

MANUFACTURING

MIDDLE MARKET INDICATOR

4Q 2019



IN COLLABORATION WITH





Manufacturing's Revenue Growth vs. National

MANUFACTURING'S MIDDLE MARKET

PAST 12 MO.

7.5%

8.0%

Past 12 Months National MANUFACTURING'S MIDDLE MARKET

NEXT 12 MO.

6.1%

4.9% Next 12 Months National

Manufacturing's Employment Growth vs. National

MANUFACTURING'S MIDDLE MARKET

PAST 12 MO.

4.8%

5.0% Past 12 Months National MANUFACTURING'S MIDDLE MARKET

NEXT 12 MO.

4.1%

3.5% Next 12 Months National

Manufacturing's Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT



BUSINESS GROWTH

34%



COSTS

27%

Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST HAS DIPPED SLIGHTLY AMONG MANUFACTURING COMPANIES COMPARED TO LAST QUARTER'S 69%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

55%

BUSINESS GROWTH

19%

COSTS

17%

Manufacturing's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

3.6%

OF ALL MANUFACTURING COMPANIES

MORE THAN

22,200

BUSINESSES



EMPLOYS

29.9%

OF THE MANUFACTURING WORKFORCE

\$1.1T
IN ANNUAL REVENUE

GENERATES

15 2%

OF ALL MANUFACTURING BUSINESS REVENUE

Source: 2014 D&B Data

Manufacturing's Percentage of Revenues Around the World



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