

RETAIL TRADE

MIDDLE MARKET INDICATOR

3Q 2018



IN COLLABORATION WITH









Retail Trade's Revenue Growth vs. National

RETAIL TRADE'S MIDDLE MARKET

PAST 12 MO.

Past 12 Months 8.6% National

RETAIL TRADE'S MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National

Retail Trade's Employment Growth vs. National

RETAIL TRADE'S MIDDLE MARKET

PAST 12 MO.

Past 12 Months National

RETAIL TRADE'S MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National

\$ \$ \$

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



STAFF/EMPLOYEES



COSTS



BUSINESS GROWTH

Preparing for Growth Through Capital Investment

RETAIL TRADE'S APPETITE TO INVEST **INCREASES SINCE** LAST QUARTER'S REPORTED 66%.



VS. NEXT 12 MONTHS

STAFF/EMPLOYEES

41%

COSTS

26%

BUSINESS GROWTH

23%

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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