

## CONSTRUCTION'S GROWTH



### Revenue Growth vs. National

**7.0%**

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**6.1%**

Past 12 Months National

**3.7%**

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**3.7%**

Next 12 Months National

### Employment Growth

**5.1%**

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**3.6%**

Past 12 Months National

**3.3%**

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**2.7%**

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%

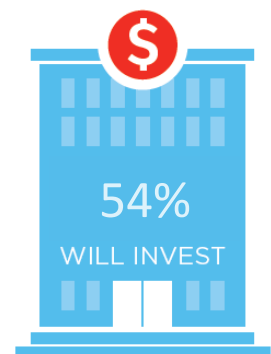
Business Growth

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](http://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

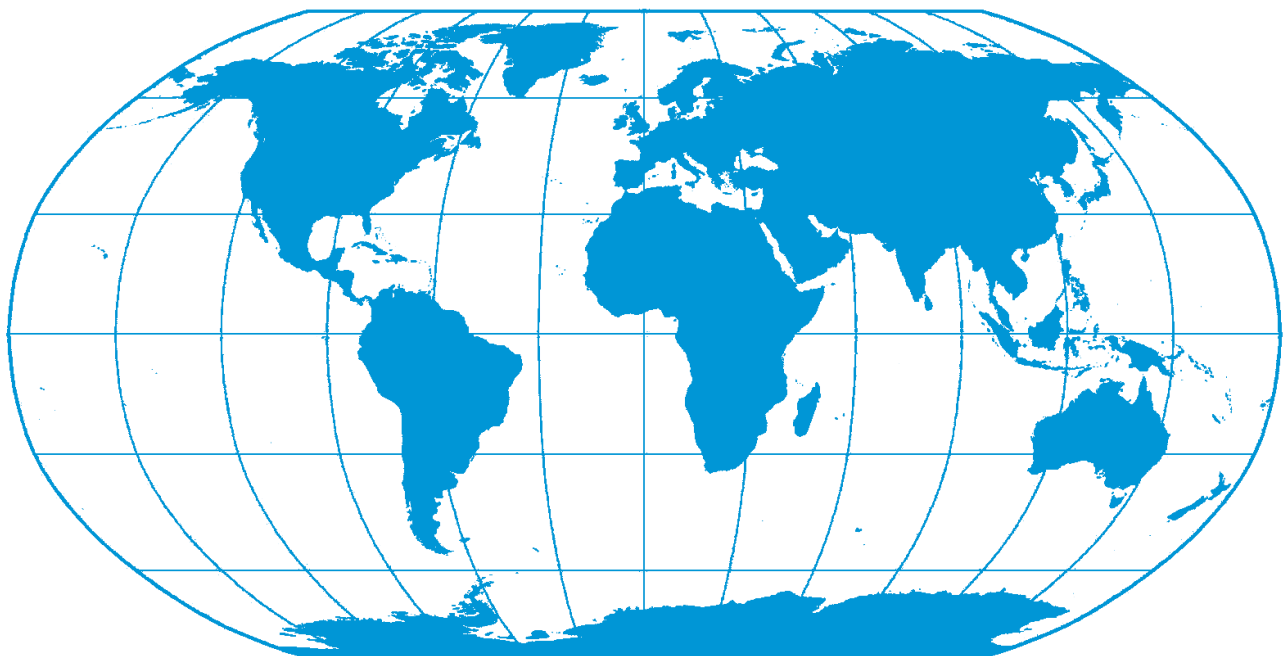
**23.5%**

OF THE CONSTRUCTION  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



94.0% United States 2.8% Canada/Mexico 0.7% Europe 1.0% Asia  
0.1% Latin America 0.9% Middle East 0.5% Other