



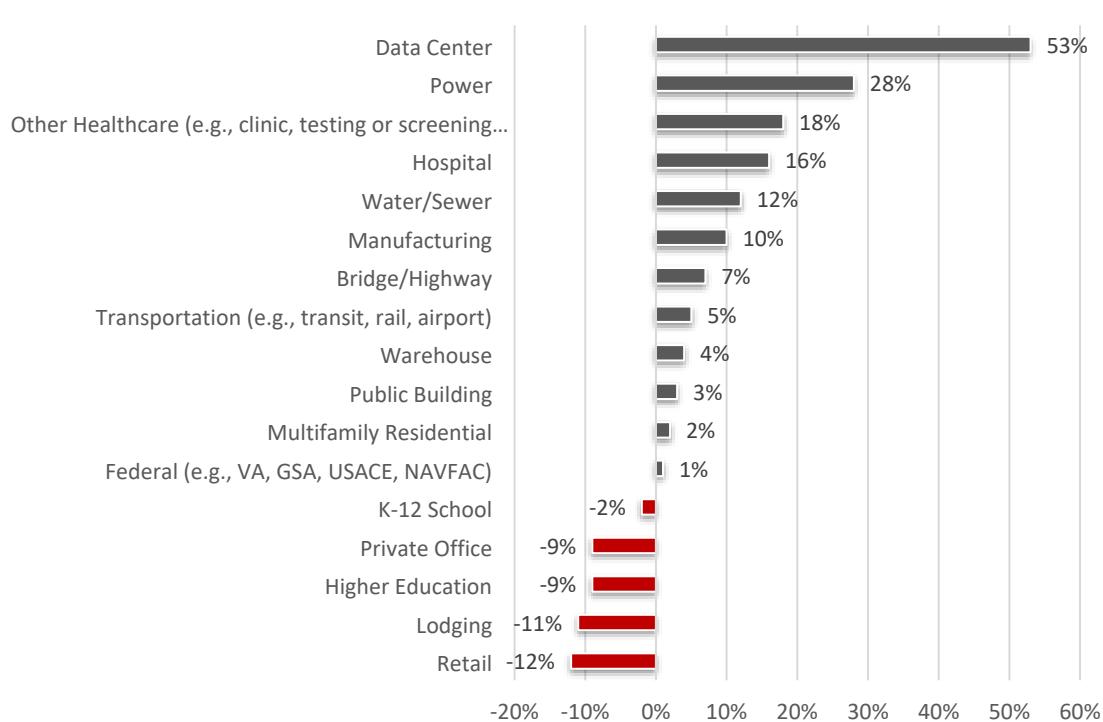
## 2026 Construction Outlook \$50 Million or Less Survey Results

*Total Responses: 463. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

1. Compared to 2025, do you expect the available dollar value of projects you compete for in 2026 to be higher/lower/about the same (answer for all market areas in which your business operates)

**Responses: 456**

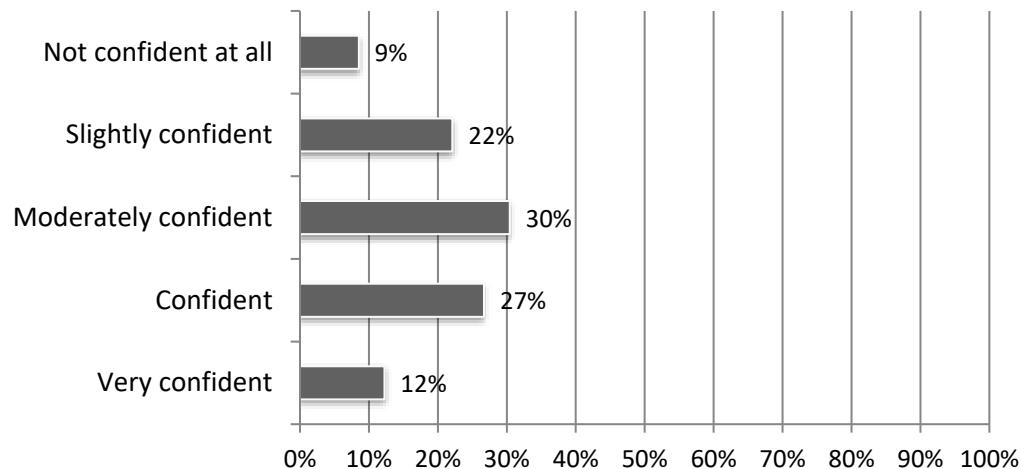
Net % expecting 2026 value of projects to be Higher or Lower than 2025



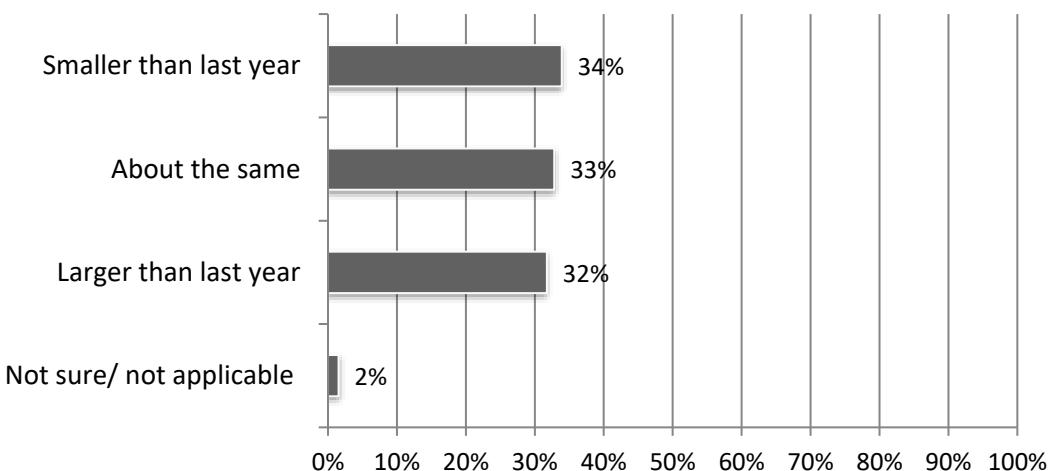
Higher	Lower	Same
61%	8%	31%
41%	13%	47%
36%	18%	45%
37%	21%	43%
32%	20%	47%
33%	23%	44%
28%	21%	50%
30%	25%	45%
28%	24%	49%
29%	26%	45%
32%	30%	38%
25%	24%	50%
27%	29%	44%
24%	33%	43%
24%	33%	43%
20%	31%	49%
23%	35%	42%

*\*Net equals difference between number of "Higher" and "Lower" responses as percent of total.*

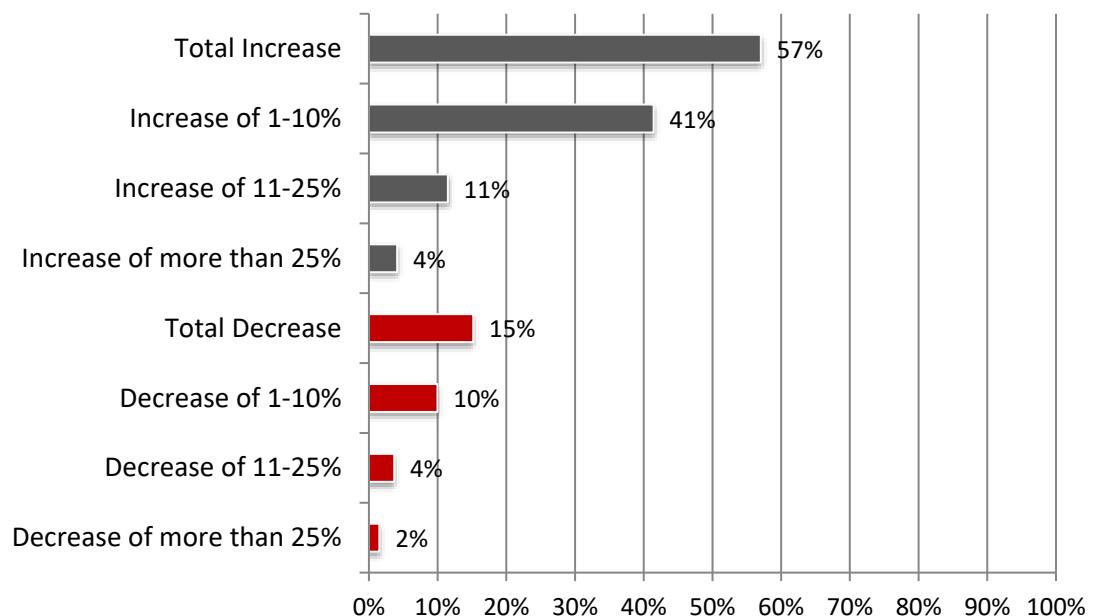
**2. How confident are you in your firm's backlog and bidding pipeline going into 2026? Responses: 457**



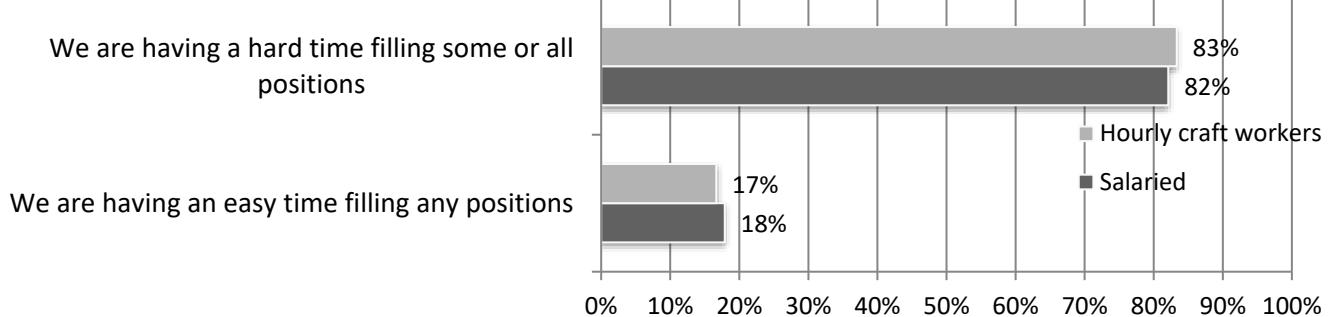
**3. How does your firm's backlog compare to this time last year? Responses: 460**



**4. What percentage change do you expect in your headcount in 2026? Responses: 461**



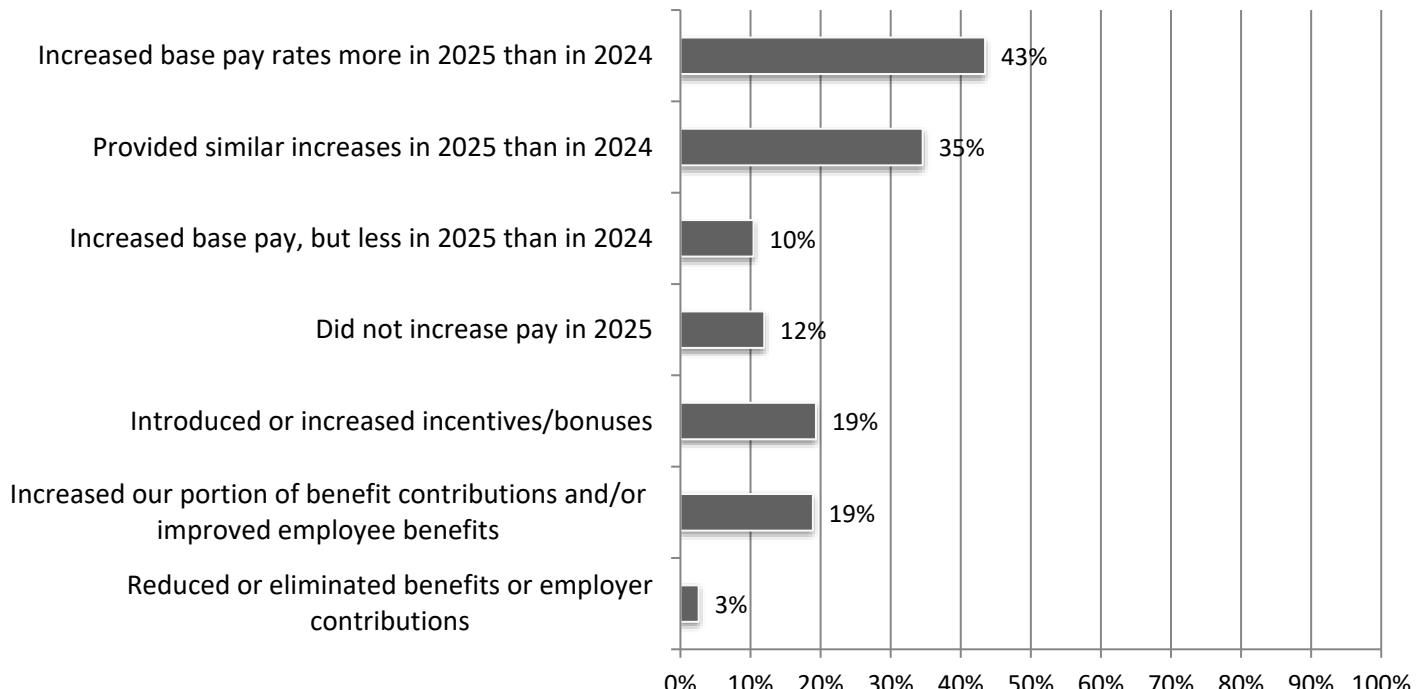
5. Describe your difficulty in filling open positions: Responses: Craft 459; Salaried 461



6. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: Craft 461; Salaried 461

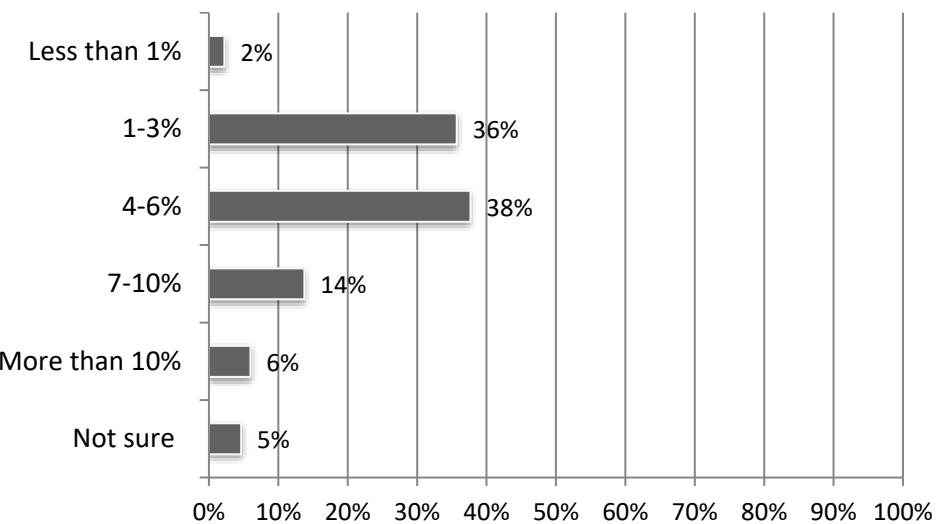


7. What changes did your firm make in pay or benefits in 2025? (mark all that apply) Responses: 460

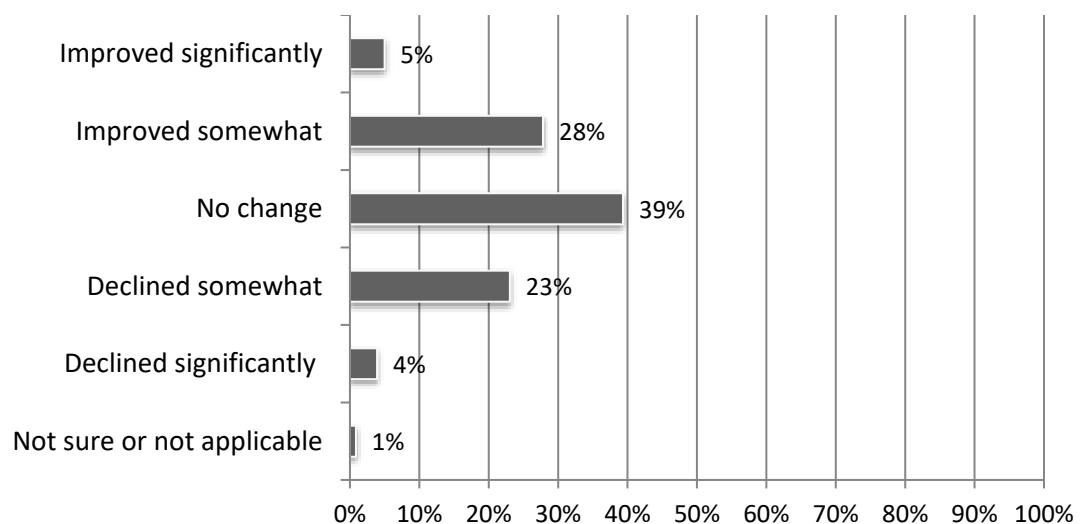


8. For employees whose pay increased in 2025, approximately what was the average percentage increase?

Responses: 451

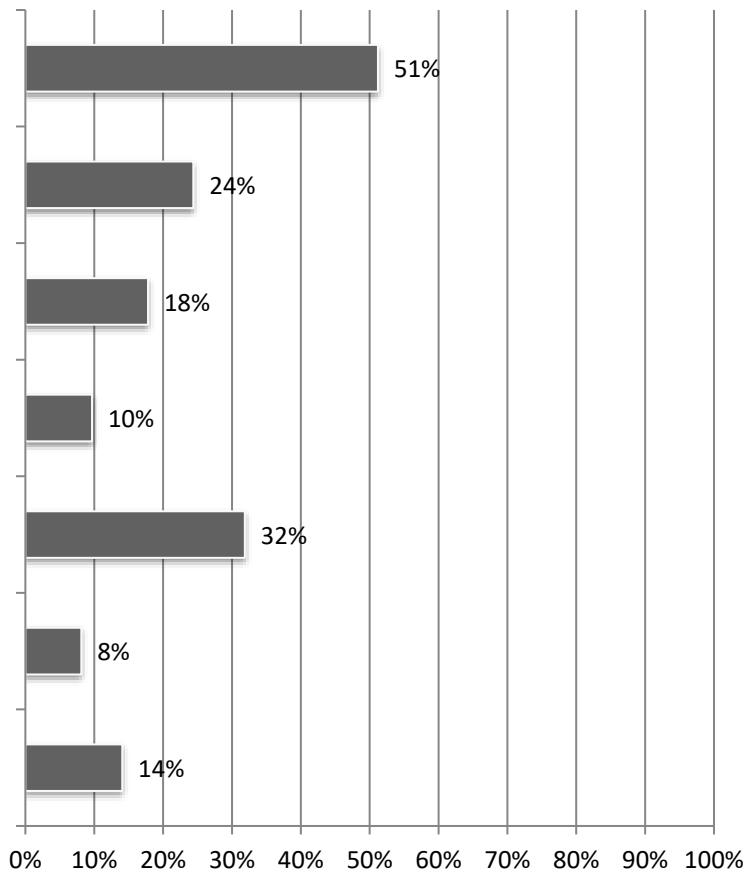


9. How has overall productivity on your projects changed over the past 12 months? "Productivity" refers to output completed per worker hour or per crew hour. Responses: 460



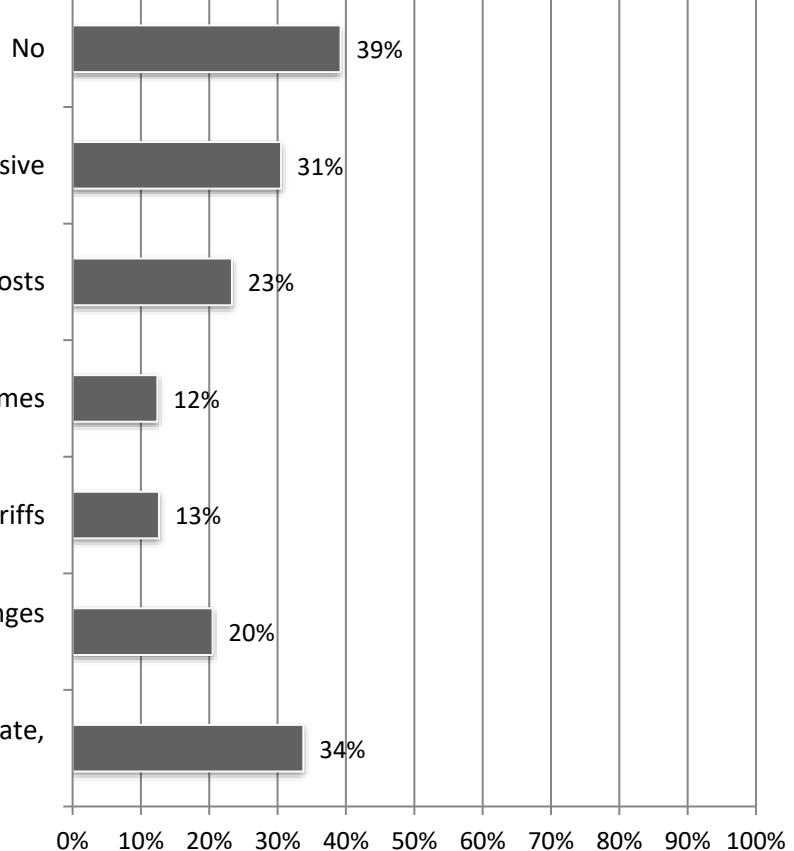
**10. How has your firm responded to supply-chain issues in 2025, if any? (mark all that apply) Responses: 455**

We have not had any significant supply chain problems



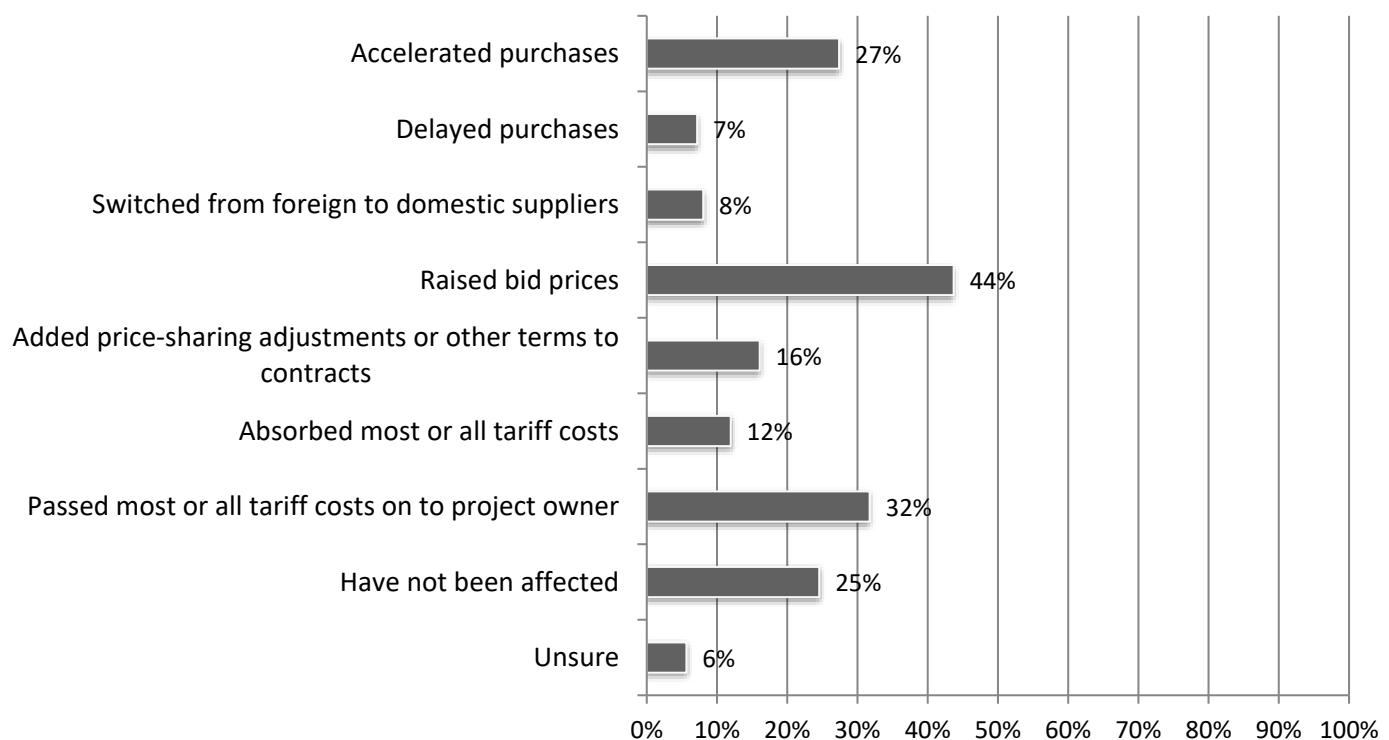
**11. In the past six months, did you have projects canceled, postponed, or scaled back for any of the reasons below? (mark all that apply) Responses: 459**

Financing unavailable or too expensive



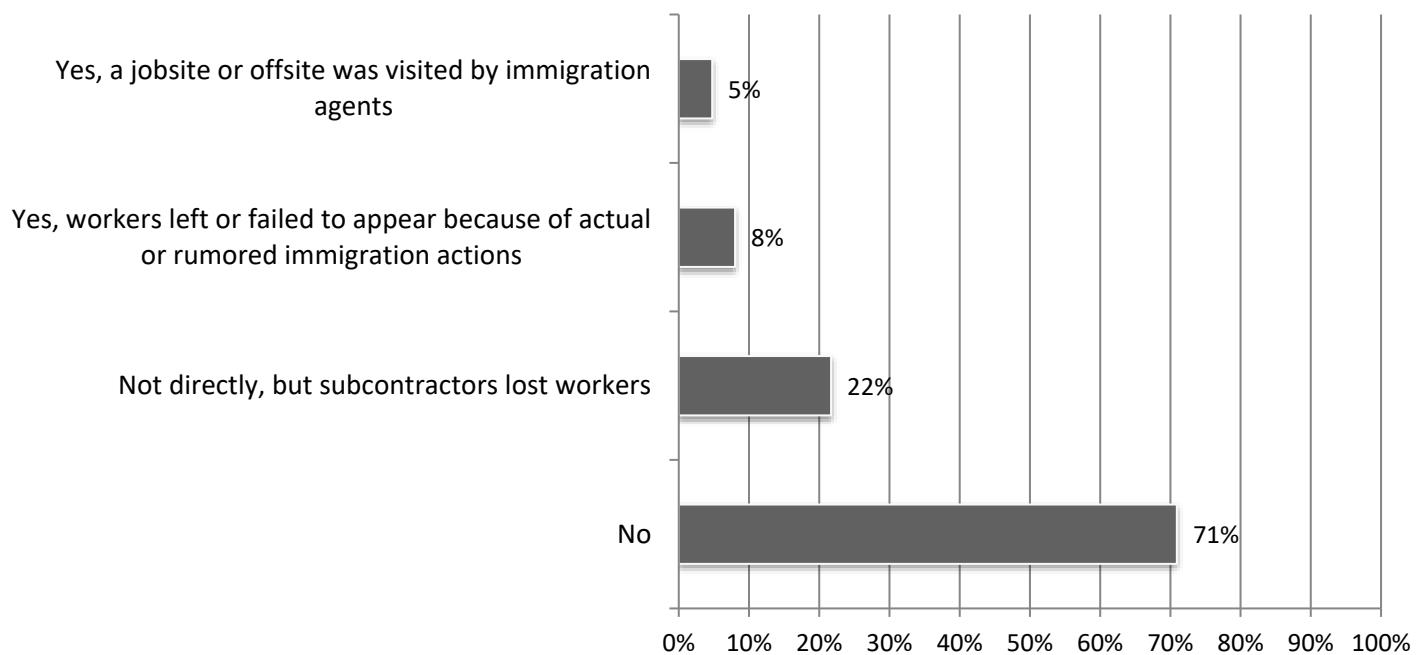
**12. What actions, if any, has your firm taken in response to actual or proposed tariffs? (mark all that apply)**

Responses: 460

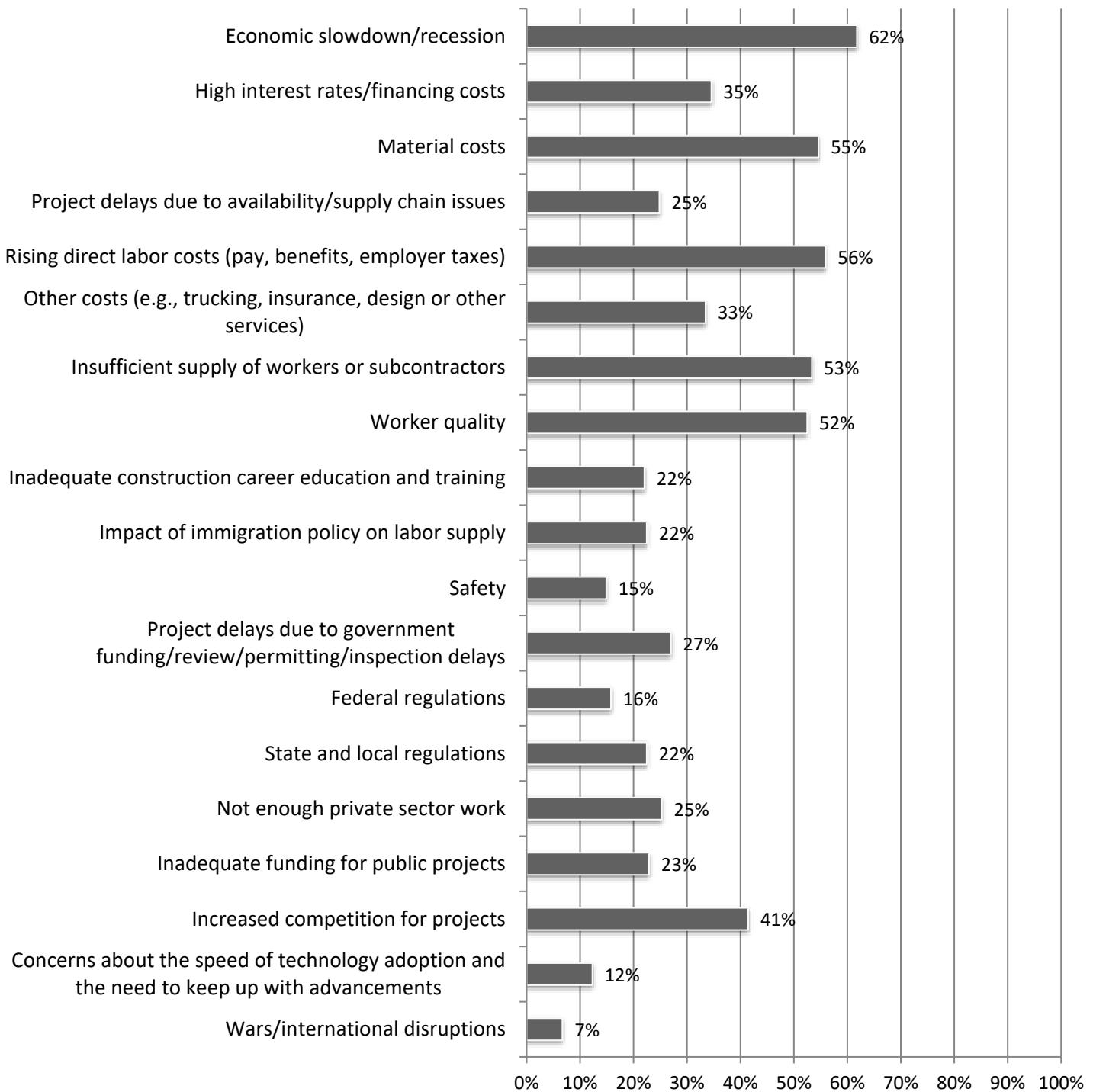


**13. Has your firm been affected by immigration enforcement actions in the past six months? (mark all that apply)**

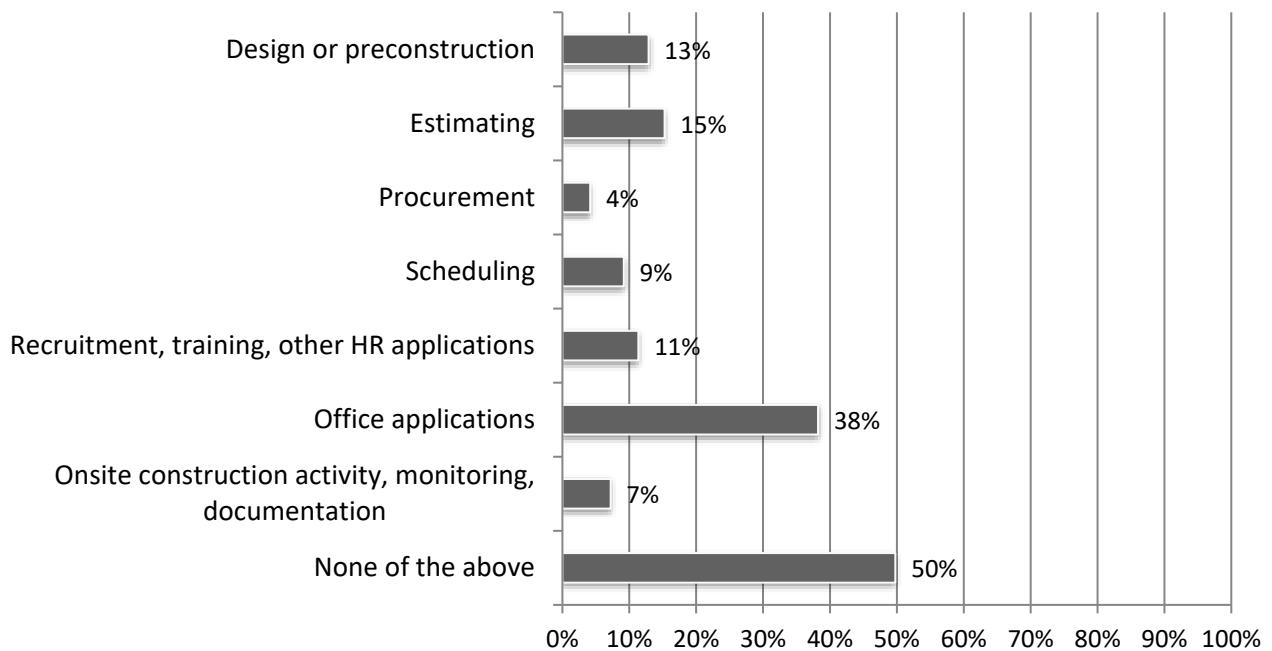
Responses: 461



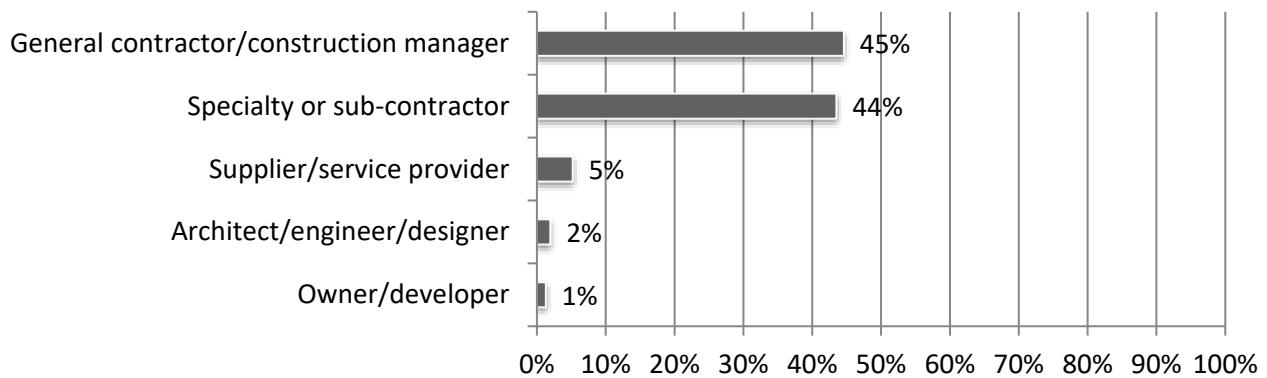
**14. What are your biggest concerns for 2026? (mark all that apply) Responses: 463**



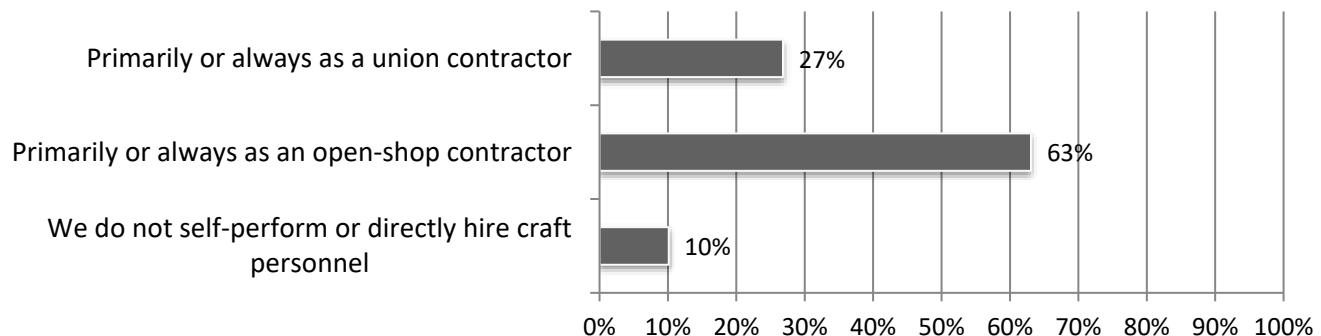
**15. Has your firm initiated or increased its use of artificial intelligence (AI) in the past year for any of the following? Responses: 458**



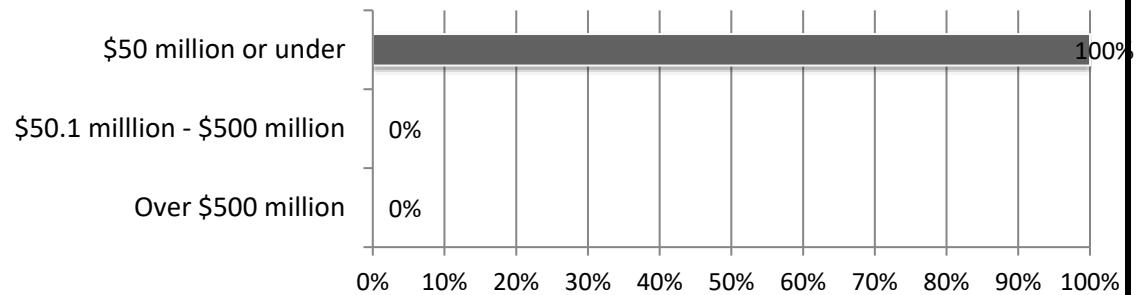
**16. What best describes your firm? Responses: 462**



**17. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 455**



**18. Estimate the total dollar amount of work your firm performed in 2025: Responses: 463**



**19. How many employees does your firm employ? Responses: 460**

