

1Q 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

5.4%

NEW YORK MIDDLE
MARKET GROWTH
OVER THE NEXT 12
MONTHS

4.6%

Next 12 Months
National

Employment Growth

2.7%

NEW YORK MIDDLE
MARKET GROWTH
OVER THE PAST 12
MONTHS

3.6%

Past 12 Months
National

2.6%

NEW YORK MIDDLE
MARKET GROWTH
OVER THE NEXT 12
MONTHS

2.7%

Next 12 Months
National

New York companies more confident in economy



GLOBAL ECONOMY

55%



NATIONAL ECONOMY

80%



LOCAL ECONOMY

84%

VS. NATIONAL MIDDLE MARKET

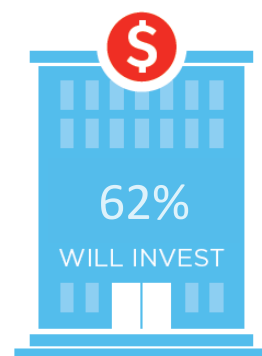
51%

73%

80%

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%



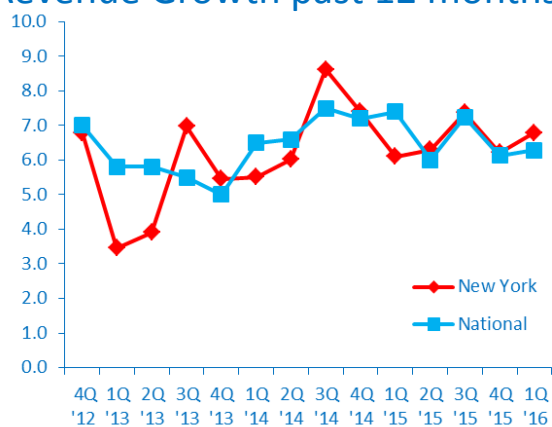
TRANSPORTATION &
WAREHOUSING

2.1%

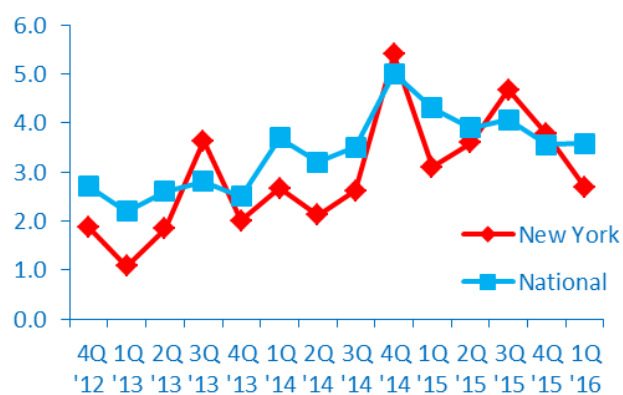
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NEW YORK GROWTH VS. NATIONAL

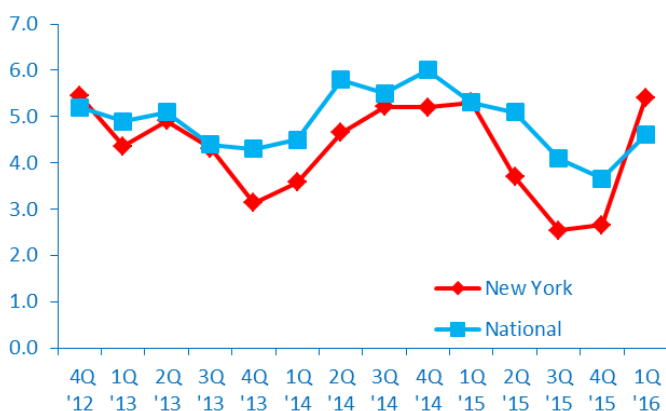
Revenue Growth past 12 months



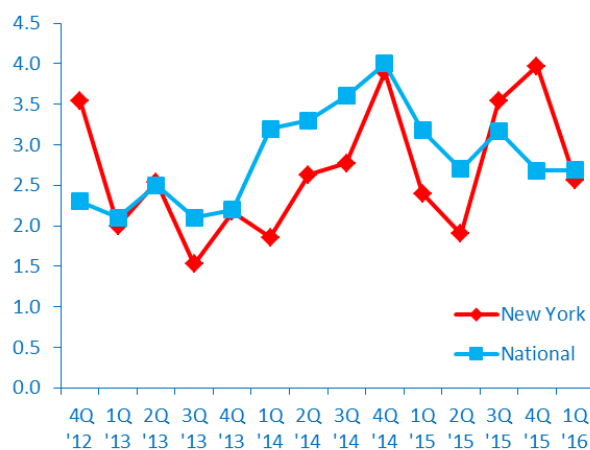
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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