

CONSTRUCTION'S GROWTH



Revenue Growth vs. National

8.4%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.2%

Past 12 Months National

5.4%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.1%

Next 12 Months National

Employment Growth

3.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.1%

Past 12 Months National

3.1%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

50%

Staff/ Employees

45%

Business Growth

24%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

34%

Staff/Employees

34%

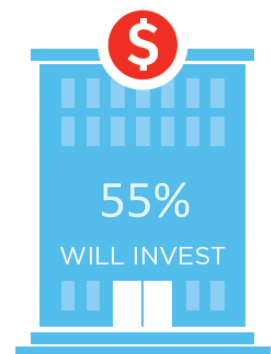
Business Growth

12%

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

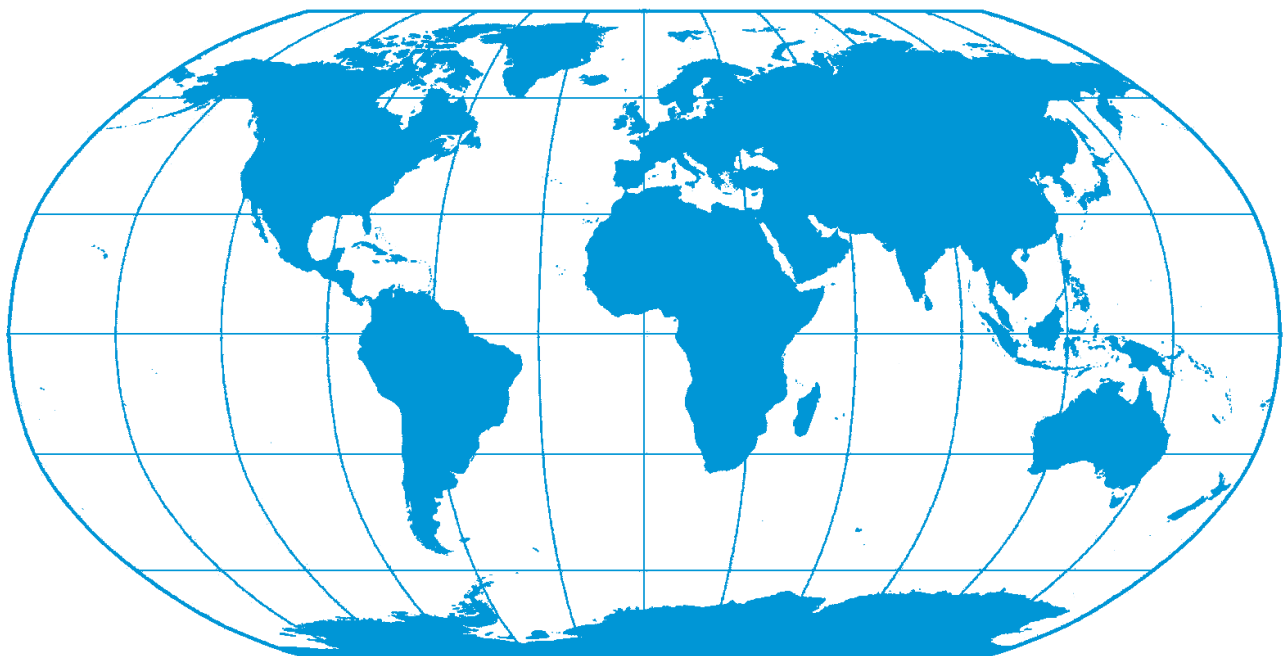
23.5%

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