



NATIONAL CENTER FOR
THE MIDDLE MARKET

CONSTRUCTION

MIDDLE MARKET INDICATOR

3Q | 2018



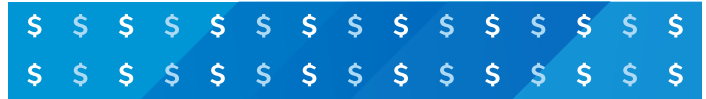
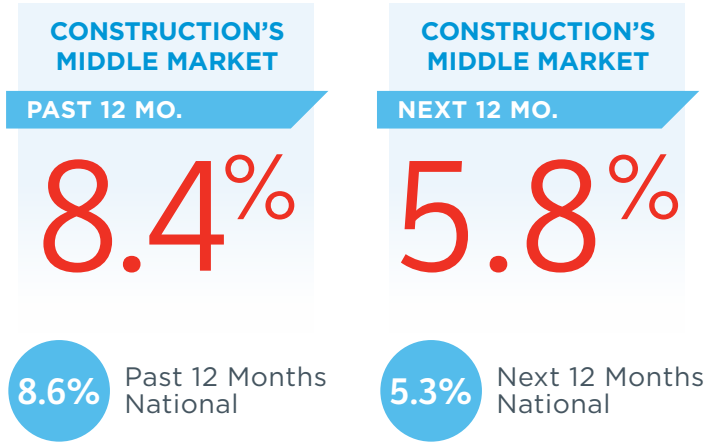
IN COLLABORATION WITH



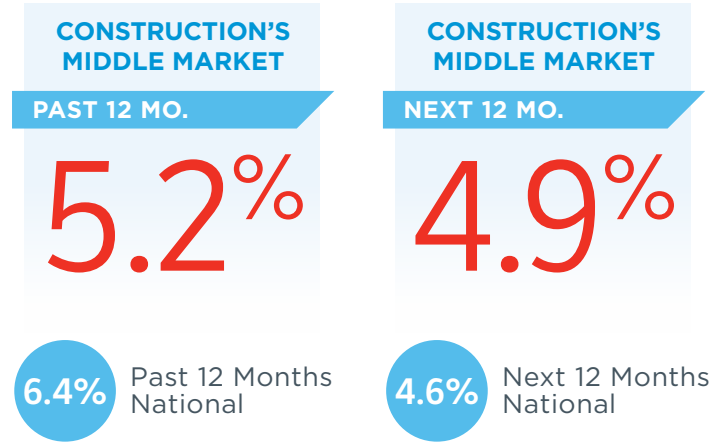
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



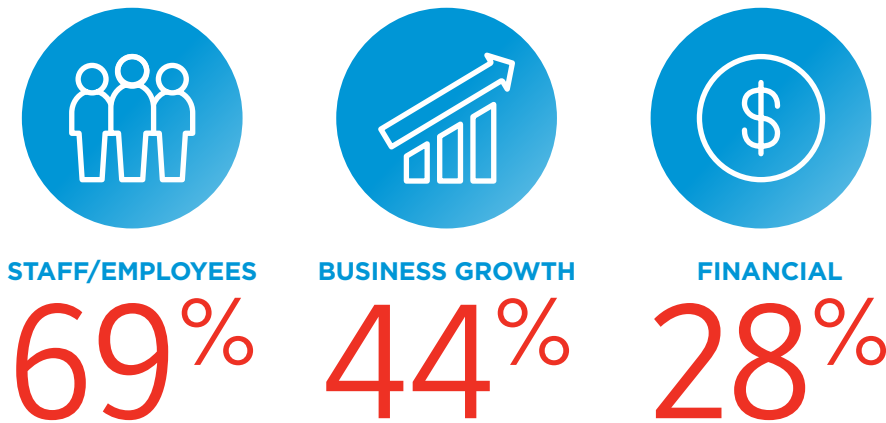
Construction's Revenue Growth vs. National



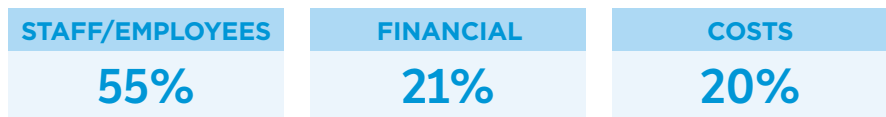
Construction's Employment Growth vs. National



Construction's Top Internal Challenges Over The Next 3 Months

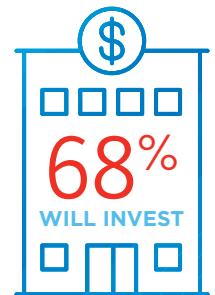


VS. NEXT 12 MONTHS



Preparing for Growth Through Capital Investment

THE PROPORTION OF CONSTRUCTION COMPANIES WILLING TO INVEST REMAINS STRONG, BUT IS LOWER THAN OTHER INDUSTRIES AS WELL AS LAST QUARTER'S REPORTED 75%.



Construction's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



REPRESENTS

0.7%

OF ALL CONSTRUCTION
COMPANIES

MORE THAN
12,000
BUSINESSES

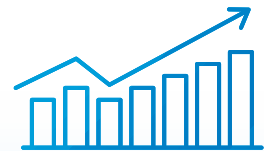


EMPLOYS

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%

LATIN AMERICA

0.1%

AFRICA

0.0%

EUROPE

0.7%

ASIA

1.0%

MIDDLE EAST

0.9%

OTHER

0.5%

