



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# CONSTRUCTION

## MIDDLE MARKET INDICATOR

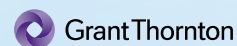


1Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Construction's Revenue Growth vs. National

20.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

9.2% Past 12 Months National

18.9%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

8.8% Next 12 Months National

### Construction's Employment Growth vs. National

16.6%

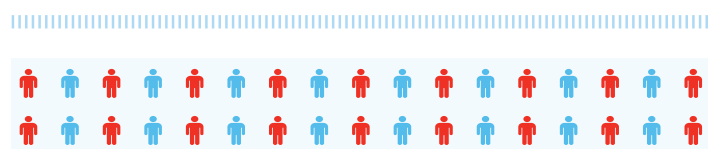
CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5% Past 12 Months National

16.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0% Next 12 Months National



### Construction's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

44%



FINANCES

28%



BUSINESS GROWTH

21%

VS. NEXT 12 MONTHS



### Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN CONSTRUCTION ARE POISED TO INVEST.



## Construction's Middle Market Defined

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



REPRESENTS  
**0.7%**

OF ALL CONSTRUCTION  
COMPANIES

MORE THAN  
**12,000**  
BUSINESSES



EMPLOYS  
**32.1%**

OF THE CONSTRUCTION  
WORKFORCE

GENERATING  
**\$360B**  
IN ANNUAL REVENUE



GENERATES  
**23.5%**  
OF ALL CONSTRUCTION  
BUSINESS REVENUE

Source: 2014 D&B Data

## Construction's Percentage of Revenues Around the World



UNITED STATES

**94%**

CANADA/MEXICO

**2.8%**

EUROPE

**0.7%**

ASIA

**1.0%**

LATIN AMERICA

**0.1%**

MIDDLE EAST

**0.9%**

AFRICA

**0.0%**

OTHER

**0.5%**