

**NEW YORK
GROWTH**



Revenue Growth

6.0%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.6%

Past 12 Months National

4.7%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.8%

Next 12 Months National

Employment Growth

2.1%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.2%

Past 12 Months National

2.6%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.3%

Next 12 Months National

New York Companies less confident than their peers.



GLOBAL ECONOMY

46%



NATIONAL ECONOMY

65%



LOCAL ECONOMY

74%

VS. NATIONAL MIDDLE MARKET

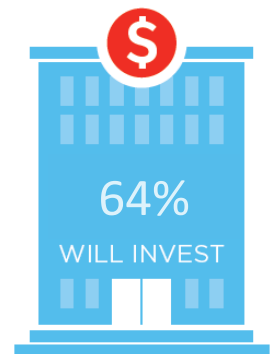
55%

68%

77%

Preparing for growth through capital investment

Middle market companies in New York are sending a strong message that they are poised to invest.



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MIDDLEMARKETCENTER.ORG**



MEET NEW YORK STATE'S MIDDLE MARKET

New York's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



MORE THAN

10,200

BUSINESSES



NEARLY

\$500B

IN ANNUAL REVENUE



REPRESENTS

0.9%

OF ALL NEW YORK
COMPANIES



EMPLOYS

30%

OF THE NEW YORK
WORKFORCE



GENERATES

18%

OF ALL NEW YORK
BUSINESS REVENUE



Diverse



CONSTRUCTION

6.0%



HEALTHCARE

8.0%



RETAIL

10.0%



WHOLESALE

13.0%



FINANCE, INSURANCE,
REAL ESTATE

12.0%



BUSINESS SERVICES

32.0%



MANUFACTURING

14.0%

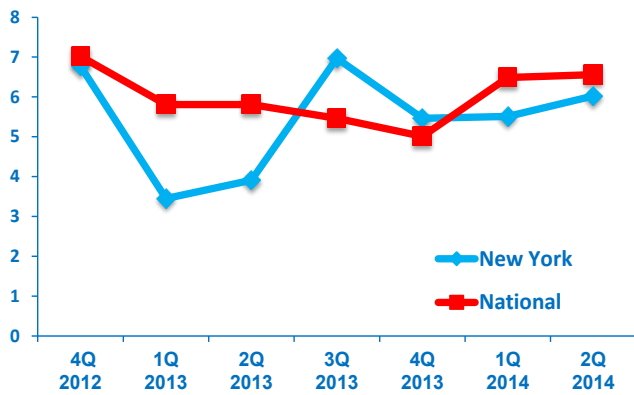


TRANSPORTATION,
COMMUNICATIONS,
UTILITIES

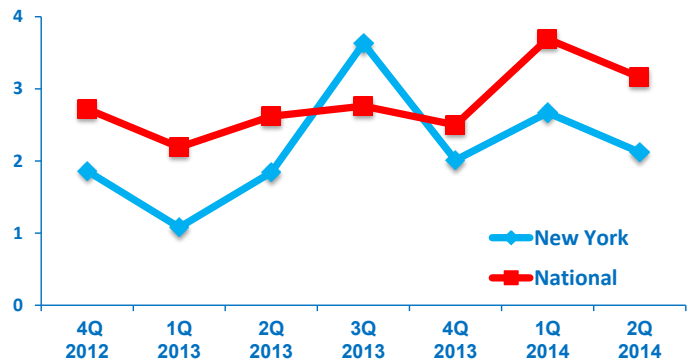
4.0%

NEW YORK GROWTH VS. NATIONAL

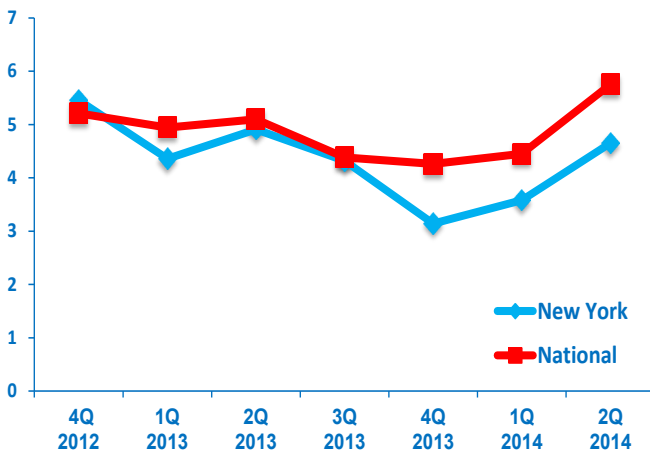
Revenue Growth past 12 months



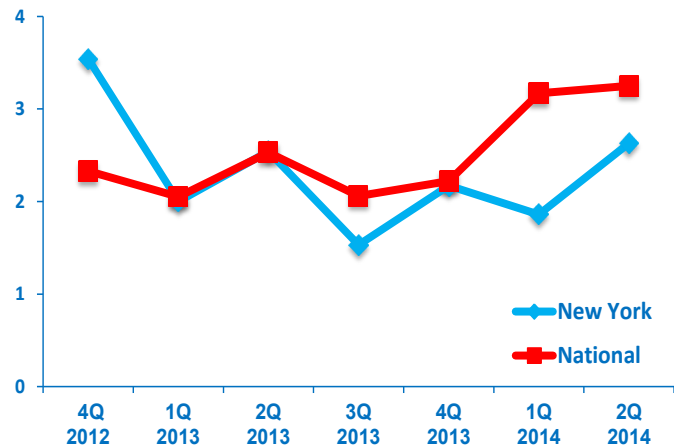
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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THE MIDDLE MARKET

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