

## 2Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

# CONSTRUCTION'S GROWTH



### Revenue Growth vs. National

7.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.2%

Past 12 Months National

7.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.8%

Next 12 Months National

### Employment Growth

6.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.4%

Past 12 Months National

6.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.3%

Next 12 Months National

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

63%

Business Growth

60%

Staff/Employees

24%

Finances

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

50%

Staff/Employees

39%

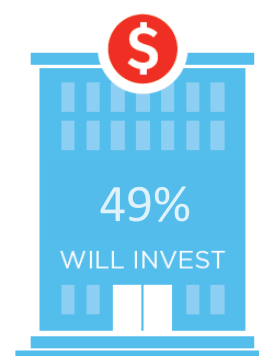
Business Growth

20%

Costs

### Preparing for growth through capital investment

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



IN COLLABORATION WITH

# MEET CONSTRUCTION'S MIGHTY MIDDLE MARKET

## Construction's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$360B**

IN ANNUAL REVENUE



MORE THAN

**12,000**

BUSINESSES



REPRESENTS

**0.7%**

OF ALL CONSTRUCTION  
COMPANIES



GENERATES

**32.1%**

OF ALL CONSTRUCTION  
BUSINESS REVENUE



EMPLOYS

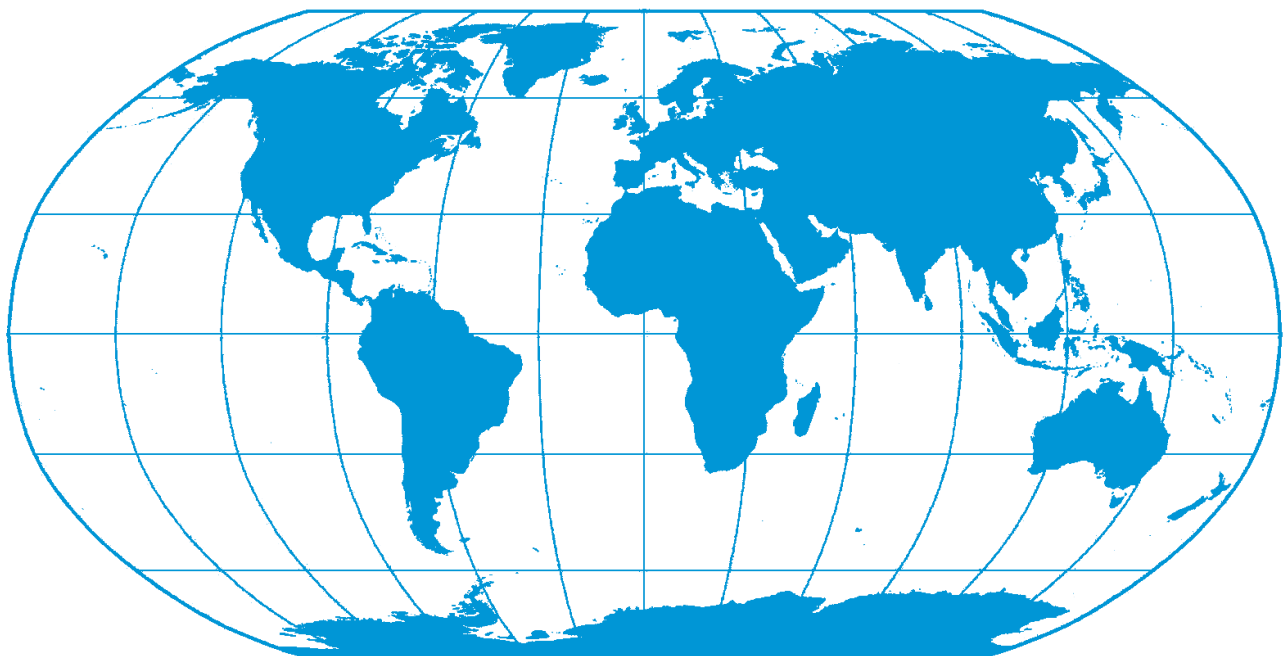
**23.5%**

OF THE CONSTRUCTION  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



94.0% United States 2.8% Canada/Mexico 0.7% Europe 1.0% Asia  
0.1% Latin America 0.9% Middle East 0.5% Other