

NATIONAL CENTER FOR THE MIDDLE MARKET

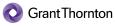
CONSTRUCTION

MIDDLE MARKET INDICATOR

2Q | 2018

THE OHIO STATE UNIVERSITY FISHER COLLEGE OF BUSINESS IN COLLABORATION WITH







Construction's Revenue Growth vs. National

CONSTRUCTION'S CONSTRUCTION'S CONSTRUCTION'S CONSTRUCTION'S MIDDLE MARKET MIDDLE MARKET MIDDLE MARKET MIDDLE MARKET PAST 12 MO. NEXT 12 MO. PAST 12 MO. **NEXT 12 MO.** Past 12 Months Next 12 Months Past 12 Months Next 12 Months 5.9% 6.7% 4.8% 7.4% National National National National Ś \$ \$ \$ \$ \$ \$ Ś Ś Ś Ś \$ \$ Ś \$ Ś \$ Ś Ś Ś Ś Ś Ś Ś Ś

vs. National

Construction's Top Internal Challenges Over The Next 3 Months

STAFF/EMPLOYEESCostsBUSINESS GROWTHFINANCIAL74%35%25%STAFF/EMPLOYEESCostsBUSINESS GROWTH58%18%14%

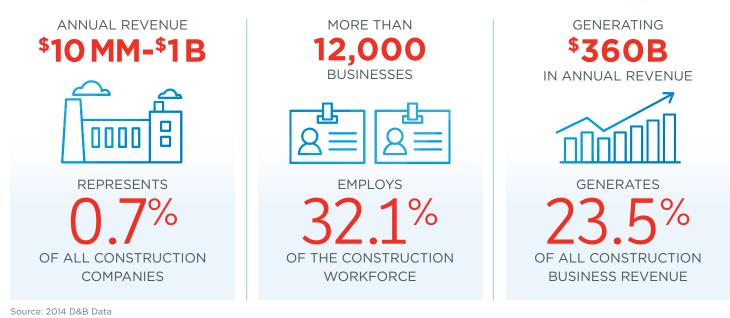
Preparing for Growth Through Capital Investment

INVESTMENT APPETITES REMAIN STRONG, BUT THEY HAVE DIPPED SINCE LAST QUARTER.

Construction's Employment Growth



Construction's Middle Market Defined



Construction's Percentage of Revenues Around the World



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