



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# OHIO

MIDDLE MARKET INDICATOR

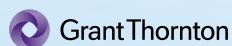


3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Ohio Revenue Growth vs. National

2.9%

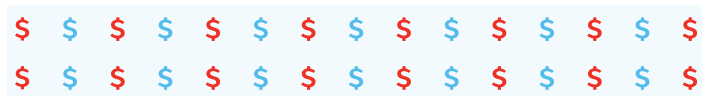
OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.0% Past 12 Months National

7.7%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0% Next 12 Months National



### Ohio Employment Growth vs. National

0.9%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.4% Past 12 Months National

1.2%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7% Next 12 Months National



### Ohio Companies More Confident In National and Local Economies Than National Average



GLOBAL ECONOMY

74%



NATIONAL ECONOMY

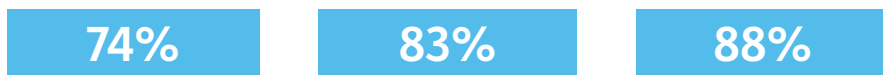
93%



LOCAL ECONOMY

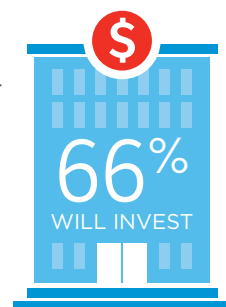
94%

VS. NATIONAL MIDDLE MARKET



### Preparing for Growth Through Capital Investment

THE MAJORITY OF MIDDLE MARKET COMPANIES IN OHIO ARE POISED TO INVEST.



## Ohio's Middle Market Defined

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



REPRESENTS  
**0.9%**  
OF ALL OHIO  
COMPANIES

NEARLY  
**5,400**  
BUSINESSES



EMPLOYS  
**28%**  
OF THE OHIO  
WORKFORCE

MORE THAN  
**\$225B**  
IN ANNUAL REVENUE



GENERATES  
**19%**  
OF ALL OHIO  
BUSINESS REVENUE

## Ohio's Middle Market is Diverse



CONSTRUCTION  
**6.8%**



HEALTHCARE  
**10.1%**



RETAIL TRADE  
**10.6%**



WHOLESALE TRADE  
**12.0%**



FINANCE & INSURANCE  
**4.5%**



PROFESSIONAL SERVICES  
**6.1%**

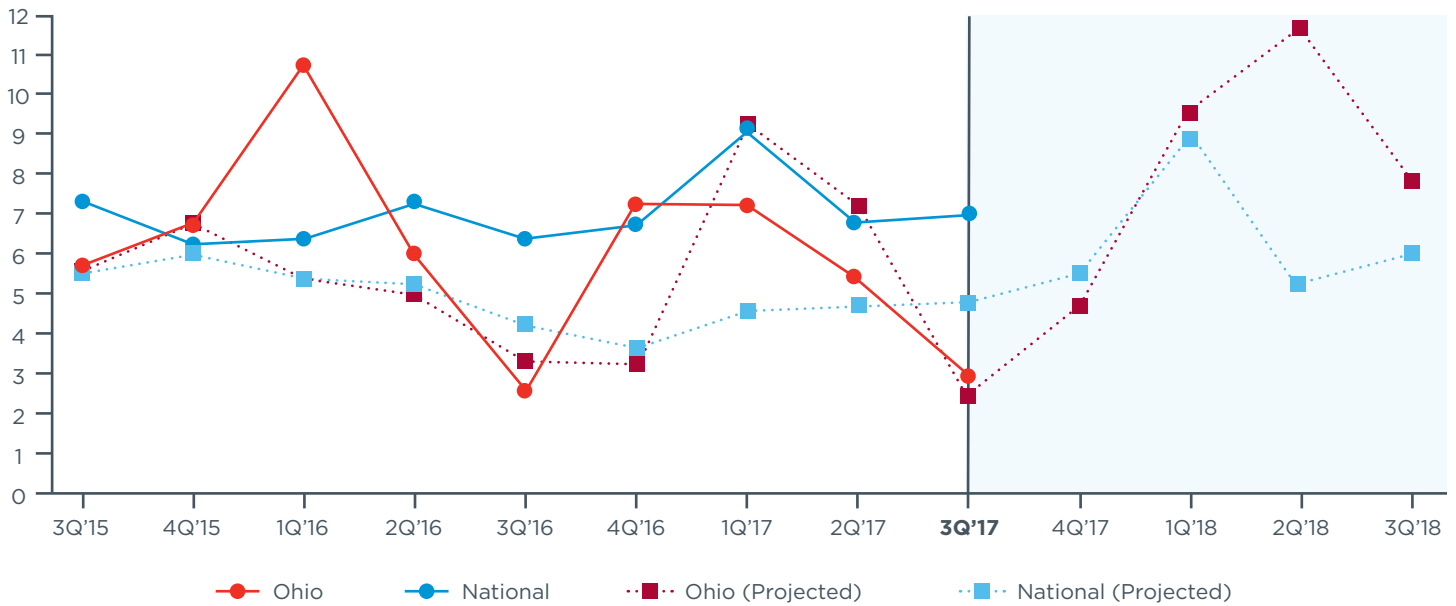


MANUFACTURING  
**23.0%**



TRANSPORTATION  
& WAREHOUSING  
**2.7%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

