

CONSTRUCTION

MIDDLE MARKET INDICATOR

1Q 2019



IN COLLABORATION WITH









Construction's Revenue Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

10.8%

CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

3.9%

Construction's Employment Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

7.6%

CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

3.4%

8.7% Past 12 Months National 5.4% Next 12 Months National 5.6% Past 12 Months National 3.4% Next 12 Months National





Construction's Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT

61%



BUSINESS GROWTH

31%



FINANCIAL

12%

Preparing for Growth Through Capital Investment

WILLINGNESS
TO INVEST HAS
DIPPED AMONG
CONSTRUCTION
COMPANIES AFTER
LAST QUARTER'S
REPORTED 73%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

38%

COSTS

14%

GROWTH/FINANCIAL

12%

Construction's Middle Market Defined

ANNUAL REVENUE \$10 MM-\$1B **REPRESENTS** OF ALL CONSTRUCTION

MORE THAN 12,000 **BUSINESSES EMPLOYS**

OF THE CONSTRUCTION

WORKFORCE

IN ANNUAL REVENUE **GENERATES** OF ALL CONSTRUCTION **BUSINESS REVENUE**

GENERATING

\$360B

COMPANIES

Source: 2014 D&B Data

Construction's Percentage of Revenues Around the World



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