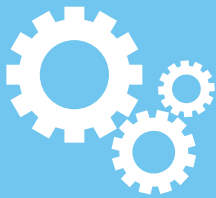




NATIONAL CENTER FOR  
THE MIDDLE MARKET

# MANUFACTURING MIDDLE MARKET INDICATOR

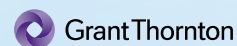


## 1Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Manufacturing's Revenue Growth vs. National

**10.2%** **7.9%**

MANUFACTURING MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

MANUFACTURING MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**9.2%** Past 12 Months National

**8.8%** Next 12 Months National



### Manufacturing's Employment Growth vs. National

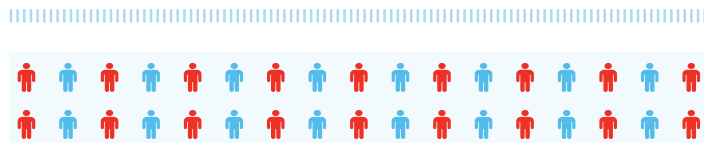
**8.3%** **6.5%**

MANUFACTURING MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

MANUFACTURING MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**7.5%** Past 12 Months National

**6.0%** Next 12 Months National



### Manufacturing's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

**50%**



BUSINESS GROWTH

**38%**



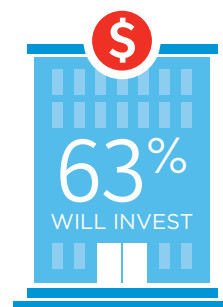
COSTS

**26%**



### Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN MANUFACTURING ARE POISED TO INVEST.



## Manufacturing's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1 B**



REPRESENTS  
**3.6%**  
OF ALL MANUFACTURING  
COMPANIES

MORE THAN  
**22,200**  
BUSINESSES



EMPLOYS  
**29.9%**  
OF THE MANUFACTURING  
WORKFORCE

GENERATING  
**\$1.1T**  
IN ANNUAL REVENUE



GENERATES  
**15.2%**  
OF ALL MANUFACTURING  
BUSINESS REVENUE

Source: 2014 D&B Data

## Manufacturing's Percentage of Revenues Around the World



UNITED STATES  
**75.5%**

CANADA/MEXICO  
**8.3%**

EUROPE  
**6.3%**

ASIA  
**5.5%**

LATIN AMERICA  
**2.8%**

MIDDLE EAST  
**1.2%**

AFRICA  
**0.3%**

OTHER  
**0.1%**