

CONSTRUCTION'S GROWTH



Revenue Growth vs. National

5.6%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5%

Past 12 Months National

4.0%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5%

Next 12 Months National

Employment Growth

2.2%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.5%

Past 12 Months National

2.4%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.6%

Next 12 Months National

Top 3 Challenges:

81%

Cost of healthcare

80%

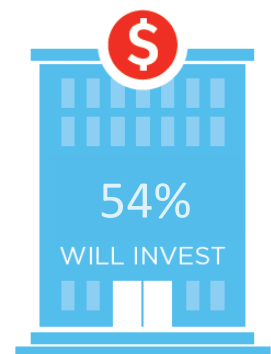
Cost of doing business

78%

Ability to maintain margins

Preparing for growth through capital investment

Middle market companies in Construction are sending a strong message that they are poised to invest.



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MIDDLEMARKETCENTER.ORG



MEET CONSTRUCTION'S MIGHTY MIDDLE MARKET

Construction's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$725B

IN ANNUAL REVENUE



MORE THAN

16,500

BUSINESSES



REPRESENTS

0.7%

OF ALL NATIONAL
COMPANIES



GENERATES

22%

OF ALL NATIONAL
BUSINESS REVENUE



EMPLOYS

29%

OF THE NATIONAL
WORKFORCE



Percentage of Revenues around the World



93% United States 2.0% Canada/ Mexico 3.1% Europe 1.1% Asia 0.5% Other