



NATIONAL CENTER FOR
THE MIDDLE MARKET

CONSTRUCTION

MIDDLE MARKET INDICATOR

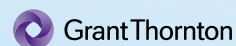


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Construction's Revenue Growth vs. National

12.6% 9.8%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.9% Past 12 Months National

5.5% Next 12 Months National



Construction's Employment Growth vs. National

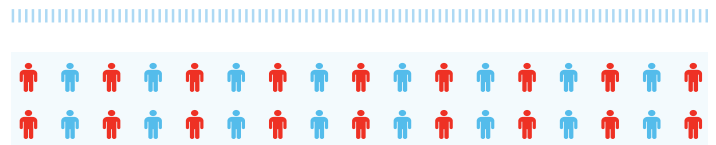
9.3% 7.0%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4% Past 12 Months National

3.4% Next 12 Months National



Construction's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

50%



BUSINESS GROWTH

19%



COSTS

16%

VS. NEXT 12 MONTHS

STAFF/EMPLOYEES
38%

COSTS
17%

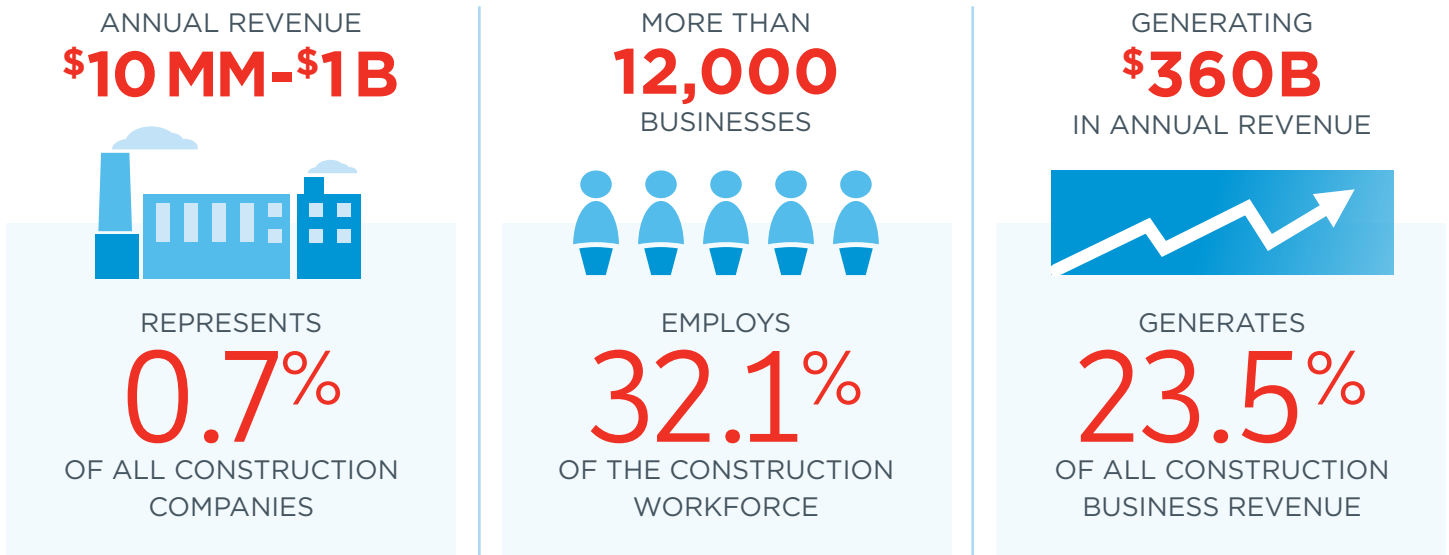
BUSINESS GROWTH
12%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN CONSTRUCTION ARE POISED TO INVEST.



Construction's Middle Market Defined



Source: 2014 D&B Data

Construction's Percentage of Revenues Around the World



UNITED STATES

94%

CANADA/MEXICO

2.8%

EUROPE

0.7%

ASIA

1.0%

LATIN AMERICA

0.1%

MIDDLE EAST

0.9%

AFRICA

0.0%

OTHER

0.5%