

## RETAIL TRADE'S GROWTH



### Revenue Growth vs. National

**6.8%**

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**6.1%**

Past 12 Months National

**3.4%**

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**3.7%**

Next 12 Months National

### Employment Growth

**3.6%**

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**3.6%**

Past 12 Months National

**4.8%**

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**2.7%**

Next 12 Months National

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

67%

Business Growth

62%

Staff/ Employees

23%

Costs

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

40%

Staff/ Employees

34%

Business Growth

13%

Costs

### Preparing for growth through capital investment

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



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# MEET RETAIL TRADE'S MIGHTY MIDDLE MARKET

## Retail Trade's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$510B**

IN ANNUAL REVENUE



MORE THAN

**15,000**

BUSINESSES



REPRESENTS

**0.9%**

OF ALL RETAIL TRADE  
COMPANIES



GENERATES

**14.8%**

OF ALL RETAIL TRADE  
BUSINESS REVENUE



EMPLOYS

**15.6%**

OF THE RETAIL TRADE  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



93.0% United States 3.2% Canada/Mexico 1.9% Europe 1.4% Asia  
0.0% Other 0.1% Middle East 0% Africa 0.4% Latin America