



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# FLORIDA

## MIDDLE MARKET INDICATOR

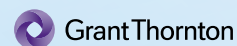


# 2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Florida Revenue Growth vs. National

8.3%

FLORIDA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.7% Past 12 Months National

8.2%

FLORIDA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3% Next 12 Months National

### Florida Employment Growth vs. National

6.0%

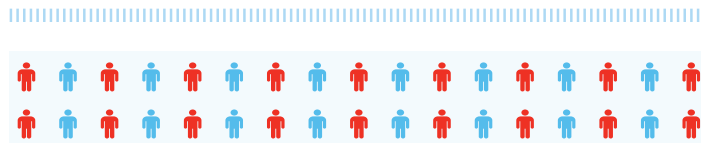
FLORIDA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7% Past 12 Months National

5.7%

FLORIDA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7% Next 12 Months National



### Florida Companies More Confident Than National Average



GLOBAL ECONOMY

76%



NATIONAL ECONOMY

86%



LOCAL ECONOMY

99%

VS. NATIONAL MIDDLE MARKET

70%

84%

87%

### Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN FLORIDA ARE POISED TO INVEST.



## Florida's Middle Market Defined

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



REPRESENTS  
**0.4%**  
OF ALL FLORIDA  
COMPANIES

NEARLY  
**7,000**  
BUSINESSES



EMPLOYS  
**25%**  
OF THE FLORIDA  
WORKFORCE

MORE THAN  
**\$277B**  
IN ANNUAL REVENUE



GENERATES  
**21%**  
OF ALL FLORIDA  
BUSINESS REVENUE

## Florida's Middle Market is Diverse



CONSTRUCTION  
**11.6%**



HEALTHCARE  
**9.6%**



RETAIL TRADE  
**12.4%**



WHOLESALE TRADE  
**14.4%**



FINANCE & INSURANCE  
**6.1%**



PROFESSIONAL SERVICES  
**7.8%**

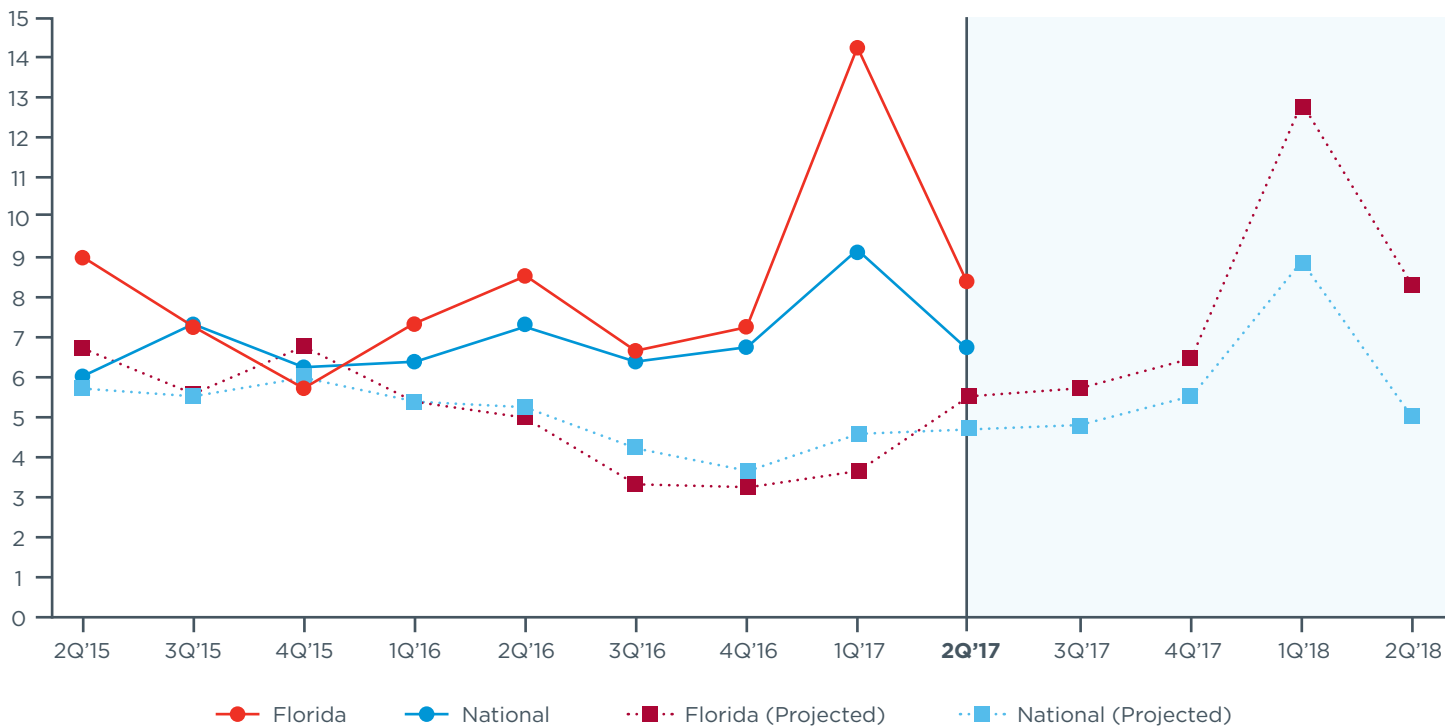


MANUFACTURING  
**11.3%**



TRANSPORTATION  
& WAREHOUSING  
**3.3%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

