

CONSTRUCTION'S GROWTH



Revenue Growth vs. National

9.9%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

6.2%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

5.9%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

5.6%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

49%

Business Growth

45%

Staff/ Employees

23%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

43%

Employees/ Staff

31%

Business Growth

14%

Costs

Preparing for growth through capital investment

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



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET CONSTRUCTION'S MIGHTY MIDDLE MARKET

Construction's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$360B

IN ANNUAL REVENUE



MORE THAN

12,000

BUSINESSES



REPRESENTS

0.7%

OF ALL CONSTRUCTION
COMPANIES



GENERATES

32.1%

OF ALL CONSTRUCTION
BUSINESS REVENUE



EMPLOYS

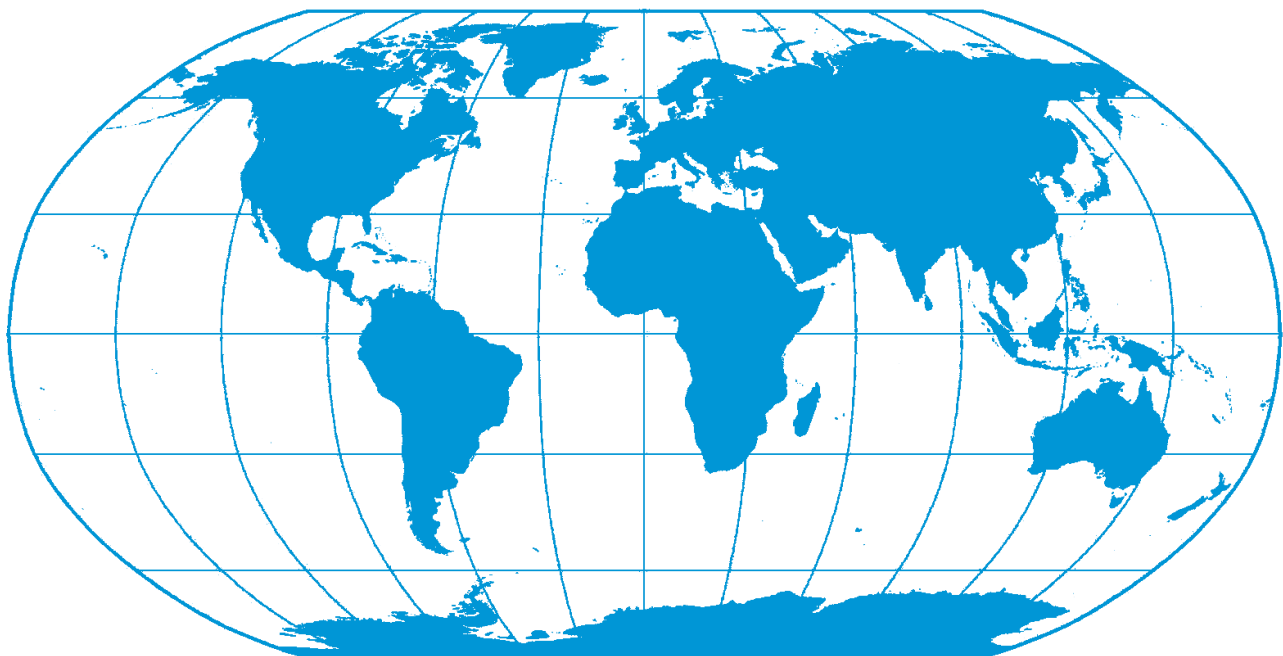
23.5%

OF THE CONSTRUCTION
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



92.3% United States 3.2% Canada/Mexico 2.6% Europe 0.6% Asia
0.6% Latin America 0.4% Middle East 0.4% Other