

RETAIL TRADE'S GROWTH



Revenue Growth vs. National

6.0%

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

6.6%

Past 12 Months National

5.7%

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

5.1%

Next 12 Months National

Employment Growth

2.9%

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

3.9%

Past 12 Months National

1.2%

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

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

52%

Business Growth

45%

Staff/ Employees

23%

Costs

Top 3 Internal Challenges (Next 12 Mo.):

52%

Staff/ Employees

50%

Business Growth

18%

Costs

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

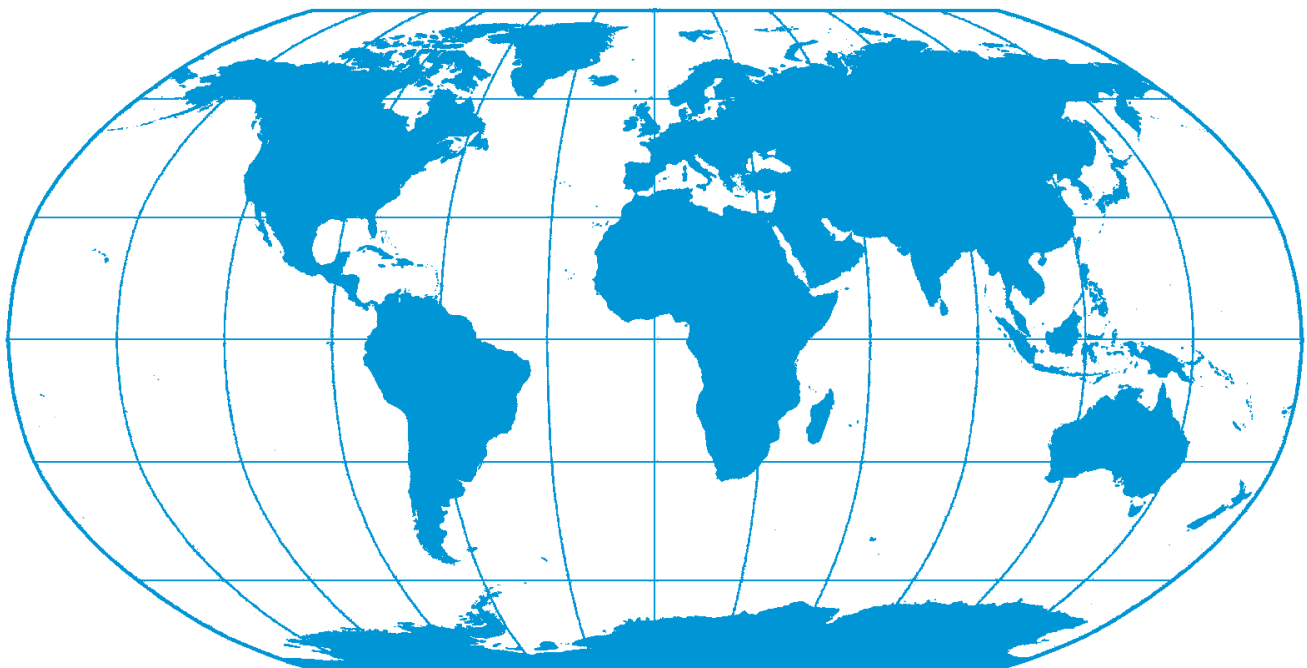
15.6%

OF THE RETAIL TRADE
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



94% United States 2.8% Canada/Mexico 1.6% Europe 1.0% Asia
0.3% Other 0.2% Middle East 0% Africa 0.3% Latin America