

CONSTRUCTION

MIDDLE MARKET INDICATOR

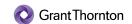
1Q | 2018



IN COLLABORATION WITH









Construction's Revenue Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

10.2%

8.4% Past 12 Months National

CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

6.9%

5.9% Next 12 Months National

Construction's Employment Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

8.1%

.)

6.3% Past 12 Months National CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

5.9%

4.6% Next 12 Months National





Construction's Top Internal Challenges Over The Next 3 Months



TO %



40%



36%

Preparing for Growth Through Capital Investment

MIDDLE MARKET CONSTRUCTION COMPANIES ARE SENDING A STRONG MESSAGE THAT THEY ARE POISED TO INVEST.



VS. NEXT 12 MONTHS

STAFF/EMPLOYEES

58%

BUSINESS GROWTH

26%

FINANCIAL

24%

Construction's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

OF ALL CONSTRUCTION

COMPANIES

MORE THAN
12,000
BUSINESSES

EMPLOYS
32.1%
OF THE CONSTRUCTION

WORKFORCE



Source: 2014 D&B Data

Construction's Percentage of Revenues Around the World



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