



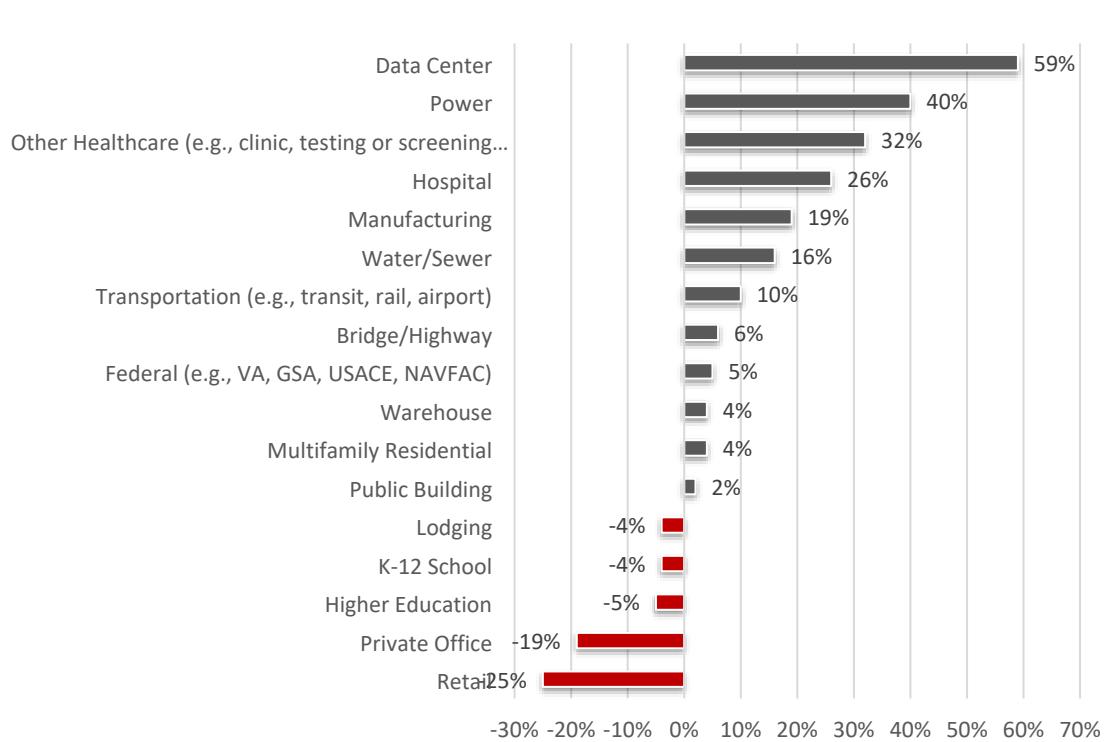
2026 Construction Outlook \$50.1 Million - \$500 Million Survey Results

Total Responses: 319. 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: 319

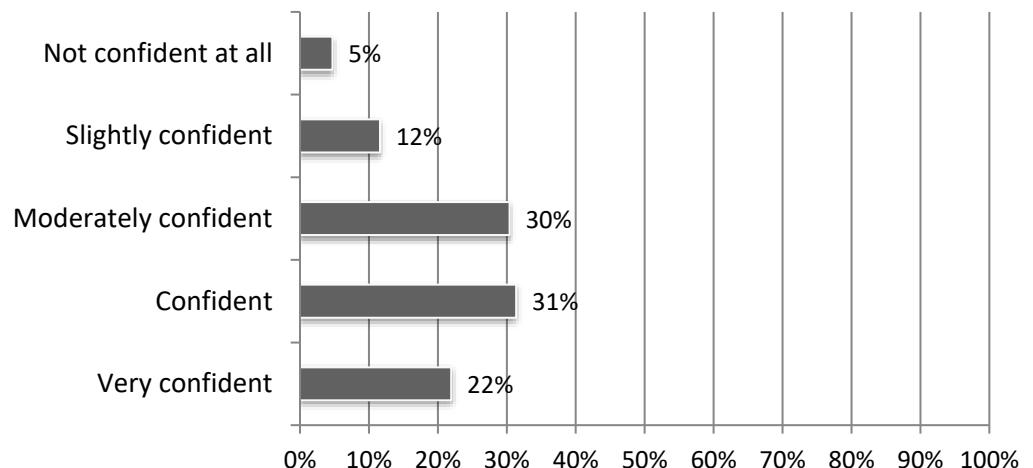
Net % expecting 2026 value of projects to be Higher or Lower than 2025



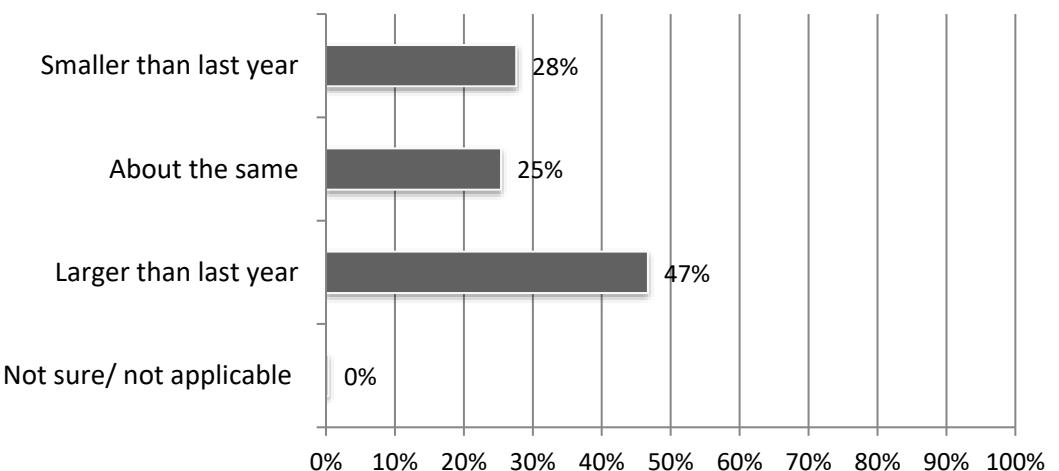
Higher	Lower	Same
65%	5%	30%
50%	10%	41%
40%	8%	51%
39%	13%	48%
37%	18%	45%
32%	16%	52%
32%	22%	47%
28%	22%	49%
30%	25%	45%
30%	26%	43%
30%	26%	45%
25%	24%	51%
25%	30%	45%
24%	28%	48%
24%	29%	48%
18%	36%	46%
14%	39%	47%

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

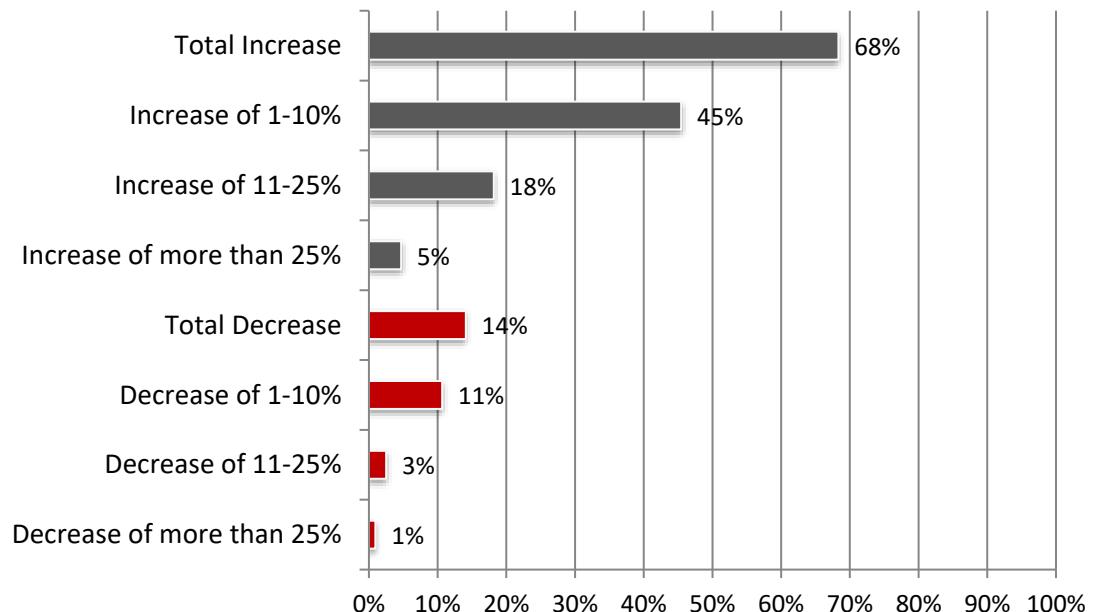
2. How confident are you in your firm's backlog and bidding pipeline going into 2026? Responses: 319



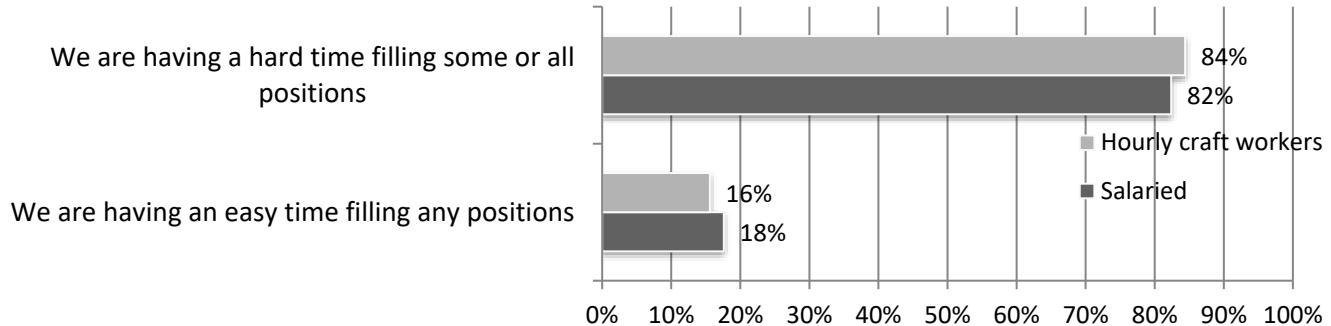
3. How does your firm's backlog compare to this time last year? Responses: 319



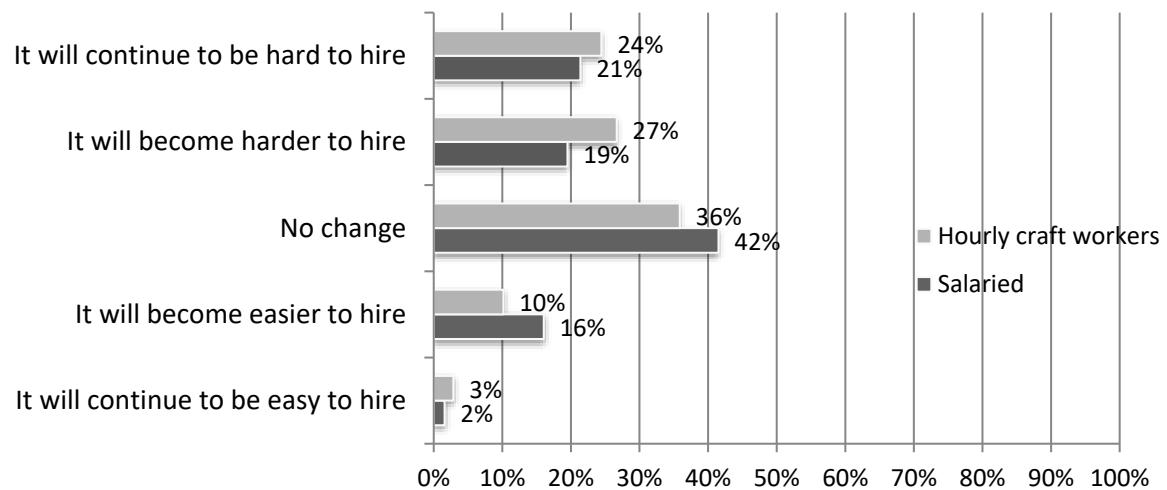
4. What percentage change do you expect in your headcount in 2026? Responses: 319



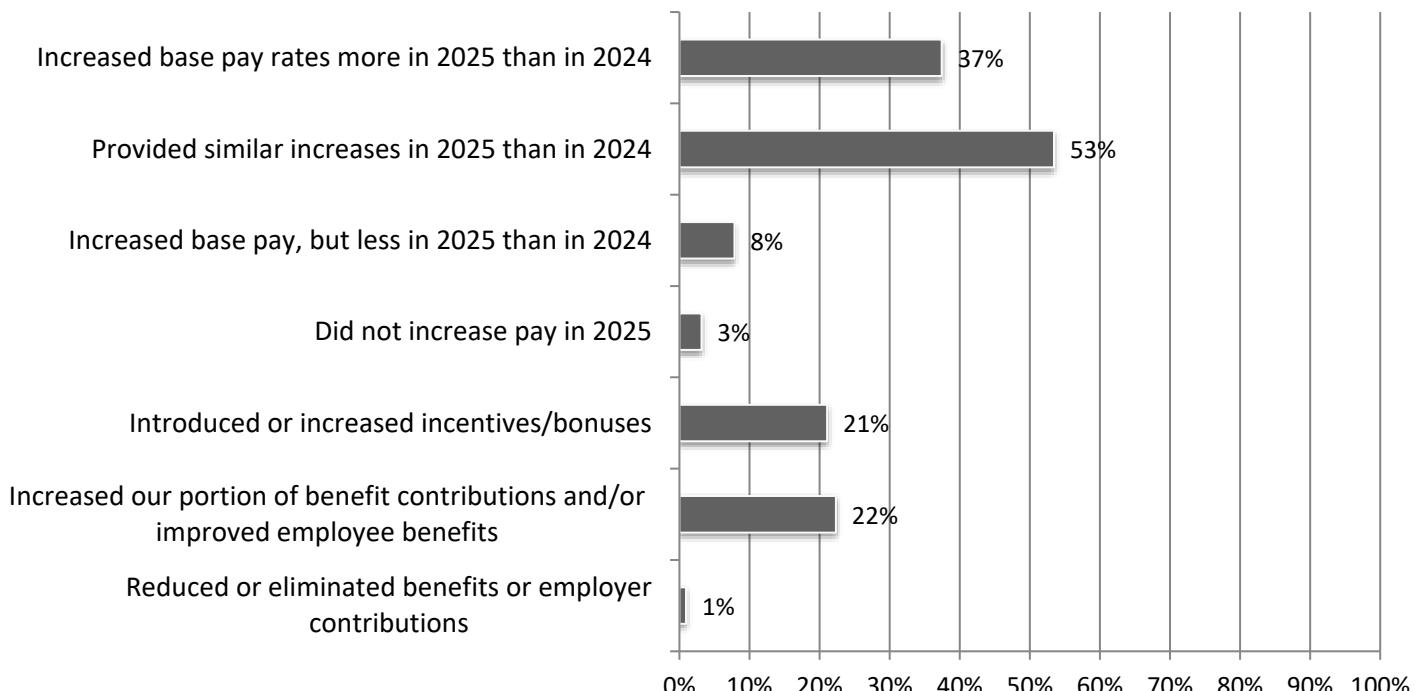
5. Describe your difficulty in filling open positions: Responses: Craft 311; Salaried 317



6. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: Craft 315; Salaried 318

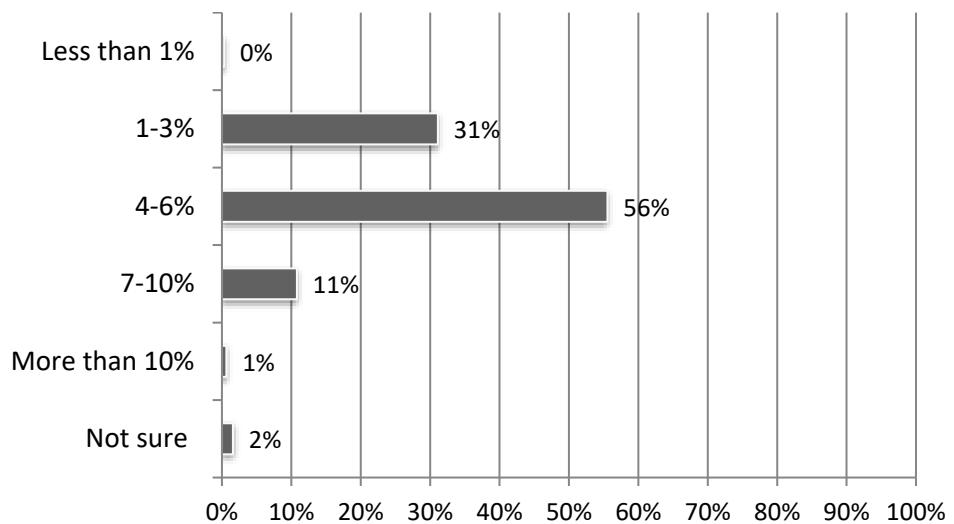


7. What changes did your firm make in pay or benefits in 2025? (mark all that apply) Responses: 318

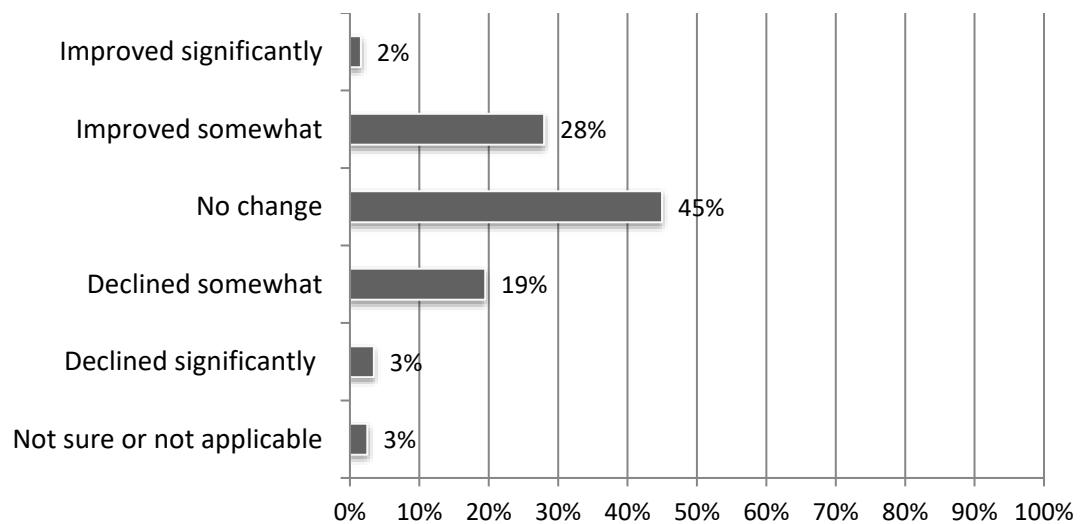


8. For employees whose pay increased in 2025, approximately what was the average percentage increase?

Responses: 315



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: 318



10. How has your firm responded to supply-chain issues in 2025, if any? (mark all that apply) Responses: 317

We have not had any significant supply chain problems

36%

We have turned to alternative suppliers

33%

We have specified alternative materials or products

31%

We have stockpiled items before winning contracts

10%

We have accelerated purchases after winning contracts

52%

We have shifted sourcing or procurement to comply with Buy America/domestic content requirements

15%

We have adjusted project schedules or scopes due to labor or material shortages linked to immigration enforcement or policy change

18%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

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: 317

No

36%

Financing unavailable or too expensive

37%

Increasing materials or labor costs

22%

Lengthening or uncertain completion times

11%

Changes in demand/need due to tariffs

12%

Changes in demand/need due to other policy changes (federal funding, taxes, regulation etc)

23%

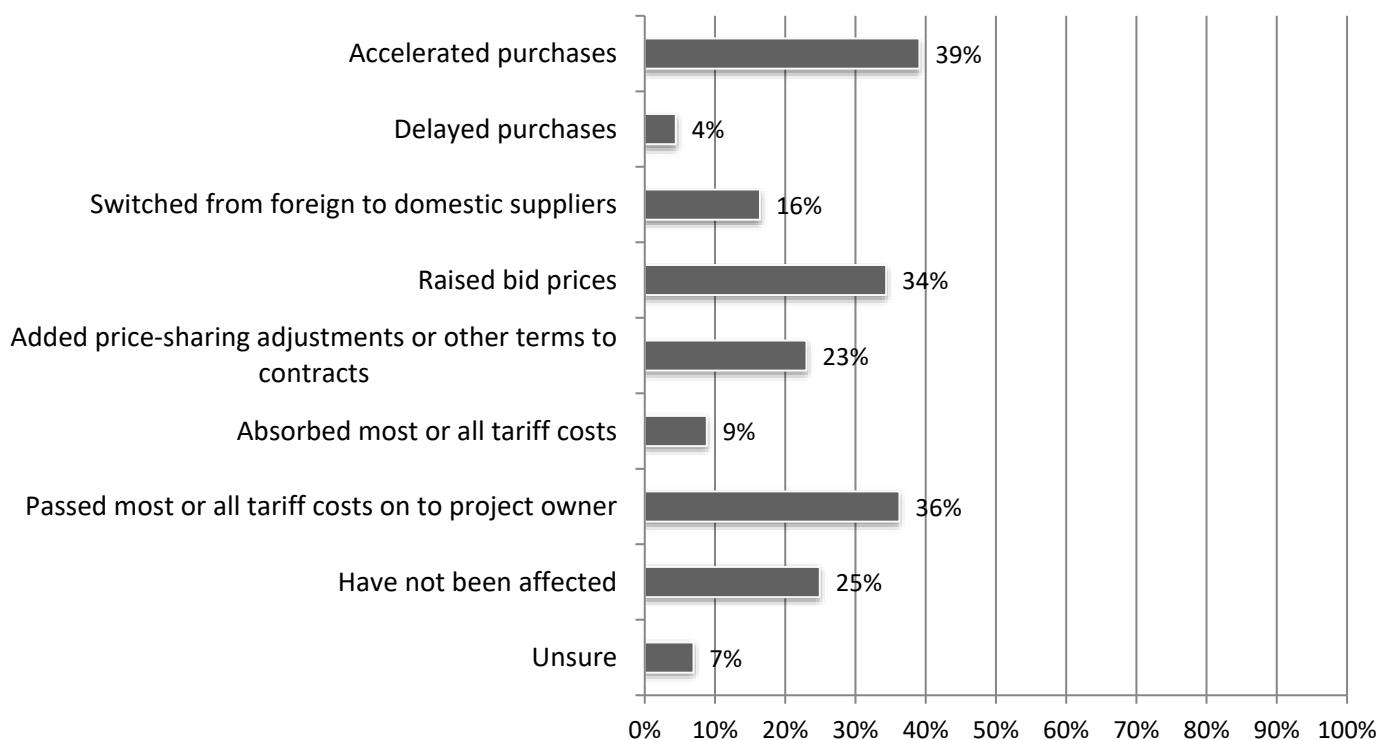
Lack of funding or funding uncertainty (federal, state, or private)

43%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

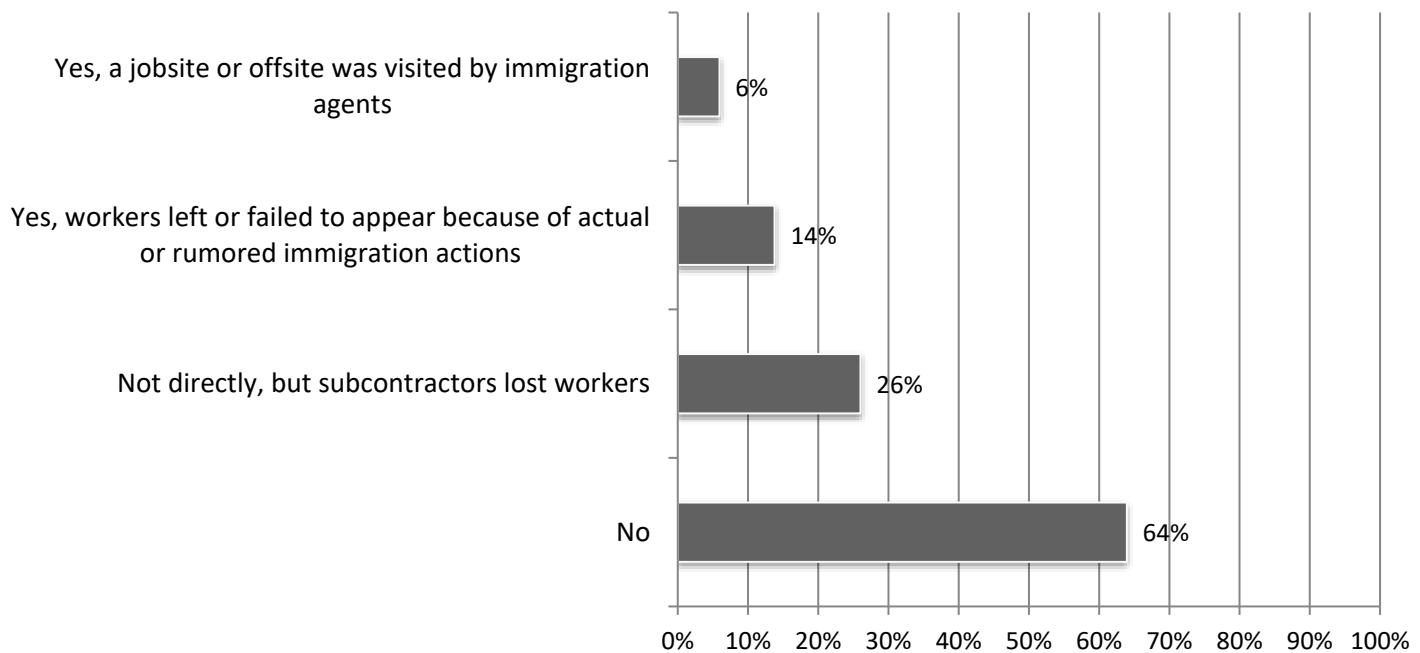
12. What actions, if any, has your firm taken in response to actual or proposed tariffs? (mark all that apply)

Responses: 317

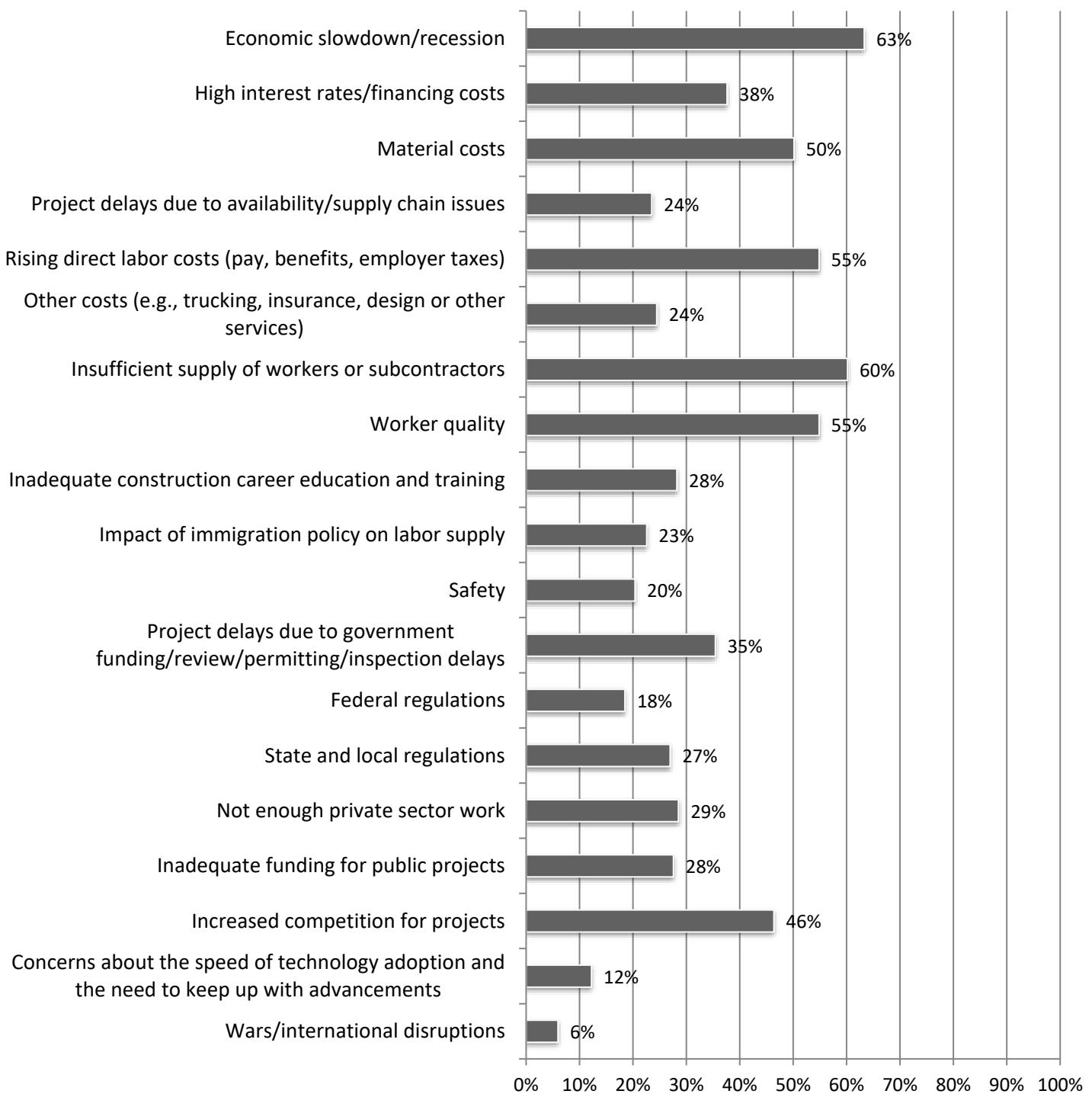


13. Has your firm been affected by immigration enforcement actions in the past six months? (mark all that apply)

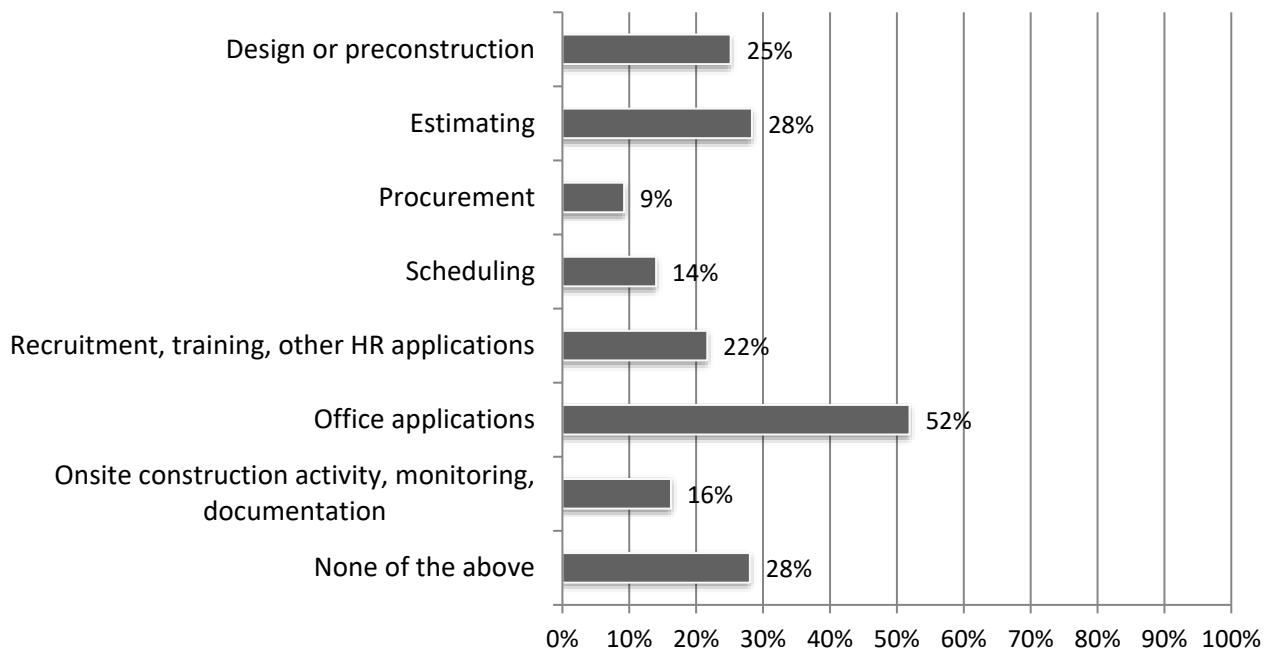
Responses: 319



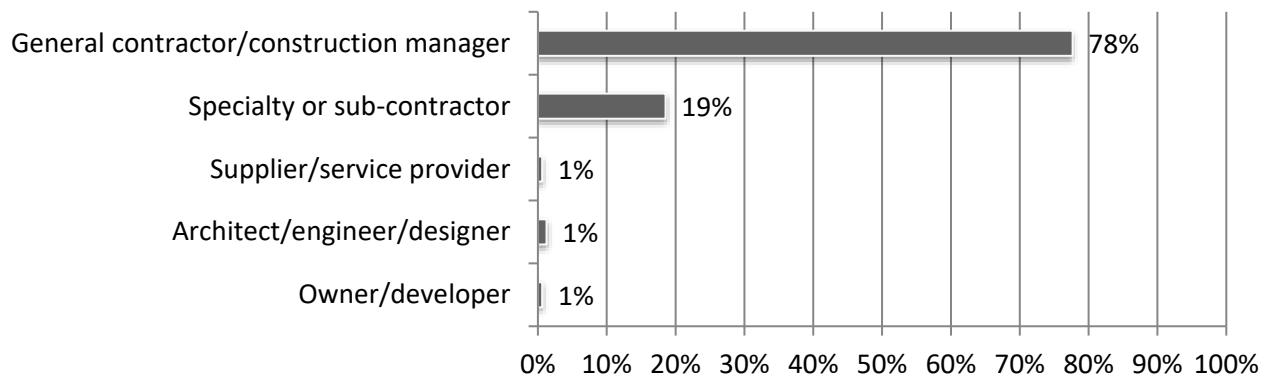
14. What are your biggest concerns for 2026? (mark all that apply) Responses: 319



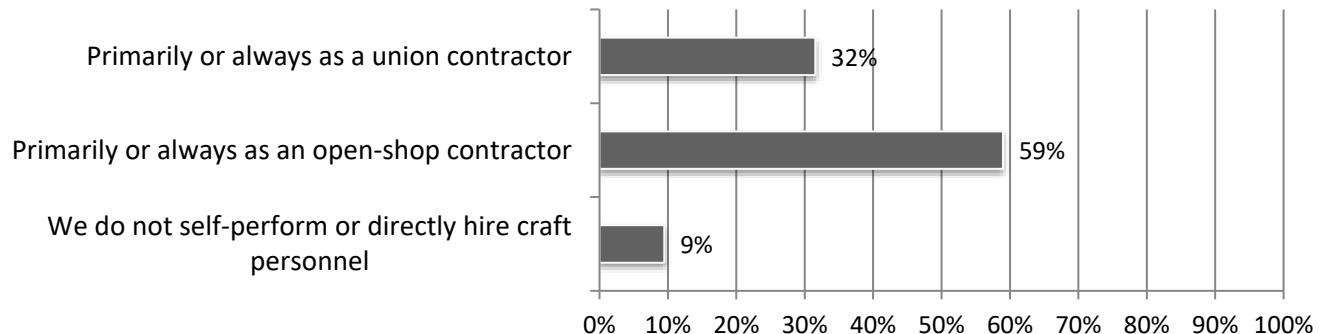
15. Has your firm initiated or increased its use of artificial intelligence (AI) in the past year for any of the following? Responses: 314



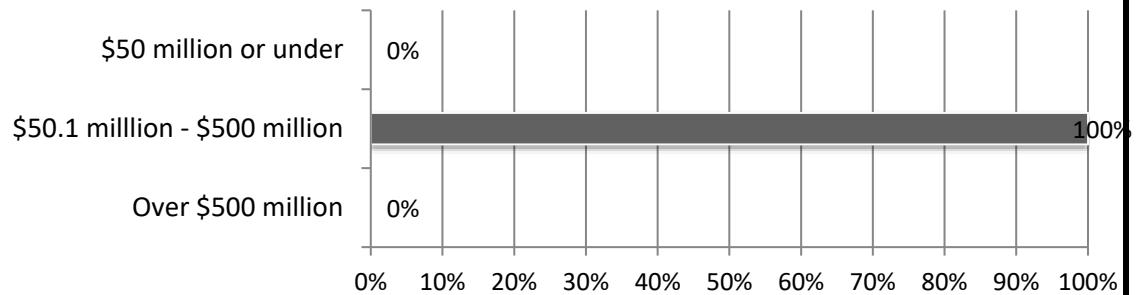
16. What best describes your firm? Responses: 318



17. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 317



18. Estimate the total dollar amount of work your firm performed in 2025: Responses: 319



19. How many employees does your firm employ? Responses: 319

