

NEW YORK

MIDDLE MARKET INDICATOR

1Q 2019



IN COLLABORATION WITH









New York Revenue Growth vs. National

NEW YORK MIDDLE MARKET

PAST 12 MO.

Past 12 Months

National

NEW YORK MIDDLE MARKET

NEXT 12 MO.

National

Next 12 Months

New York Employment Growth vs. National

NEW YORK MIDDLE MARKET

PAST 12 MO.

NEW YORK MIDDLE MARKET

NEXT 12 MO.

Past 12 Months 5.6% National

Next 12 Months National





New York Companies Experience a Confidence Level Similar to National Average







Preparing for Growth Through Capital Investment

NEW YORK MIDDLE MARKET LEADERS' **APPETITES TO INVEST DECREASE** SINCE LAST QUARTER'S 72%.



GLOBAL ECONOMY

NATIONAL ECONOMY

LOCAL ECONOMY

VS. NATIONAL MIDDLE MARKET

70%

80%

88%

New York's Middle Market Defined

ANNUAL REVENUE

\$10 MM-\$1B



REPRESENTS

0.9%

OF ALL NEW YORK
COMPANIES

NEARLY 10,200

BUSINESSES



EMPLOYS

31%

OF THE NEW YORK WORKFORCE

MORE THAN

\$500B

IN ANNUAL REVENUE



GENERATES

19%

OF ALL NEW YORK BUSINESS REVENUE

New York's Middle Market is Diverse



CONSTRUCTION

61%



HEALTHCARE

11.6%



RETAIL TRADE

9.1%



WHOLESALE TRADE

13.0%



FINANCE & INSURANCE

8.1%



PROFESSIONAL SERVICES

9.3%



MANUFACTURING

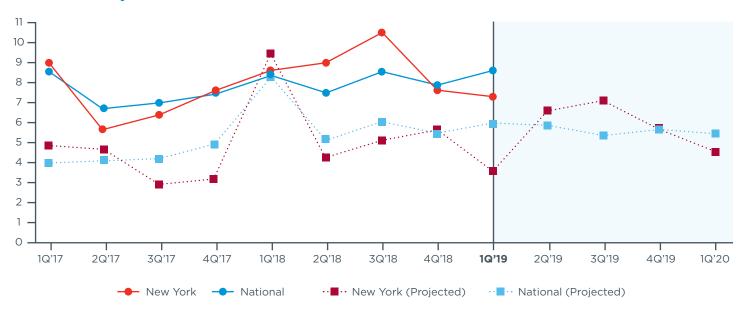
13.3%



TRANSPORTATION & WAREHOUSING

2.1%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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