

# RETAIL TRADE

### MIDDLE MARKET INDICATOR

2Q | 2018



IN COLLABORATION WITH









### Retail Trade's Revenue Growth vs. National

RETAIL TRADE'S MIDDLE MARKET

PAST 12 MO.

5.9%

% Past 12 Months

RETAIL TRADE'S MIDDLE MARKET

NEXT 12 MO.

4.8%

5.9% Next 12 Months National

### Retail Trade's Employment Growth vs. National

RETAIL TRADE'S MIDDLE MARKET

PAST 12 MO.

10.4%

RETAIL TRADE'S MIDDLE MARKET

NEXT 12 MO.

7.5%

6.7% Past 12 Months National 4.8% Next 12 Months National





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



FTAFF/EMPLOYEES



PUSINESS GROWTH



22<sup>costs</sup>

## Preparing for Growth Through Capital Investment

THE PROPORTION
OF RETAIL TRADE
COMPANIES
WILLING TO INVEST
REMAINS STRONG
BUT LOWER THAN
OTHER INDUSTRIES.



#### **VS. NEXT 12 MONTHS**

STAFF/EMPLOYEES

42%

COSTS

28%

**BUSINESS GROWTH** 

21%

#### 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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