



NATIONAL CENTER FOR
THE MIDDLE MARKET

In Collaboration With



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

The National Center for the Middle Market

Promoting Growth of the U.S. Middle Market

About the Center

The National Center for the Middle Market is the nation's first and foremost expert and leading source for the U.S. middle market. Founded in 2011 out of a multiyear partnership between GE Capital and The Ohio State University's Fisher College of Business, the Center has established a track record of funding and publishing journal quality research; providing world-class education, powerful tools, and dynamic events for middle market executives and business students; partnering with other organizations supporting the middle market; and raising national and local awareness of key middle market issues.

The Center's mission is to serve as the leading source of knowledge, leadership, and innovative research on the U.S. middle market economy by providing critical insights and analysis that help drive growth, increase competitiveness, and job creation for companies in this sector.

Areas of Focus

- + Talent Management
- + Growth & Innovation
- + Customer Focus
- + Operational Excellence
- + Globalization

What We Offer

MIDDLE MARKET RESEARCH & DATA

Each year, the Center enables a broad range of academic and practitioner research to create new insights that drive a more competitive U.S. middle market.



QUARTERLY MIDDLE MARKET INDICATOR

The nation's most comprehensive barometer of U.S. middle market performance and future trends.



RESEARCH AND EXPERT PERSPECTIVES

Breakthrough research and perspectives on a diverse set of topics, including talent management, growth and innovation, customer focus, operational excellence and globalization.



INTERACTIVE BENCHMARKING TOOLS

Research translated into insights to help middle market executives compare company performance, supply chain resiliency and CEO compensation.

EXPERTISE & OUTREACH

Experts from the National Center for the Middle Market travel nationwide to share relevant research, highlight growth enablers and discuss trends with middle market companies, policymakers, media and academics.

EDUCATION

Located in one of the top business schools in the country, the Center provides:



EXECUTIVE PROGRAMS

Focus on solving real-world middle market challenges.



WEBINARS

Build capabilities and facilitate best practice sharing among middle market companies.

Connect With the Center

middlemarketcenter.org



Understanding the U.S. Middle Market

The U.S. middle market is defined by companies with annual revenues between \$10 million and \$1 billion. It is incredibly diverse, reaching across all industry segments and encompassing publicly and privately held companies, family-owned businesses, partnerships, and sole proprietorships. While the middle market represents just 3% of all U.S. companies, it accounts for a third of U.S. private sector gross domestic product (GDP) and jobs.

Yet the middle market is not just important from a national perspective. At both the state and local level, in every corner of the country, it is middle market companies that are creating new jobs and driving growth and economic recovery in their regions and communities.

Middle Market Definition

NEARLY

**200,000
BUSINESSES**

IN ALL INDUSTRY
SEGMENTS AND
GEOGRAPHIES



REPRESENTING

3.0%
**OF ALL U.S.
COMPANIES**



**ANNUAL
REVENUE**

RANGING FROM

\$10MM-\$1B

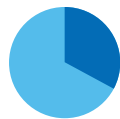


Middle Market Impact



5TH

LARGEST
GLOBAL
ECONOMY



33%

OF PRIVATE
SECTOR GDP

**\$10+
TRILLION**

IN ANNUAL REVENUE



Center Impact

BUILDING A BODY OF KNOWLEDGE

ILLUMINATING THE MIDDLE MARKET

QUARTERLY MIDDLE MARKET
INDICATORS

CUSTOM DATA FOR:

6 STATES

14 CITIES

435 CONGRESSIONAL DISTRICTS

SUPPORTING MIDDLE MARKET BUSINESSES

ACADEMIC RESEARCH PROJECTS
TOPICAL RESEARCH STUDIES
TOOLS

CONNECTING EXECUTIVES

PARTICIPATED IN

100+

MIDDLE MARKET
EVENTS NATIONWIDE



**COACHED 111
GRADUATES**

FROM THE EXECUTIVE
EDUCATION PROGRAM

ACTIVATING A COMMUNITY

18 KEY PARTNERS

ACG, BROOKINGS INSTITUTE, MILKEN
INSTITUTE, CHICAGOLAND CHAMBER
OF COMMERCE, CFO ALLIANCE,
CHERRY BEKAERT

LAUNCHED THE CONGRESSIONAL CAUCUS FOR MIDDLE MARKET GROWTH

IN PARTNERSHIP WITH THE
ASSOCIATION OF CORPORATE GROWTH

ENGAGING STUDENTS THROUGH

MIDDLE MARKET INDUSTRY CLUSTER
PROGRAM, STUDENT SUMMITS, CAREER
FAIRS, FISHER INVITATIONAL CASE
COMPETITIONS

MIDDLEMARKETCENTER.ORG

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