



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# RETAIL TRADE

MIDDLE MARKET INDICATOR

## 1Q | 2019



IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



Grant Thornton



CHUBB®

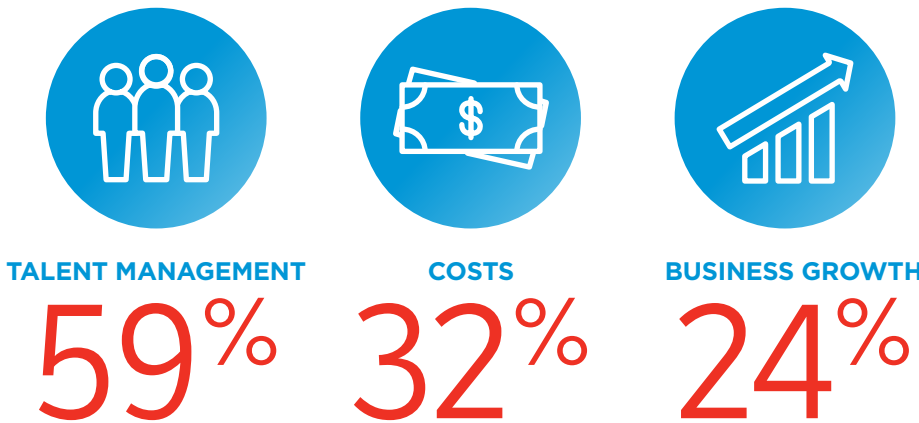
### Retail Trade's Revenue Growth vs. National



### Retail Trade's Employment Growth vs. National



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



### Preparing for Growth Through Capital Investment



VS. NEXT 12 MONTHS

Talent Management	Costs	Financial
46%	17%	11%

## Retail Trade's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



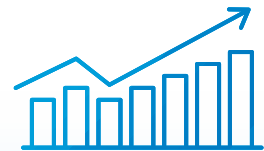
REPRESENTS  
**0.9%**  
OF ALL RETAIL TRADE  
COMPANIES

MORE THAN  
**15,000**  
BUSINESSES



EMPLOYS  
**15.6%**  
OF THE RETAIL TRADE  
WORKFORCE

GENERATING  
**\$510B**  
IN ANNUAL REVENUE



GENERATES  
**14.8%**  
OF ALL RETAIL TRADE  
BUSINESS REVENUE

Source: 2014 D&B Data

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

UNITED STATES

**93%**

ASIA

**1.4%**

CANADA/MEXICO

**3.2%**

MIDDLE EAST

**0.1%**

LATIN AMERICA

**0.4%**

AFRICA

**0.0%**

EUROPE

**1.9%**

OTHER

**0.0%**

