



GEOPROFESSIONAL
BUSINESS
ASSOCIATION

2021 SPRING CONFERENCE

A VIRTUAL EVENT

SUCCESSFULLY NAVIGATING EMERGING RISKS

APRIL 20-23, 2021



Wednesday, April 21, 2021

Business Snapshot Summary



Presenter

Gary T. Torosian
Executive Vice President and COO
Geocomp Corporation/GeoTesting Express



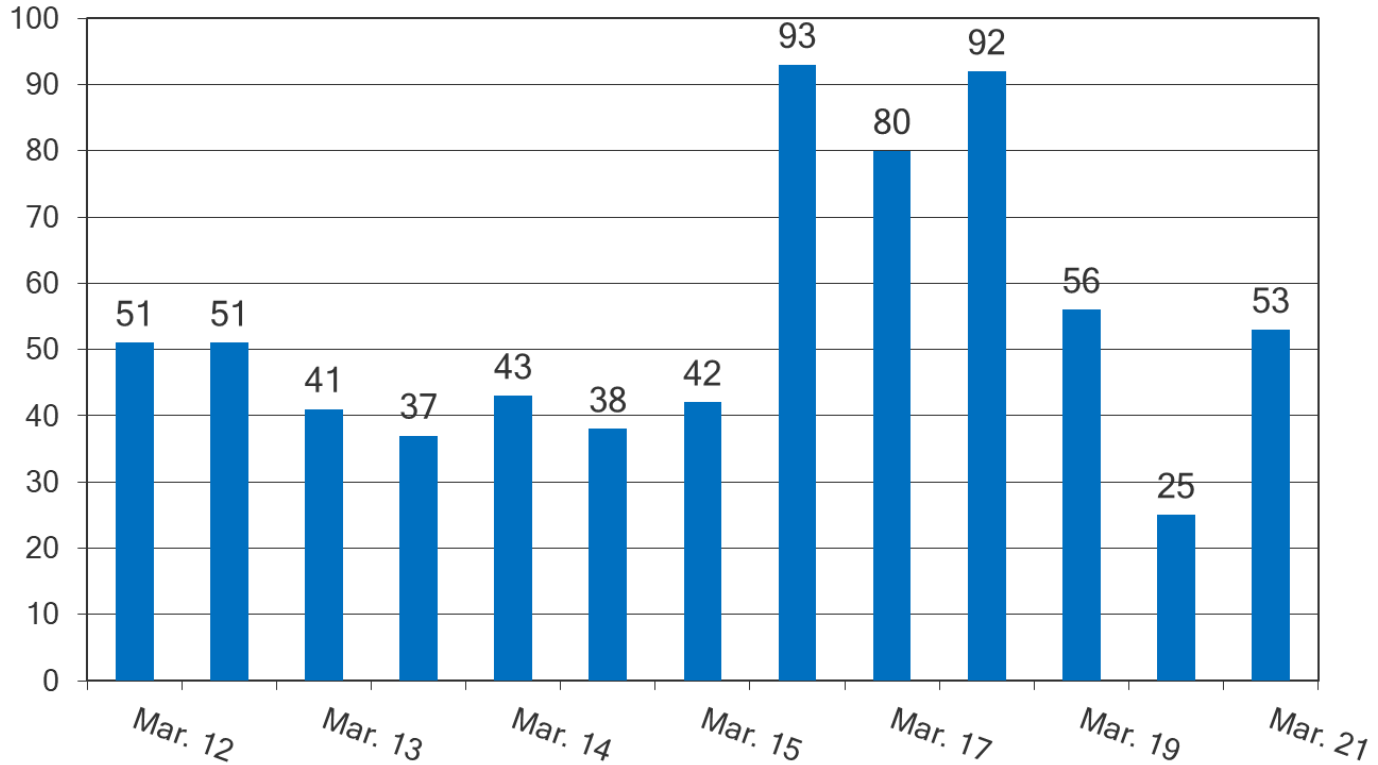
Moderator

Joel G. Carson
Executive Director
Geoprofessional Business Association

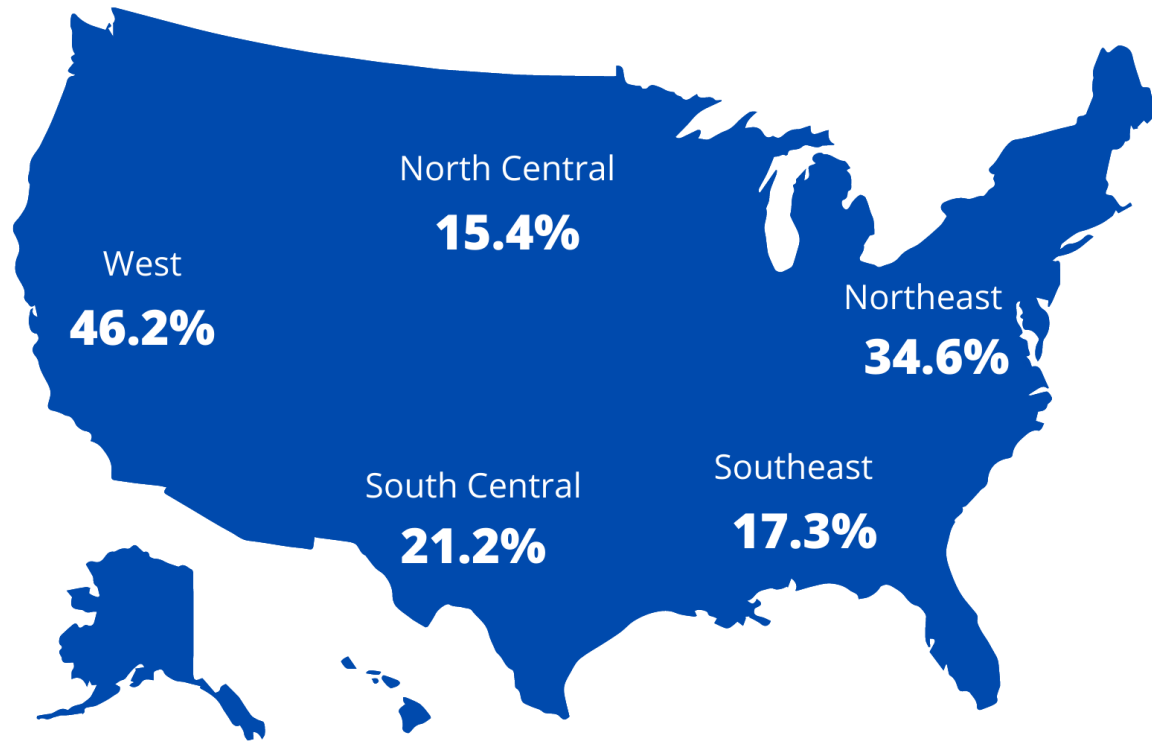
Survey Overview

- Spring 2021 sent only to CEO/President of each GBA member firm
- Based on personal opinion
- Anonymous
- No data shared on size or profile of firm
- Has been performed ~2x per year for 10 years

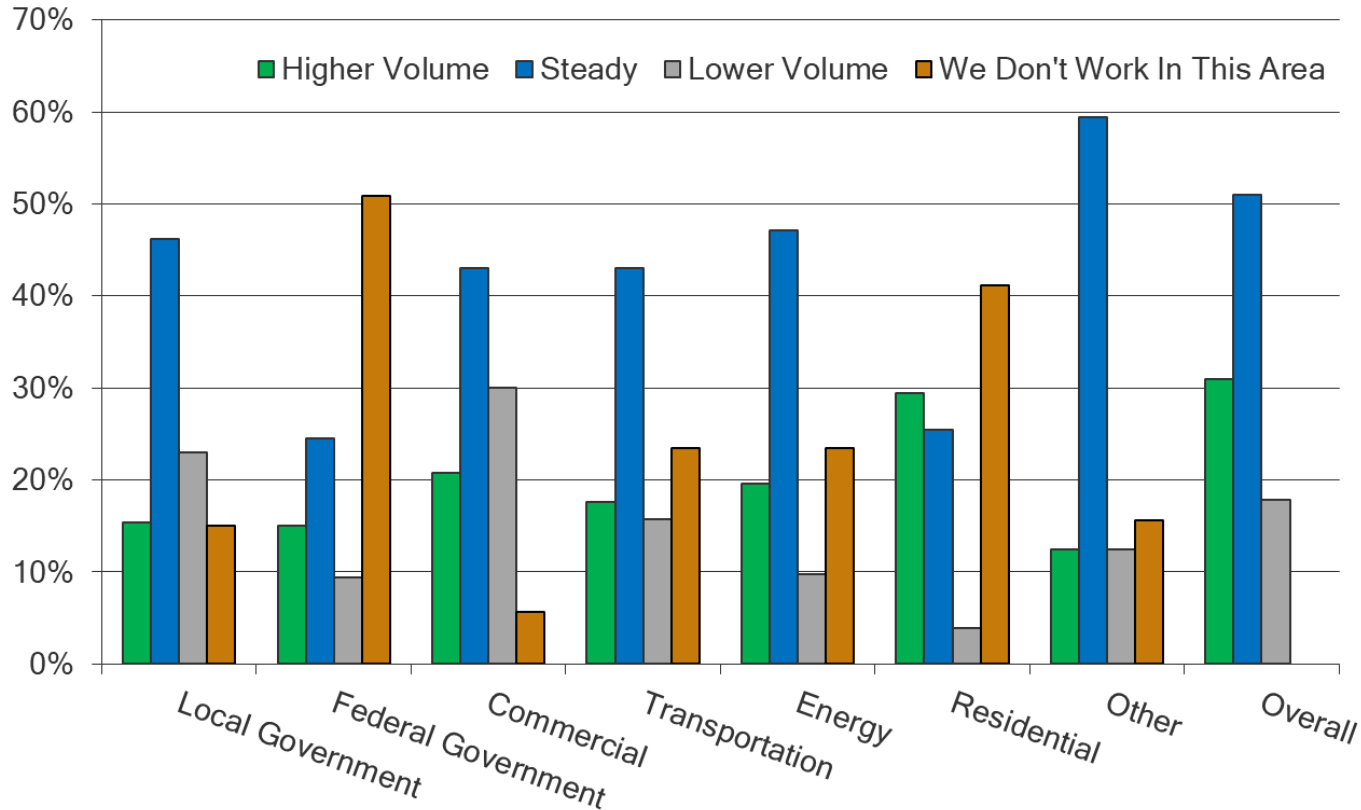
Responses



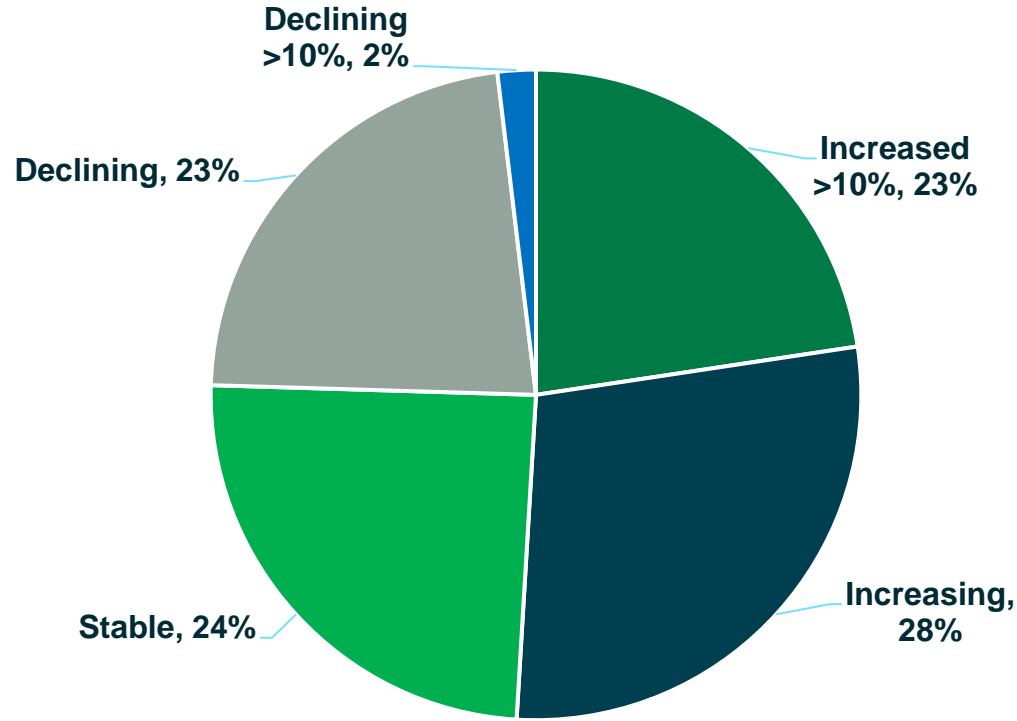
Practice Area Locations



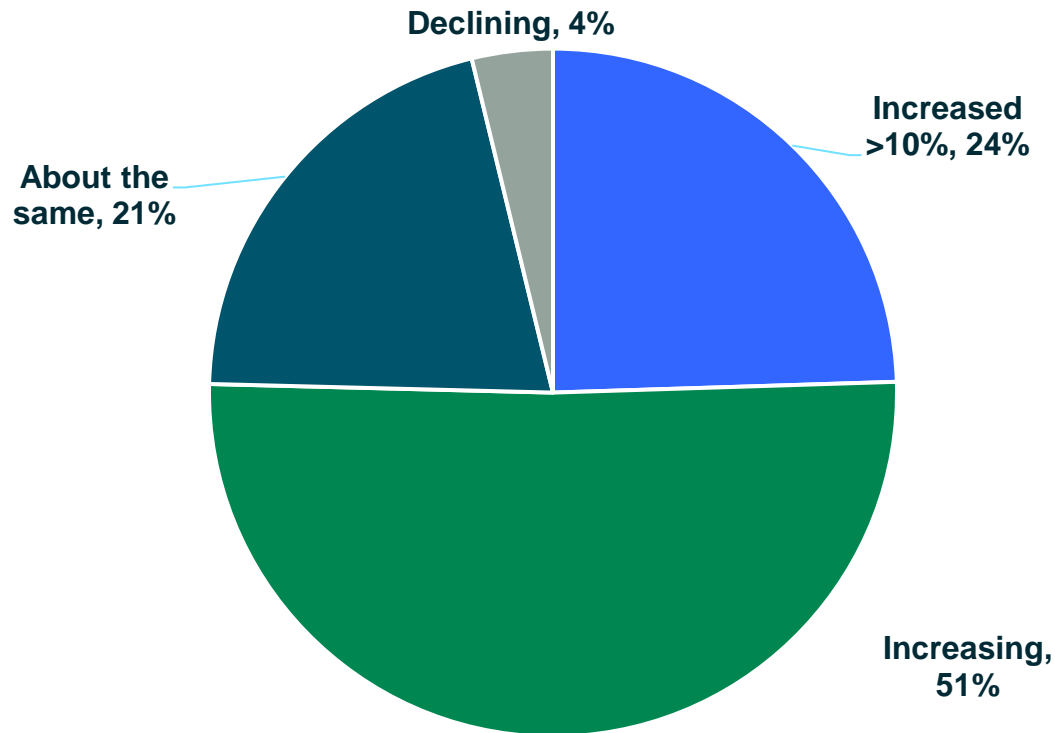
Trends (Last 6-12 Months)



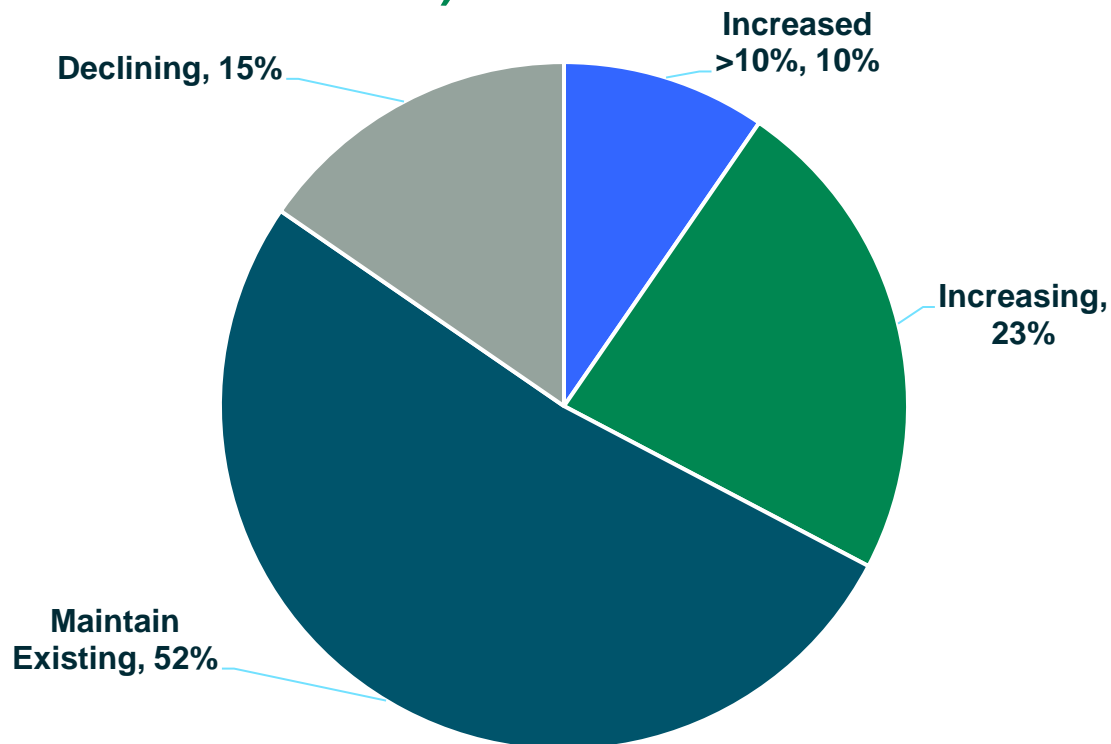
Revenue (Last 6 Months)



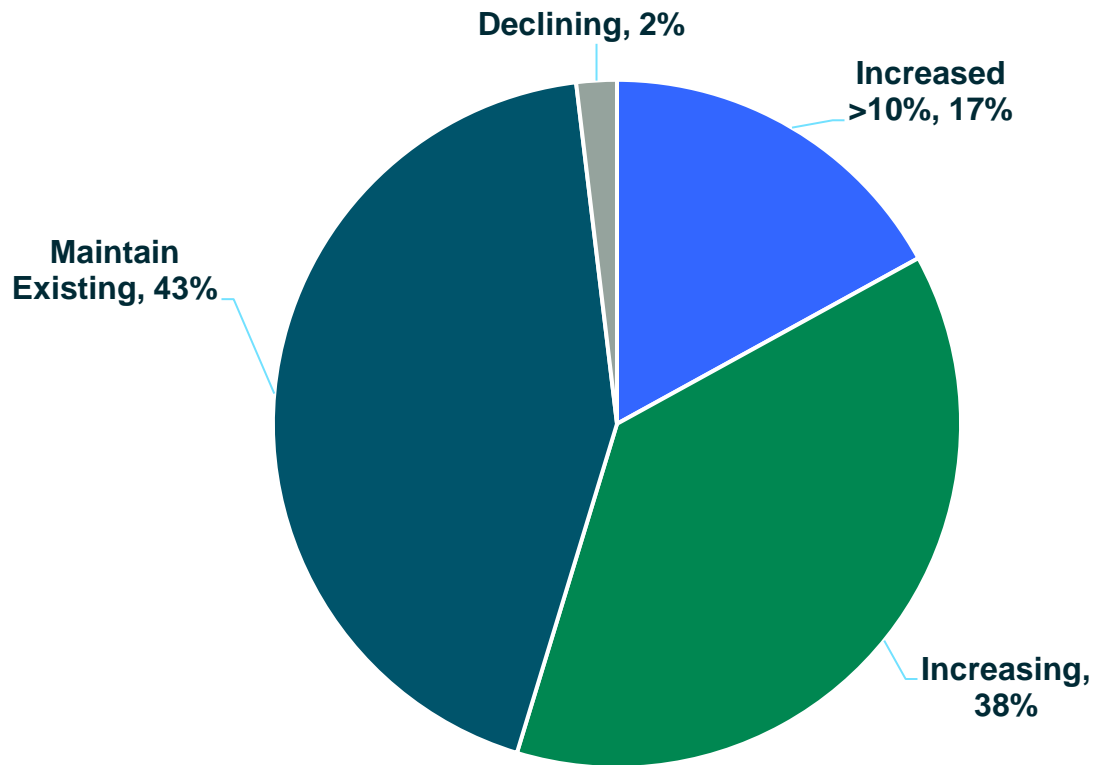
Anticipated Revenue 2021/2022



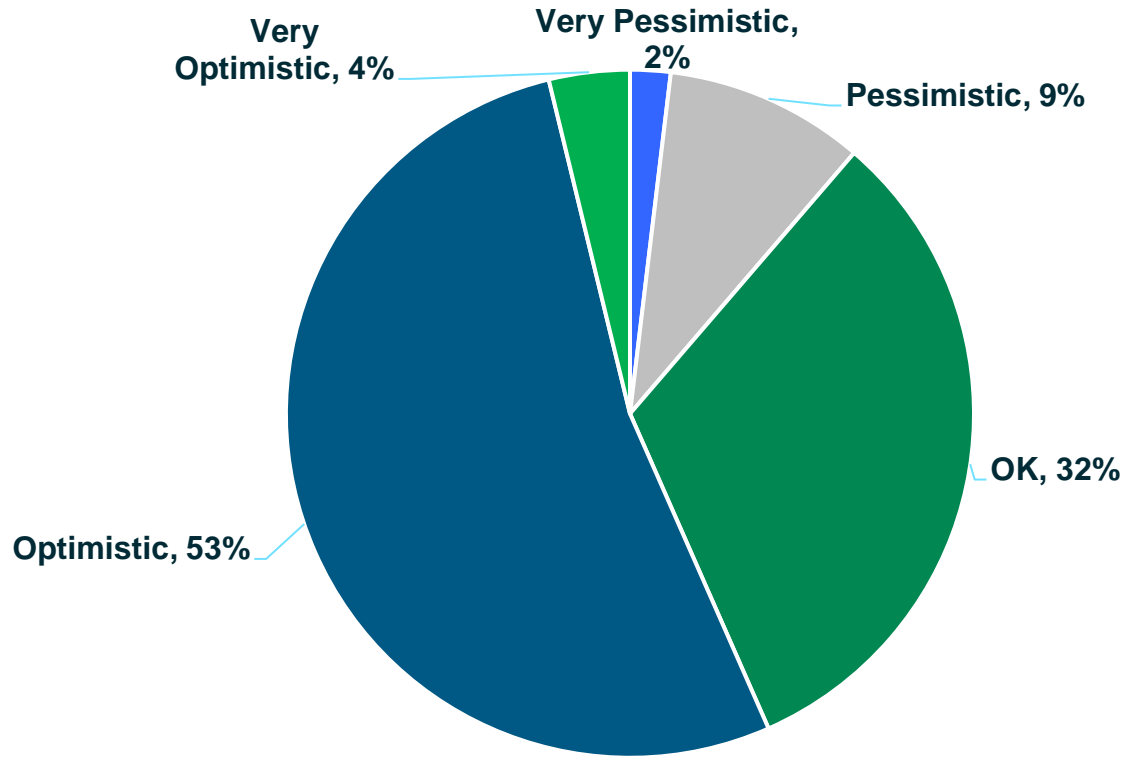
Staff (Last 6 Months)



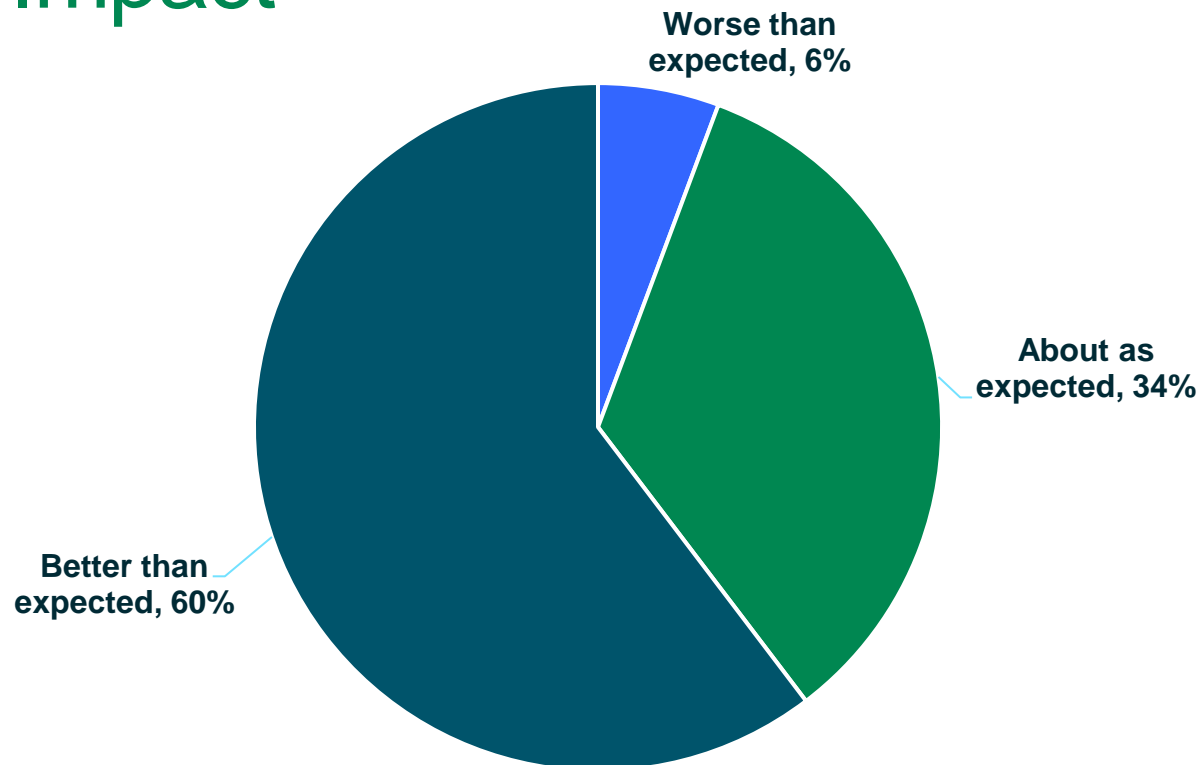
Anticipated Staff 2021/2022



State of Economy



COVID Impact



Post-COVID Level of Concern

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

GBA 2021 Financial Survey

- Began April 19, due May 21
- Information is strictly confidential, names are not included
- Please verify the survey is completed and submitted
- The better the return rate, the more credible the data
- VERY powerful results shared with all who complete & submit the survey
- Jason Stoops with the Business Practices Committee is championing the effort

Thank you

- Thank you to all who participated in the survey
- Thank you to **Sara Menase, Barb Nappy** and **Joel Carson** of GBA – such a great team