

3Q 2016 | STATE MIDDLE MARKET INDICATOR

NEW YORK GROWTH



Revenue Growth

6.8%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

3.5%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.9%

Next 12 Months National

Employment Growth

7.1%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.9%

Past 12 Months National

7.2%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

New York companies more confident in economy



GLOBAL ECONOMY

62%



NATIONAL ECONOMY

89%



LOCAL ECONOMY

91%

VS. NATIONAL MIDDLE MARKET

56%

71%

80%

Preparing for growth through capital investment

Middle market companies in New York 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%



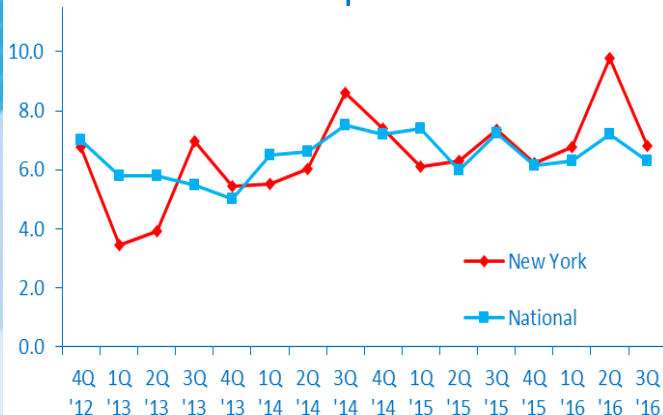
TRANSPORTATION &
WAREHOUSING

2.1%

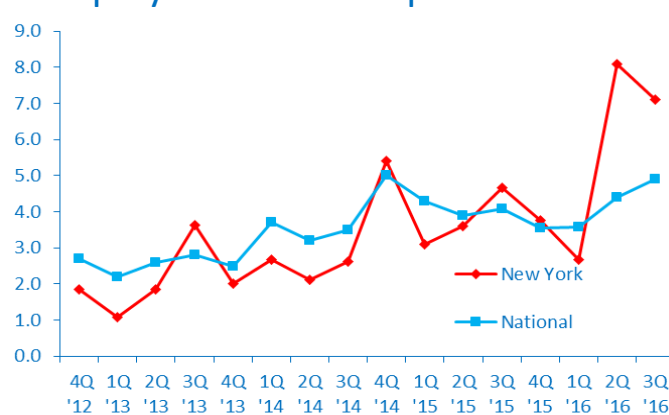
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NEW YORK GROWTH VS. NATIONAL

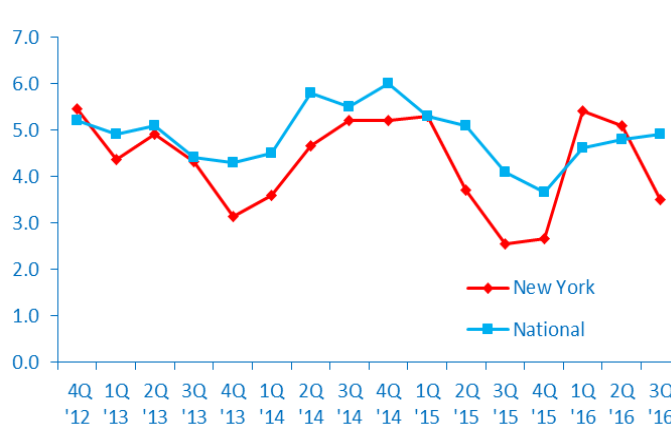
Revenue Growth past 12 months



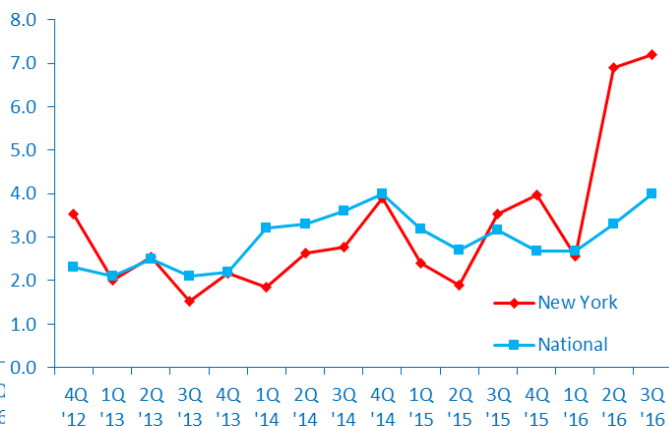
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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