



NATIONAL CENTER FOR
THE MIDDLE MARKET

OHIO

MIDDLE MARKET INDICATOR

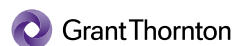
4Q | 2018



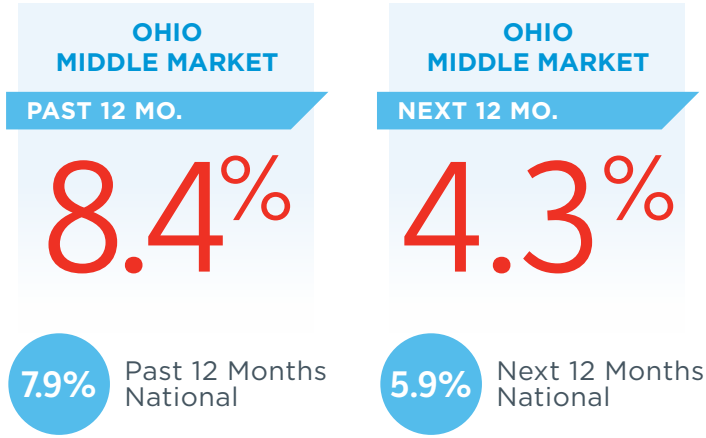
IN COLLABORATION WITH



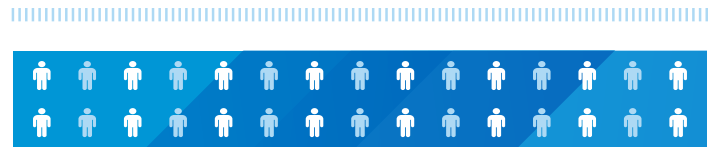
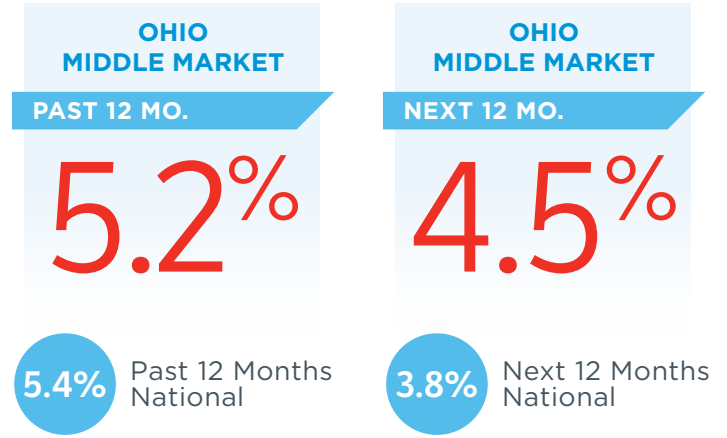
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



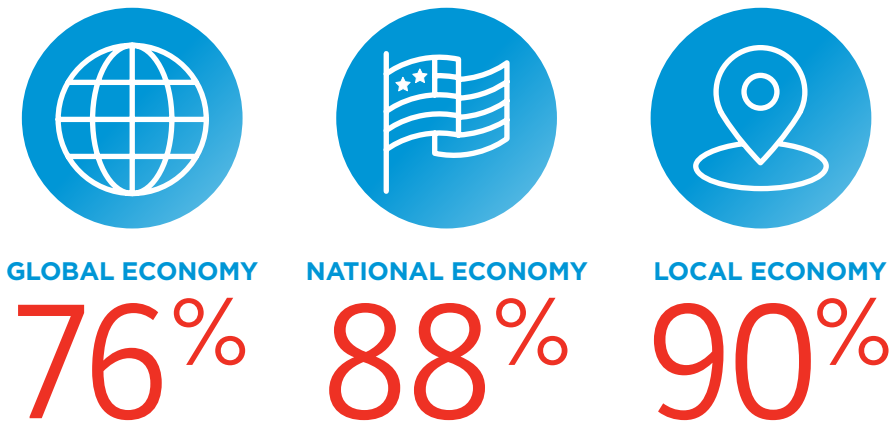
Ohio Revenue Growth vs. National



Ohio Employment Growth vs. National

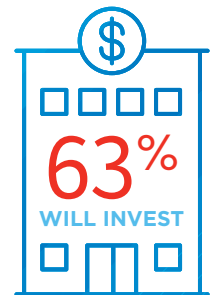


National and Local Confidence Remains Strong in Ohio; Global Confidence Dips



Preparing for Growth Through Capital Investment

OHIO MIDDLE MARKET LEADERS' APPETITES TO INVEST HOLDS STEADY AT 63%.



VS. NATIONAL MIDDLE MARKET



Ohio's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



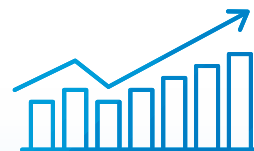
REPRESENTS
0.9%
OF ALL OHIO
COMPANIES

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



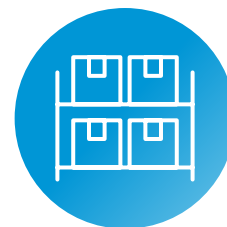
CONSTRUCTION
6.8%



HEALTHCARE
10.1%



RETAIL TRADE
10.6%



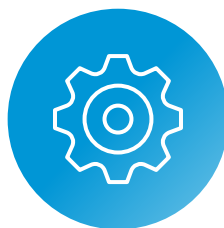
WHOLESALE TRADE
12.0%



FINANCE & INSURANCE
4.5%



PROFESSIONAL
SERVICES
6.1%

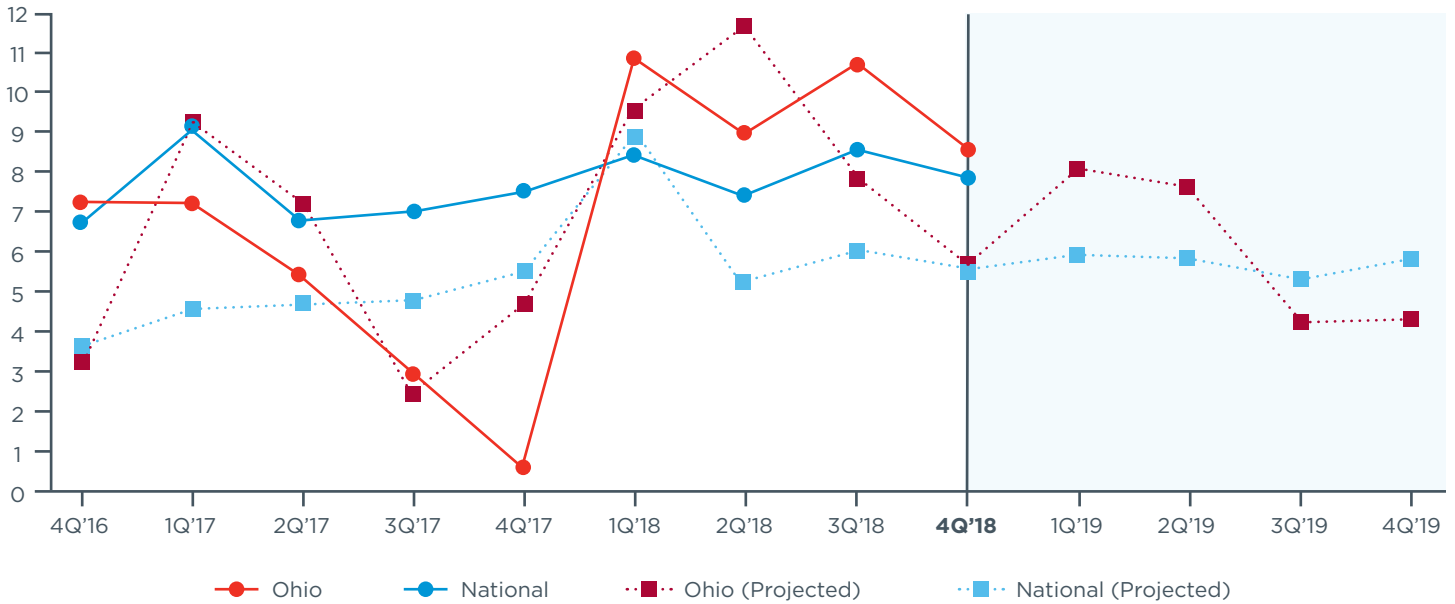


MANUFACTURING
23.0%



TRANSPORTATION
& WAREHOUSING
2.7%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

