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 tracks 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 choosing each option, a score is generated, which represents an index value for each month. A score of 50 represents no change from the previous month; a score above 50 indicates an increase in firm billings from the previous month; and a score below 50 indicates a decline in firm billings from the previous month.

*All graphs represent data from March 2019–March 2020.

**March 2020**

### National Architecture Billings Index (ABI)

**Design Contracts**

- Residential: 43.3
- Institutional: 46.9
- Commercial/Industrial: 41.9

**Billings**

- Regional: 45.3
- Midwest: 44.2
- South: 44.2
- Northeast: 38.4

### Regional Business conditions soften across the country

Graphs represent data from March 2019–March 2020 across the four regions. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.

### National Architecture firm billings see historic drop from February to March

Graphs represent data from March 2019–March 2020. Above 50 shows increase; Below 50 shows decrease. No change from previous period.

- Billings
  - National: 64.2
- Architecture: 38.4

### Sector

- Firms with an institutional specialization see slightly smaller losses than other firms

### Practice

- Firms that expect considerable belt tightening by the end of the year
  - Trimming all unnecessary expenses at our firm
  - To stay in the best possible financial position
  - Annual revenue will be considerably lower than it is at present
  - Offer a broader set of design and/or construction services
  - Successfully diversified into new market (new facility categories or new geographical areas)
  - Invested in new information technologies and communications systems to keep our firm competitive and able to benefit from new opportunities
  - Implemented changes so that our firm will be operating much more efficiently
  - Size of our firm will be considerably smaller
  - Renamed our firm and/or been acquired by another firm
  - Successfully diversified into new territory for new geographical areas
  - Focusing on a more limited set of design and related services
  - Merged with or been acquired by another firm

### Architecture Billings Index (ABI)

**March 2020**

- Designs Contracts
  - Residential: 43.3
  - Institutional: 46.9
  - Commercial/Industrial: 41.9

- Billings
  - Regional: 45.3
  - Midwest: 44.2
  - South: 44.2
  - Northeast: 38.4

**Above 50** **Below 50** **No change from previous period**

**3-month moving average**