

CONSTRUCTION

MIDDLE MARKET INDICATOR

3Q 2019



IN COLLABORATION WITH





Construction's Revenue Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

6.9%

5.8% Past 12 Months National CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

5.3%

4.7% Next 12 Months National

Construction's Employment Growth vs. National

CONSTRUCTION'S MIDDLE MARKET

PAST 12 MO.

4.1%

4.1% Past 12 Months National

CONSTRUCTION'S MIDDLE MARKET

NEXT 12 MO.

2.5%

2.5% Next 12 Months National



Construction's Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT

54%



FINANCIAL

26%



BUSINESS GROWTH

24%

Preparing for Growth Through Capital Investment

WILLINGNESS
TO INVEST
HAS DROPPED
SLIGHTLY AMONG
CONSTRUCTION
COMPANIES AFTER
LAST QUARTER'S
REPORTED 57%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

51%

FINANCIAL

24%

COSTS

13%

Construction's Middle Market Defined



MORE THAN
12,000
BUSINESSES



32.1%

OF THE CONSTRUCTION WORKFORCE



Source: 2014 D&B Data

Construction's Percentage of Revenues Around the World



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