



NATIONAL CENTER FOR
THE MIDDLE MARKET

BUSINESS SERVICES MIDDLE MARKET INDICATOR

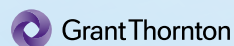


4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Business Services' Revenue Growth vs. National

8.8%

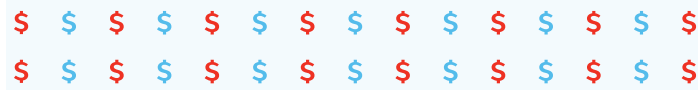
BUSINESS SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.6% Past 12 Months National

6.3%

BUSINESS SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4% Next 12 Months National



Business Services' Employment Growth vs. National

5.5%

BUSINESS SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2% Past 12 Months National

3.5%

BUSINESS SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7% Next 12 Months National



Business Services' Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

58%



BUSINESS GROWTH

37%



COSTS

26%

VS. NEXT 12 MONTHS

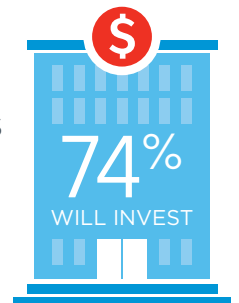
STAFF/EMPLOYEES
52%

BUSINESS GROWTH
24%

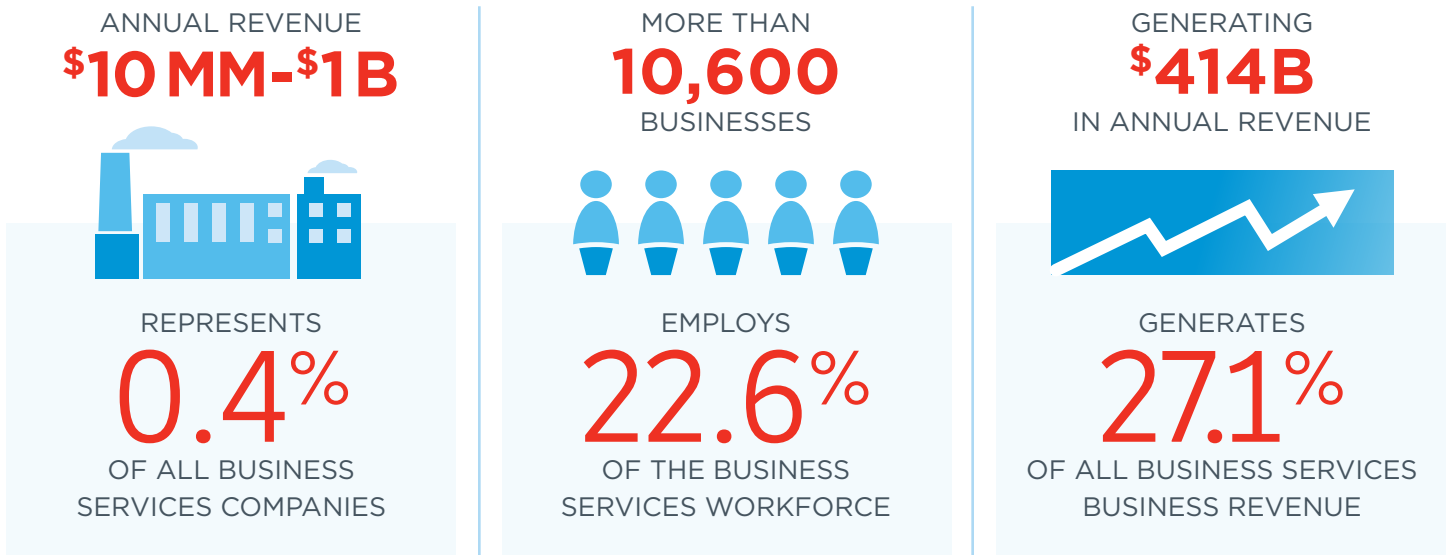
COSTS
17%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN BUSINESS SERVICES ARE POISED TO INVEST.

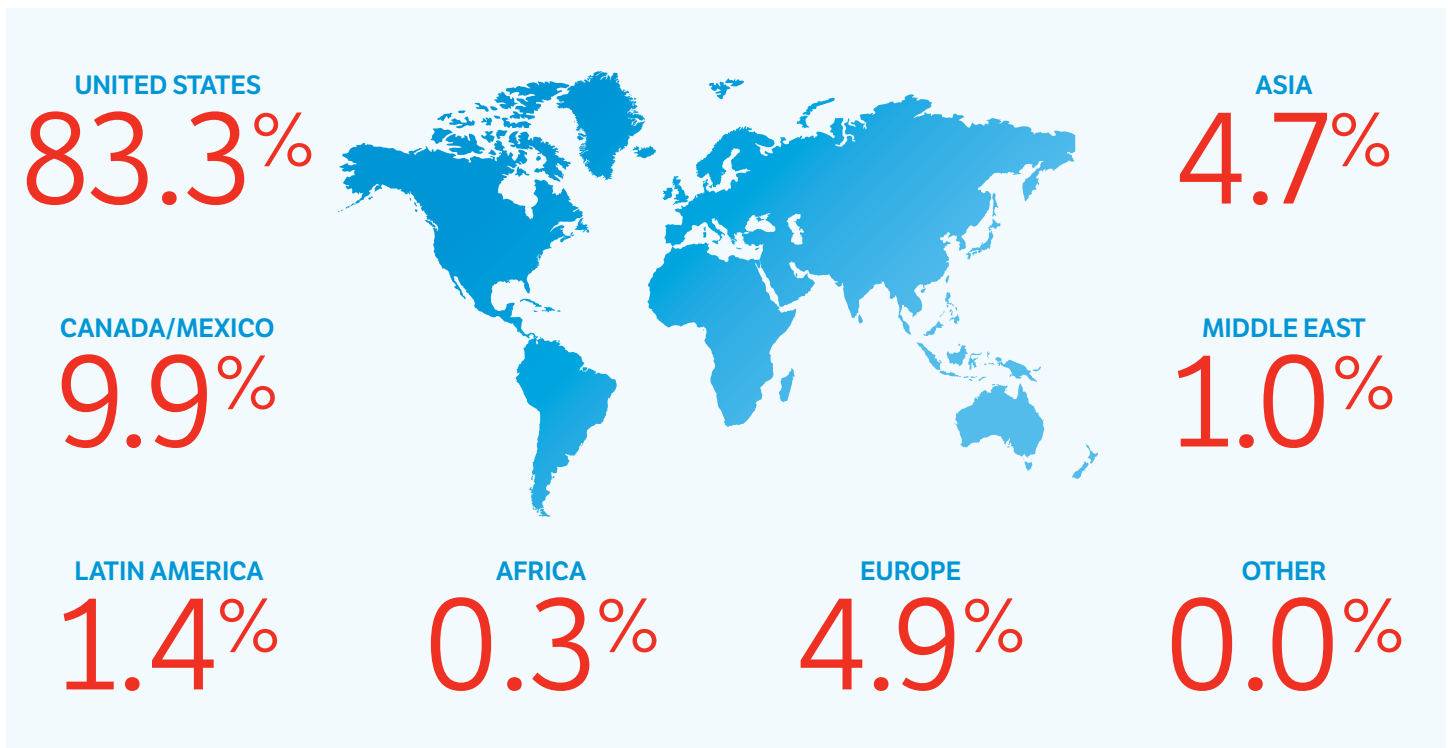


Business Services' Middle Market Defined



Source: 2014 D&B Data

Business Services' Percentage of Revenues Around the World



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