



NATIONAL CENTER FOR
THE MIDDLE MARKET

CONSTRUCTION

MIDDLE MARKET INDICATOR

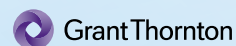


3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Construction's Revenue Growth vs. National

6.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



6.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Construction's Employment Growth vs. National

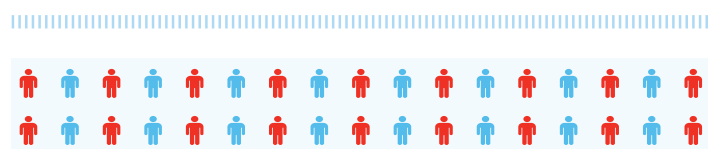
5.7%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



5.3%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Construction's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

61%



FINANCIAL

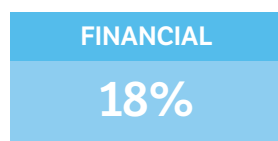
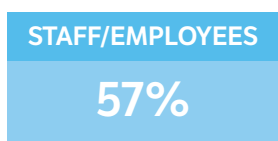
28%



BUSINESS GROWTH

23%

VS. NEXT 12 MONTHS



Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN CONSTRUCTION ARE POISED TO INVEST.



Construction's Middle Market Defined

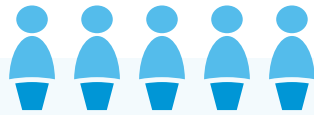
ANNUAL REVENUE
\$10 MM-\$1 B



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%