

NEW YORK GROWTH



Revenue Growth

6.2%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.1%

Past 12 Months National

2.7%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7%

Next 12 Months National

Employment Growth

3.8%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.6%

Past 12 Months National

4.0%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

New York companies more confident in economy



GLOBAL ECONOMY

49%



NATIONAL ECONOMY

68%



LOCAL ECONOMY

80%

VS. NATIONAL MIDDLE MARKET

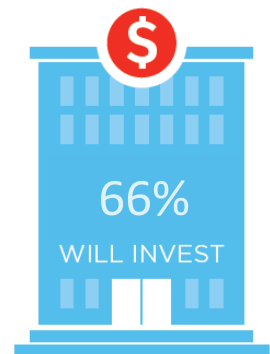
47%

67%

76%

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



NEARLY

10,200

BUSINESSES



NEARLY

\$500B

IN ANNUAL REVENUE



REPRESENTS

0.9%

OF ALL NEW YORK
COMPANIES



EMPLOYS

31%

OF THE NEW YORK
WORKFORCE



GENERATES

19%

OF ALL NEW YORK
BUSINESS REVENUE



Diverse



CONSTRUCTION

6.1%



HEALTHCARE

11.6%



RETAIL TRADE

9.1%



WHOLESALE TRADE

13.0%



FINANCE & INSURANCE

8.1%



PROFESSIONAL SERVICES

9.3%



MANUFACTURING

13.3%

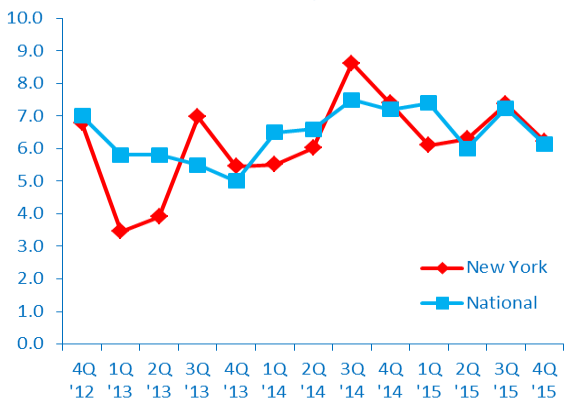


TRANSPORTATION &
WAREHOUSING

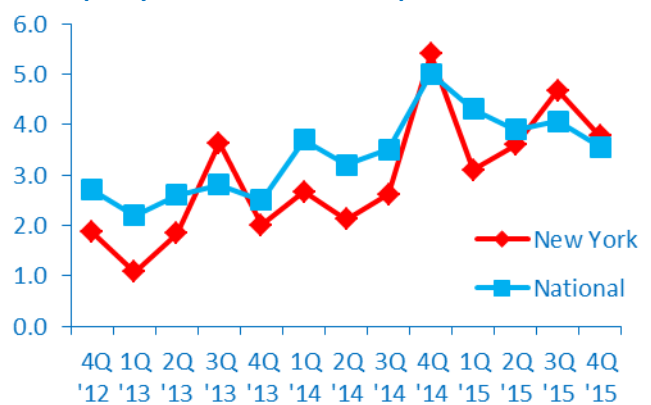
2.1%

NEW YORK GROWTH VS. NATIONAL

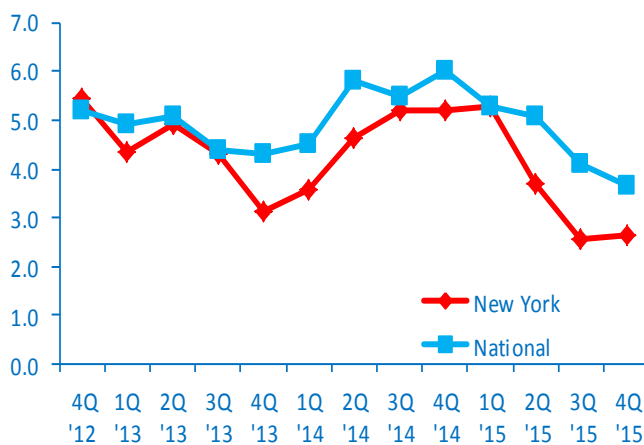
Revenue Growth past 12 months



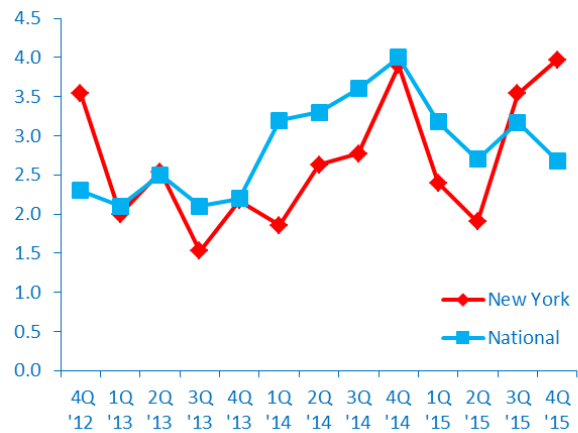
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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THE MIDDLE MARKET

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