

## MANUFACTURING GROWTH



### Revenue Growth vs. National

**6.9%**

MANUFACTURING-  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

**6.6%**

Past 12 Months  
National

**6.2%**

MANUFACTURING  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

**5.1%**

Next 12 Months  
National

### Employment Growth

**4.0%**

MANUFACTURING  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

**3.9%**

Past 12 Months  
National

**3.4%**

MANUFACTURING-  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

**2.7%**

Next 12 Months  
National

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

66%

Business Growth

41%

Staff/ Employees

20%

Costs

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

51%

Business Growth

51%

Staff/ Employees

18%

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

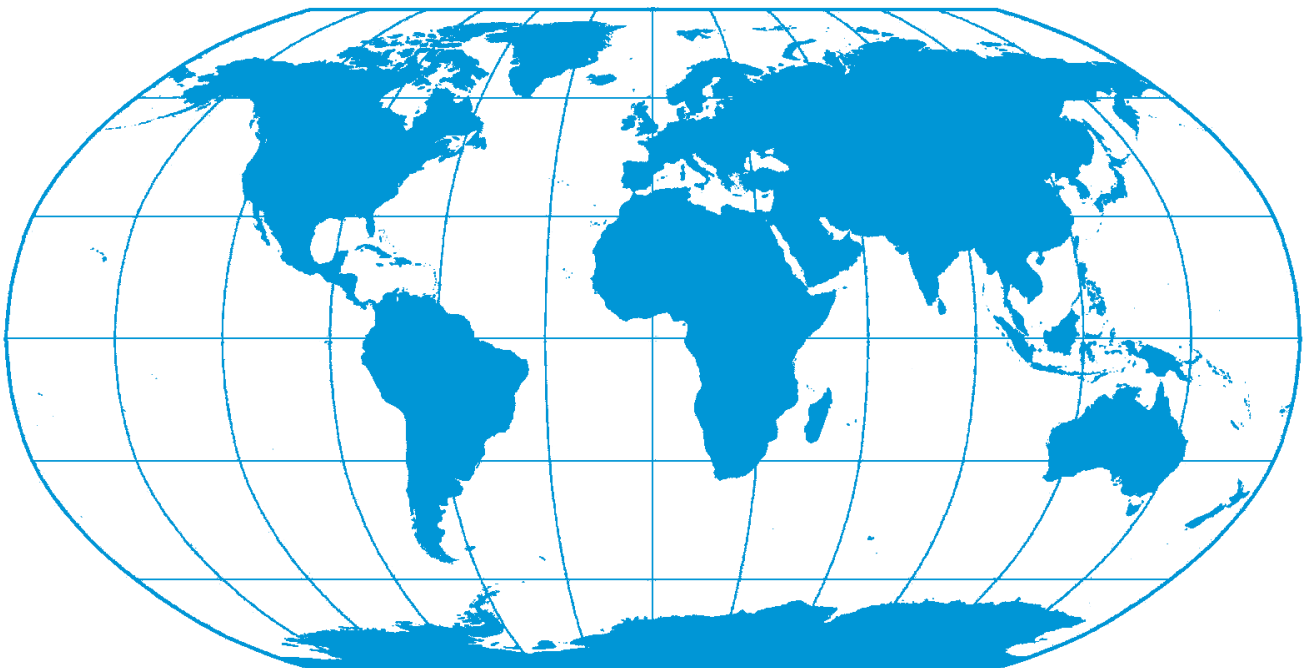
**29.9%**

OF THE MANUFACTURING  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



75.6% United States 8.8% Canada/Mexico 7.1% Europe 1.3% Latin America  
5.3% Asia 0.2% Africa 0.4% Other 1.2% Middle East