



NATIONAL CENTER FOR
THE MIDDLE MARKET

BUSINESS SERVICES

MIDDLE MARKET INDICATOR

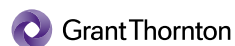
1Q | 2018



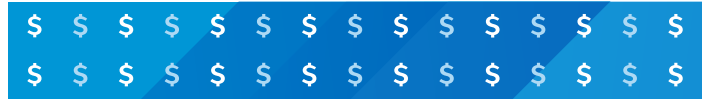
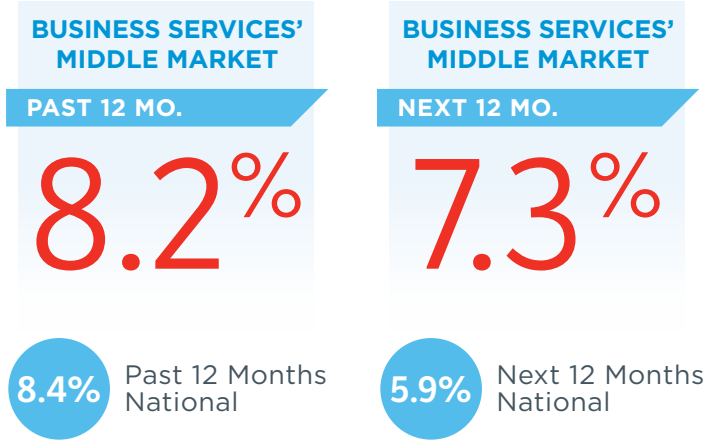
IN COLLABORATION WITH



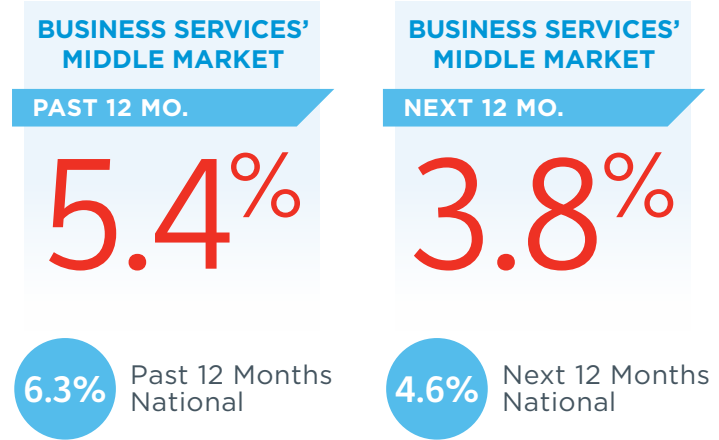
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



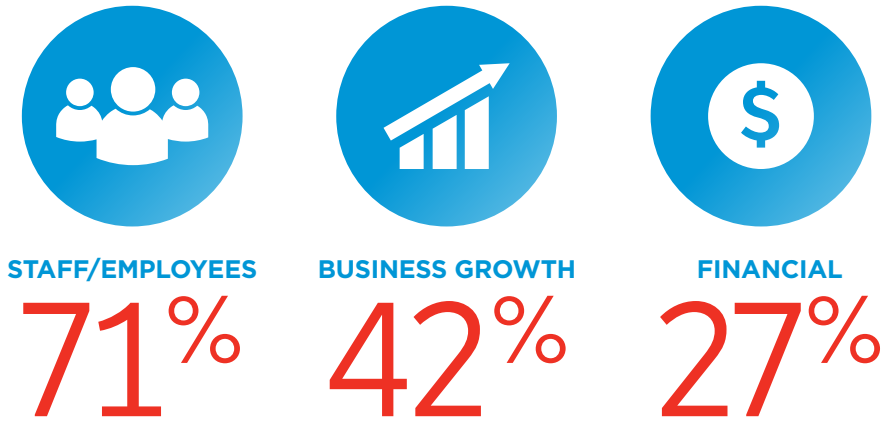
Business Services' Revenue Growth vs. National



Business Services' Employment Growth vs. National

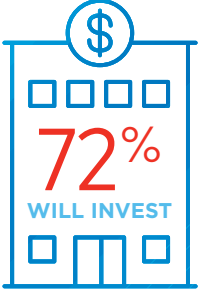


Business Services' Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN BUSINESS SERVICES ARE POISED TO INVEST.



VS. NEXT 12 MONTHS



Business Services' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



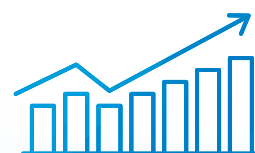
REPRESENTS
0.4%
OF ALL BUSINESS
SERVICES COMPANIES

MORE THAN
10,600
BUSINESSES



EMPLOYS
22.6%
OF THE BUSINESS
SERVICES WORKFORCE

GENERATING
\$414B
IN ANNUAL REVENUE



GENERATES
27.1%
OF ALL BUSINESS SERVICES
BUSINESS REVENUE

Source: 2014 D&B Data

Business Services' Percentage of Revenues Around the World

