

OHO MIDDLE MARKET INDICATOR



3Q 2017

IN COLLABORATION WITH









Ohio Revenue Growth vs. National

2.9%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 77%

OHIO MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS



Next 12 Months National

Ohio Employment Growth vs. National

0.9%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 1.2%

OHIO MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS



Next 12 Months National

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



74%



93%



94%

Preparing for Growth Through Capital Investment

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



WINDOWS WATER TO SEE THE WATER TO SEE TH

74%

83%

88%

Ohio's Middle Market Defined

*10 MM-*1B



REPRESENTS

0.9% OF ALL OHIO

OF ALL OHIO
COMPANIES

NEARLY
5,400
BUSINESSES



EMPLOYS

28%

OF THE OHIO WORKFORCE

MORE THAN

\$225 B
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%

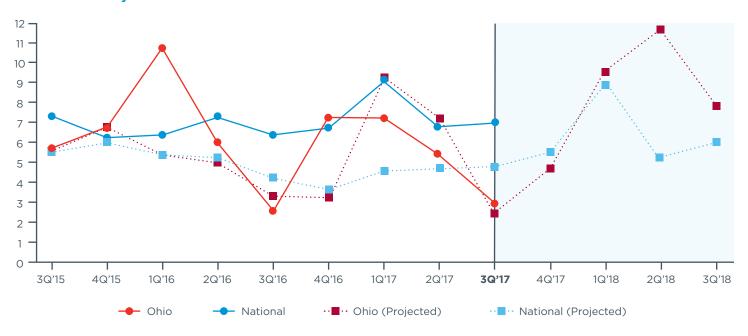


TRANSPORTATION & WAREHOUSING

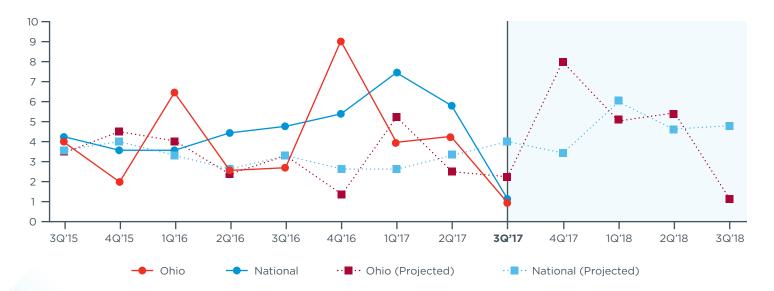
2.7%

3Q | 2017 OHIO MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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