



NATIONAL CENTER FOR
THE MIDDLE MARKET

CONSTRUCTION

MIDDLE MARKET INDICATOR

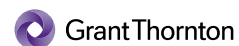
4Q | 2018



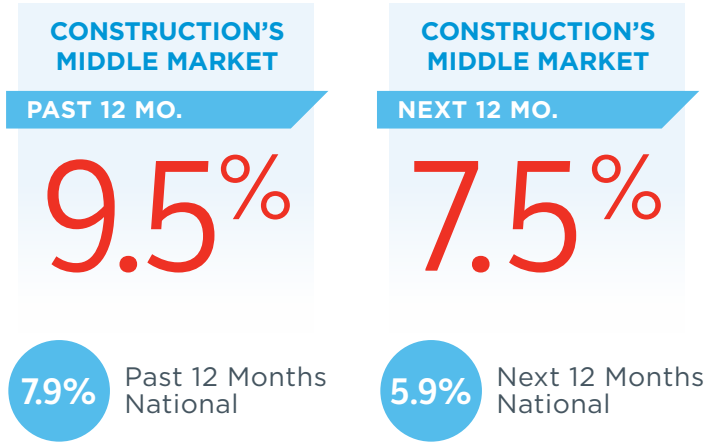
IN COLLABORATION WITH



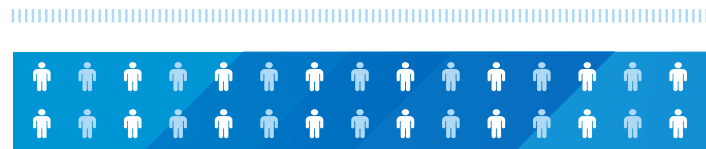
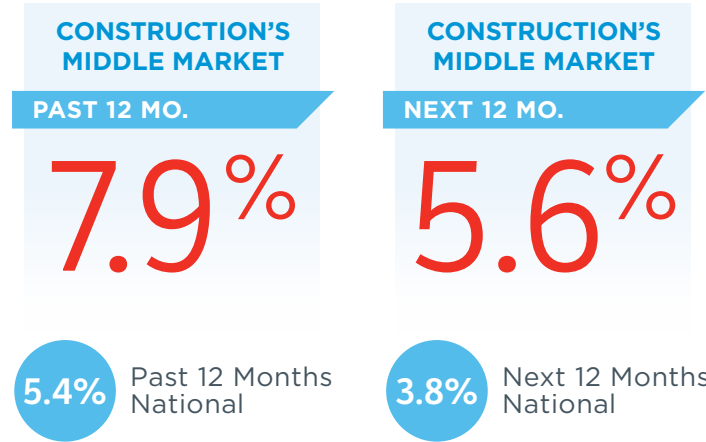
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



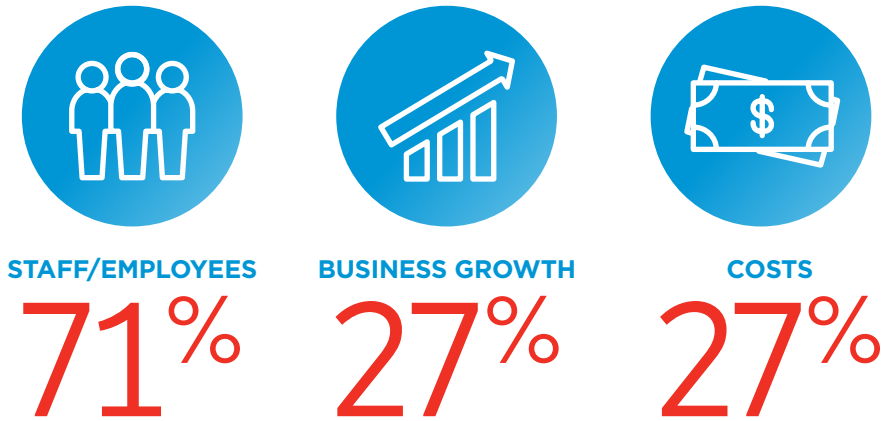
Construction's Revenue Growth vs. National



Construction's Employment Growth vs. National

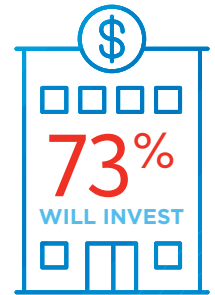


Construction's Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST HAS GROWN AMONG CONSTRUCTION COMPANIES AFTER LAST QUARTER'S REPORTED 68%.



VS. NEXT 12 MONTHS



Construction's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



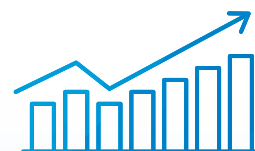
REPRESENTS
0.7%
OF ALL CONSTRUCTION
COMPANIES

MORE THAN
12,000
BUSINESSES



EMPLOYS
32.1%
OF THE CONSTRUCTION
WORKFORCE

GENERATING
\$360B
IN ANNUAL REVENUE



GENERATES
23.5%
OF ALL CONSTRUCTION
BUSINESS REVENUE

Source: 2014 D&B Data

Construction's Percentage of Revenues Around the World

UNITED STATES

94%

CANADA/MEXICO

2.8%

LATIN AMERICA

0.1%

AFRICA

0.0%

EUROPE

0.7%

ASIA

1.0%

MIDDLE EAST

0.9%

OTHER

0.5%

