



NATIONAL CENTER FOR
THE MIDDLE MARKET

FLORIDA

MIDDLE MARKET INDICATOR

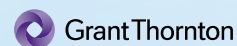


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Florida Revenue Growth vs. National

7.1%

FLORIDA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.9% Past 12 Months National

6.4%

FLORIDA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5% Next 12 Months National

Florida Employment Growth vs. National

5.2%

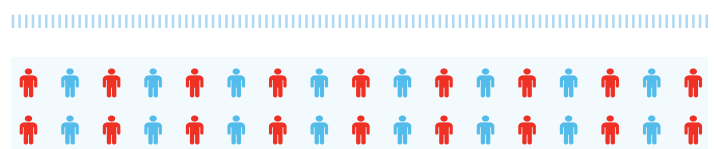
FLORIDA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.4% Past 12 Months National

1.7%

FLORIDA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.4% Next 12 Months National



Florida Companies More Confident Than Peers and National Average



GLOBAL ECONOMY

73%



NATIONAL ECONOMY

84%



LOCAL ECONOMY

92%

VS. NATIONAL MIDDLE MARKET

65%

81%

86%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN FLORIDA ARE POISED TO INVEST.



Florida's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



REPRESENTS
0.4%
OF ALL FLORIDA
COMPANIES

NEARLY
7,000
BUSINESSES



EMPLOYS
25%
OF THE FLORIDA
WORKFORCE

MORE THAN
\$277B
IN ANNUAL REVENUE



GENERATES
21%
OF ALL FLORIDA
BUSINESS REVENUE

Florida's Middle Market is Diverse



CONSTRUCTION
11.6%



HEALTHCARE
9.6%



RETAIL TRADE
12.4%



WHOLESALE TRADE
14.4%



FINANCE & INSURANCE
6.1%



PROFESSIONAL SERVICES
7.8%

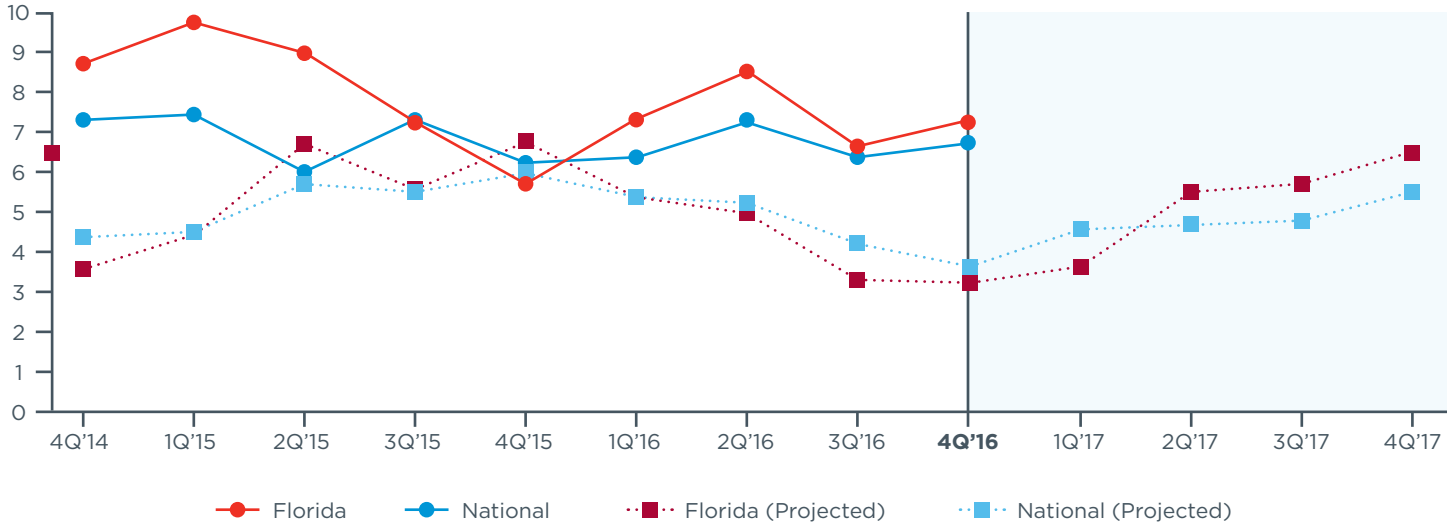


MANUFACTURING
11.3%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

