

NATIONAL CENTER FOR THE MIDDLE MARKET

# **RETAIL TRADE**

## MIDDLE MARKET INDICATOR

1Q 2019

IN COLLABORATION WITH



Grant Thornton

cisco.



# Retail Trade's Revenue Growth vs. National

# Retail Trade's Employment Growth vs. National



#### Retail Trade's Top Internal Challenges Over The Next 3 Months

# ralent management costs business growth 240% signary 244% signary 244\% signary 244\%

Preparing for Growth Through Capital Investment

RETAIL TRADE'S APPETITE TO INVEST DECREASES SIGNIFICANTLY SINCE LAST QUARTER'S REPORTED 80%.



VS. NEXT 12 MONTHS		
TALENT MANAGEMENT	COSTS	FINANCIAL
46%	17%	11%

#### Retail Trade's Middle Market Defined



#### Retail Trade's Percentage of Revenues Around the World



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