

# OHO MIDDLE MARKET INDICATOR



4Q 2017

IN COLLABORATION WITH









#### Ohio Revenue Growth vs. National

0.9%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 5.8%

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 2.8%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

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### Ohio Companies More Confident In Local Economy Than National Average



64%



NATIONAL ECONOMY



89%

## Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN OHIO ARE POISED TO INVEST.



VS. NATIONAL MIDDLE MARKET

75%

86%

88%

#### Ohio's Middle Market Defined

\*10 MM-\*1B



REPRESENTS

0.9%

OF ALL OHIO COMPANIES

NEARLY
5,400
BUSINESSES



**EMPLOYS** 

28%

OF THE OHIO WORKFORCE

\*225B
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%

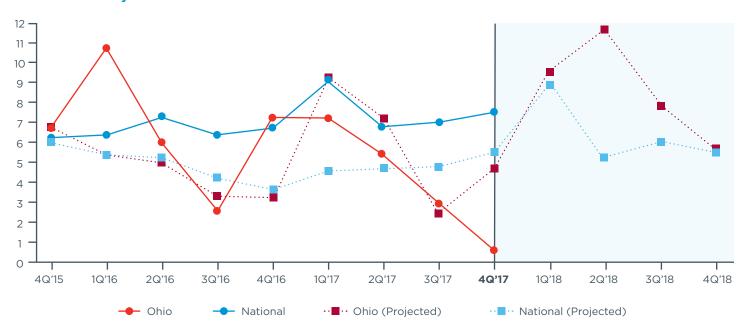


TRANSPORTATION & WAREHOUSING

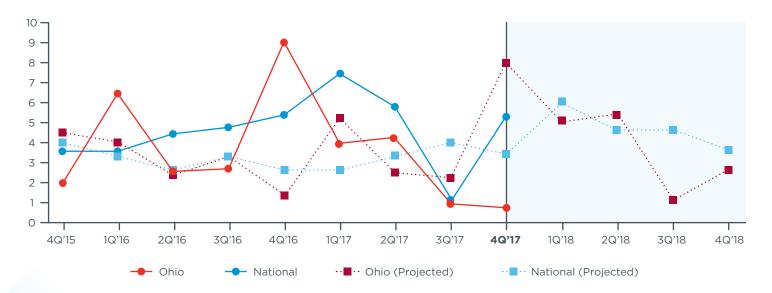
2.7%

#### 4Q | 2017 OHIO MIDDLE MARKET INDICATOR

#### Actual & Projected Revenue Growth



#### **Actual & Projected Employee Growth**



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