

PROFESSIONAL SERVICES' GROWTH



Revenue Growth vs. National

10.0%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5%

Past 12 Months National

6.6%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5%

Next 12 Months National

Employment Growth

6.9%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.5%

Past 12 Months National

5.4%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.6%

Next 12 Months National

Top 3 Challenges:

78%

Ability to continue to grow

76%

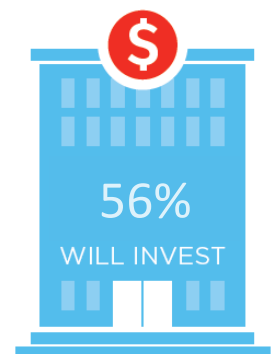
Cost of healthcare

74%

Cost of doing business

Preparing for growth through capital investment

Middle market companies in Professional Services are sending a strong message that they are poised to invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET PROFESSIONAL SERVICES' MIGHTY MIDDLE MARKET

Professional Services' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$725B

IN ANNUAL REVENUE



MORE THAN

16,500

BUSINESSES



REPRESENTS

0.7%

OF ALL NATIONAL
COMPANIES



GENERATES

22%

OF ALL NATIONAL
BUSINESS REVENUE



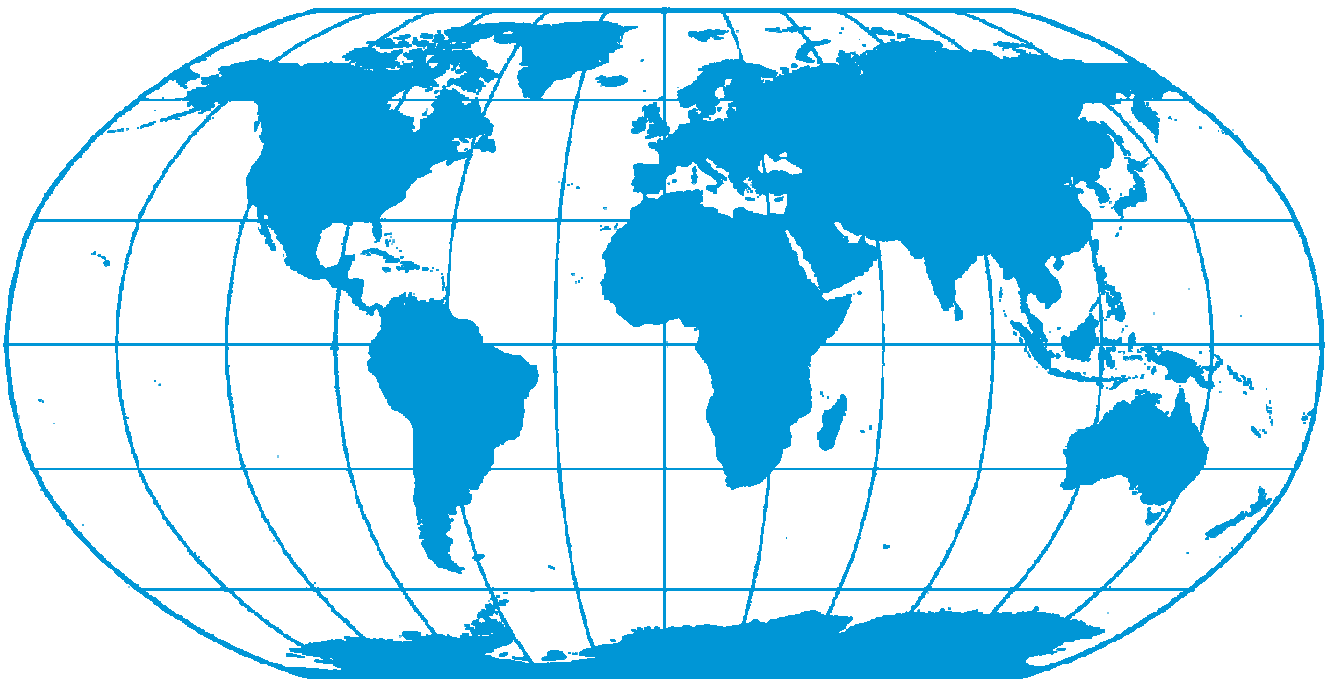
EMPLOYS

29%

OF THE NATIONAL
WORKFORCE



Percentage of Revenues around the World



84.1% United States 3.3% Canada/ Mexico 6.5% Europe 5.6% Asia 1.4% Other