



NATIONAL CENTER FOR
THE MIDDLE MARKET

CONSTRUCTION

MIDDLE MARKET INDICATOR

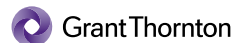
2Q | 2018



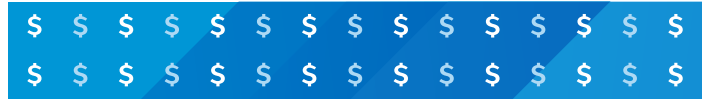
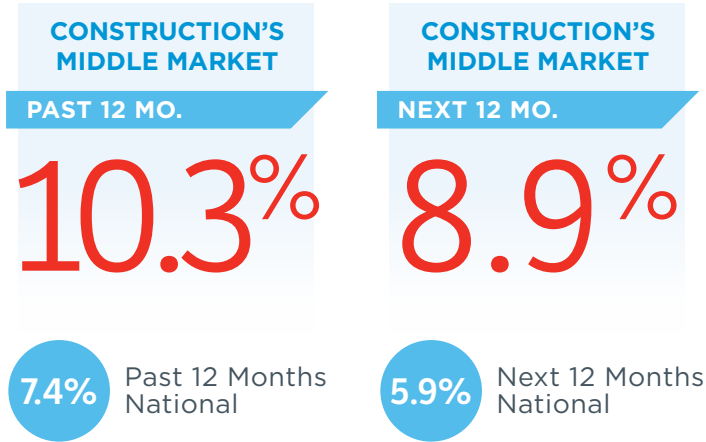
IN COLLABORATION WITH



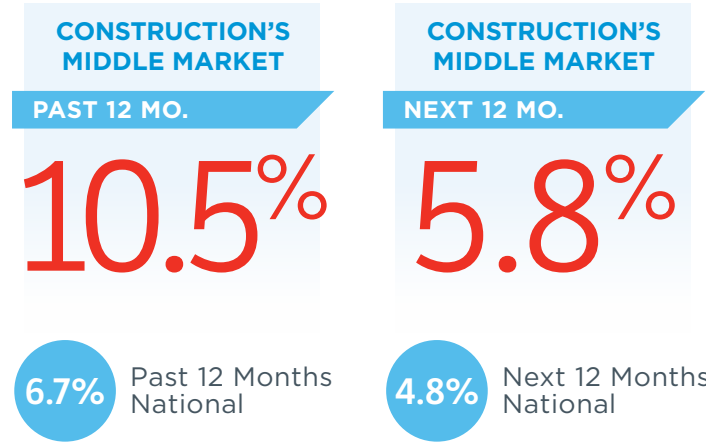
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



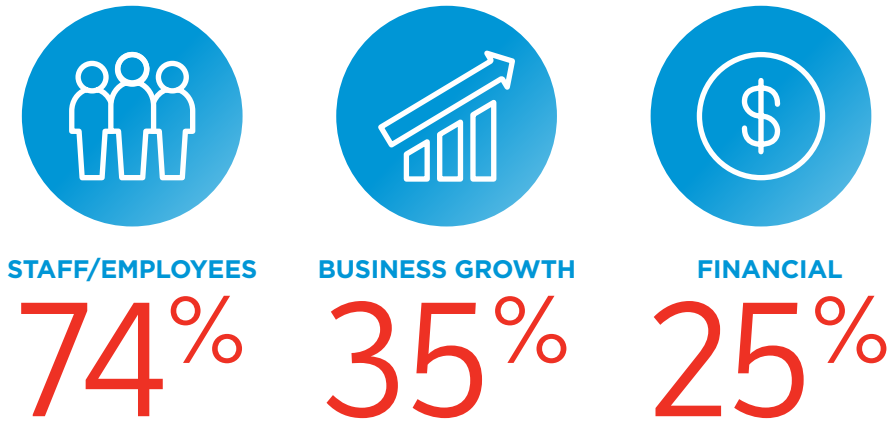
Construction's Revenue Growth vs. National



Construction's Employment Growth vs. National

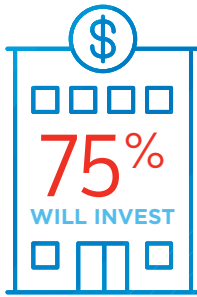


Construction's Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

INVESTMENT APPETITES REMAIN STRONG, BUT THEY HAVE DIPPED SINCE LAST QUARTER.



VS. NEXT 12 MONTHS



Construction's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



REPRESENTS

0.7%

OF ALL CONSTRUCTION COMPANIES

MORE THAN
12,000
BUSINESSES

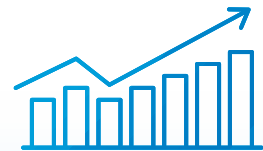


EMPLOYS

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%

