

MANUFACTURING

MIDDLE MARKET INDICATOR

2Q 2019



IN COLLABORATION WITH









Manufacturing's Revenue Growth vs. National

MANUFACTURING'S MIDDLE MARKET

PAST 12 MO.

8.5%

10.1%

Past 12 Months National MANUFACTURING'S MIDDLE MARKET

NEXT 12 MO.

6.3%

5.4% Next 12 Months National

Manufacturing's Employment Growth vs. National

MANUFACTURING'S MIDDLE MARKET

PAST 12 MO.

5.6%

6.4% Past 12 Months National MANUFACTURING'S MIDDLE MARKET

NEXT 12 MO.

5.6%

4.8% Next 12 Months National

Manufacturing's Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT

55%



BUSINESS GROWTH

24%



FINANCIAL

20%

Preparing for Growth Through Capital Investment

WILLINGNESS
TO INVEST HAS
DIPPED AMONG
MANUFACTURING
COMPANIES
COMPARED TO LAST
QUARTER'S 74%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

50%

BUSINESS GROWTH

14%

COSTS

13%

Manufacturing's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

3.6%

OF ALL MANUFACTURING COMPANIES

MORE THAN

22,200

BUSINESSES



EMPLOYS ON MARKET

OF THE MANUFACTURING WORKFORCE

\$1.1T
IN ANNUAL REVENUE

GENERATES

15.2%

OF ALL MANUFACTURING
BUSINESS REVENUE

Source: 2014 D&B Data

Manufacturing's Percentage of Revenues Around the World



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