

**NEW YORK
GROWTH**



Revenue Growth

8.6%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5%

Past 12 Months National

5.2%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5%

Next 12 Months National

Employment Growth

2.6%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.5%

Past 12 Months National

2.8%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.6%

Next 12 Months National

New York Companies less confident than their peers



GLOBAL ECONOMY

65%



NATIONAL ECONOMY

75%



LOCAL ECONOMY

77%

VS. NATIONAL MIDDLE MARKET

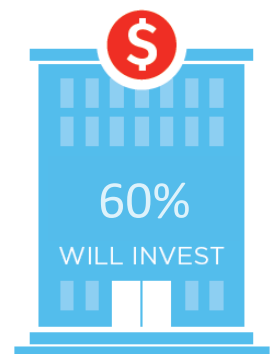
54%

67%

74%

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%



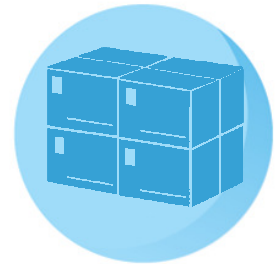
HEALTHCARE

8.0%



RETAIL

10.0%



WHOLESALE

13.0%



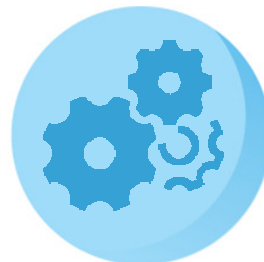
FINANCE, INSURANCE,
REAL ESTATE

12.0%



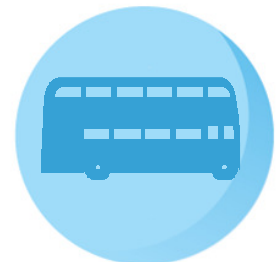
BUSINESS SERVICES

32.0%



MANUFACTURING

14.0%

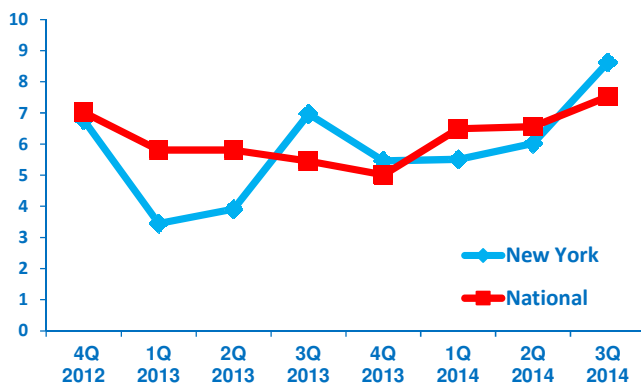


TRANSPORTATION,
COMMUNICATIONS,
UTILITIES

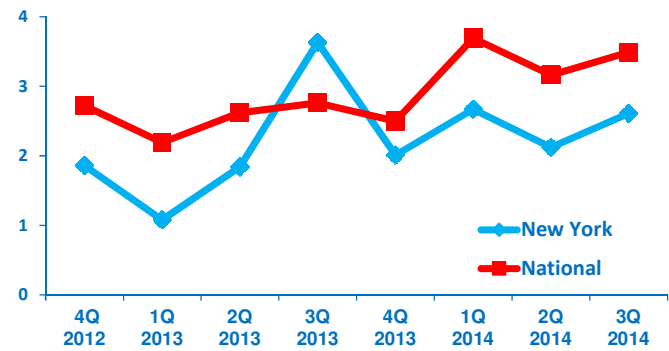
4.0%

NEW YORK GROWTH VS. NATIONAL

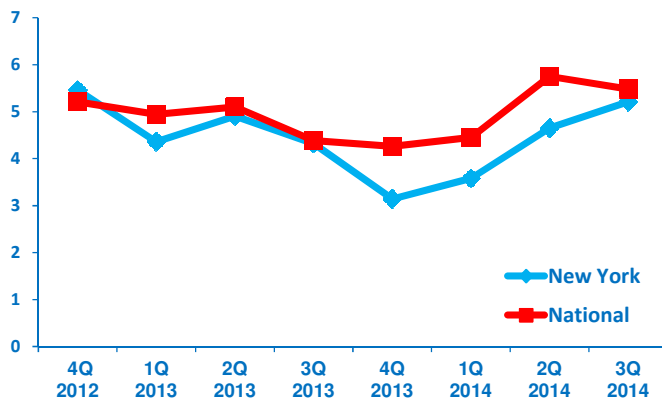
Revenue Growth past 12 months



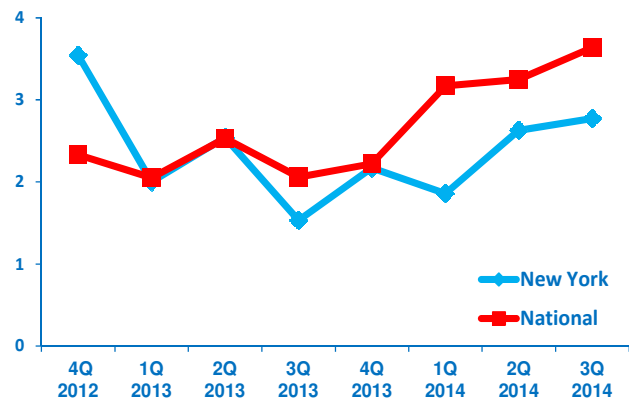
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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THE MIDDLE MARKET

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