

NEW YORK MIDDLE MARKET INDICATOR



3Q 2017

IN COLLABORATION WITH









New York Revenue Growth vs. National

NEW YORK MIDDLE MARKET GROWTH **OVER THE PAST** 12 MONTHS



Past 12 Months National

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

New York Employment Growth vs. National

NEW YORK MIDDLE MARKET GROWTH **OVER THE PAST** 12 MONTHS



Past 12 Months National

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

New York Companies Less Confident Than National Average





NATIONAL ECONOMY



Preparing for Growth Through Capital Investment

THE MAJORITY OF NEW YORK MIDDLE MARKET **COMPANIES ARE** POISED TO INVEST.



WINDOWS WATER TO SEE THE WATER TO SEE TH

74%

83%

88%

New York's Middle Market Defined

\$10 MM-\$1B



0.9%
OF ALL NEW YORK
COMPANIES

NEARLY 10,200 BUSINESSES



EMPLOYS

31% OF THE NEW YORK

WORKFORCE

MORE THAN

\$500B
IN ANNUAL REVENUE



GENERATES

O/

OF ALL NEW YORK BUSINESS REVENUE

New York's Middle Market is Diverse



CONSTRUCTION 1 %



FINANCE & INSURANCE

Q 1%



11.6%



PROFESSIONAL SERVICES

93%



9.1%



MANUFACTURING 13.3%



13.0%



TRANSPORTATION & WAREHOUSING 7 1%

3Q | 2017 NEW YORK MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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