

# RETAIL TRADE

# MIDDLE MARKET INDICATOR

2Q 2019



IN COLLABORATION WITH









#### Retail Trade's Revenue Growth vs. National

**RETAIL TRADE'S MIDDLE MARKET** 

PAST 12 MO.

NEXT 12 MO.

**RETAIL TRADE'S MIDDLE MARKET** 

Past 12 Months 8.5% National

Next 12 Months National

\$ \$ \$ \$

#### Retail Trade's Employment Growth vs. National

**RETAIL TRADE'S MIDDLE MARKET** 

PAST 12 MO.

Past 12 Months National

National

Next 12 Months

**RETAIL TRADE'S** 

**MIDDLE MARKET** 

NEXT 12 MO.

#### Retail Trade's Top Internal Challenges Over The Next 3 Months



**TALENT MANAGEMENT** 



**BUSINESS GROWTH** 



**FINANCIAL** 

## **Preparing for Growth Through Capital Investment**

RETAIL TRADE'S APPETITE TO **INVEST CONTINUES** TO DECREASE COMPARED TO LAST QUARTER'S REPORTED 64%.



#### **VS. NEXT 12 MONTHS**

**TALENT MANAGEMENT** 

35%

COSTS

**FINANCIAL** 21%

12%

#### Retail Trade's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

O 9%

OF ALL RETAIL TRADE COMPANIES

MORE THAN
15,000
BUSINESSES

EMPLOYS
15.6%
OF THE RETAIL TRADE

WORKFORCE



Source: 2014 D&B Data

### Retail Trade's Percentage of Revenues Around the World



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