



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# CONSTRUCTION

MIDDLE MARKET INDICATOR

4Q | 2019



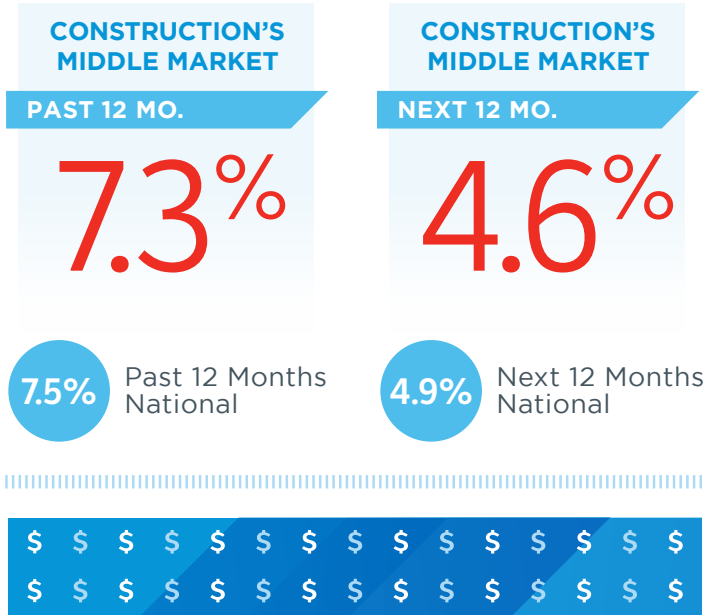
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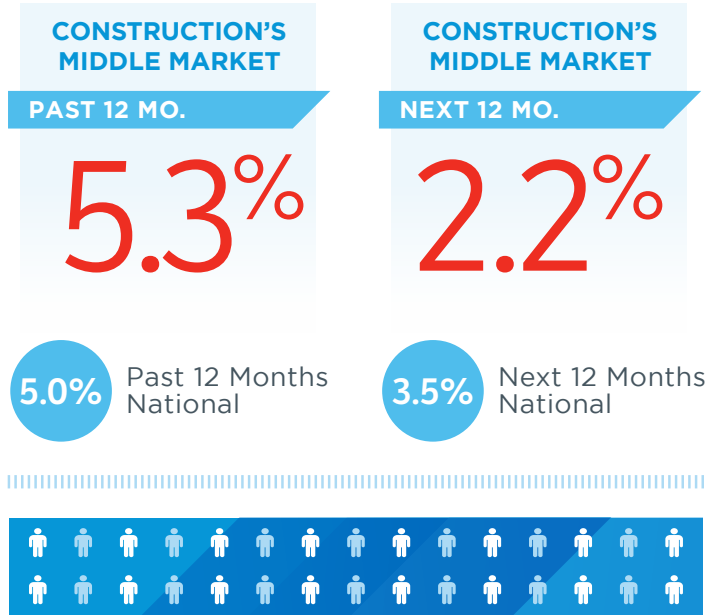
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS

CHUBB®

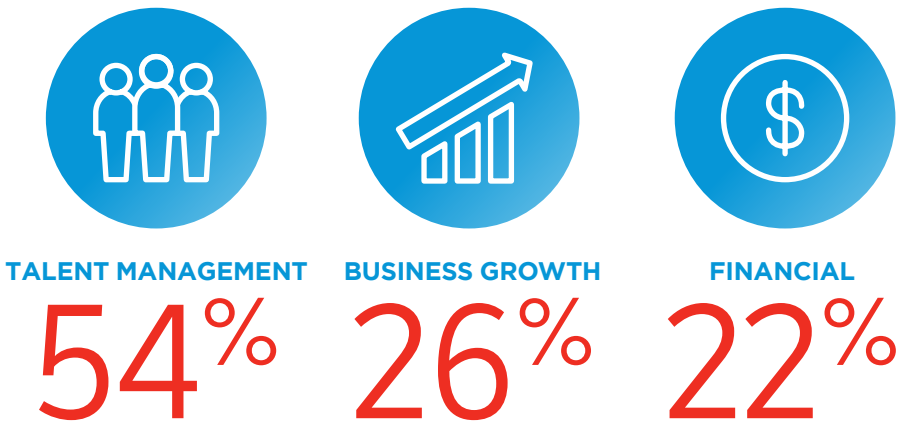
### Construction's Revenue Growth vs. National



### Construction's Employment Growth vs. National

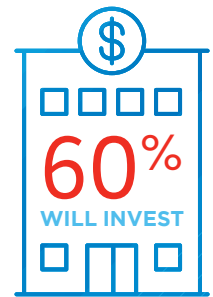


### Construction's Top Internal Challenges Over The Next 3 Months



### Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST HAS INCREASED AMONG CONSTRUCTION COMPANIES SINCE LAST QUARTER'S REPORTED 55%.



#### VS. NEXT 12 MONTHS



## Construction's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



REPRESENTS

**0.7%**

OF ALL CONSTRUCTION  
COMPANIES

MORE THAN  
**12,000**  
BUSINESSES

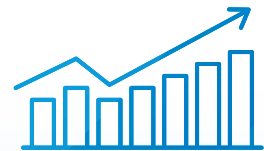


EMPLOYS

**32.1%**

OF THE CONSTRUCTION  
WORKFORCE

GENERATING  
**\$360B**  
IN ANNUAL REVENUE



GENERATES

**23.5%**

OF ALL CONSTRUCTION  
BUSINESS REVENUE

Source: 2014 D&B Data

## Construction's Percentage of Revenues Around the World

UNITED STATES

**94%**

CANADA/MEXICO

**2.8%**

LATIN AMERICA

**0.1%**

AFRICA

**0.0%**

EUROPE

**0.7%**

ASIA

**1.0%**

MIDDLE EAST

**0.9%**

OTHER

**0.5%**

