

CONSTRUCTION

MIDDLE MARKET INDICATOR

2Q 2019



IN COLLABORATION WITH









Construction's Revenue Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

11.5%

National

Past 12 Months

CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

10.2%

5.4% Next 12 Months National

Construction's Employment Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

10.6%

CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

5.4%

6.4% Past 12 Months National

4.8% Next 12 Months National



Construction's Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT

O/

BUSINESS GROWTH

33%



FINANCIAL

32%

Preparing for Growth Through Capital Investment

WILLINGNESS
TO INVEST HAS
DIPPED AMONG
CONSTRUCTION
COMPANIES AFTER
LAST QUARTER'S
REPORTED 67%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

financial 16%

BUSINESS GROWTH

12%

49%

Construction's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

OF ALL CONSTRUCTION COMPANIES

MORE THAN
12,000
BUSINESSES

EMPLOYS

32.1%

OF THE CONSTRUCTION WORKFORCE

\$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



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