



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# CONSTRUCTION

MIDDLE MARKET INDICATOR

## Year-End | 2023



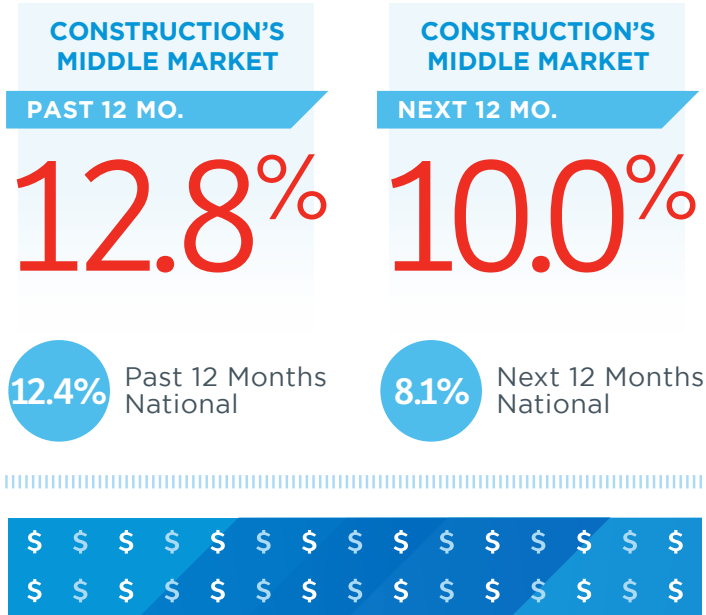
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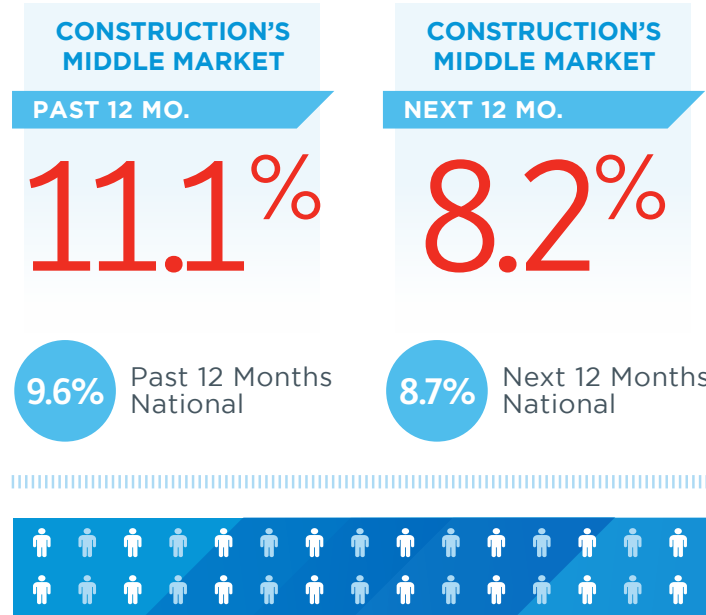
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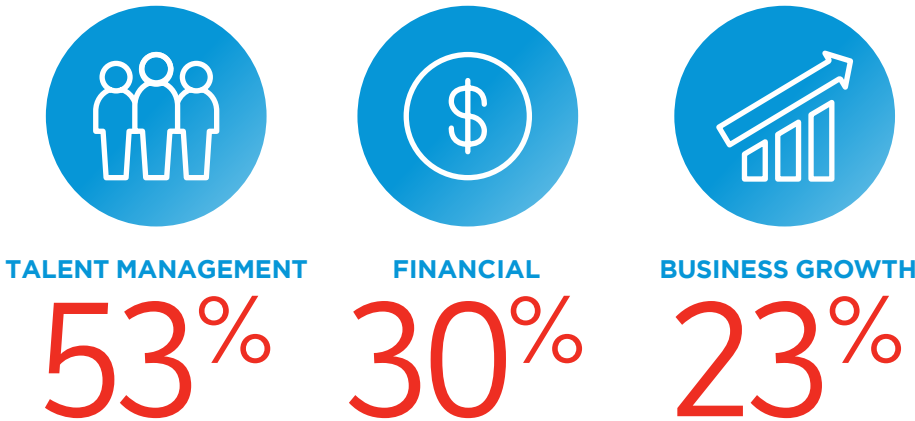
### Construction's Revenue Growth vs. National



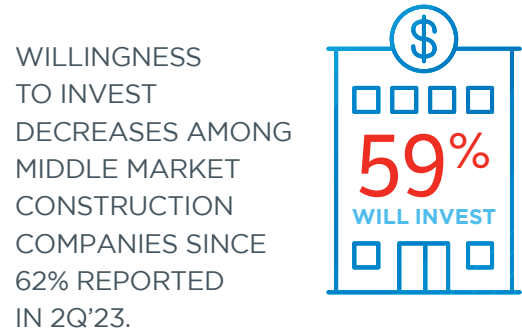
### Construction's Employment Growth vs. National



### Construction's Top Internal Challenges Over The Next 12 Months



### Preparing for Growth Through Capital Investment



#### VS. THE SAME INTERNAL CHALLENGES OF THE NATIONAL MIDDLE MARKET



## The Functions that Business Leaders Plan to Implement AI into their Business in the Next 12 Months

	ALL MIDDLE MARKET COMPANIES	BUSINESS SERVICES	MANUFACTURING	RETAIL TRADE	CONSTRUCTION	FINANCIAL SERVICES	HEALTHCARE	TECHNOLOGY*
CUSTOMER SERVICE	44%	44%	39%	41%	41%	38%	48%	47%
INNOVATION	34%	43%	39%	45%	27%	29%	24%	28%
ANALYZING DATA	43%	48%	48%	41%	32%	40%	61%	40%
SUPPLY CHAIN	29%	22%	38%	34%	36%	22%	19%	30%
IMPROVE EFFICIENCIES	47%	43%	49%	55%	47%	41%	53%	44%
COLLECTING OF DATA	43%	41%	37%	41%	40%	44%	49%	46%
OTHER	2%	3%	0%	2%	0%	2%	2%	2%

\*Includes companies also represented in other industries, e.g., computer manufacturers, IT services, healthcare, fintech.

## Construction's Middle Market Defined

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



REPRESENTS  
**0.7%**

OF ALL CONSTRUCTION COMPANIES

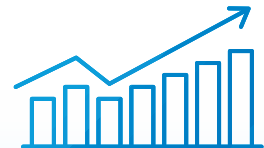
MORE THAN  
**12,000**  
BUSINESSES



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

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