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# ELEVATE

## LEADERSHIP

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Spring Conference  
April 20-22, 2023

## Business Snapshot Summary

**Gary T. Torosian**

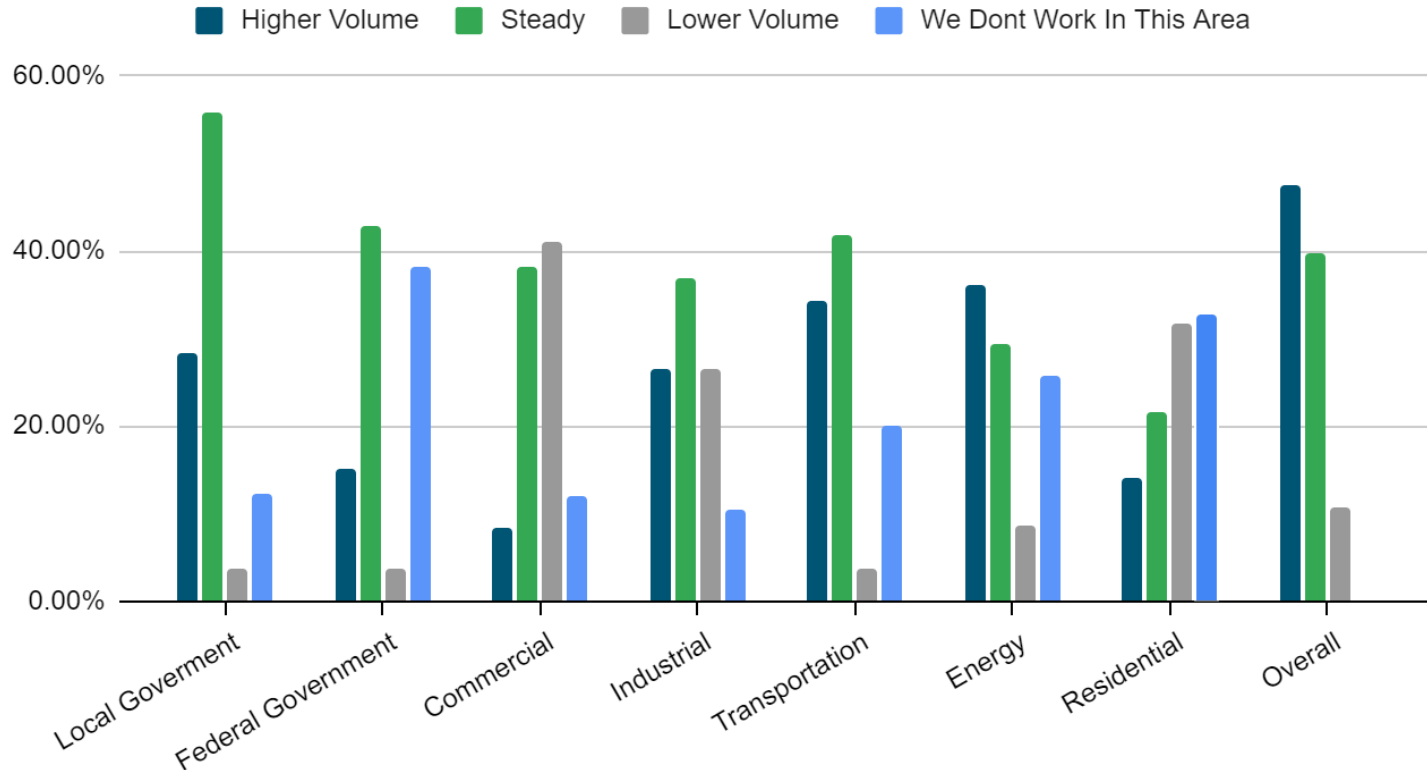
Executive Vice President and  
Chief Operating Officer  
*Geocomp, Inc.*



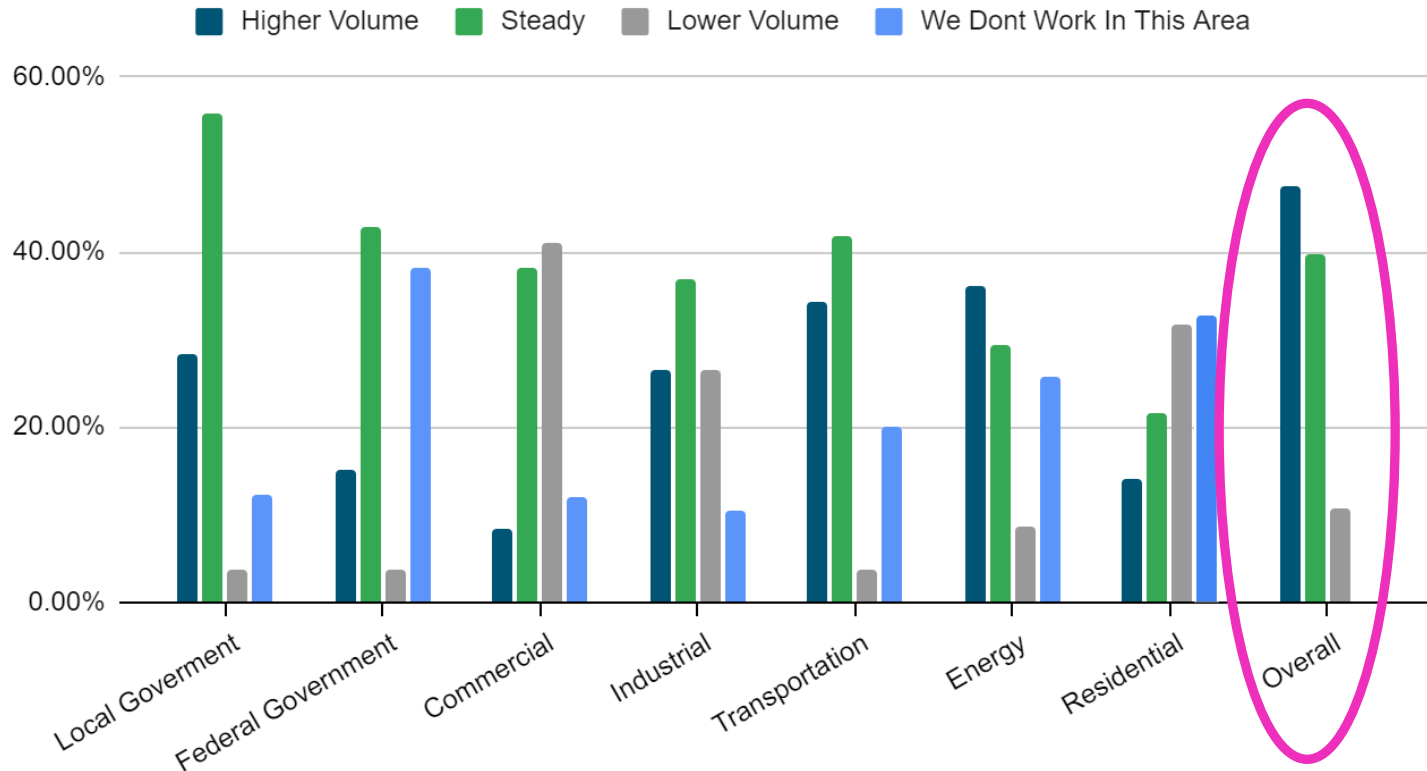
# Survey Overview

- Results are qualitative and based on personal opinion
- Anonymous – no data on size or profile of firm is shared
- Performed 1x per year since 2021, 2x per year prior
- Sent to CEO/President, CFO, and GBA “Ambassador” of each member firm in February 2023
- Received 108 responses representing 57% of GBA membership – fantastic!

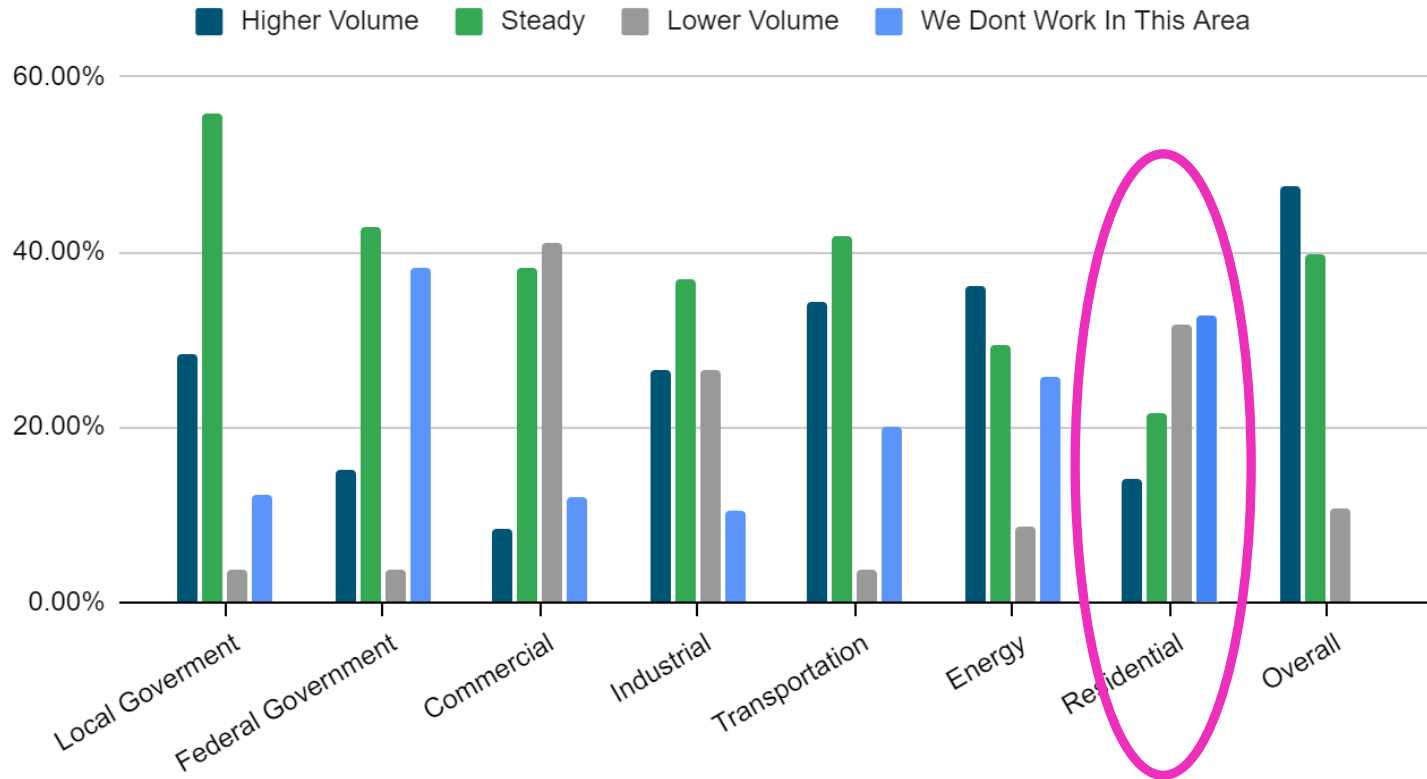
# Market Sector Trends (Last 6 Months)



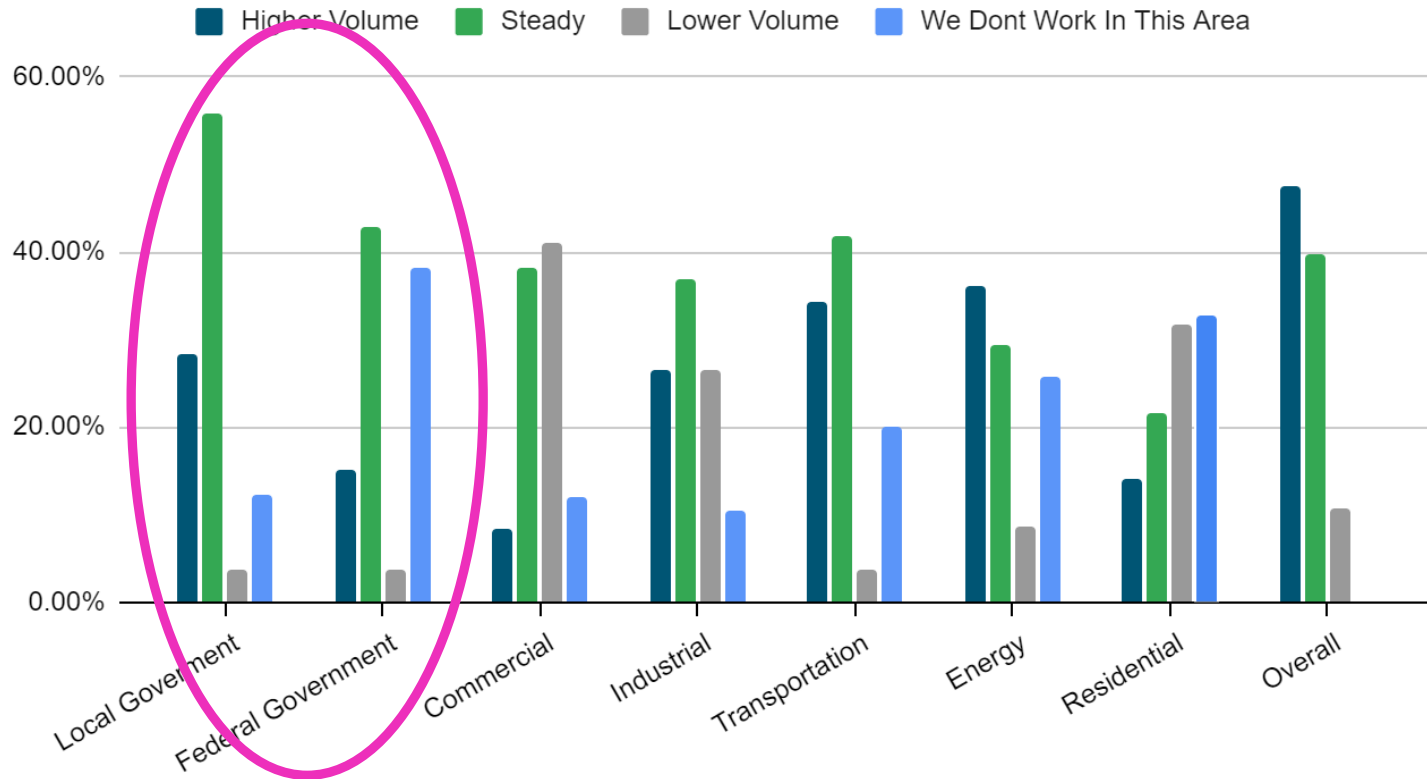
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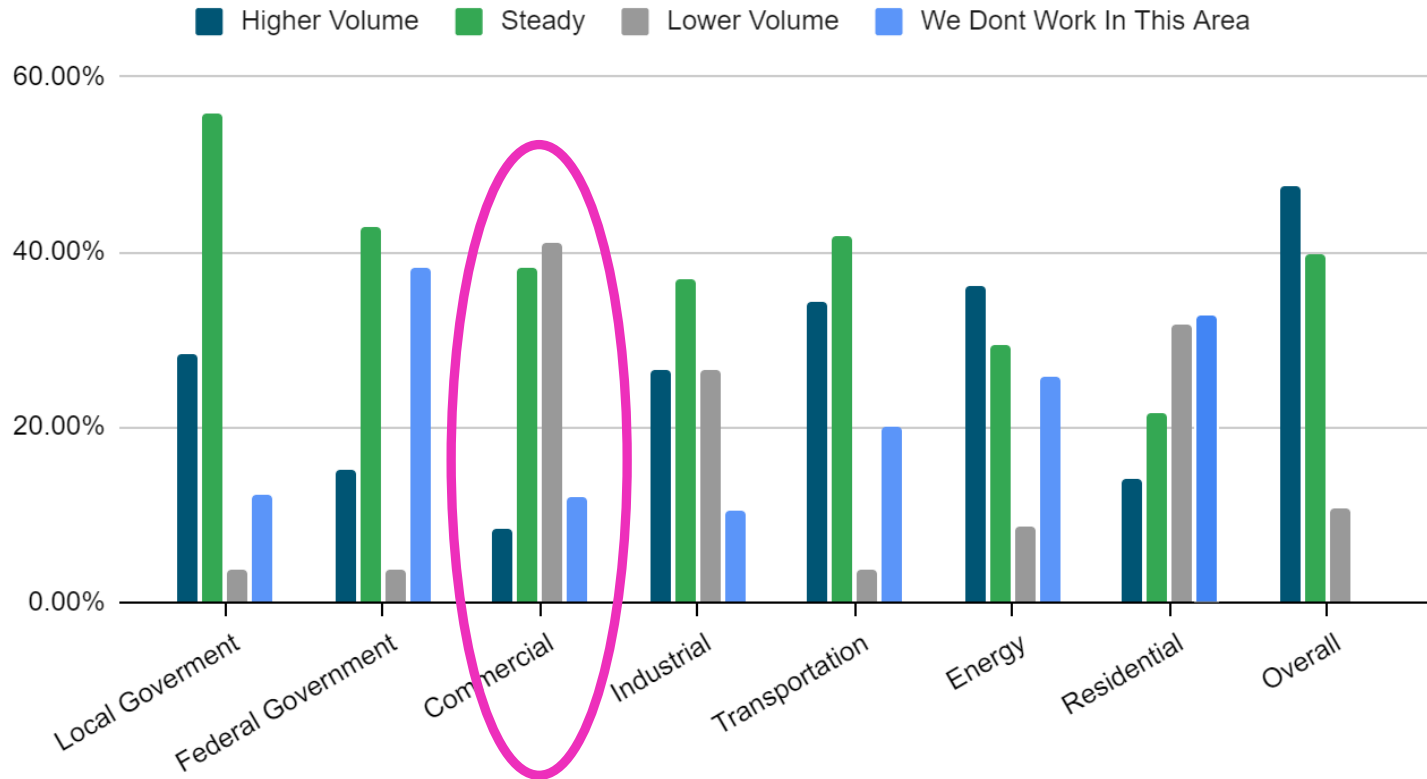
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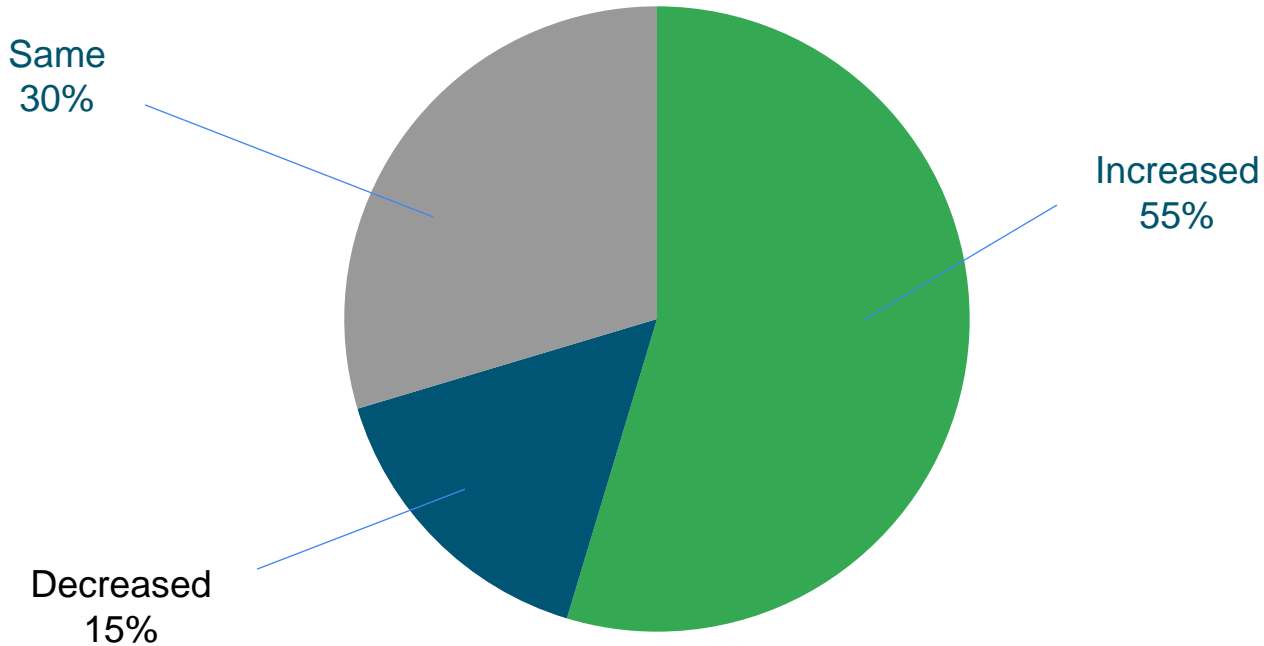
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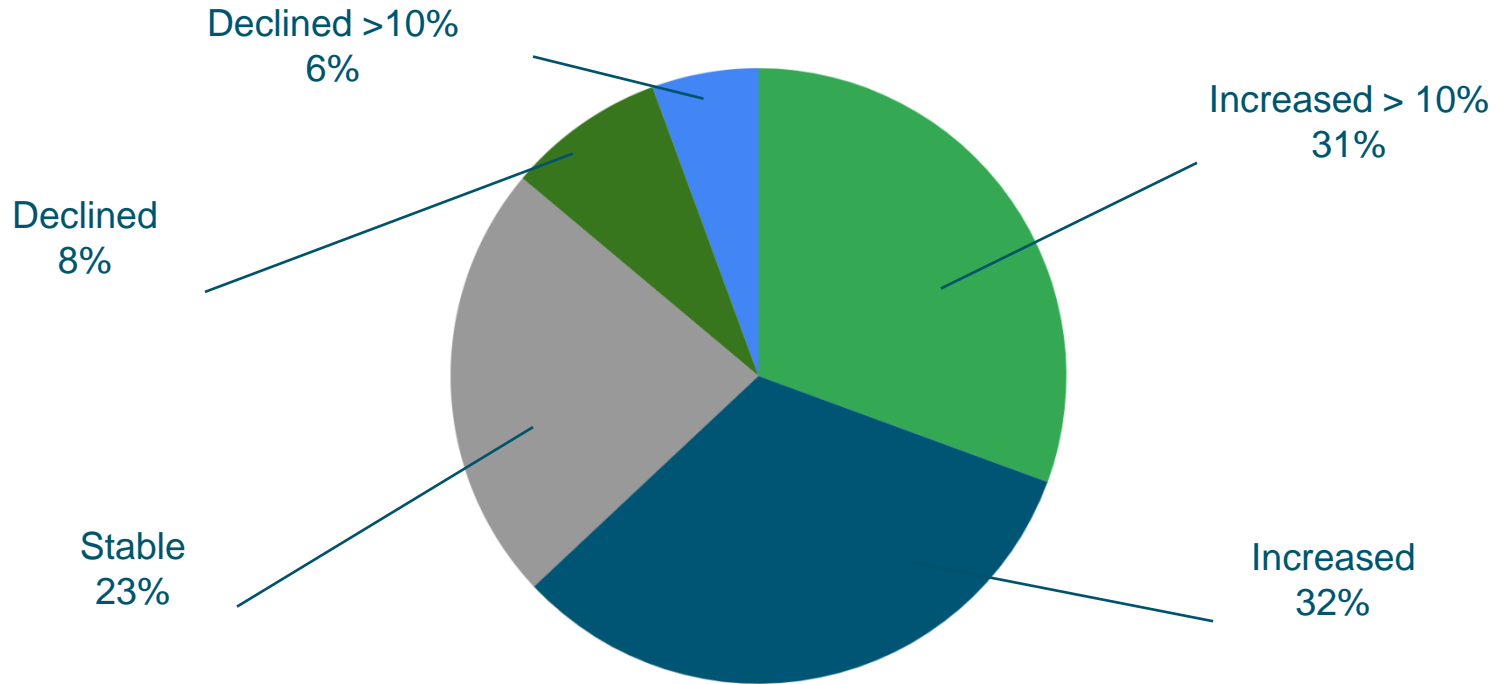


# Backlog Trend (Last 6 Months)

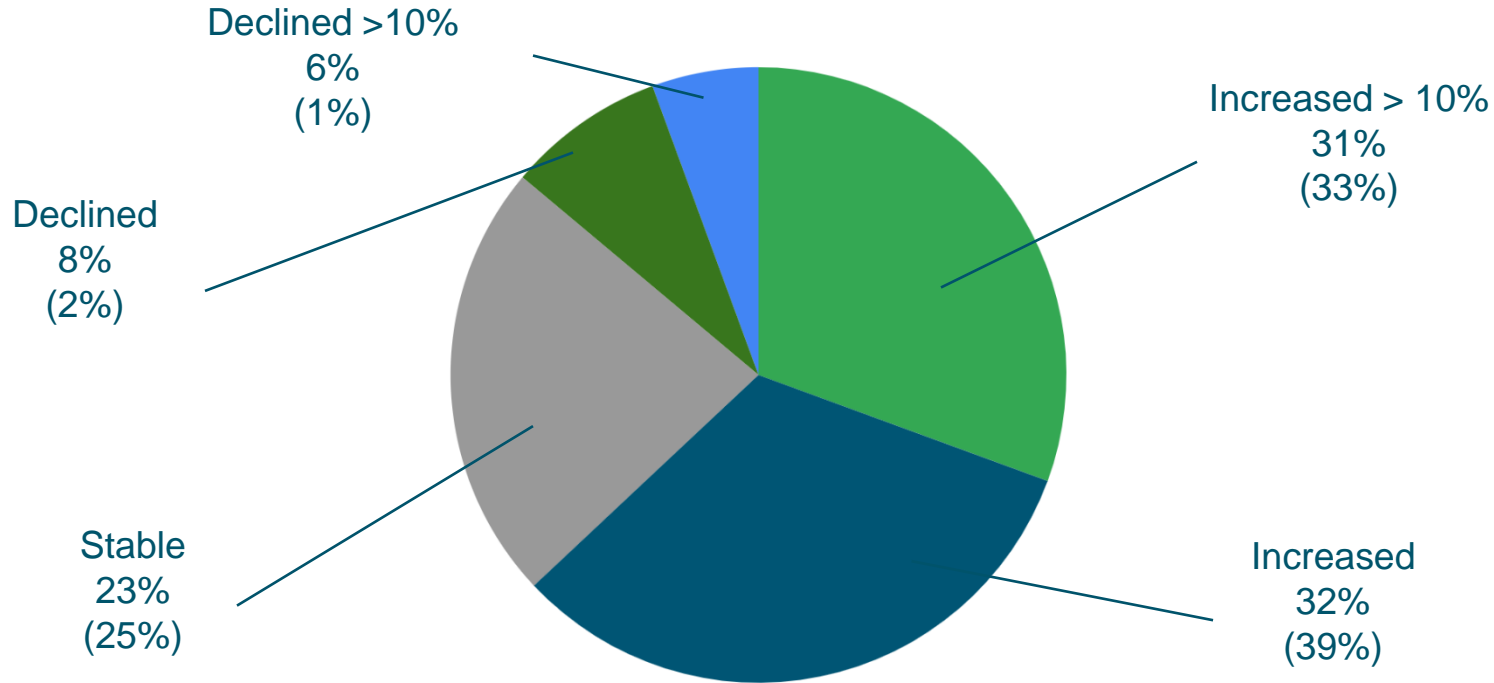




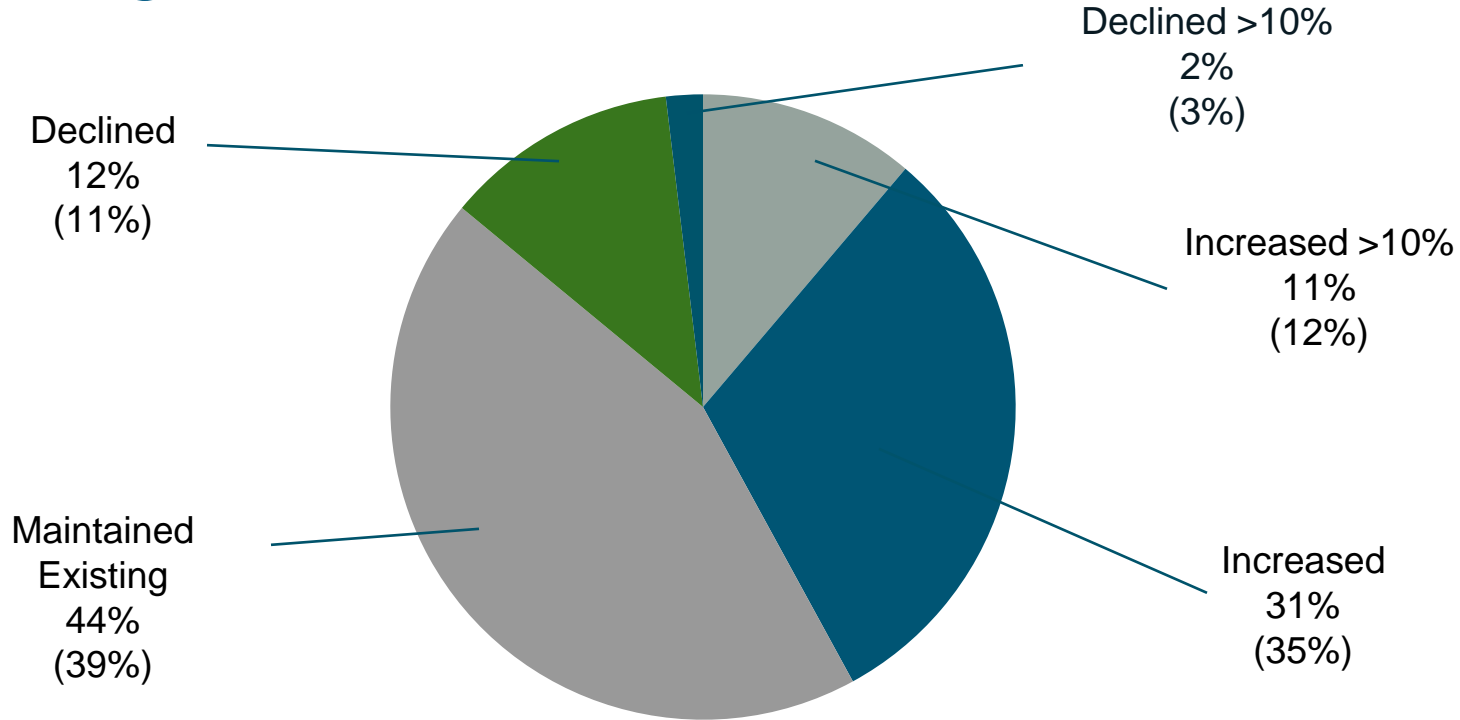
# Revenue Trend (Last 6 Months)



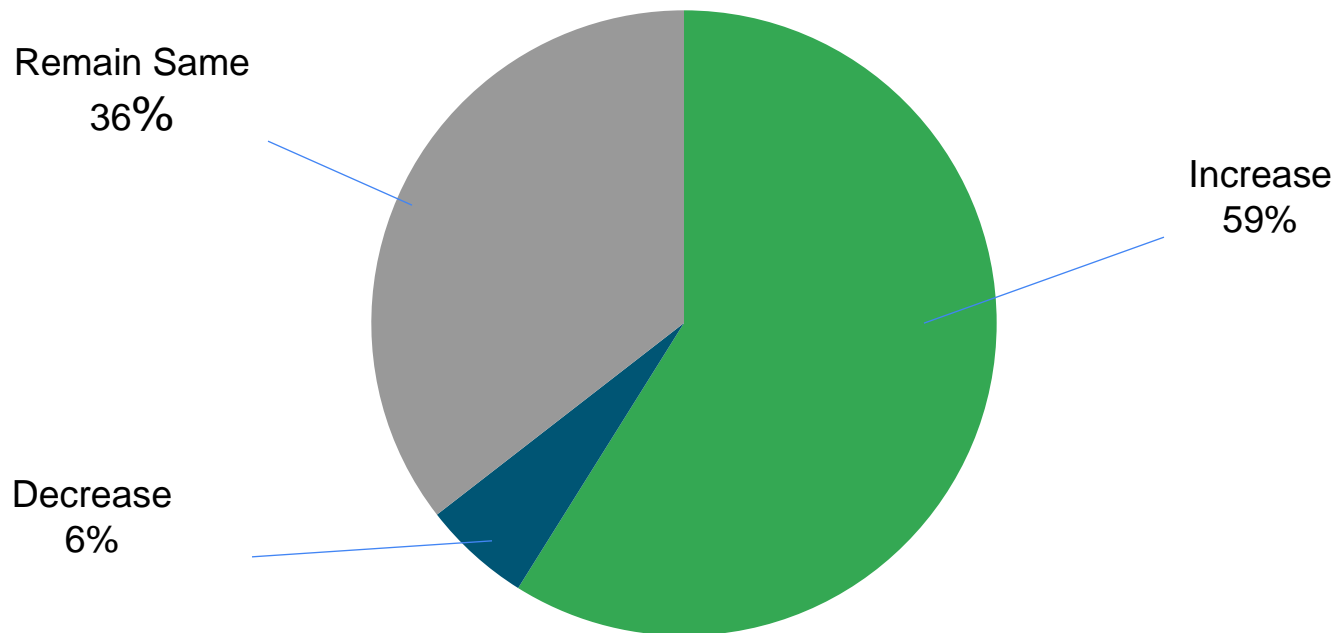
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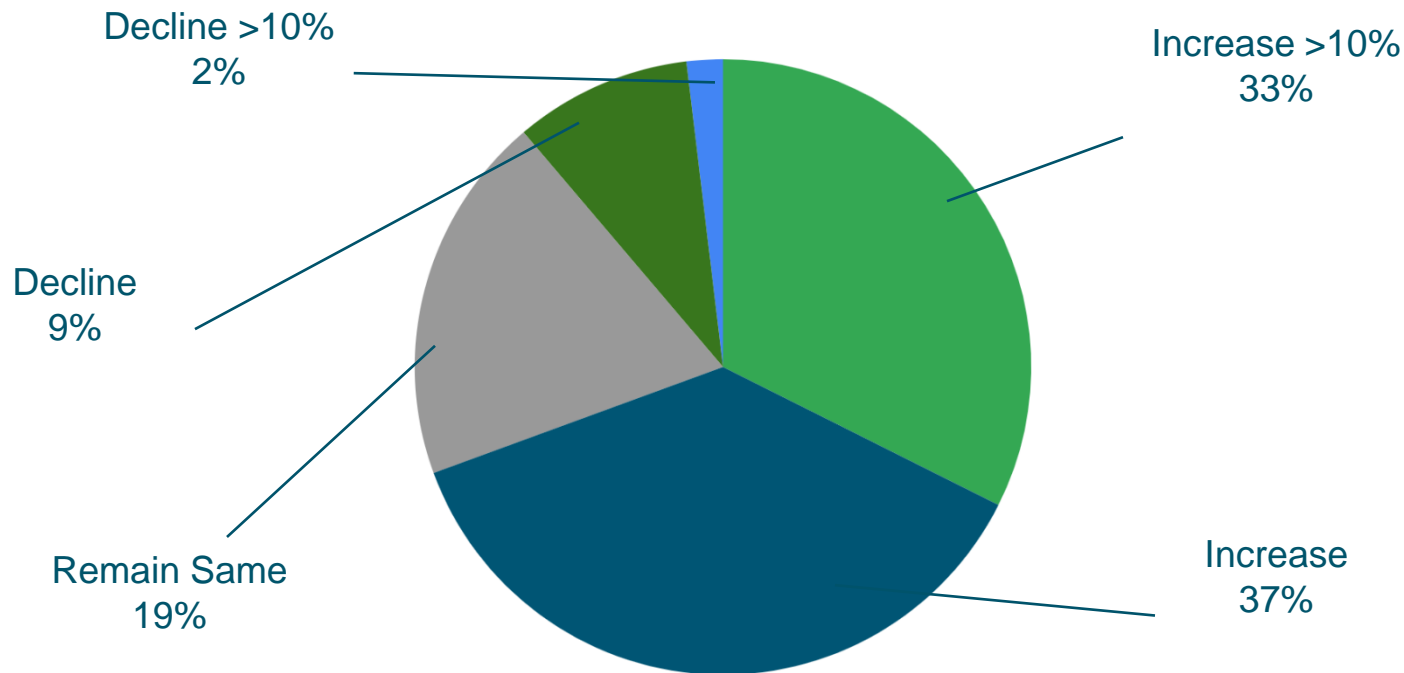
# Staffing Trend (Last 6 Months)



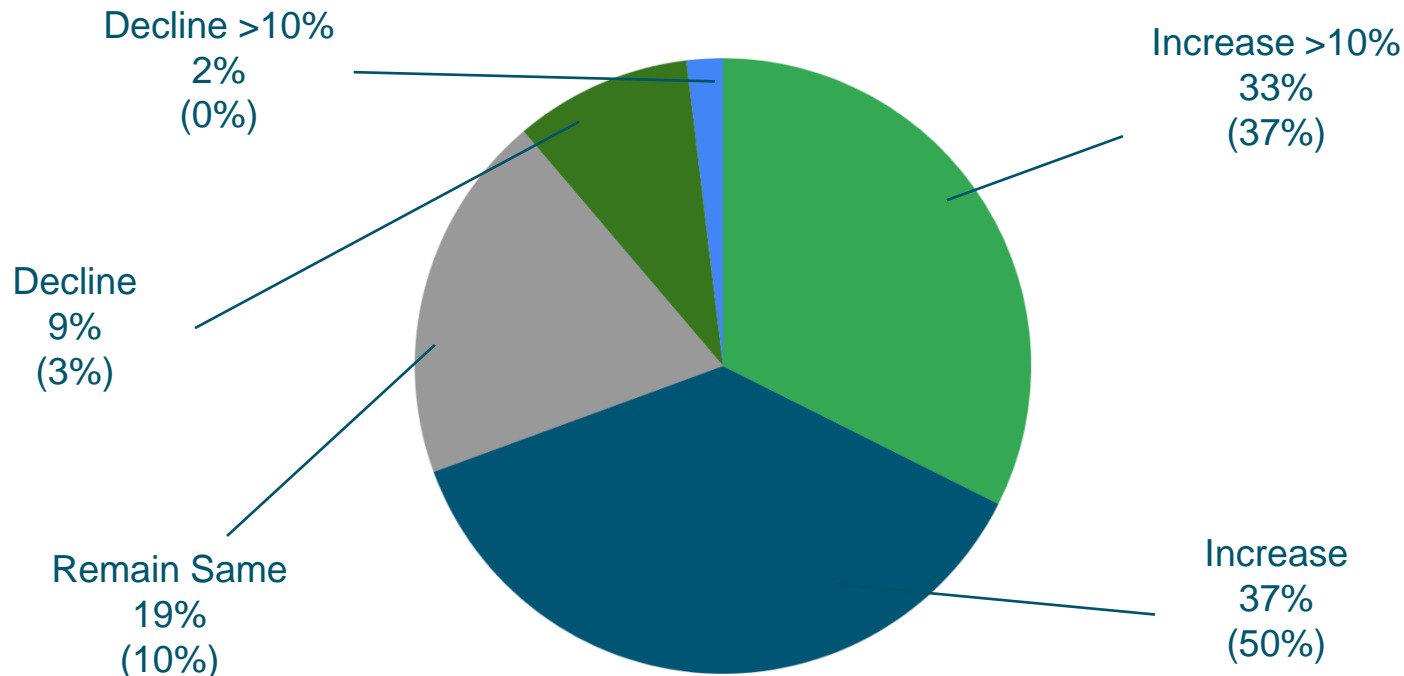
# Anticipated Backlog (Next 6 Months)



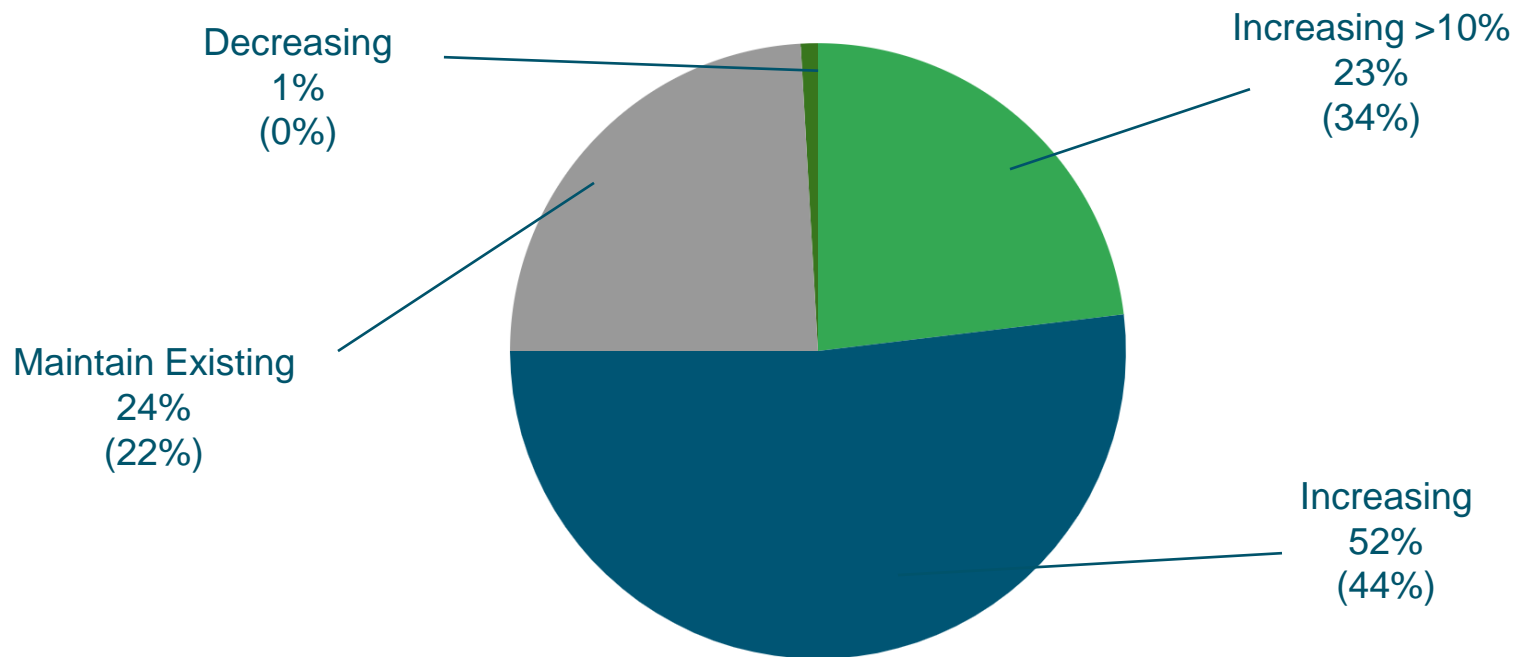
# Anticipated Revenue (2023/24)



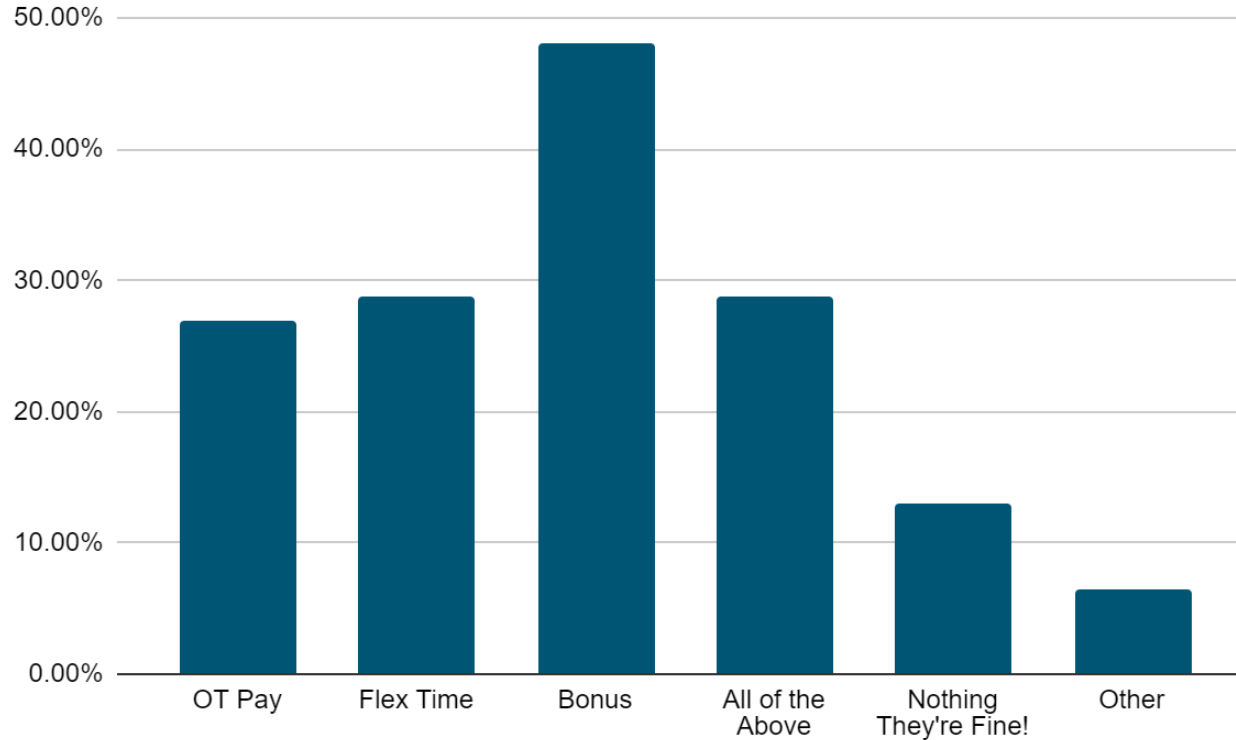
# Anticipated Revenue (2023/24)



# Anticipated Staffing (Next 6 Months)

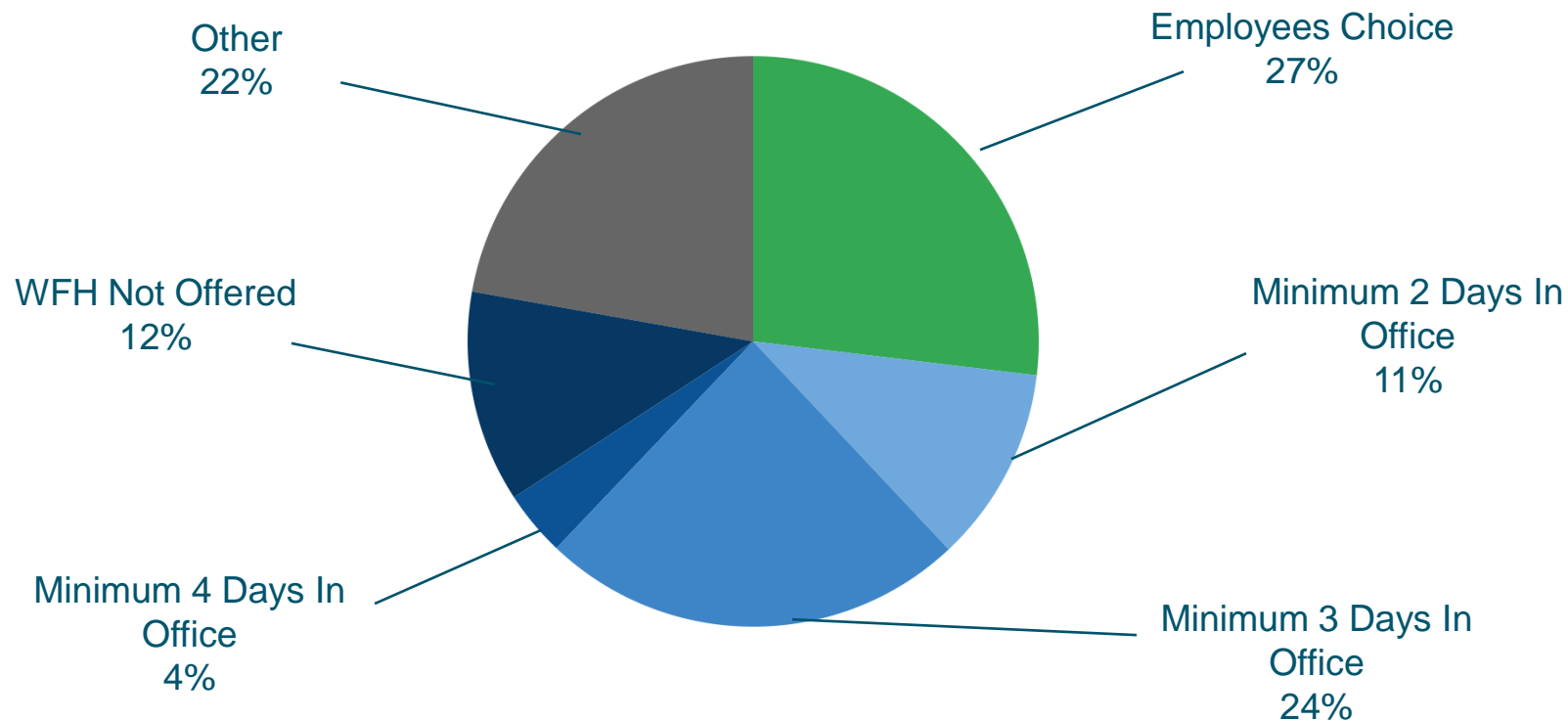


# Reducing Staff Burnout

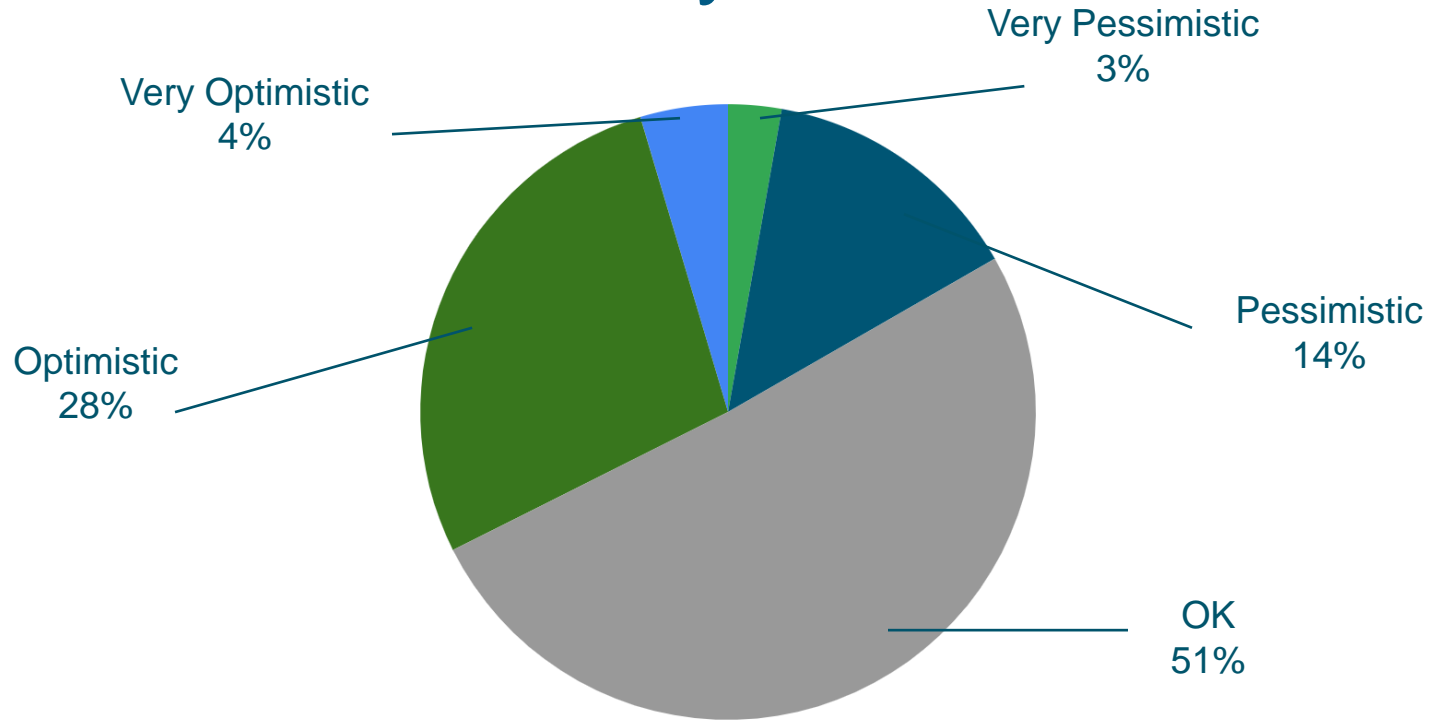




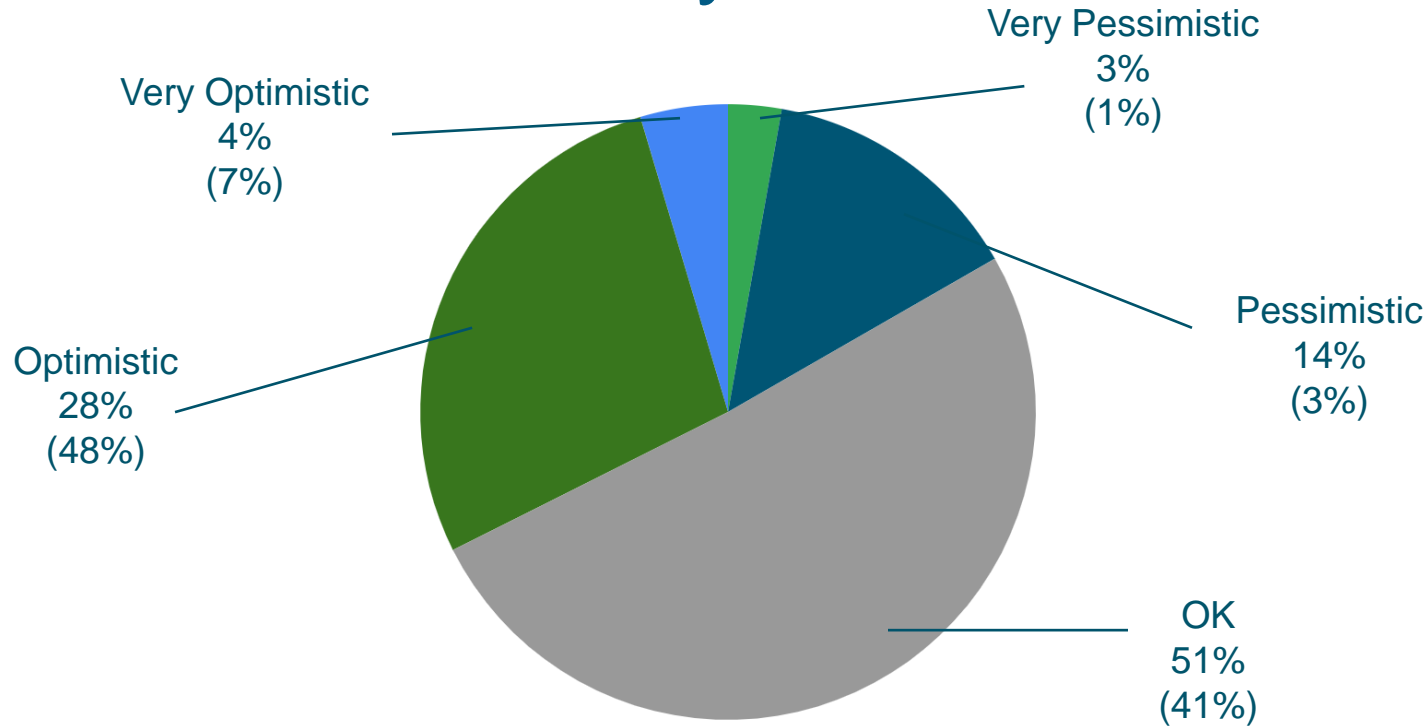
# Work From Home



# State of the Economy



# State of the Economy



# GBA 2023 Annual Financial Survey

- A quantitative survey with more than 16 years of data.
- Survey will soon be sent to member firms
- 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!

- To all the firms that participated in the Snapshot Survey this year!
- To the GBA staff for helping to make this survey and presentation happen.
- To you for allowing me the pleasure to report on these results.

**Together We Are Stronger**