



NATIONAL CENTER FOR
THE MIDDLE MARKET

CONSTRUCTION

MIDDLE MARKET INDICATOR

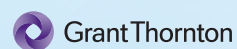


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Construction's Revenue Growth vs. National

7.4%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.7%

Past 12 Months National

7.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Construction's Employment Growth vs. National

7.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7%

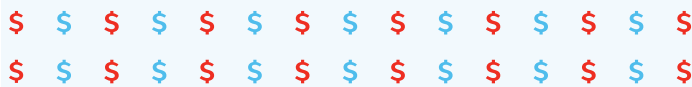
Past 12 Months National

6.9%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7%

Next 12 Months National



Construction's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

65%



BUSINESS GROWTH

34%



FINANCES

25%

VS. NEXT 12 MONTHS

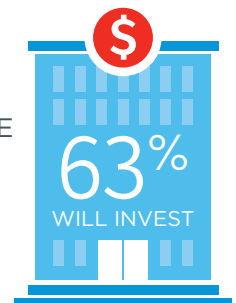
STAFF/EMPLOYEES
66%

BUSINESS GROWTH
17%

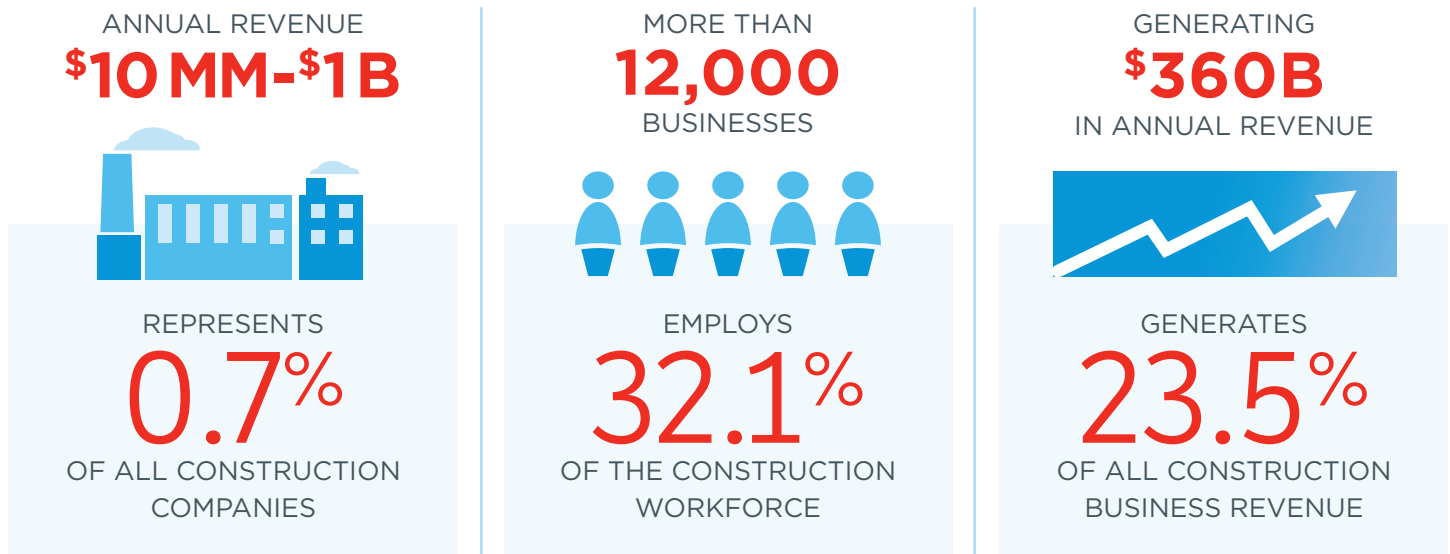
COSTS
15%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN CONSTRUCTION ARE POISED TO INVEST.



Construction's Middle Market Defined



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%