

# 1Q 2016 | STATE MIDDLE MARKET INDICATOR

## OHIO GROWTH



### Revenue Growth vs. National

10.9%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

9.1%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.6%

Next 12 Months National

### Employment Growth

6.4%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.6%

Past 12 Months National

5.1%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

### Ohio companies more confident in national and local economies



GLOBAL ECONOMY

71%



NATIONAL ECONOMY

88%



LOCAL ECONOMY

95%

VS. NATIONAL MIDDLE MARKET

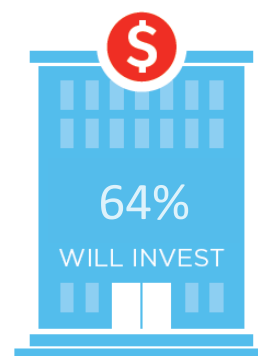
51%

73%

80%

### Preparing for growth through capital investment

Middle market companies in Ohio are sending a strong message that they are poised to invest.



IN COLLABORATION WITH

# MEET OHIO'S MIGHTY MIDDLE MARKET

## Ohio's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



NEARLY

**5,400**

BUSINESSES



MORE THAN

**\$225B**

IN ANNUAL REVENUE



REPRESENTS

**0.9%**

OF ALL OHIO  
COMPANIES



EMPLOYS

**28%**

OF THE OHIO  
WORKFORCE



GENERATES

**19%**

OF ALL OHIO  
BUSINESS REVENUE



## 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%**



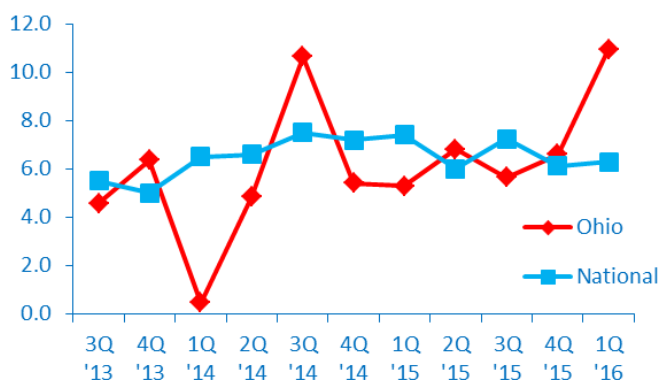
TRANSPORTATION &  
WAREHOUSING

**2.7%**

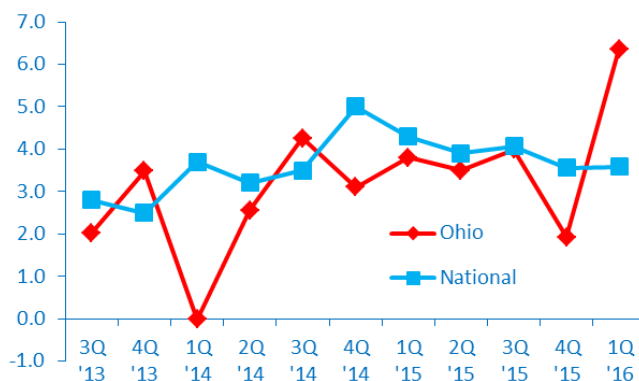
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## OHIO GROWTH VS. NATIONAL

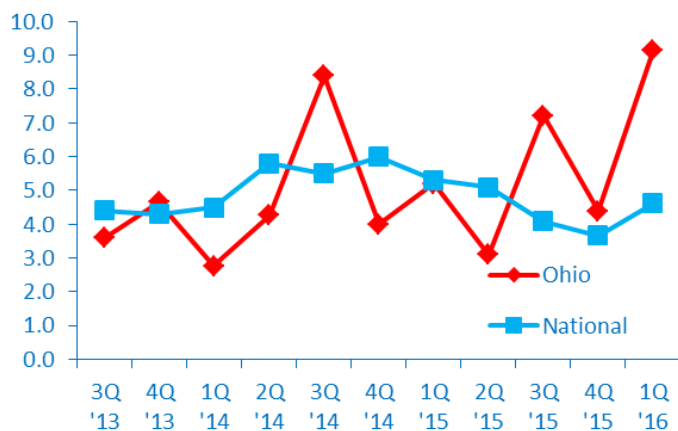
Revenue Growth past 12 months



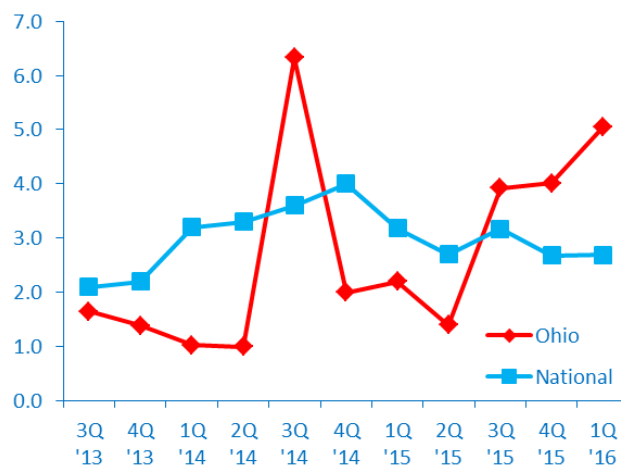
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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