

RETAIL TRADE

MIDDLE MARKET INDICATOR

1Q 2018



IN COLLABORATION WITH









Retail Trade's Revenue Growth vs. National

RETAIL TRADE'S MIDDLE MARKET

PAST 12 MO.

Past 12 Months 8.4% National

RETAIL TRADE'S MIDDLE MARKET

NEXT 12 MO.

National

Next 12 Months

Retail Trade's Employment Growth vs. National

RETAIL TRADE'S MIDDLE MARKET

PAST 12 MO.

Past 12 Months National

RETAIL TRADE'S MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National

\$ \$ \$ \$

Retail Trade's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES



BUSINESS GROWTH



FINANCIAL

Preparing for Growth Through Capital Investment

MIDDLE MARKET **COMPANIES IN** RETAIL TRADE ARE POISED TO INVEST.



VS. NEXT 12 MONTHS

STAFF/EMPLOYEES

49%

COSTS

21%

BUSINESS GROWTH

17%

Retail Trade's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

OF ALL RETAIL TRADE

COMPANIES

MORE THAN
15,000
BUSINESSES

EMPLOYS
15.6%
OF THE RETAIL TRADE
WORKFORCE



Source: 2014 D&B Data

Retail Trade's Percentage of Revenues Around the World



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