

# OHIO

### MIDDLE MARKET INDICATOR

2Q 2019



IN COLLABORATION WITH









### Ohio Revenue Growth vs. National

### Ohio Employment Growth vs. National

OHIO
MIDDLE MARKET

PAST 12 MO.

8.5%

7.7%

OHIO MIDDLE MARKET

NEXT 12 MO.

3.0%

6.4%

Past 12 Months National

OHIO

**MIDDLE MARKET** 

PAST 12 MO.

OHIO
MIDDLE MARKET

NEXT 12 MO.

6.1%

Past 12 Months National 5.4% Next 12 Months National 4.8% Next 12 Months National



### Ohio Companies More Confident About Economic Conditions Than National Average



GLOBAL ECONOMY

74%



**NATIONAL ECONOMY** 

90%



**LOCAL ECONOMY** 

96%

## Preparing for Growth Through Capital Investment

OHIO MIDDLE
MARKET LEADERS'
APPETITES TO INVEST
DECREASE FROM
LAST QUARTER'S
REPORTED 75%.



**VS. NATIONAL MIDDLE MARKET** 

69%

82%

89%

#### 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

\$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** 

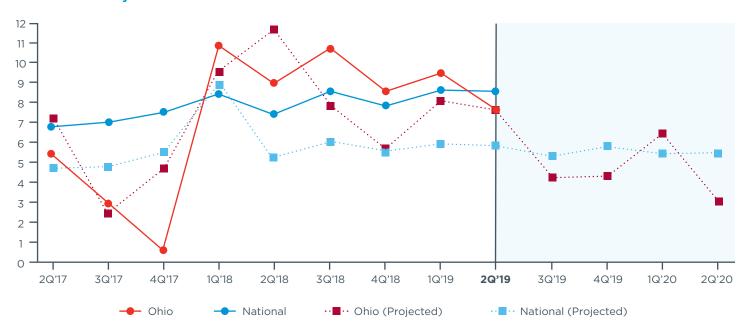
23.0%



TRANSPORTATION & WAREHOUSING

2.7%

### **Actual & Projected Revenue Growth**



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



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