

## 2Q 2016 | STATE MIDDLE MARKET INDICATOR

# NEW YORK GROWTH



### Revenue Growth

9.8%

NEW YORK MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

7.2%

Past 12 Months  
National

5.1%

NEW YORK MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

4.8%

Next 12 Months  
National

### Employment Growth

8.1%

NEW YORK MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

4.4%

Past 12 Months  
National

6.9%

NEW YORK MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

3.3%

Next 12 Months  
National

### New York companies more confident in economy



GLOBAL ECONOMY

63%



NATIONAL ECONOMY

72%



LOCAL ECONOMY

82%

VS. NATIONAL MIDDLE MARKET

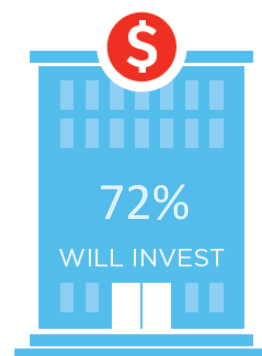
50%

69%

79%

### Preparing for growth through capital investment

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



IN COLLABORATION WITH

# MEET NEW YORK STATE'S MIDDLE MARKET

## New York's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



NEARLY

**10,200**

BUSINESSES



NEARLY

**\$500B**

IN ANNUAL REVENUE



REPRESENTS

**0.9%**

OF ALL NEW YORK  
COMPANIES



EMPLOYS

**31%**

OF THE NEW YORK  
WORKFORCE



GENERATES

**19%**

OF ALL NEW YORK  
BUSINESS REVENUE



## Diverse



CONSTRUCTION

**6.1%**



HEALTHCARE

**11.6%**



RETAIL TRADE

**9.1%**



WHOLESALE TRADE

**13.0%**



FINANCE & INSURANCE

**8.1%**



PROFESSIONAL SERVICES

**9.3%**



MANUFACTURING

**13.3%**



TRANSPORTATION &  
WAREHOUSING

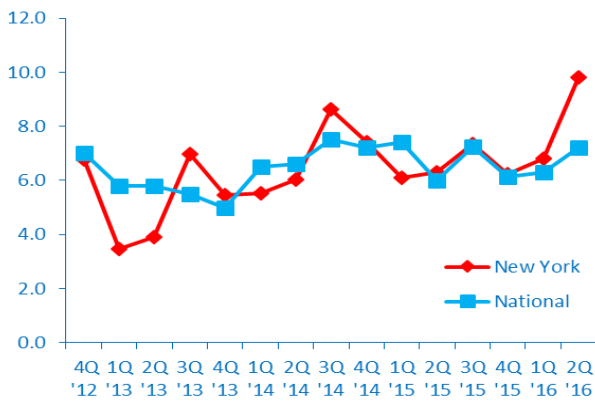
**2.1%**



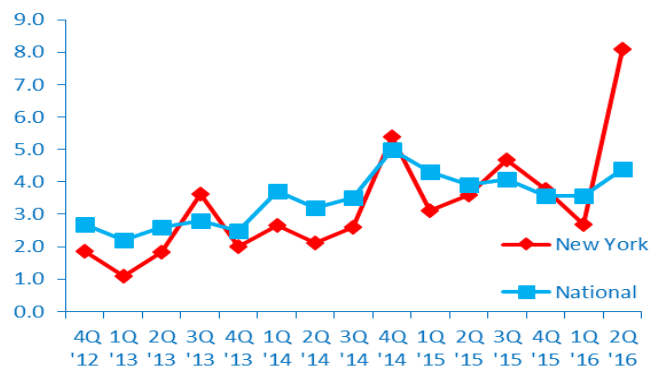
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## NEW YORK GROWTH VS. NATIONAL

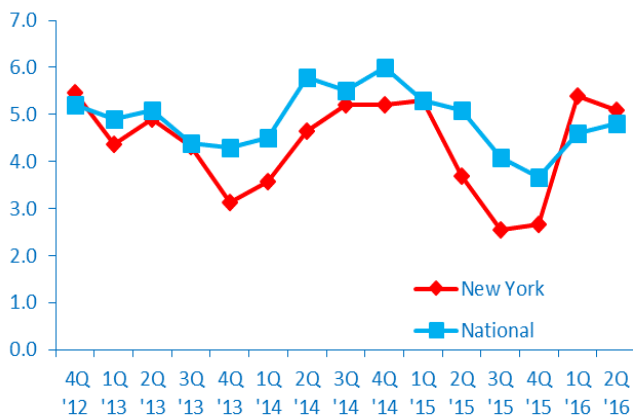
### Revenue Growth past 12 months



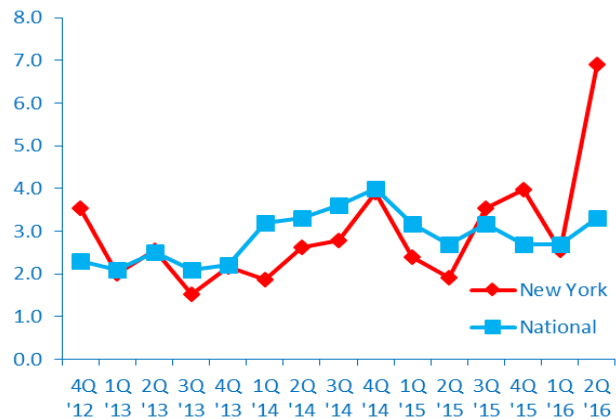
### Employment Growth past 12 months



### Revenue Growth next 12 months



### Employment Growth next 12 months



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