

## HEALTHCARE'S GROWTH



### Revenue Growth vs. National

**8.4%**

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**6.6%**

Past 12 Months National

**6.4%**

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**5.1%**

Next 12 Months National

### Employment Growth

**5.7%**

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**3.9%**

Past 12 Months National

**5.0%**

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**2.7%**

Next 12 Months National

### Top 3 Internal Challenges (Next 3 Mo.):

55%

Business Growth

53%

Staff/ Employees

19%

Finances

### Top 3 Internal Challenges (Next 12 Mo.):

59%

Staff/ Employees

46%

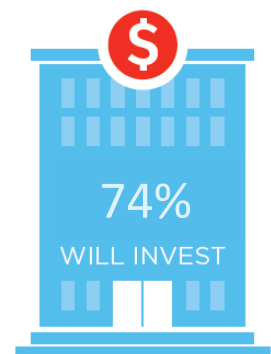
Business Growth

18%

Finances

### Preparing for growth through capital investment

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



FOR MORE INFORMATION VISIT  
[MIDDLEMARKETCENTER.ORG](http://MIDDLEMARKETCENTER.ORG)



# MEET HEALTHCARE'S MIGHTY MIDDLE MARKET

## Healthcare's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$765B**

IN ANNUAL REVENUE



MORE THAN

**12,700**

BUSINESSES



REPRESENTS

**0.9%**

OF ALL HEALTHCARE  
COMPANIES



GENERATES

**44.1%**

OF ALL HEALTHCARE  
BUSINESS REVENUE



EMPLOYS

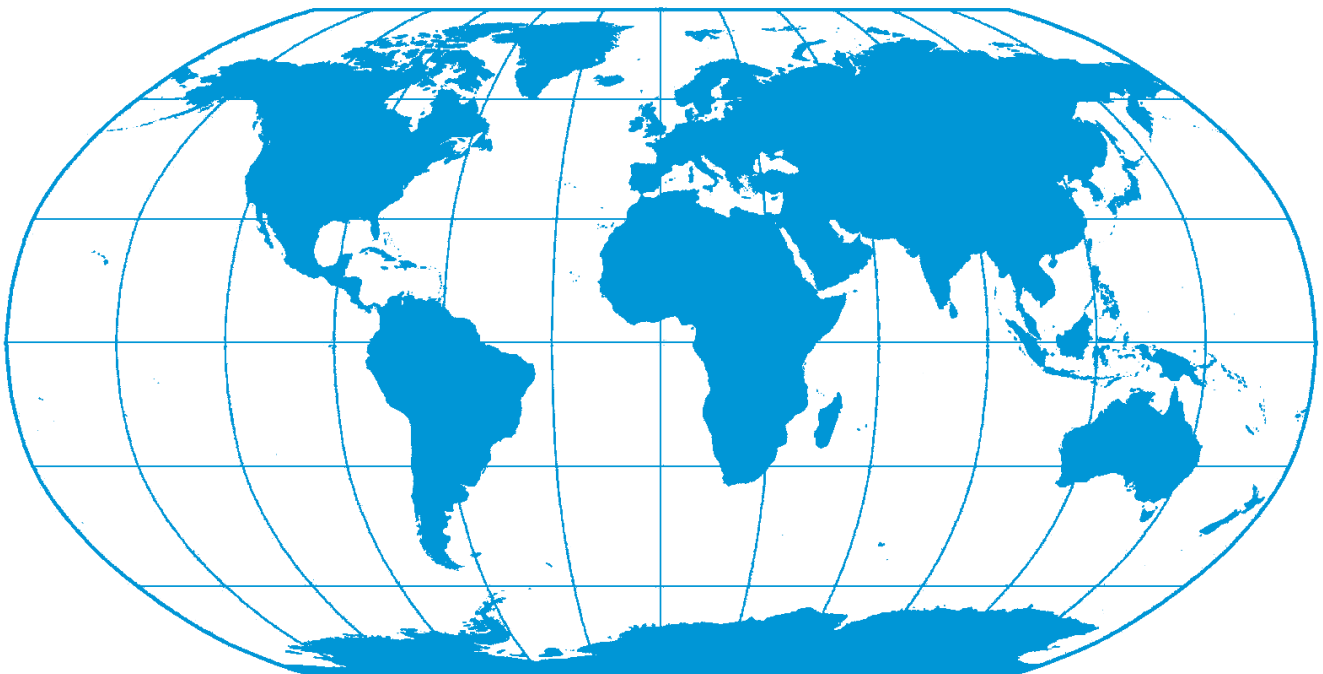
**36.8%**

OF THE HEALTHCARE  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



91% United States    3% Canada/Mexico    3.7% Europe    1% Asia  
0.3% Africa    0.5% Middle East    0.1% Other