



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# CONSTRUCTION

## MIDDLE MARKET INDICATOR



4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Construction's Revenue Growth vs. National

8.8%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.6% Past 12 Months National

8.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4% Next 12 Months National

### Construction's Employment Growth vs. National

6.7%

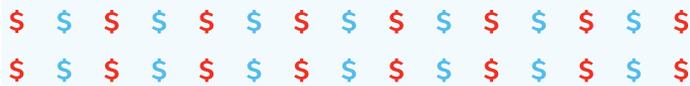
CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2% Past 12 Months National

6.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7% Next 12 Months National



### Construction's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

58%



BUSINESS GROWTH

47%



FINANCIAL

26%

VS. NEXT 12 MONTHS

STAFF/EMPLOYEES  
53%

BUSINESS GROWTH  
21%

COSTS  
16%

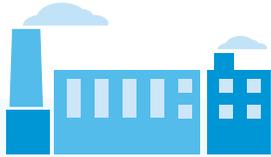
### Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN CONSTRUCTION ARE POISED TO INVEST.



## Construction's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1 B**



REPRESENTS  
**0.7%**  
OF ALL CONSTRUCTION  
COMPANIES

MORE THAN  
**12,000**  
BUSINESSES



EMPLOYS  
**32.1%**  
OF THE CONSTRUCTION  
WORKFORCE

GENERATING  
**\$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

UNITED STATES

**94%**

ASIA

**1.0%**

CANADA/MEXICO

**2.8%**

MIDDLE EAST

**0.9%**



LATIN AMERICA

**0.1%**

AFRICA

**0.0%**

EUROPE

**0.7%**

OTHER

**0.5%**