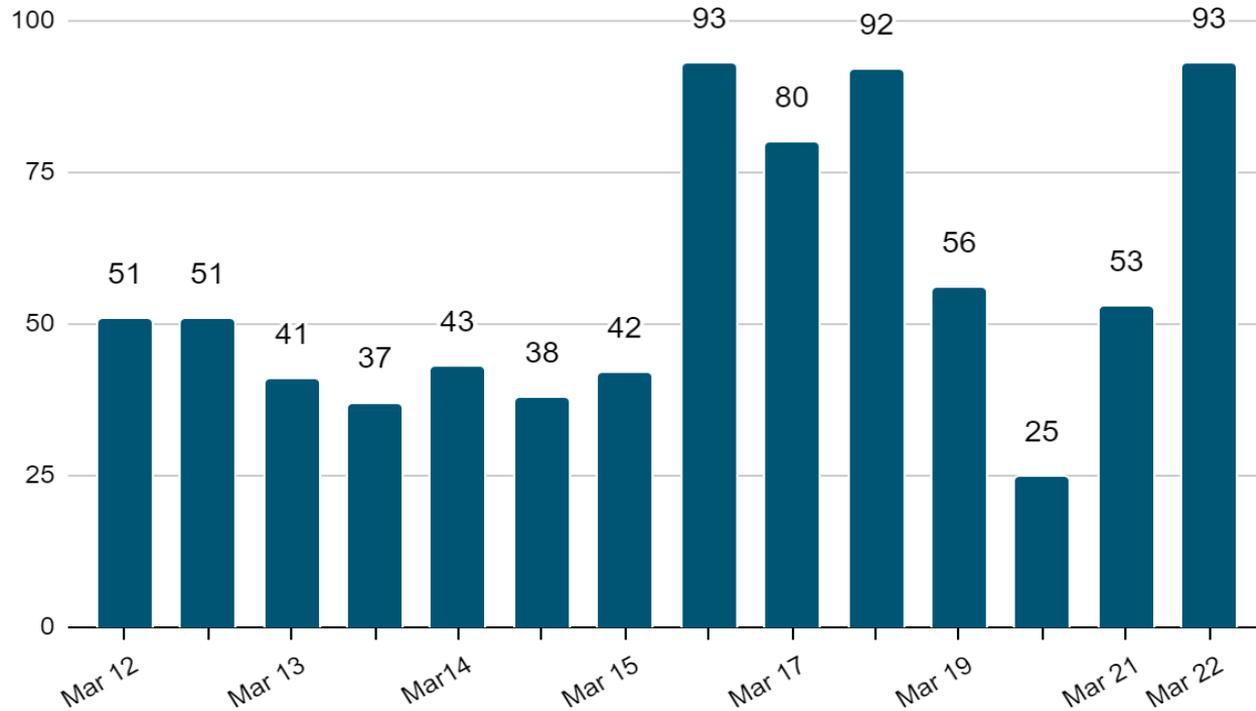
**Jason Stoops, P.E.**

G2 Consulting Group

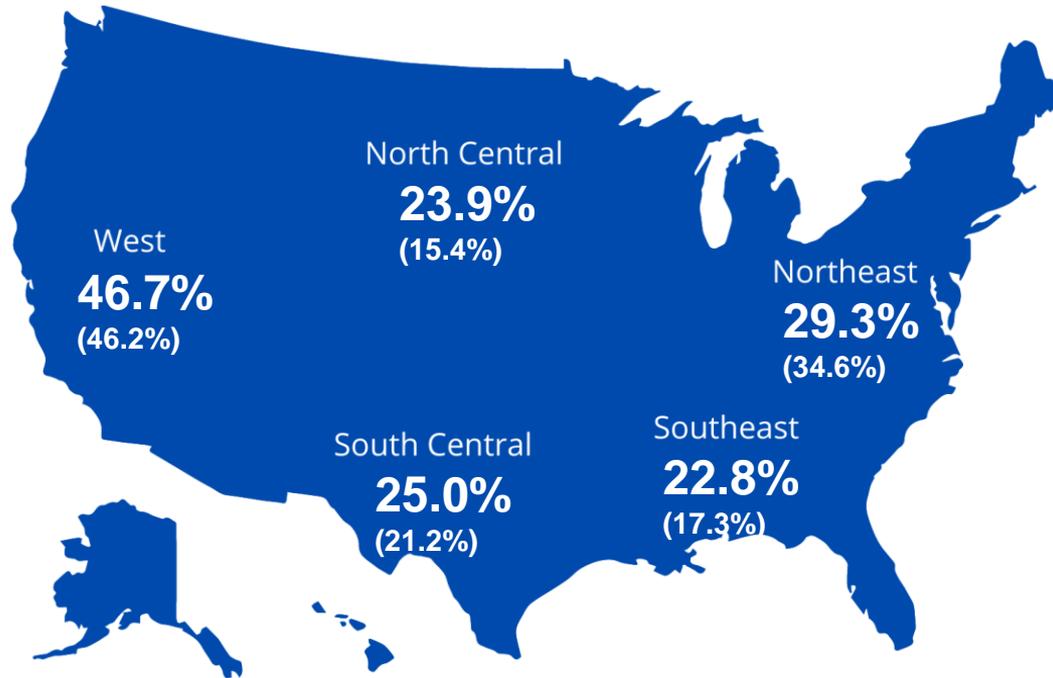
# Survey Overview

- February 2022 sent CEO/President, CFO, and GBA “Ambassador” of each member firm
- Results and Qualitative and based on personal opinions
- Anonymous (no data shared on size or profile of firm)
- Had been performed ~2x per year for 10 years
- 2021 and 2022 1x per year

# Responses

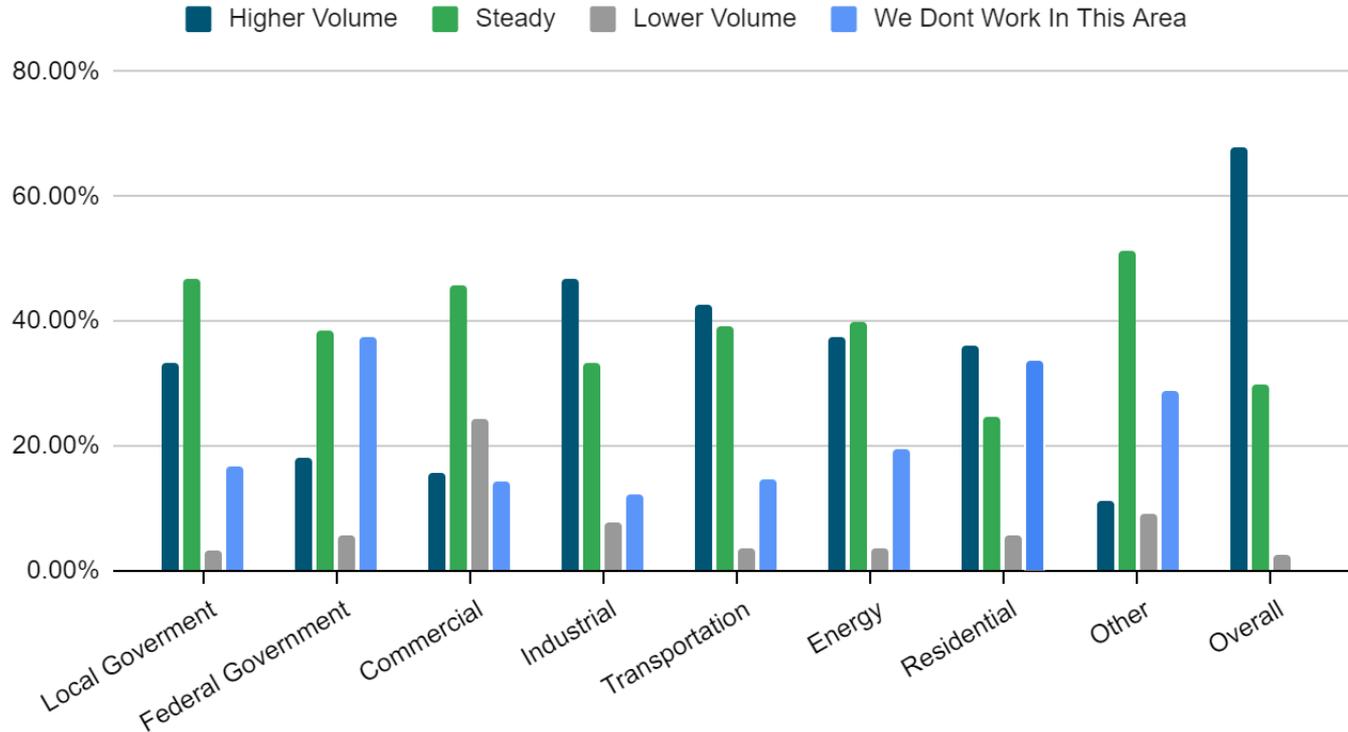


# Practice Area Locations

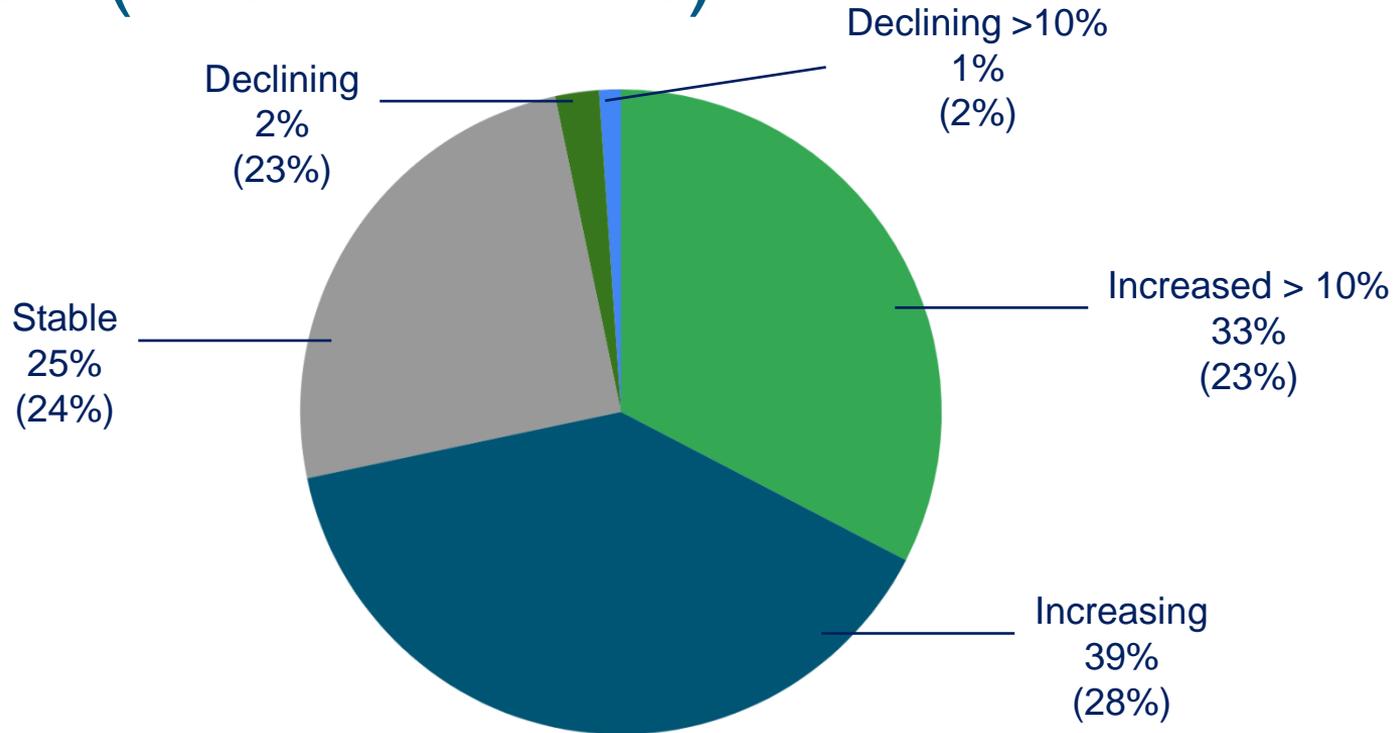


Last year's results shown in parenthesis

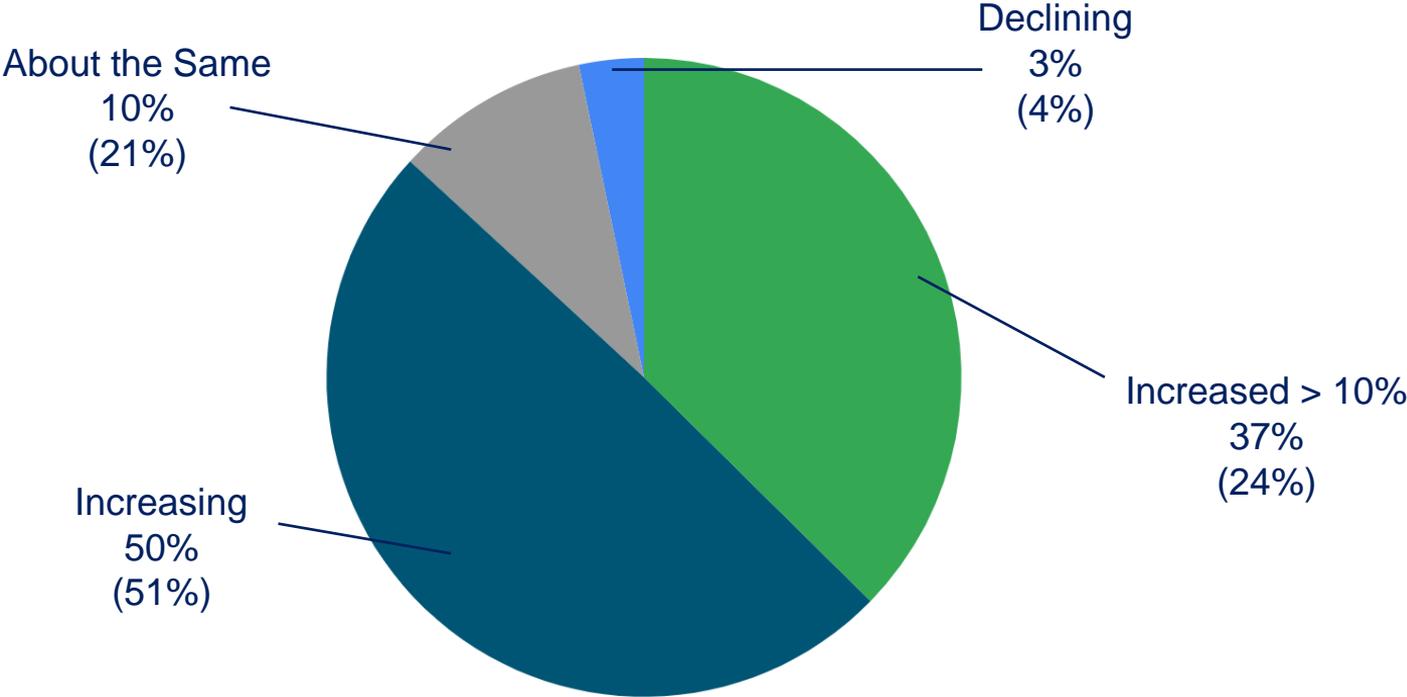
# Trends (Last 6-12 Months)



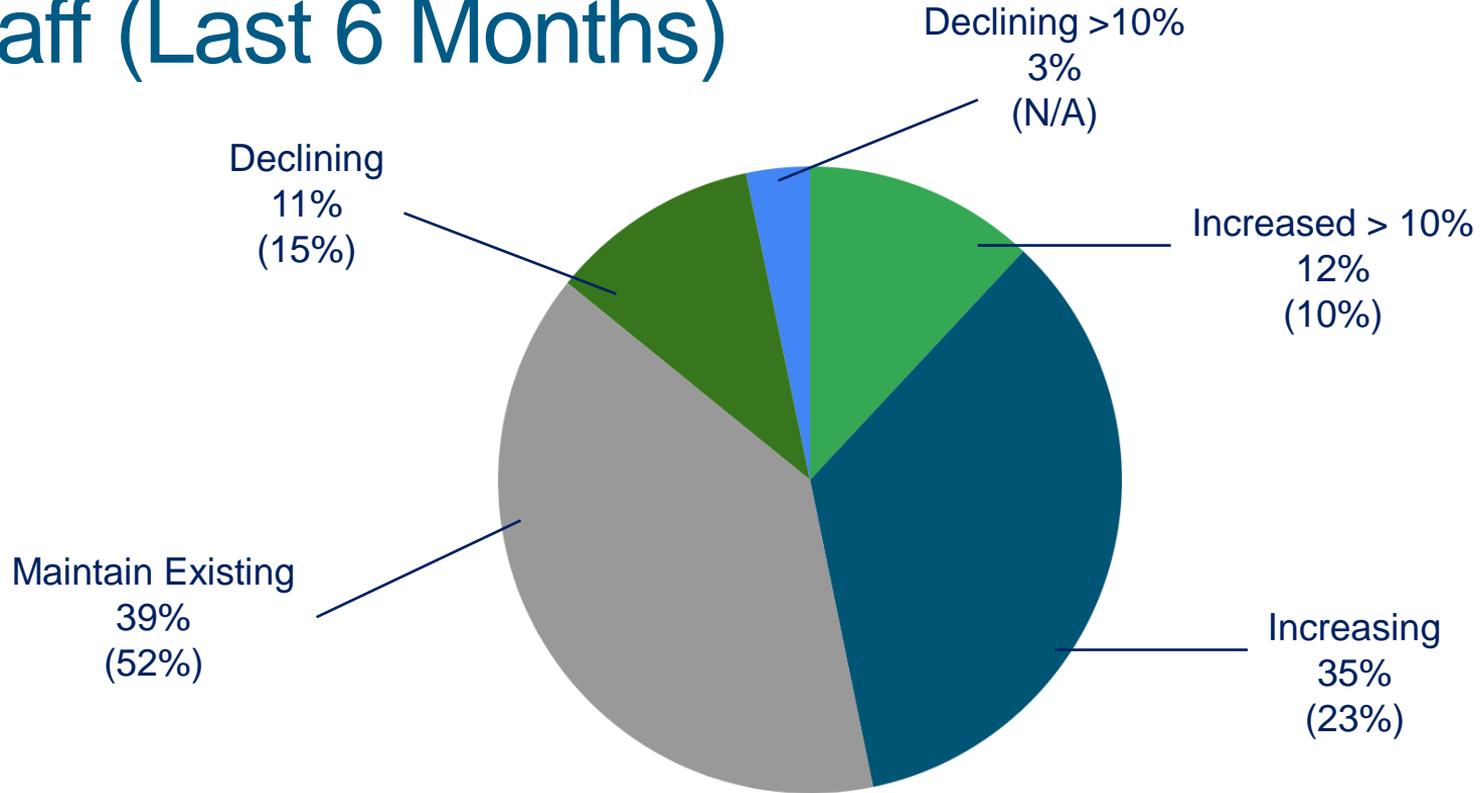
# Revenue (Last 6 Months)



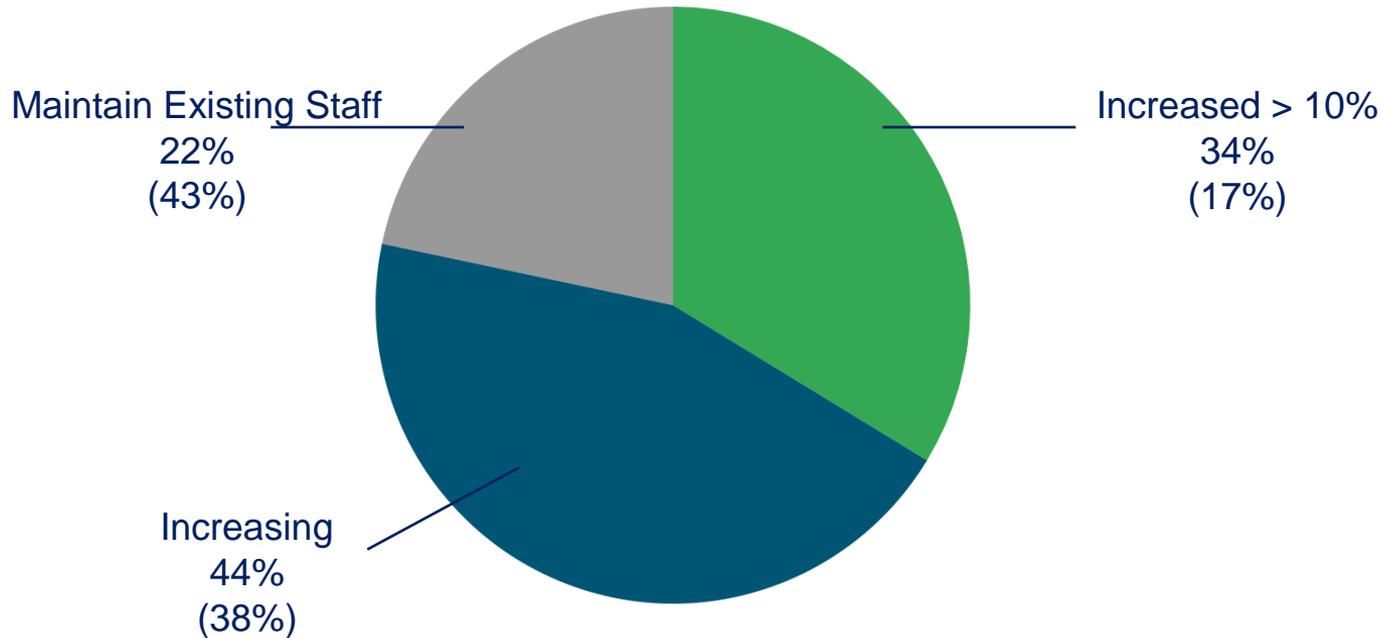
# Anticipated Revenue 2022/2023



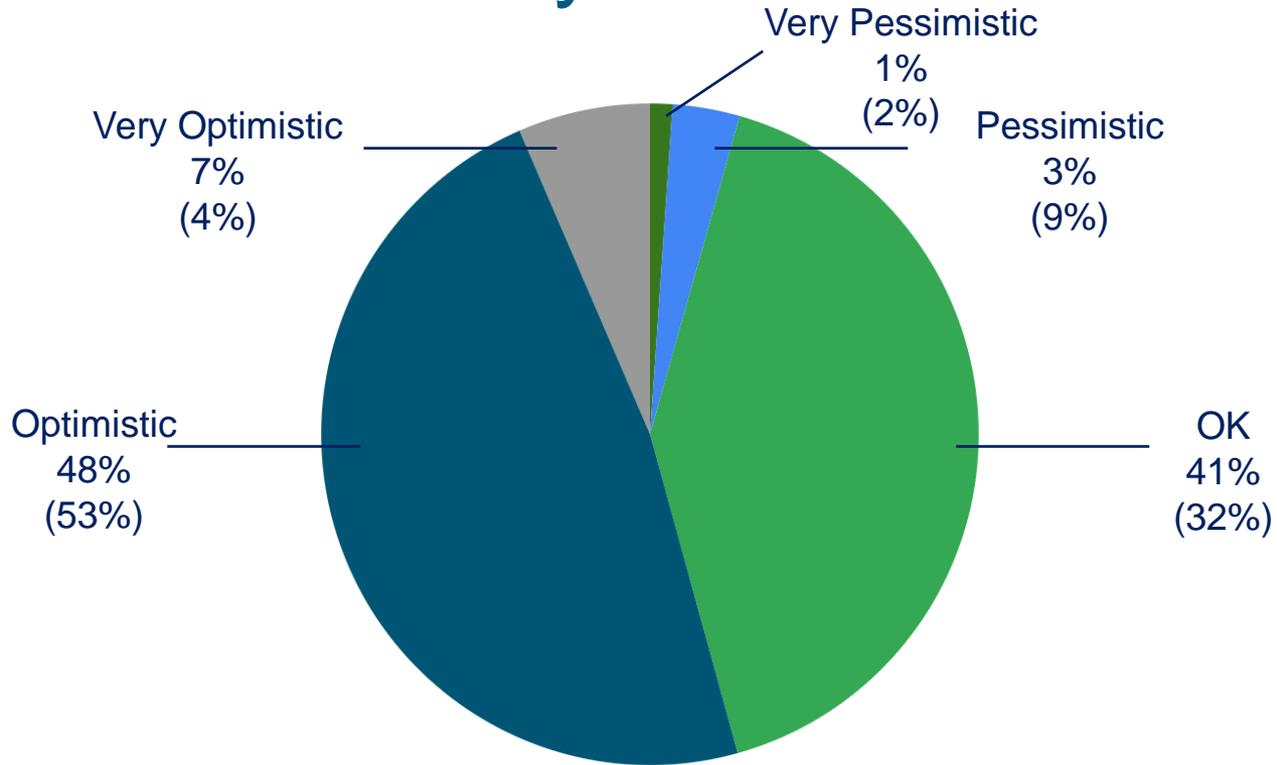
# Staff (Last 6 Months)



# Anticipated Staff 2022/2023



# State of the Economy



# Live Poll – State of the Economy

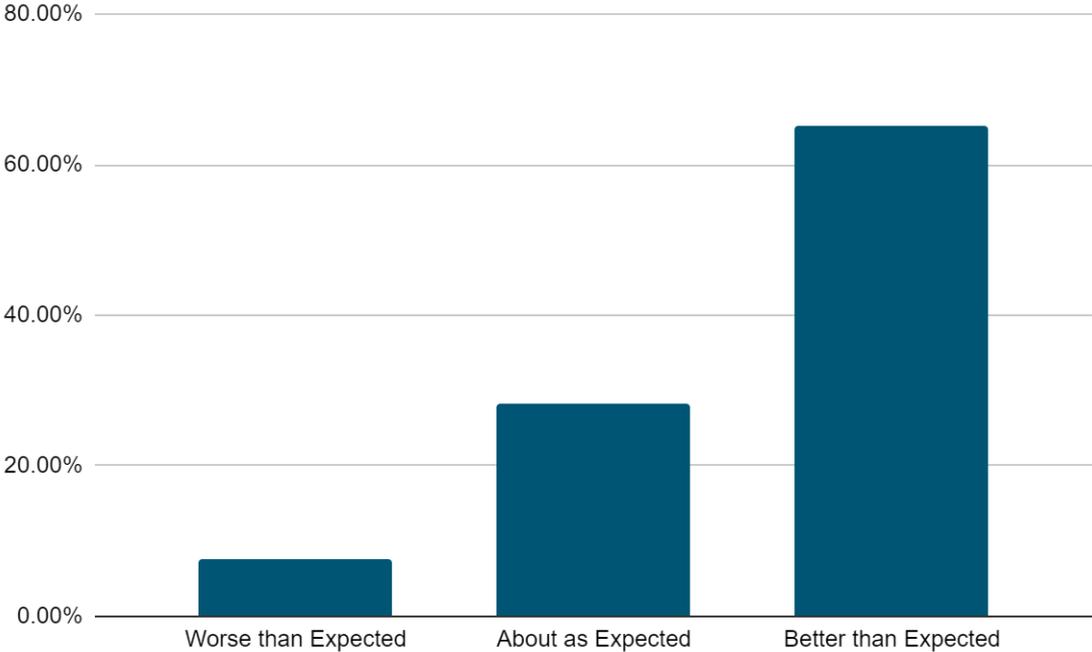
- [INSTRUCTIONS]

Overall, how do you feel about the state of the economy?

- A) Very Optimistic
- B) Optimistic
- C) OK
- D) Pessimistic
- E) Very Pessimistic

# Live Poll – State of the Economy - RESULTS

# COVID Impact



# Levels of Concern

Rank	Area of Concern
1	Talent acquisition (1)
2	Talent retention (2)
3	Handling the influx of project work (T4)
4	Speed at which projects are being released (T4)
5	Building backlog (3)
6	Cash flow (7)
7	Balancing work from home / work in office (5)
8	Keeping current staff utilized (6)
9	Convincing staff to return to the office (8)

# GBA 2022 Annual Financial Survey

- A quantitative survey with more than 15 years of data.
- Survey will be sent on April 18, 2022
- Your data is strictly confidential

We need your help!

- Please support this effort.
- Verify it was received and completed by your company.

Jason Stoops will Champion this Effort  
Chair of the Business Practices Committee



# Thank You

- Sincere thank you to all firms that participated in the snapshot survey.
- Thank you to the GBA staff to help make this survey and presentation happen.
- Thanks for allowing me the pleasure of presenting this data to you.

Together we are stronger