Contracting Business

THE LEADING BUSINESS MANAGEMENT AND PRODUCT RESOURCE FOR HVACR CONTRACTORS SINCE 1944

JANUARY-JUNE 2026

AUDIENCE ENGAGEMENT REPORT



ENDEAVORB2B®

Contracting Business — Audience Engagement Report

Contracting Business

JANUARY-JUNE 2026

As the original provider of business information to the HVACR market, *Contracting Business* drives the success of HVACR professionals by providing knowledge and insights related to the latest products, trends, and business strategies being leveraged by successful HVACR contracting firms. Its trusted content is provided by leading industry professionals in a peer-to peer format attracting and engaging an audience of HVACR contractors and related professionals who own, manage and make decisions for their businesses.

AVERAGE MONTHLY REACH



129,098

COMPANIES THAT ENGAGE

Benjamin Franklin THE PUNCTUAL PLUMBER · CCS · Hines · JACOBS · JLL · Mingledorff's · Service Experts HEATING & AIR CONDITIONING · LEE COMPANY · SIERRA AIR INC. HEATING • COOLING · TDIndustries

REACH DECISION MAKERS

93%

of audience are managers and above



98%

of respondents indicate involvement in HVACR contracting

Markets Served (Multiple Responses Allowed)	%
Commercial/Light Commercial	84.21%
1/3 Dwelling Units - Houses	77.78%
4 or more Dwelling Units - Apartments including Garden Apartments & Townhomes	45.61%
Industrial	34.50%
Institutional	23.39%

*Survey of *Contracting Business* magazine audience April 2026

Areas of Service (Multiple Responses Allowed)	%
Air Conditioning/Ventilation	81.61%
Air Handling	64.94%
Forced Air Heating (Dry)	63.79%
Hydronic Heating (Wet)	46.55%
Radiant Floor Heating	39.08%
Refrigeration	38.51%
Sheet Metal Fabrication	30.46%
Energy Management	29.31%
Ice Makers	21.26%
Solar - Thermal/Photovoltaic	10.92%
Glass Fiber Duct Fabrication	8.05%

*Survey of *Contracting Business* magazine audience April 2026

Types of Activities (Multiple Responses Allowed)	%
Repair, Replacement	90.75%
Service	84.39%
Modernization/Alteration	72.83%
New Construction	68.79%
Design/Building Contracting	39.31%

*Survey of *Contracting Business* magazine audience April 2026

The Audience Engagement Report provides an integrated view of the *Contracting Business* community. The data provided within is obtained via internal and third party sources, including Google Analytics and Omeda

Contracting Business — Digital Engagement & Insights

JANUARY-JUNE 2026

AVERAGE MONTHLY SESSIONS

16,754

AVERAGE UNIQUE MONTHLY VISITORS

13,402

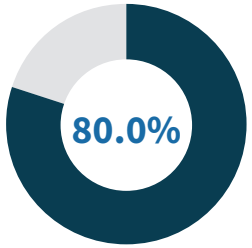
AVERAGE MONTHLY PAGE VIEWS

30,138

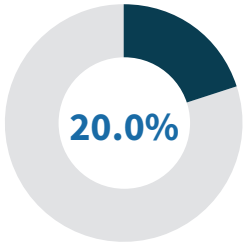
COMBINED SOCIAL REACH

14,294

DESKTOP VISITORS AVERAGE MONTHLY



MOBILE VISITORS AVERAGE MONTHLY



MAGAZINE SUBSCRIBERS

39,000

Contracting Business — Enewsletter Engagement & Insights

JANUARY-JUNE 2026

ENEWSLETTER REACH

59,050

AVERAGE TOTAL OPEN RATE

62.13%

▲ 0.9% vs Monthly Average for Previous 6 Months

AVERAGE TOTAL CTR

1.63%

	Monthly Average	Average Total Open Rate	Average Total CTR
Contracting Business Success	11,861	63.09%	0.97%
HVACR Hotmail	16,149	57.58%	1.64%
HVAC Intelligence	13,895	65.60%	1.78%
Product Spotlight	9,200	57.45%	0.56%
Refrigerant 4-1-1	7,945	66.92%	3.20%

Contracting Business — What's Trending

JANUARY-JUNE 2026

TOP TOPICS

Refrigerant Transition

Repair vs. Replace

Dual Fuel Systems

Workforce Development

Artificial Intelligence

WEBINAR - ENGAGEMENT

	Average
Estimated Endeavor-generated registrants from typical webinar	150

TOP VIEWED CONTENT

- Class Action Lawsuit Alleges Price Fixing by Major HVAC Manufacturers Since 2020
- EPA Revises Refrigerant Rules, Ends R-410A Installation Deadline
- Superheat, Subcooling, and the Lessons Techs Learn Too Late
- The Top 3 Reasons You Shouldn't Oversize Inverter-Based Equipment
- HVAC Pricing Goes Public: Transparency Becomes the New Competitive Edge
- Rooftop Heat Pump Demand Surges as Electrification Reshapes Commercial HVAC
- The Curious Case of Heat Pumps
- The Rise of Dual Fuel HVAC Solutions
- Why HVAC Compressors Fail: Troubleshooting Tips and Commissioning Best Practices for Contractors
- 5 Tips to Deliver High-Performance Heat Pump Retrofits

TOP WEBINAR OF 2026

- The Great HVAC Predicament: Strategies for HVAC Repair vs. Upgrade Decisions

Contracting Business — Sworn Publisher's Statement

Contracting Business

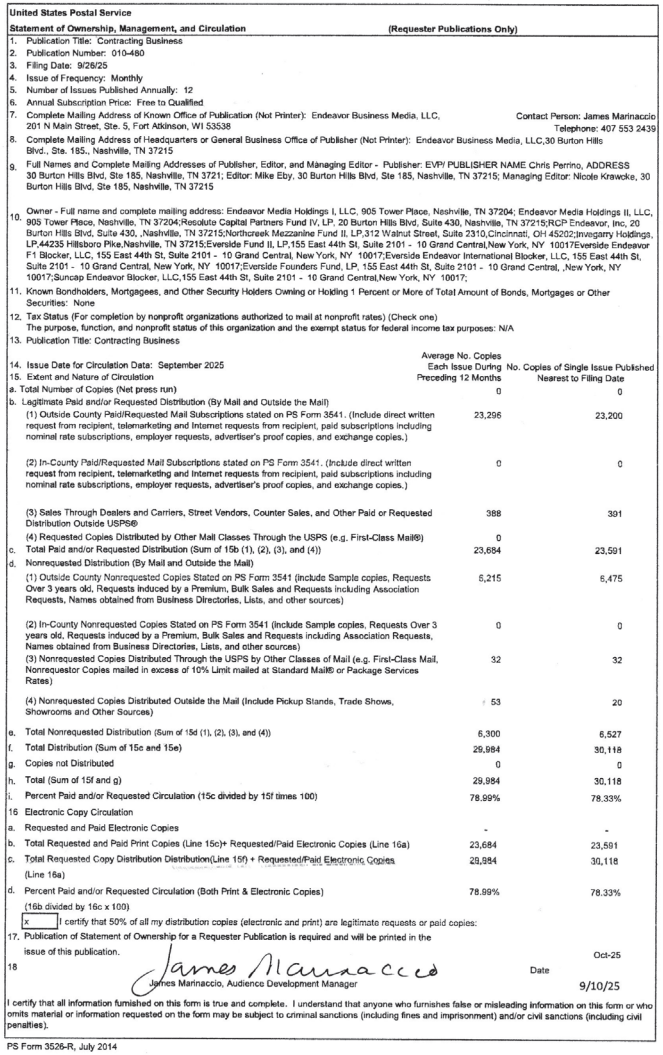
JANUARY-JUNE 2026

QUALIFIED CIRCULATION BY ISSUES FOR THE PERIOD

2026 Issues	Print	Digital	Both	Total Qualified
January	28,837	10,011	152	39,000
February	28,841	10,009	150	39,000
March	28,853	10,001	146	39,000
April	28,849	10,001	150	39,000
May	28,817	10,030	153	39,000
June	28,804	10,046	150	39,000
Total Qualified Circulation	**28,834**	**10,016**	**150**	**39,000**

	Total Qualified Non-Paid Print	Total Qualified Non-Paid Digital	Total Qualified Non-Paid Both	Total Qualified Non-Paid	Total Paid	Total Subscribers
Average for 6-month period	28,823	10,016	150	38,989	12	39,000

U.S. POSTAL STATEMENT OF OWNERSHIP, MANAGEMENT, AND CIRCULATION



United States Postal Service
Statement of Ownership, Management, and Circulation **(Requester Publications Only)**

1. Publication Title: Contracting Business
2. Publication Number: 010-480
3. Filing Date: 9/26/25
4. Issue of Frequency: Monthly
5. Number of Issues Published Annually: 12
6. Annual Subscription Price: Free to Qualified
7. Complete Mailing Address of Known Office of Publication (Not Printer): Endeavor Business Media, LLC, 201 N Main Street, Ste. 5, Fort Atkinson, WI 53538 — Contact Person: James Marinaccio, Telephone: 407 553 2439
8. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not Printer): Endeavor Business Media, LLC,30 Burton Hills Blvd., Ste. 185,, Nashville, TN 37215
9. Full Names and Complete Mailing Addresses of Publisher, Editor, and Managing Editor - Publisher: EVP/ PUBLISHER NAME Chris Perrino, ADDRESS 30 Burton Hills Blvd, Ste 185, Nashville, TN 3721; Editor: Mike Eby, 30 Burton Hills Blvd, Ste 185, Nashville, TN 37215; Managing Editor: Nicole Krawcke, 30 Burton Hills Blvd, Ste 185, Nashville, TN 37215
10. Owner - Full name and complete mailing address: Endeavor Media Holdings I, LLC, 905 Tower Place, Nashville, TN 37204; Endeavor Media Holdings II, LLC, 905 Tower Place, Nashville, TN 37204;Resolute Capital Partners Fund IV, LP, 20 Burton Hills Blvd, Suite 430, Nashville, TN 37215;RCP Endeavor, Inc, 20 Burton Hills Blvd, Suite 430, ,Nashville, TN 37215;Northcreek Mezzanine Fund II, LP,312 Walnut Street, Suite 2310,Cincinnati, OH 45202;Invegarry Holdings, LP,44235 Hillsboro Pike,Nashville, TN 37215;Everside Fund II, LP,155 East 44th St, Suite 2101 - 10 Grand Central,New York, NY 10017Everside Endeavor F1 Blocker, LLC, 155 East 44th St, Suite 2101 - 10 Grand Central, New York, NY 10017;Everside Endeavor International Blocker, LLC, 155 East 44th St, Suite 2101 - 10 Grand Central, New York, NY 10017;Everside Founders Fund, LP, 155 East 44th St, Suite 2101 - 10 Grand Central, ,New York, NY 10017;Suncap Endeavor Blocker, LLC,155 East 44th St, Suite 2101 - 10 Grand Central,New York, NY 10017;
11. Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages or Other Securities: None
12. Tax Status (For completion by nonprofit organizations authorized to mail at nonprofit rates) (Check one)
    The purpose, function, and nonprofit status of this organization and the exempt status for federal income tax purposes: N/A
13. Publication Title: Contracting Business
14. Issue Date for Circulation Data: September 2025

15. Extent and Nature of Circulation	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Total Number of Copies (Net press run)	0	0
b. Legitimate Paid and/or Requested Distribution (By Mail and Outside the Mail)		
(1) Outside County Paid/Requested Mail Subscriptions stated on PS Form 3541. (Include direct written request from recipient, telemarketing and Internet requests from recipient, paid subscriptions including nominal rate subscriptions, employer requests, advertiser's proof copies, and exchange copies.)	23,296	23,200
(2) In-County Paid/Requested Mail Subscriptions stated on PS Form 3541. (Include direct written request from recipient, telemarketing and Internet requests from recipient, paid subscriptions including nominal rate subscriptions, employer requests, advertiser's proof copies, and exchange copies.)	0	0
(3) Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid or Requested Distribution Outside USPS®	388	391
(4) Requested Copies Distributed by Other Mail Classes Through the USPS (e.g. First-Class Mail®)	0	
c. Total Paid and/or Requested Distribution (Sum of 15b (1), (2), (3), and (4))	23,684	23,591
d. Nonrequested Distribution (By Mail and Outside the Mail)		
(1) Outside County Nonrequested Copies Stated on PS Form 3541 (Include Sample copies, Requests Over 3 years old, Requests Induced by a Premium, Bulk Sales and Requests including Association Requests, Names obtained from Business Directories, Lists, and other sources)	6,215	6,475
(2) In-County Nonrequested Copies Stated on PS Form 3541 (Include Sample copies, Requests Over 3 years old, Requests induced by a Premium, Bulk Sales and Requests including Association Requests, Names obtained from Business Directories, Lists, and other sources)	0	0
(3) Nonrequested Copies Distributed Through the USPS by Other Classes of Mail (e.g. First-Class Mail, Nonrequestor Copies mailed in excess of 10% Limit mailed at Standard Mail® or Package Services Rates)	32	32
(4) Nonrequested Copies Distributed Outside the Mail (Include Pickup Stands, Trade Shows, Showrooms and Other Sources)	53	20
e. Total Nonrequested Distribution (Sum of 15d (1), (2), (3), and (4))	6,300	6,527
f. Total Distribution (Sum of 15c and 15e)	29,984	30,118
g. Copies not Distributed	0	0
h. Total (Sum of 15f and g)	29,984	30,118
i. Percent Paid and/or Requested Circulation (15c divided by 15f times 100)	78.99%	78.33%
16 Electronic Copy Circulation		
a. Requested and Paid Electronic Copies	-	-
b. Total Requested and Paid Print Copies (Line 15c)+ Requested/Paid Electronic Copies (Line 16a)	23,684	23,591
c. Total Requested Copy Distribution Distribution(Line 15f) + Requested/Paid Electronic Copies (Line 16a)	29,984	30,118
d. Percent Paid and/or Requested Circulation (Both Print & Electronic Copies) (16b divided by 16c x 100)	78.99%	78.33%

x I certify that 50% of all my distribution copies (electronic and print) are legitimate requests or paid copies:

17. Publication of Statement of Ownership for a Requester Publication is required and will be printed in the issue of this publication. Oct-25
18. James Marinaccio, Audience Development Manager — Date 9/10/25

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

PS Form 3526-R, July 2014

We hereby make oath and say that all data set forth in this statement are true. | *July 2026* | Chris Perrino, Executive Vice President, Buildings & Construction | Frank Chloupek, Director, User Marketing | James Marinaccio, Audience Development Manager

Contracting Business — Primary Business & Industry

Contracting Business

JANUARY-JUNE 2026

Job Function								
BUSINESS & INDUSTRY CONTRACTORS (SIZE)	Grand Total	% of Total	Corporate & Executive Management	Engineering & Technical Management	Service Management	Sales Management	Wholesale/ Distribution	Other/No Answer
1-4	7,977	20.5%	5,541	738	1,454	198	22	25
5-9	8,139	20.9%	6,131	597	1,108	220	25	59
10-19	6,864	17.6%	5,190	487	847	257	15	69
20-49	5,379	13.8%	3,814	544	686	270	15	49
50-99	2,435	6.2%	1,492	358	399	145	7	33
100-249	1,659	4.3%	840	365	323	106	5	21
250-499	863	2.2%	384	248	166	45	4	15
500 or more	2,258	5.8%	874	781	393	148	15	47
Total Contractors	**35,575**	**91.2%**	**24,267**	**4,119**	**5,375**	**1,389**	**108**	**317**
Total Wholesalers	**2,480**	**6.4%**	**1,035**	**314**	**275**	**474**	**350**	**32**
Others	**945**	**2.4%**	**275**	**327**	**161**	**53**	**4**	**125**
Total Subscribers	**39,000**	**100.00%**	**25,577**	**4,760**	**5,811**	**1,916**	**462**	**474**
Percentage			**65.6%**	**12.2%**	**14.9%**	**4.9%**	**1.2%**	**1.2%**

Contracting Business — Subscribers by State

Contracting Business

JANUARY-JUNE 2026

MAGAZINE SUBSCRIBERS BY STATE

State	Total
Alabama	523
Arizona	568
Arkansas	276
California	2,983
Colorado	685
Connecticut	533
D. C.	43
Delaware	123
Florida	2,564
Georgia	1,092
Idaho	179
Illinois	1,702
Indiana	778
Iowa	456
Kansas	452
Kentucky	512
Louisiana	408
Maine	151
Maryland	888
Massachusetts	991
Michigan	1,162
Minnesota	802
Mississippi	227
Missouri	903
Montana	178
Nebraska	379
Nevada	274
New Hampshire	289

State	Total
New Jersey	1,323
New Mexico	194
New York	2,337
North Carolina	1,305
North Dakota	124
Ohio	1,781
Oklahoma	368
Oregon	402
Pennsylvania	2,121
Rhode Island	132
South Carolina	617
South Dakota	146
Tennessee	778
Texas	2,622
Utah	397
Vermont	75
Virginia	1,180
Washington	568
West Virginia	180
Wisconsin	944
Wyoming	78
Total 48 Contigious States	**37,793**
Alaska	48
Hawaii	62
Total U.S. Possessions	**86**
Total USA	**37,989**

Circulation Outside the U.S.	Total
Total Canada	771
Total Foreign	240
Grand Total	**39,000**

MAGAZINE SUBSCRIBERS BY REGION

