

# 1Q 2016 | STATE MIDDLE MARKET INDICATOR

## FLORIDA GROWTH



### Revenue Growth vs. National

7.3%

FLORIDA MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

6.3%

Past 12 Months  
National

3.7%

FLORIDA MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

4.6%

Next 12 Months  
National

### Employment Growth

5.8%

FLORIDA MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

3.6%

Past 12 Months  
National

2.6%

FLORIDA MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

2.7%

Next 12 Months  
National

### Florida companies more confident in the economy



GLOBAL ECONOMY

52%



NATIONAL ECONOMY

78%



LOCAL ECONOMY

84%

VS. NATIONAL MIDDLE MARKET

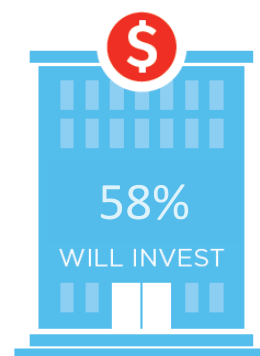
51%

73%

80%

### Preparing for growth through capital investment

Middle market  
companies in Florida  
are sending a strong  
message that they  
are poised to invest.



IN COLLABORATION WITH

# MEET FLORIDA'S MIGHTY MIDDLE MARKET

## Florida's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



NEARLY

**7,000**

BUSINESSES



MORE THAN

**\$277B**

IN ANNUAL REVENUE



REPRESENTS

**0.4%**

OF ALL FLORIDA  
COMPANIES



GENERATES

**25%**

OF ALL FLORIDA  
BUSINESS REVENUE



EMPLOYS

**21%**

OF THE FLORIDA  
WORKFORCE



## Diverse



CONSTRUCTION  
**11.6%**



HEALTHCARE  
**9.6%**



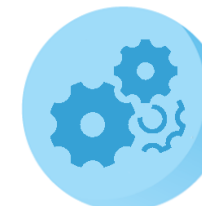
RETAIL TRADE  
**12.4%**



FINANCE & INSURANCE  
**6.1%**



PROFESSIONAL  
SERVICES  
**7.8%**



MANUFACTURING  
**11.3%**



WHOLESALE  
TRADE  
**14.4%**



AGRICULTURE  
**0.8%**



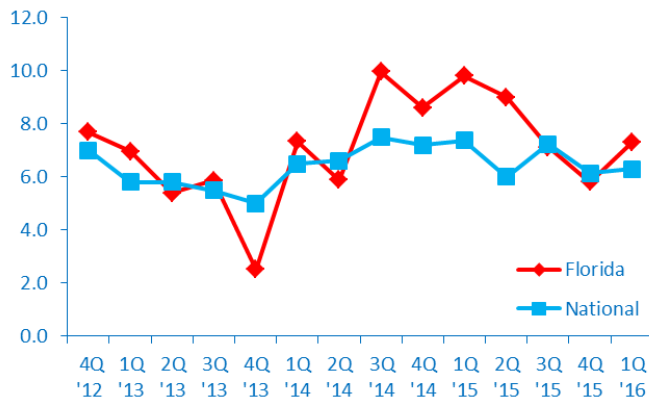
TRANSPORTATION &  
WAREHOUSING  
**3.3%**



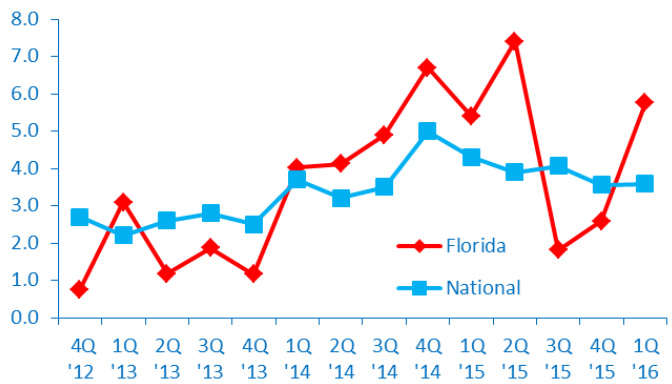
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## FLORIDA GROWTH VS. NATIONAL

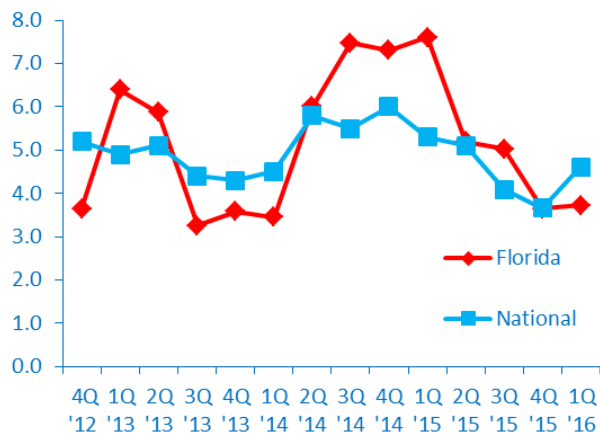
### Revenue Growth past 12 months



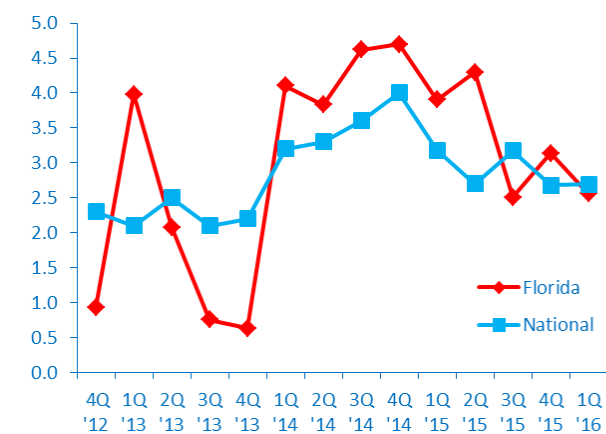
### Employment Growth past 12 months



### Revenue Growth next 12 months



### Employment Growth next 12 months



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