



NATIONAL CENTER FOR
THE MIDDLE MARKET

MANUFACTURING

MIDDLE MARKET INDICATOR

4Q | 2019



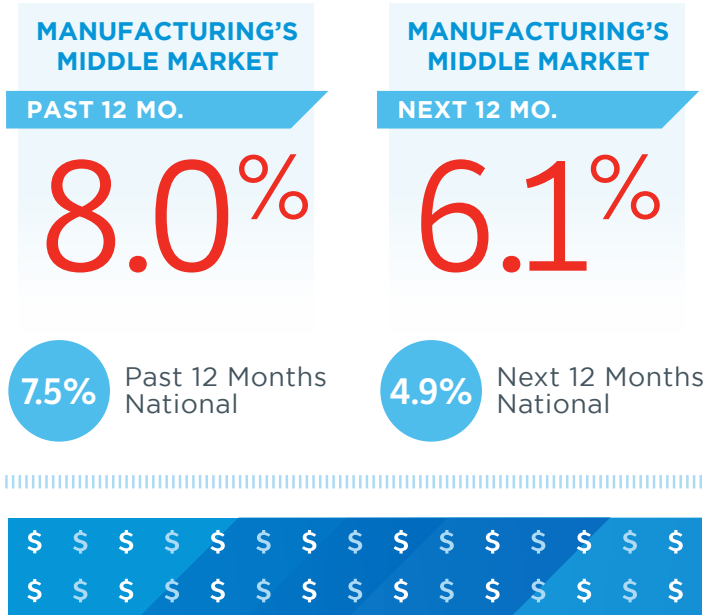
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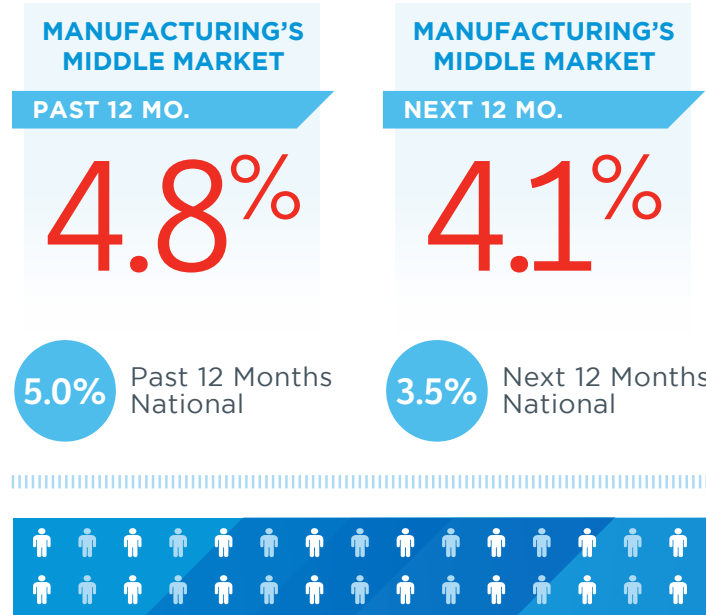
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

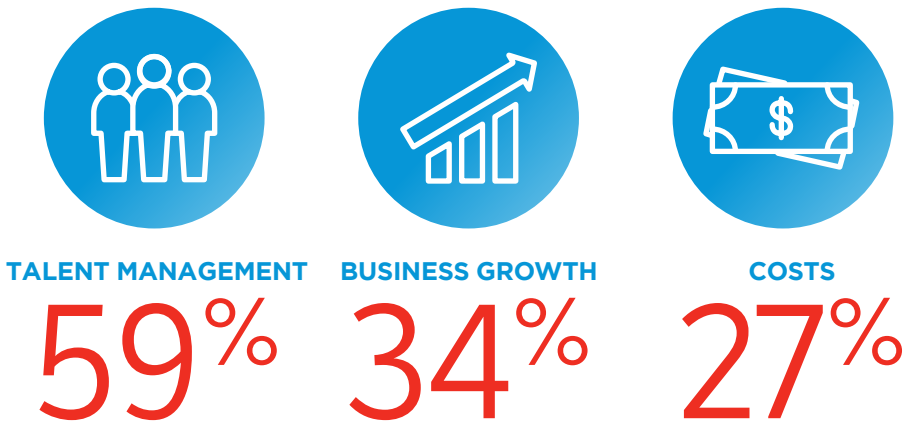
Manufacturing's Revenue Growth vs. National



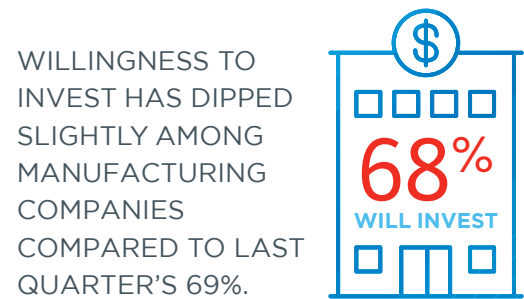
Manufacturing's Employment Growth vs. National



Manufacturing's Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment



VS. NEXT 12 MONTHS

TALENT MANAGEMENT	BUSINESS GROWTH	COSTS
55%	19%	17%

Manufacturing's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



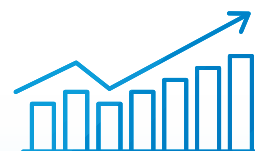
REPRESENTS
3.6%
OF ALL MANUFACTURING
COMPANIES

MORE THAN
22,200
BUSINESSES



EMPLOYS
29.9%
OF THE MANUFACTURING
WORKFORCE

GENERATING
\$1.1T
IN ANNUAL REVENUE



GENERATES
15.2%
OF ALL MANUFACTURING
BUSINESS REVENUE

Source: 2014 D&B Data

Manufacturing's Percentage of Revenues Around the World

