Finding quality/available/affordable contractors/construction labor for projects
Dealing with competition from other architecture firms or other design professionals
Offering competitive salaries/benefits for qualified applicants and current staff
Retaining current staff
Identifying new clients and new markets/enhancing firm business planning/marketing
Negotiating appropriate project fees
Identifying new qualified staff with appropriate technical and project management skills
Dealing with firm ownership transition issues
Managing rising costs of running a firm (e.g., space rents; healthcare costs; liability insurance)
Coping with an unpredictable economy
Increasing firm profitability
Practice
Issues related to firm management and strategy top list of business-related concerns for 2020

Architecture Billings Index (ABI) November 2019

The Architecture Billings Index (ABI) is a diffusion index derived from the monthly Work-on-the-Boards survey conducted by the AIA Economics & Market Research Group. The ABI serves as a leading economic indicator that leads nonresidential construction activity by approximately 9-12 months. The survey panel asks participants whether their billings increased, decreased, or stayed the same in the month that just ended. According to the proportion of respondents chọning each option, a score is generated, which represents as index value for each month. A score of 50 indicates no change in billings from the previous month; a score above 50 indicates an increase in billings from the previous month and a score below 50 indicates a decline in billings from the previous month.

*All graphs represent data from November 2018–November 2019.

National
Firm billings increase for second consecutive month following softness earlier in the year

Regional
Business conditions continue to strengthen in all regions of the country except the Northeast

Sector
Firms of all specializations reported billings growth in November

Practice
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