

MANUFACTURING

MIDDLE MARKET INDICATOR

3Q 2019



IN COLLABORATION WITH





Manufacturing's Revenue Growth vs. National

MANUFACTURING'S MIDDLE MARKET

PAST 12 MO.

7.1%

5.8% Past 12 Months National MANUFACTURING'S MIDDLE MARKET

NEXT 12 MO.

6.6%

4.7% Next 12 Months National

Manufacturing's Employment Growth vs. National

MANUFACTURING'S MIDDLE MARKET

PAST 12 MO.

5.7%

4.1% Past 12 Months National MANUFACTURING'S MIDDLE MARKET

NEXT 12 MO.

4.0%

2.5% Next 12 Months National

Manufacturing's Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT

54%



BUSINESS GROWTH

22%



COSTS

21%

Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST HAS DIPPED SLIGHTLY AMONG MANUFACTURING COMPANIES COMPARED TO LAST QUARTER'S 70%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

49%

COSTS

16%

FINANCIAL

11%

Manufacturing's Middle Market Defined

\$10 MM-\$1B

REPRESENTS

3.6%

OF ALL MANUFACTURING COMPANIES

MORE THAN

22,200

BUSINESSES



EMPLOYS

OF THE MANUFACTURING
WORKFORCE

GENERATES

15.2%

OF ALL MANUFACTURING
BUSINESS REVENUE

GENERATING

Source: 2014 D&B Data

Manufacturing's Percentage of Revenues Around the World



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