

NATIONAL CENTER FOR THE MIDDLE MARKET

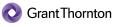
CONSTRUCTION

MIDDLE MARKET INDICATOR

4Q 2018

THE OHIO STATE UNIVERSITY FISHER COLLEGE OF BUSINESS IN COLLABORATION WITH

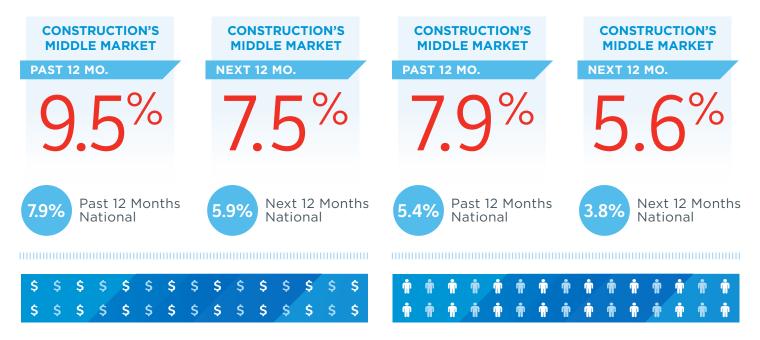






Construction's Revenue Growth vs. National

Construction's Employment Growth vs. National



Construction's Top Internal Challenges Over The Next 3 Months

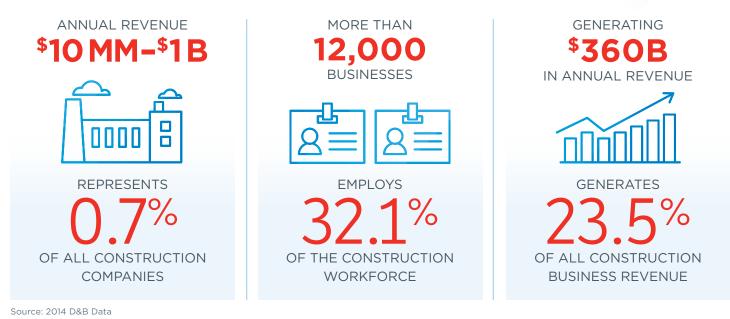
STAFF/EMPLOYEES BUSINESS GROWTH COSTS 71% 27% 27% VS. NEXT 12 MONTHS STAFF/EMPLOYEES COSTS 57% 19% 11%

Preparing for Growth Through Capital Investment

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



Construction's Middle Market Defined



Construction's Percentage of Revenues Around the World



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