

## MANUFACTURING GROWTH



### Revenue Growth vs. National

8.7%

MANUFACTURING-  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

7.4%

Past 12 Months  
National

5.3%

MANUFACTURING  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

5.3%

Next 12 Months  
National

### Employment Growth

5.4%

MANUFACTURING  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

4.3%

Past 12 Months  
National

4.0%

MANUFACTURING-  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

3.2%

Next 12 Months  
National

### Top 3 Internal Challenges (Next 3 Mo.):

66%

Business Growth

46%

Staff/ Employees

16%

Costs

### Top 3 Internal Challenges (Next 12 Mo.):

42%

Business Growth

40%

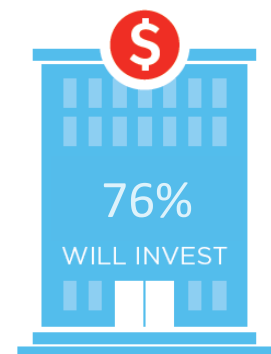
Staff/ Employees

16%

Costs

### Preparing for growth through capital investment

Middle market  
companies in  
Manufacturing are  
sending a strong  
message that they  
are poised to  
invest.



FOR MORE INFORMATION VISIT  
[MIDDLEMARKETCENTER.ORG](http://MIDDLEMARKETCENTER.ORG)



# MEET MANUFACTURING'S MIGHTY MIDDLE MARKET

## Manufacturing's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$1.1T**

IN ANNUAL REVENUE



MORE THAN

**22,200**

BUSINESSES



REPRESENTS

**3.6%**

OF ALL MANUFACTURING  
COMPANIES



GENERATES

**15.2%**

OF ALL MANUFACTURING  
BUSINESS REVENUE



EMPLOYS

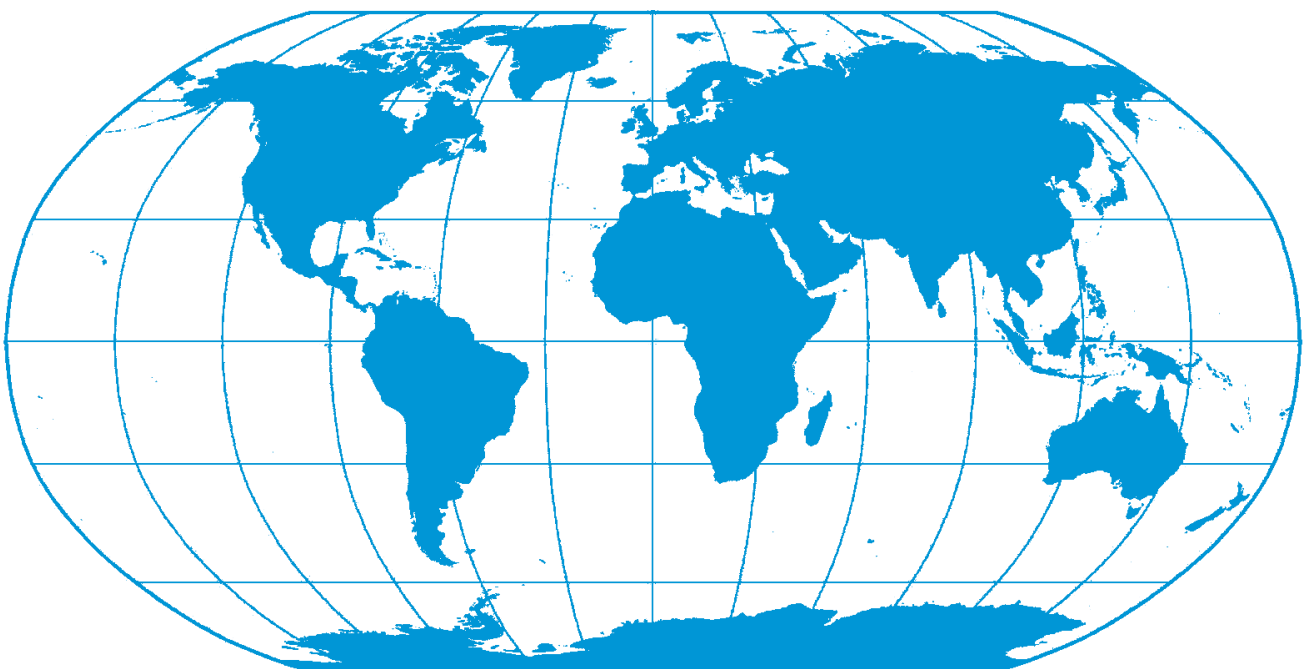
**29.9%**

OF THE MANUFACTURING  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



76.7% United States 8.1% Canada/Mexico 6.1% Europe 1.9% Latin America  
6.3% Asia 0.1% Africa 0.1% Other 0.5% Middle East