

MOVING TRENDS

Military Mover Survey: CMMC Level 2 Compliance

Conducted July 29 - August 24, 2026



OVERVIEW

Movers for America commissioned a member survey to gauge perceptions regarding potential CMMC Level 2 compliance obligations. From July 29 - August 24, 2026, MFA gathered insights from 87 moving professionals representing numerous military moving companies.

ACTIONABLE INSIGHTS

- 1. Uncertainty among moving professionals is high because of new compliance requirements.** More respondents said they might scale back their DOW business in the face of CMMC Level 2 compliance than said definitely would or would not. Only 30% said they would not scale back.
- 2. Smaller companies both harbor more uncertainty and express a greater likelihood to reduce DOW business.** Since compliance costs are often the same regardless of revenue, smaller companies are disproportionately affected. Larger companies, on the other hand, are more easily able to absorb these costs, which could be why they were less likely to scale back DOW business.
- 3. Smaller companies and those not on the coasts were much more uncertain about whether they would apply for grants or not.** Even though these companies would likely benefit the most from such a grant, there may be an information gap or cultural mismatch preventing those kinds of respondents from affirmatively accepting a hypothetical grant.
- 4. Many moving professionals feel that this increased compliance will be a breaking point for continuing DOW business, because much of the profit has already been squeezed out in recent years.** A grant or other way to help pay for large upfront costs may convince businesses to stay in the industry.

KEY FINDINGS

A plurality of moving professionals said they might scale back their DOW business because of impending CMMC Level 2 requirements.

- Nearly half (44%) said they might be planning to scale back their DOW business. Greater levels of uncertainty were expressed by:
 - Those with companies having less than 100 employees (50%) compared to those with companies greater than 100 employees (19%)
- Over one in four moving professionals (26%) said they either plan to scale back their DOW business (13%) or already have (13%). Higher likelihood to scale back was reported by:
 - Those with companies having less than 100 employees (29%) compared to those with companies having more than 100 employees (13%)
- Three out of ten (30%) professionals said they do not plan to scale back their DOW business in the face of these changes. Greater levels of this response were seen in:
 - Those with companies having more than 100 employees (69%) compared to those with companies having less than 100 employees (21%)

Most moving professionals would apply for a grant program to offset the cost of reaching CMMC Level 2 compliance, if such a program were available.

- Two-thirds (66%) said they would apply for such a grant.
- Nearly one quarter (24%) reported that they might apply for the funds. Greater levels of uncertainty were expressed by:
 - Those with companies having less than 100 employees (29%) compared to those with companies greater than 100 employees (6%)

Costs for compliance could range from tens of thousands to hundreds of thousands of dollars, according to moving professionals who would be impacted, but about one-quarter said they didn't know.

- Several professionals reported that costs have already increased to level that is cutting into profits, so further increases would be heavily burdensome.
- A small group said that these increased costs would lead to jobs being lost at their company, as profitability for this type of business has already dwindled.
- Many respondents only address setup costs or annual costs, so it is likely that the total cost of compliance over time is being underestimated.

Almost no moving professionals were diametrically opposed to applying for a grant to offset compliance costs, because profitability has already decreased significantly.

- Respondents say that rates for service compounds with new compliance requirements and have pushed several to consider stopping all DOW business or closing their doors entirely.
- Moving professionals seek fairness, not charity. Put succinctly by one respondent: "The government is requiring this of moving companies so I feel they should help fund the cost."

DATA TABLES

Do you plan to scale back your DOW business because of the impending CMMC Level 2 requirements?

	ALL	Company Size		Region		
	ALL	<100 employees	>100 employees	Central	West Coast	East Coast
Yes (NET)	26%	29%	13%	25%	18%	33%
Yes – Already have	13%	14%	6%	11%	7%	20%
Yes – Plan to	13%	14%	6%	14%	11%	13%
Maybe	44%	50%	19%	39%	46%	47%
No	30%	21%	69%	36%	36%	20%

If there was a grant program available to help offset the costs of reaching CMMC Level 2 compliance, would you apply for those funds?

	ALL	Company Size		Region		
	ALL	<100 employees	>100 employees	Central	West Coast	East Coast
Yes	66%	66%	69%	54%	82%	63%
Maybe	24%	29%	6%	39%	14%	20%
No	9%	6%	25%	7%	4%	17%

Region

Central	33%
West Coast	32%
East Coast	34%

Company Size

<100 employees	82%
>100 employees	18%