

RETAIL TRADE'S GROWTH



Revenue Growth vs. National

6.8%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

4.3%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

5.0%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

4.5%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

65%

Business Growth

60%

Staff/ Employees

21%

Costs

Top 3 Internal Challenges (Next 12 Mo.):

49%

Staff/ Employees

46%

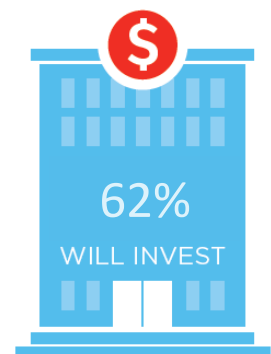
Business Growth

24%

Finances

Preparing for growth through capital investment

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



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET RETAIL TRADE'S MIGHTY MIDDLE MARKET

Retail Trade's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$510B

IN ANNUAL REVENUE



MORE THAN

15,000

BUSINESSES



REPRESENTS

0.9%

OF ALL RETAIL TRADE
COMPANIES



GENERATES

14.8%

OF ALL RETAIL TRADE
BUSINESS REVENUE



EMPLOYS

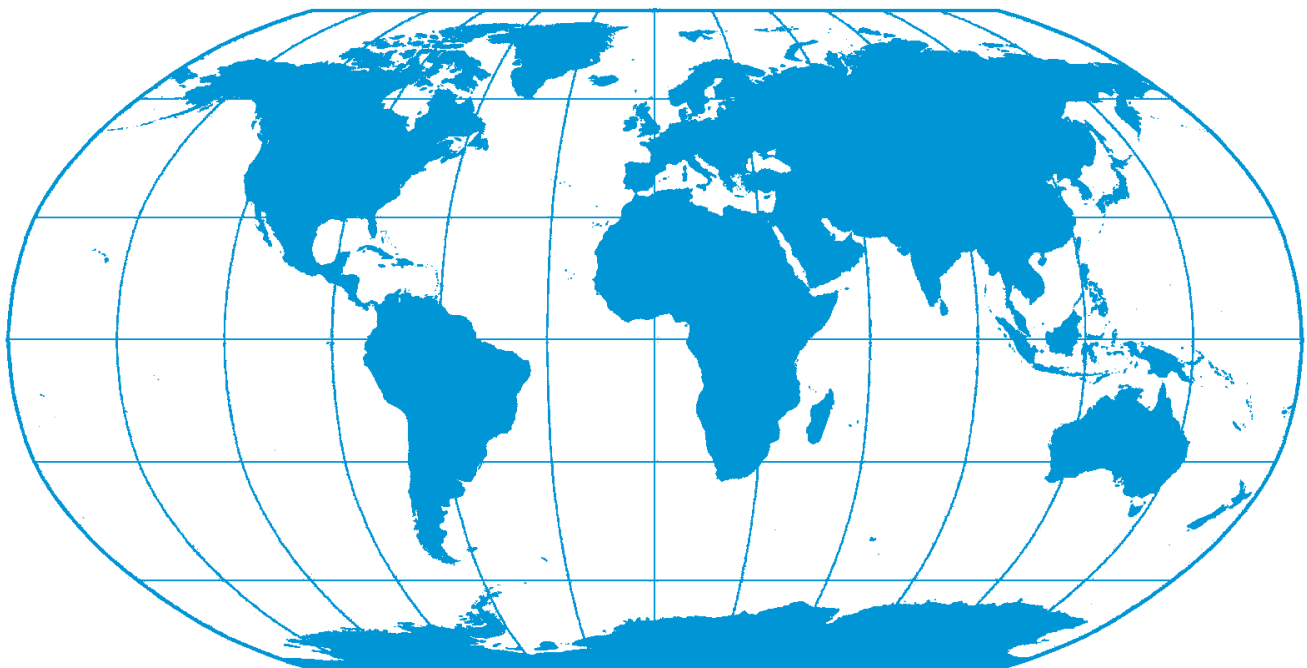
15.6%

OF THE RETAIL TRADE
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



89.9% United States 4.4% Canada/Mexico 3.8% Europe 1.6% Asia

0.2% Other 0.2% Middle East 0% Africa 0% Latin America