

CONSTRUCTION'S GROWTH



Revenue Growth vs. National

8.4%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.6%

Past 12 Months National

7.3%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.1%

Next 12 Months National

Employment Growth

6.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.9%

Past 12 Months National

4.3%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

51%

Business Growth

51%

Staff/ Employees

23%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

46%

Employees/ Staff

39%

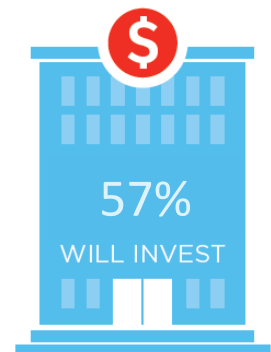
Business Growth

18%

Finances

Preparing for growth through capital investment

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



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET CONSTRUCTION'S MIGHTY MIDDLE MARKET

Construction's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$360B

IN ANNUAL REVENUE



MORE THAN

12,000

BUSINESSES



REPRESENTS

0.7%

OF ALL CONSTRUCTION
COMPANIES



GENERATES

32.1%

OF ALL CONSTRUCTION
BUSINESS REVENUE



EMPLOYS

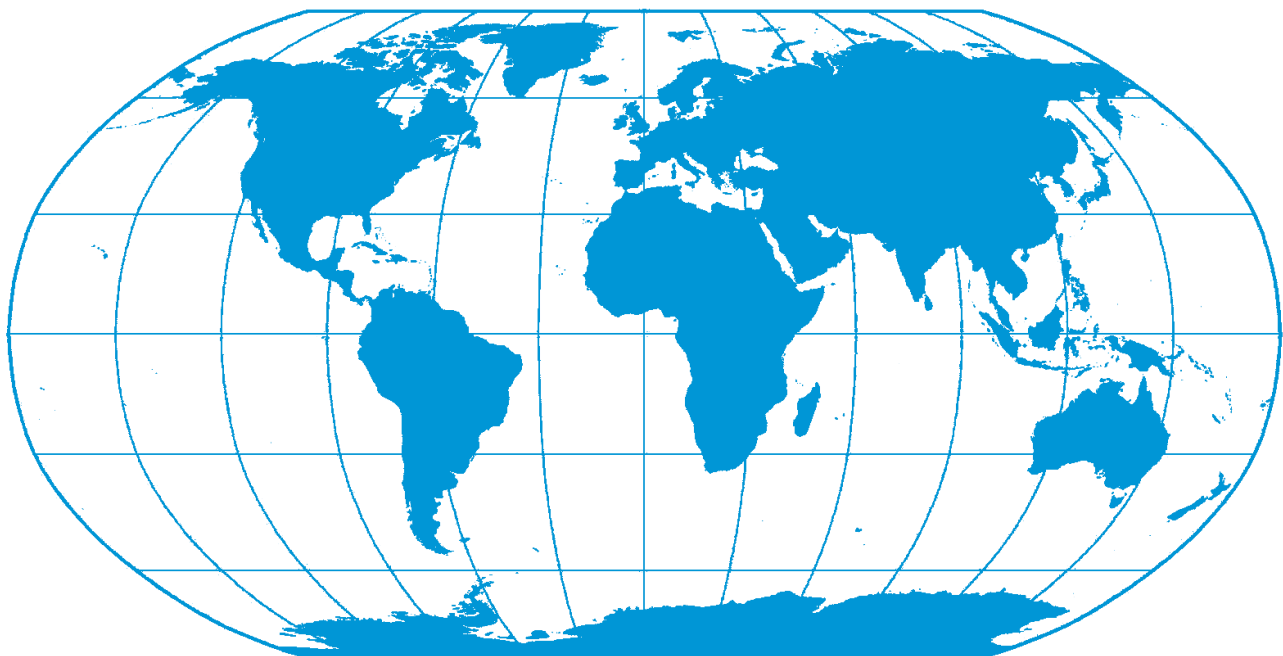
23.5%

OF THE CONSTRUCTION
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



95.9% United States 2.7% Canada/Mexico 0.7% Europe 0.1% Asia
0.6% Latin America 0.1% Middle East 0% Other