



AGC
THE CONSTRUCTION
ASSOCIATION

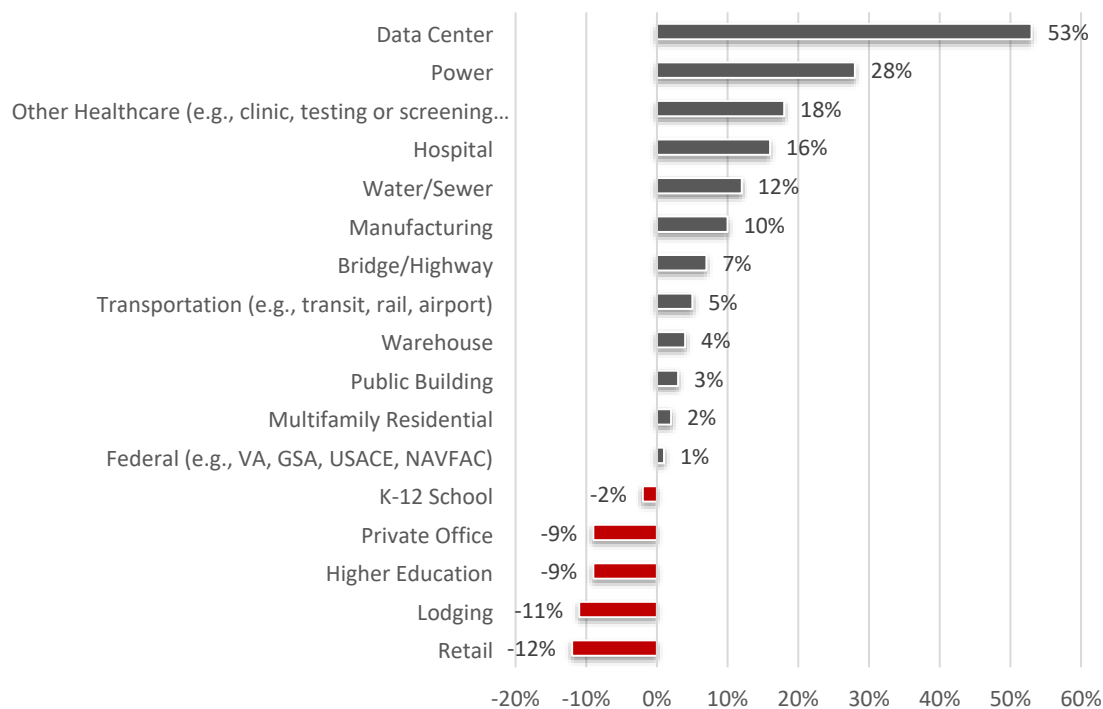
Sage

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

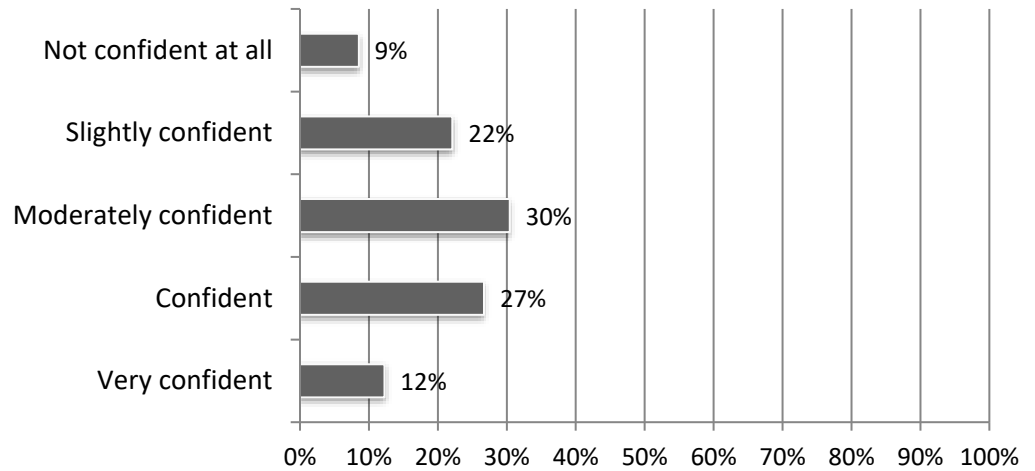
Net % expecting 2026 value of projects to be Higher or Lower than 2025



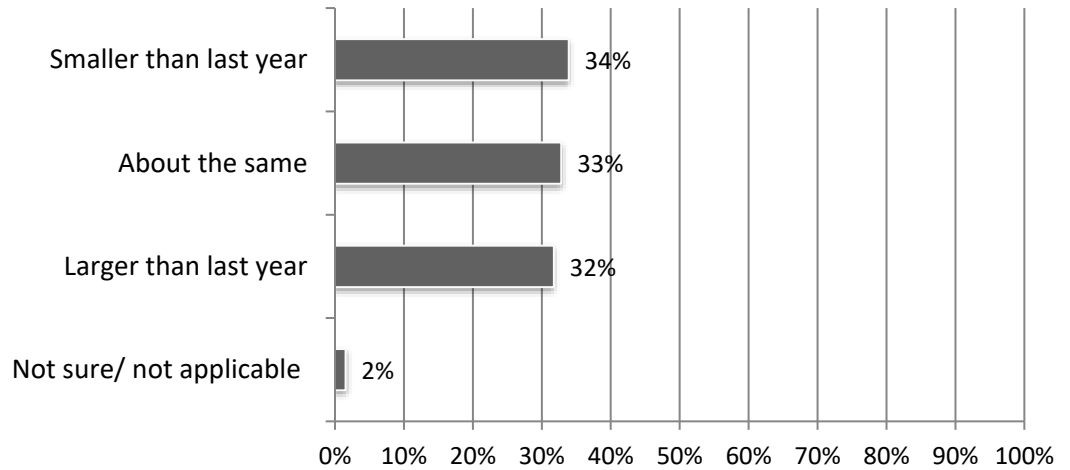
Higher	Lower	Same
61%	8%	31%
41%	13%	47%
36%	18%	45%
37%	21%	43%
32%	20%	47%
33%	23%	44%
28%	21%	50%
30%	25%	45%
28%	24%	49%
29%	26%	45%
32%	30%	38%
25%	24%	50%
27%	29%	44%
24%	33%	43%
24%	33%	43%
20%	31%	49%
23%	35%	42%

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

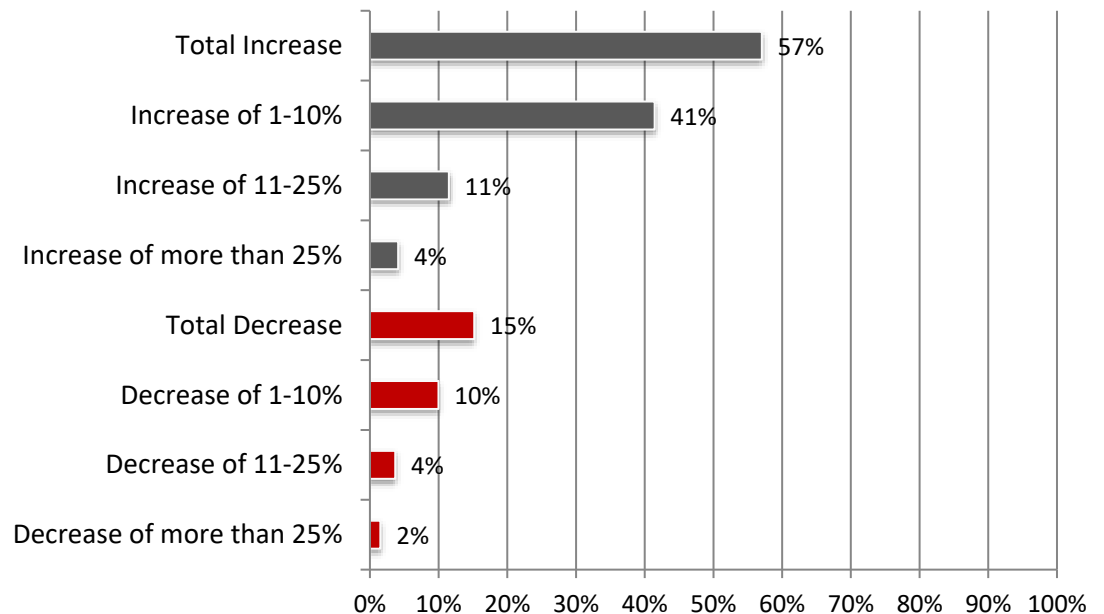
2. How confident are you in your firm's backlog and bidding pipeline going into 2026? Responses: 457



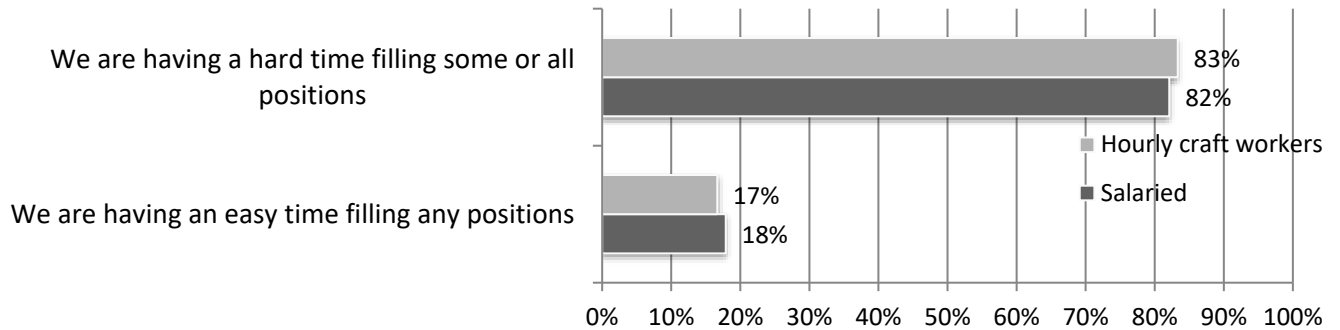
3. How does your firm's backlog compare to this time last year? Responses: 460



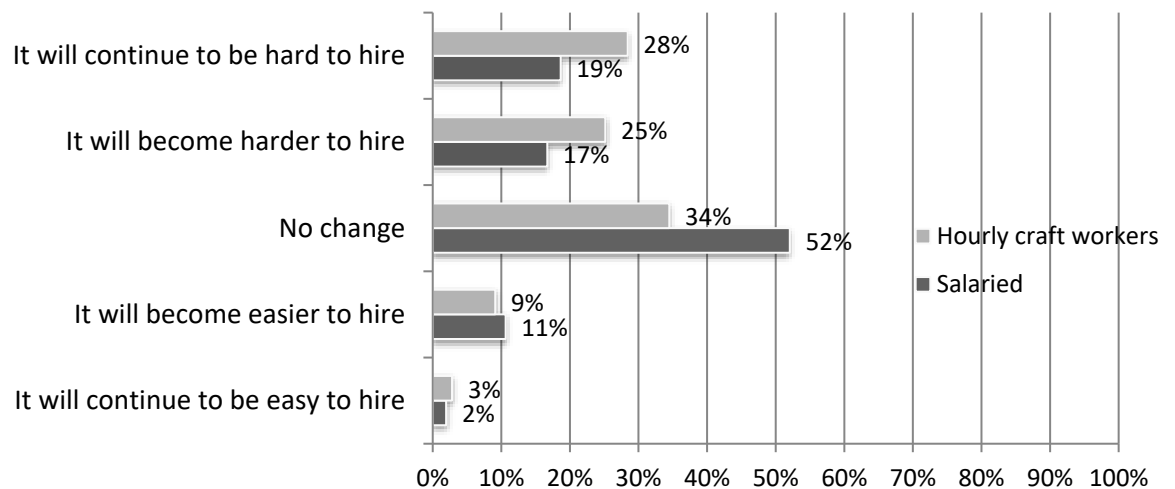
4. What percentage change do you expect in your headcount in 2026? Responses: 461



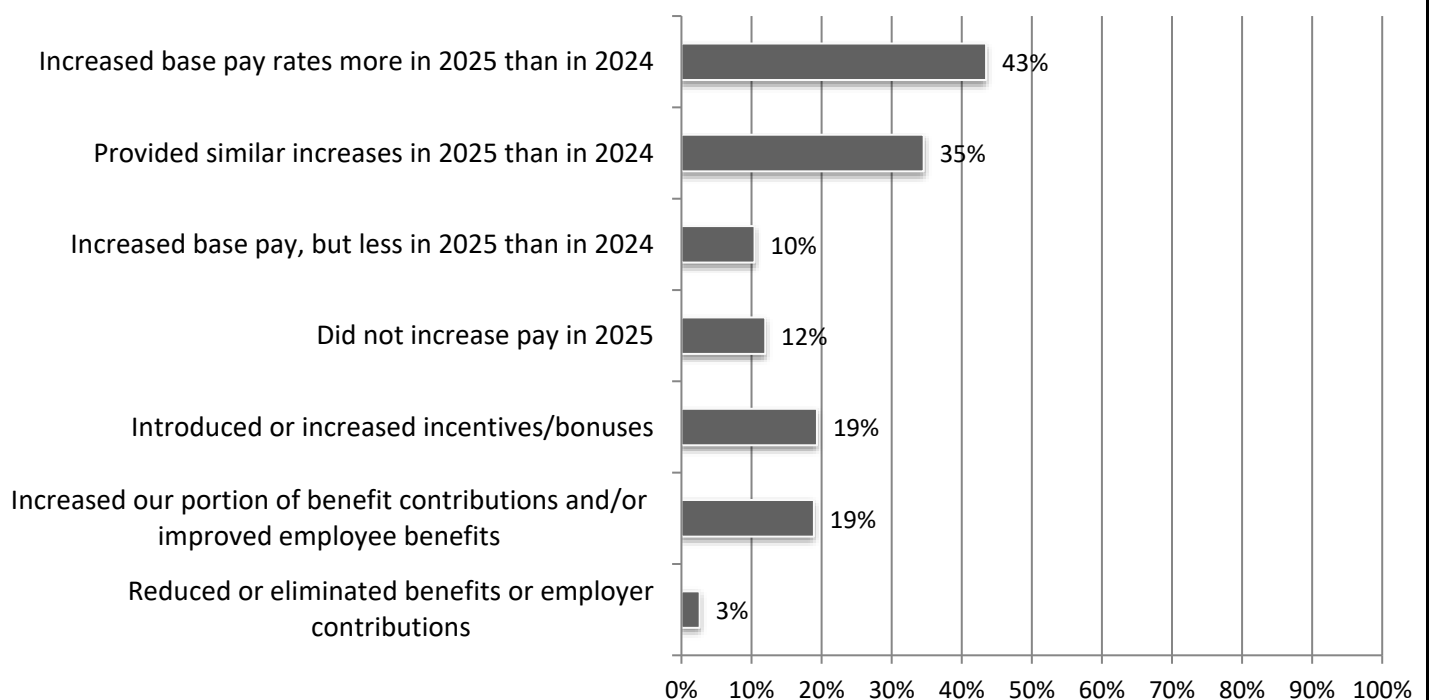
5. Describe your difficulty in filling open positions: Responses: Craft 459; Salaried 461



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

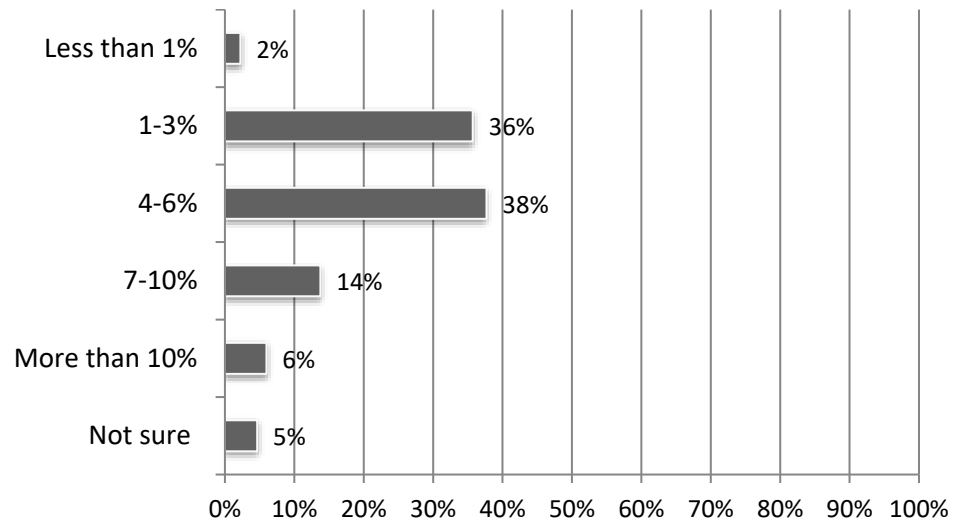


7. What changes did your firm make in pay or benefits in 2025? (mark all that apply) Responses: 460

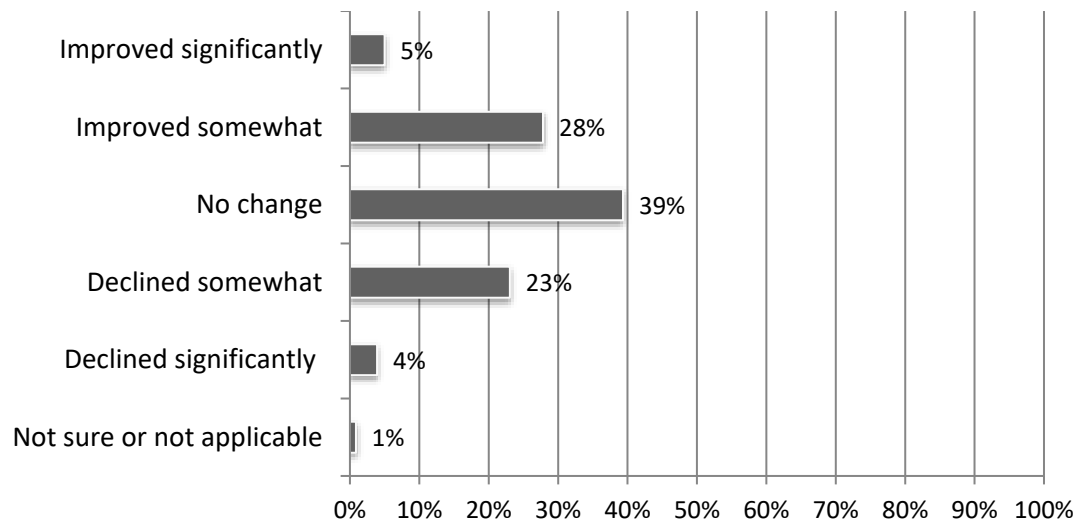


8. For employees whose pay increased in 2025, approximately what was the average percentage increase?

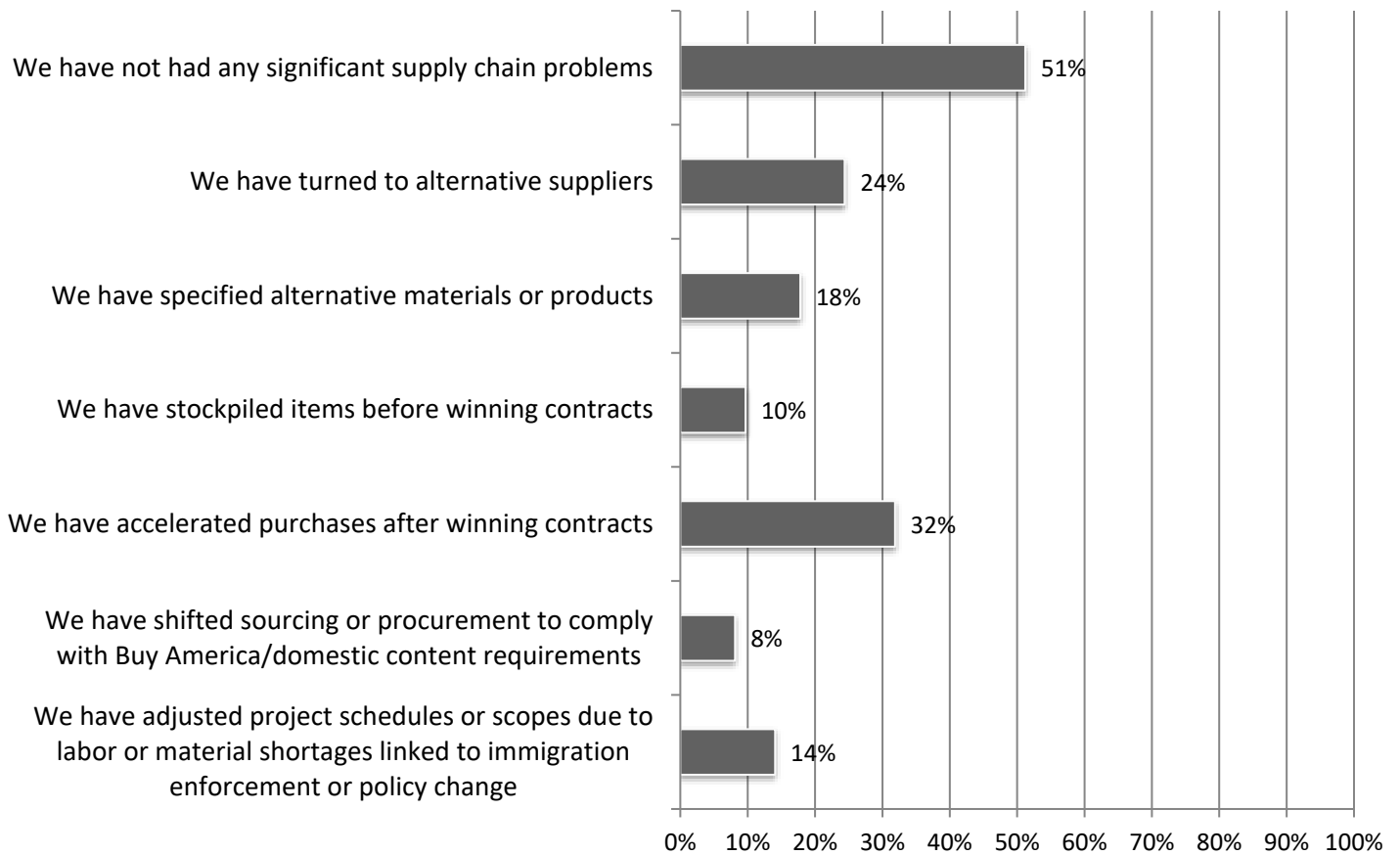
Responses: 451



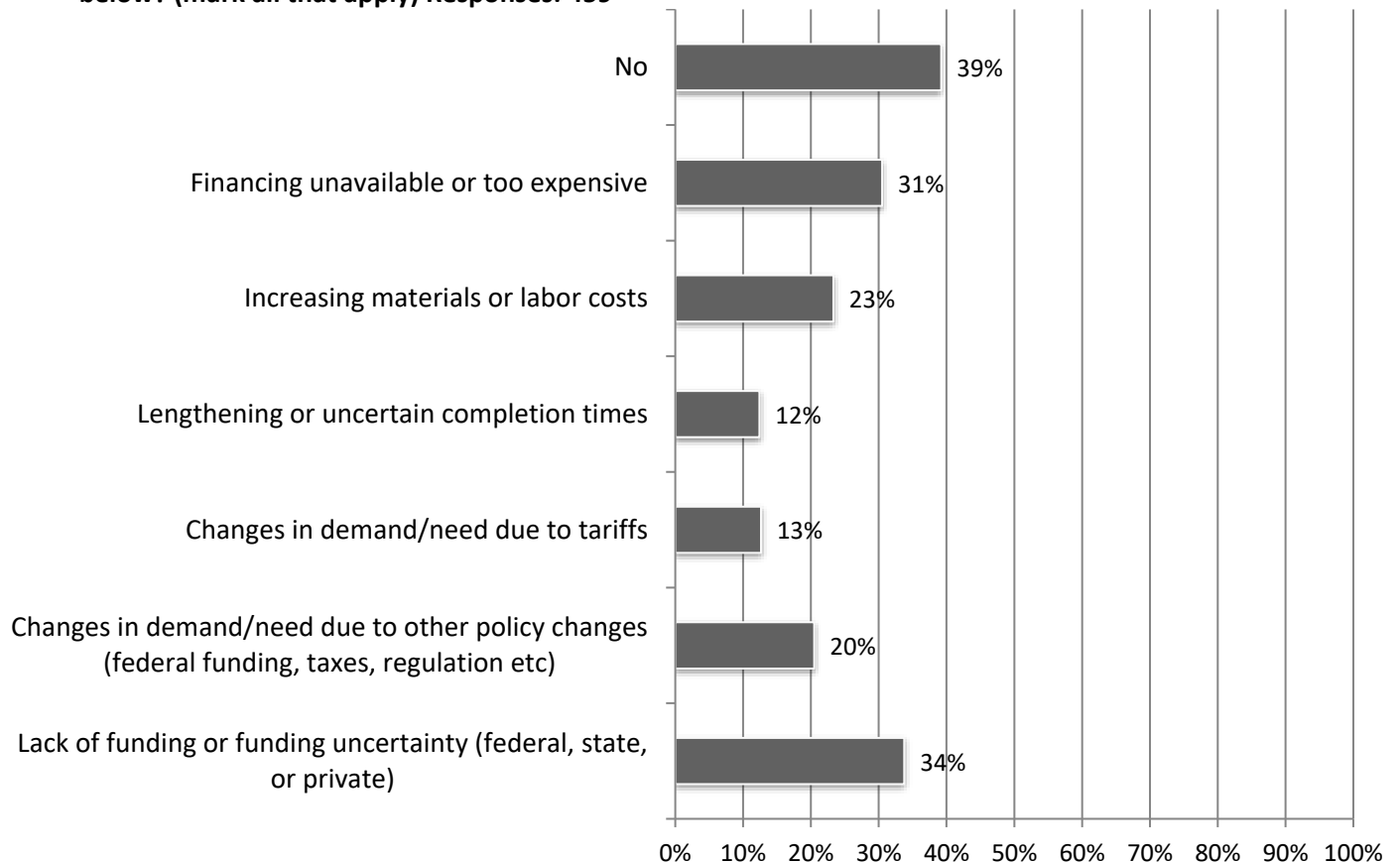
9. How has overall productivity on your projects changed over the past 12 months? "Productivity" refers to output completed per worker hour or per crew hour. Responses: 460



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

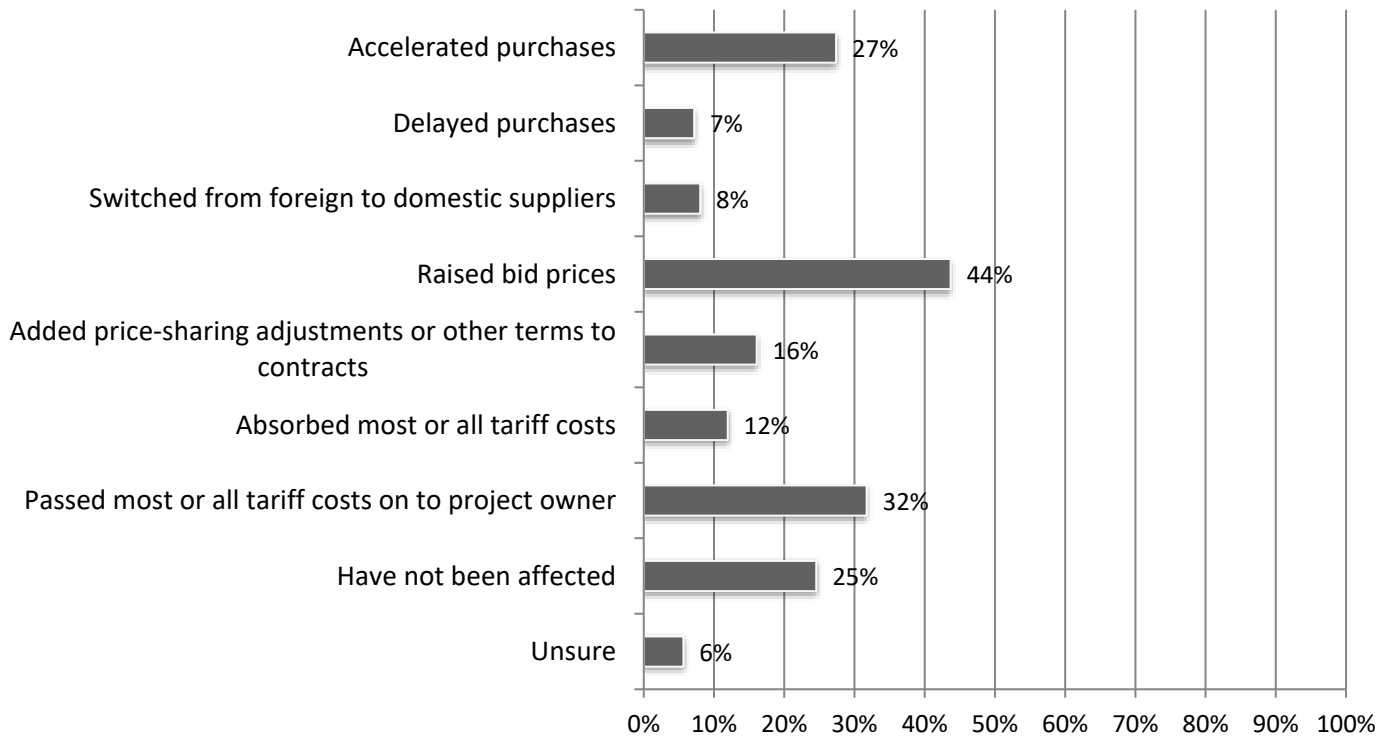


11. In the past six months, did you have projects canceled, postponed, or scaled back for any of the reasons below? (mark all that apply) Responses: 459



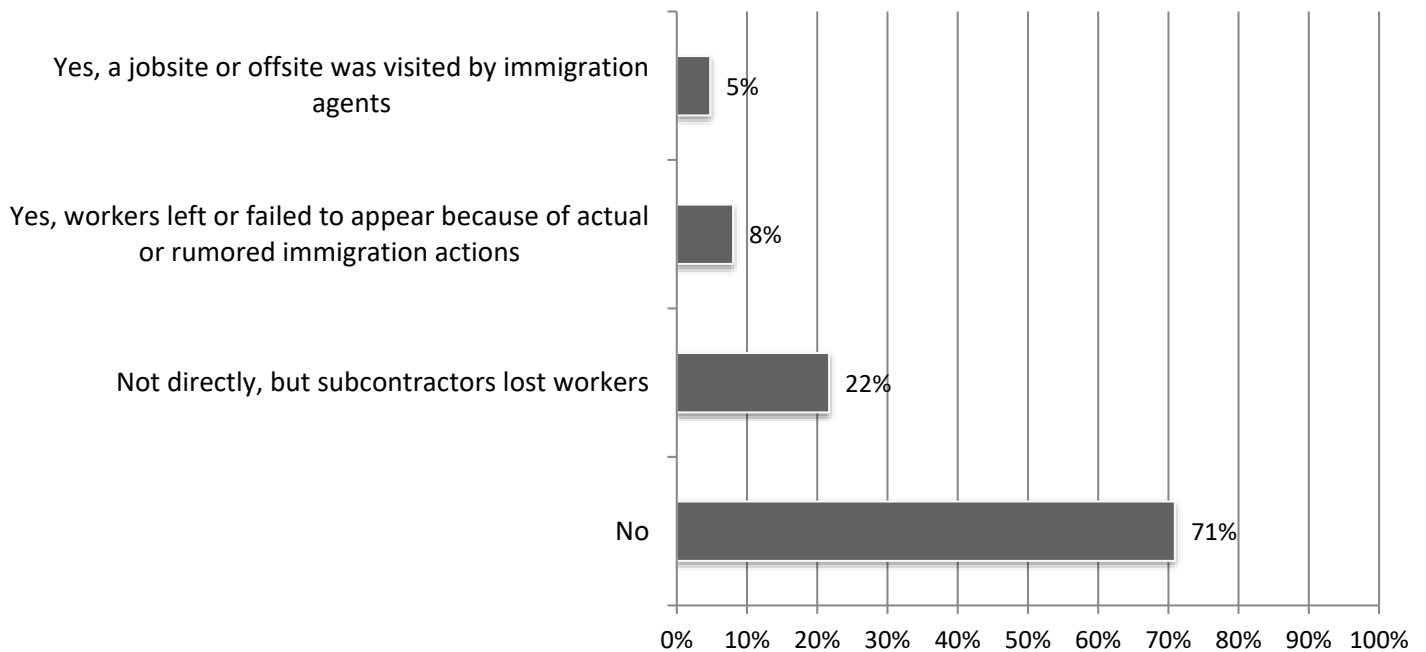
12. What actions, if any, has your firm taken in response to actual or proposed tariffs? (mark all that apply)

Responses: 460

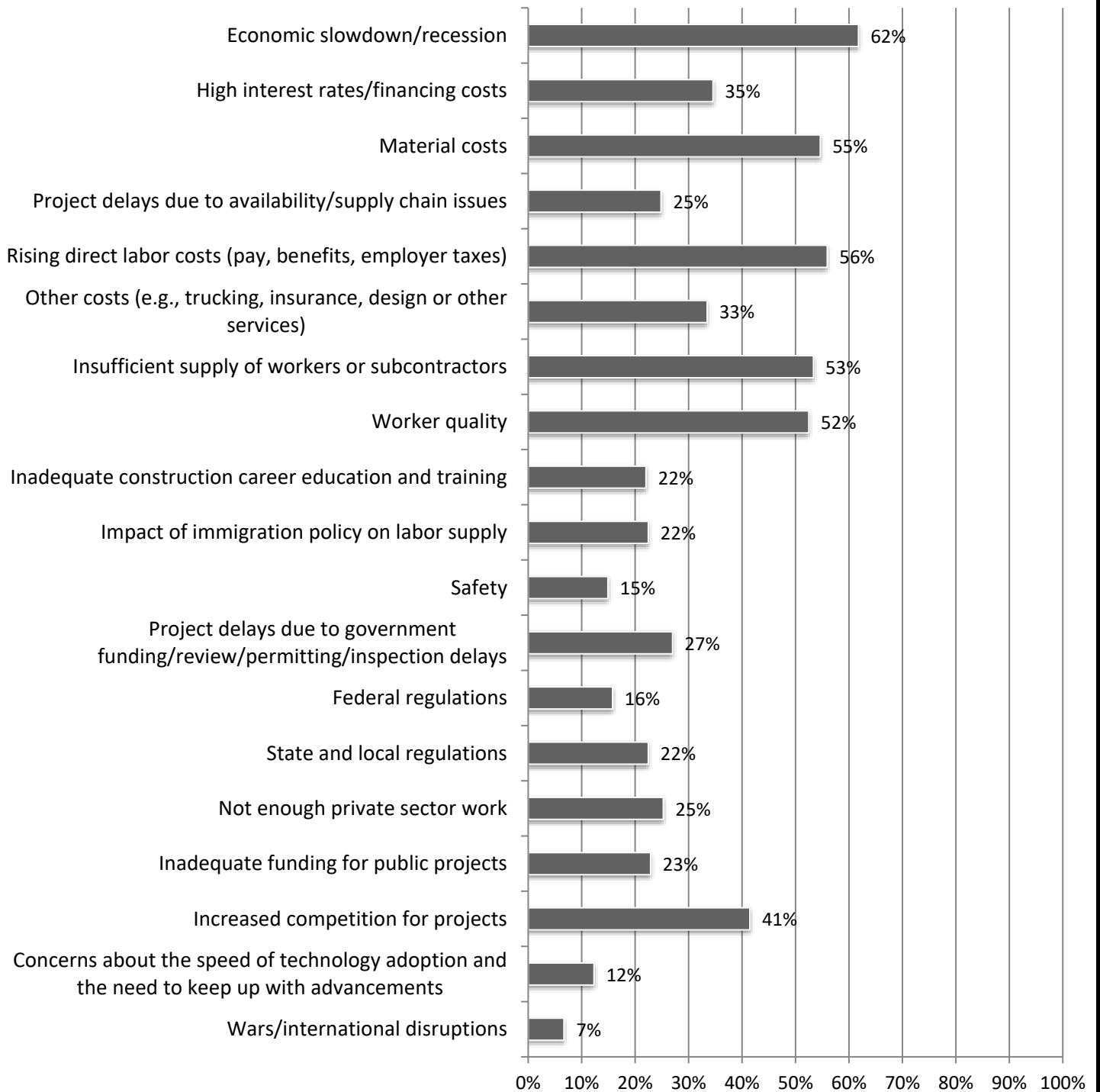


13. Has your firm been affected by immigration enforcement actions in the past six months? (mark all that apply)

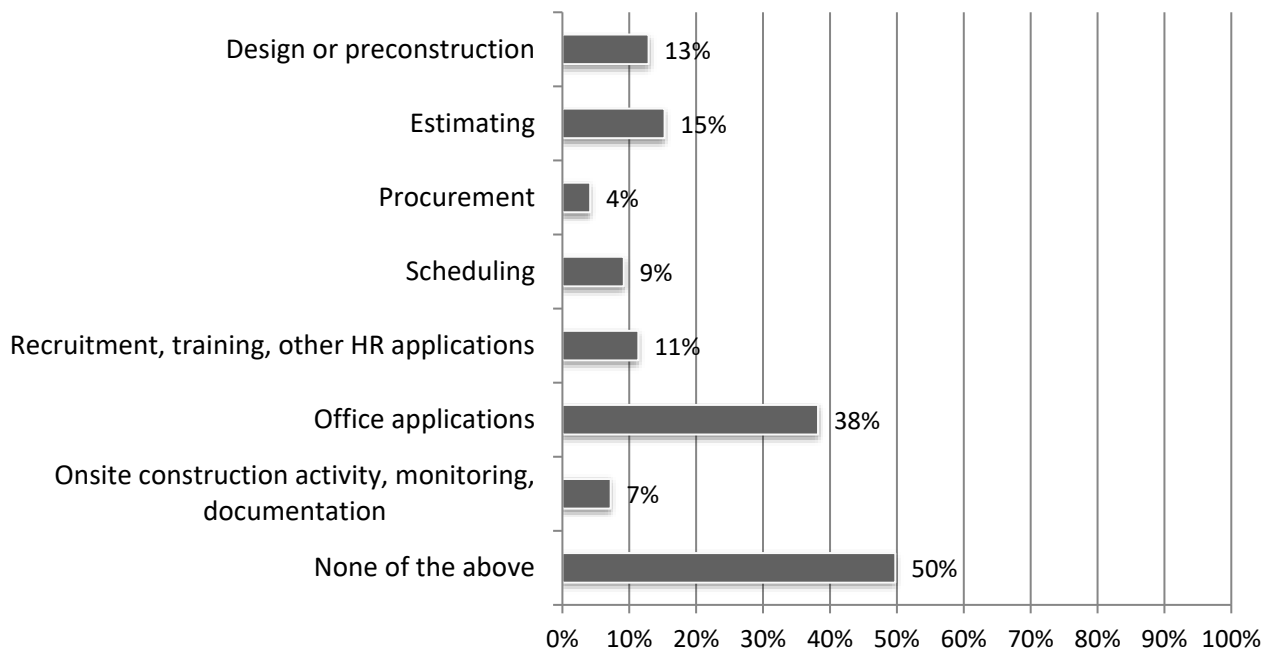
Responses: 461



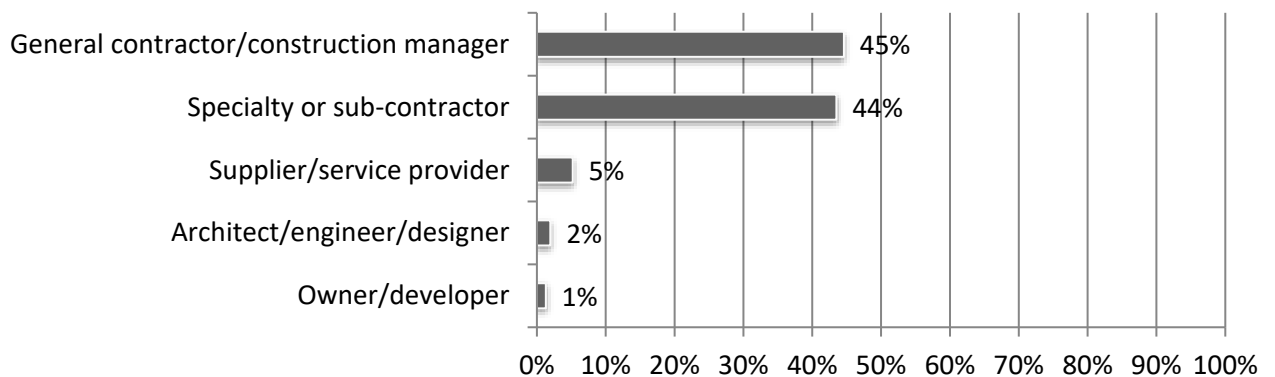
14. What are your biggest concerns for 2026? (mark all that apply) Responses: 463



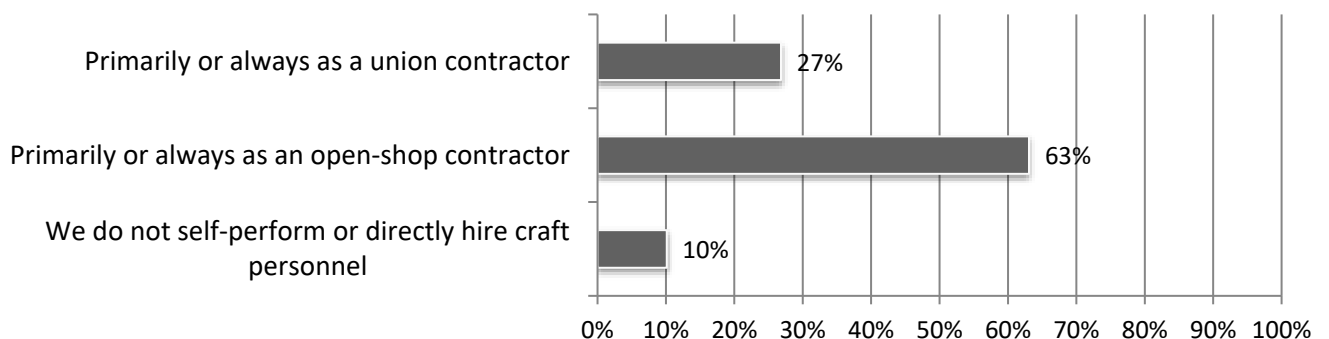
15. Has your firm initiated or increased its use of artificial intelligence (AI) in the past year for any of the following? Responses: 458



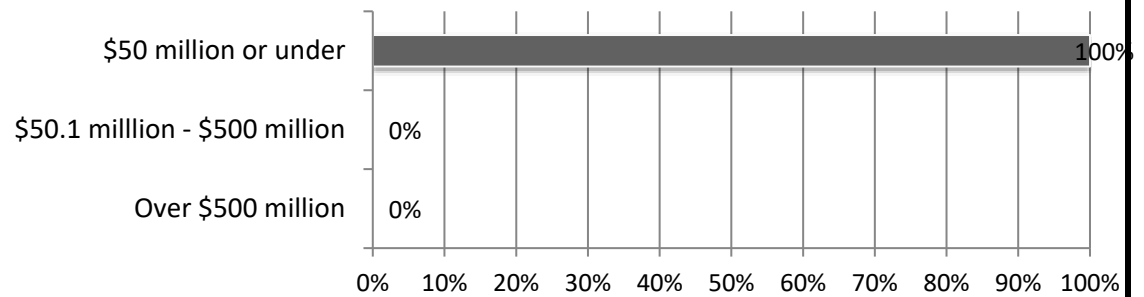
16. What best describes your firm? Responses: 462



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

