

## 3Q 2016 | STATE MIDDLE MARKET INDICATOR

# OHIO GROWTH



### Revenue Growth vs. National

2.6%

OHIO MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

6.3%

Past 12 Months  
National

2.4%

OHIO MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

4.9%

Next 12 Months  
National

### Employment Growth

2.8%

OHIO MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

4.9%

Past 12 Months  
National

2.1%

OHIO MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

4.0%

Next 12 Months  
National

### Ohio companies less confident in global and national economies



GLOBAL ECONOMY

50%



NATIONAL ECONOMY

68%



LOCAL ECONOMY

85%

VS. NATIONAL MIDDLE MARKET

56%

71%

80%

### Preparing for growth through capital investment

Half of middle market companies in Ohio are poised to invest.



IN COLLABORATION WITH

# MEET OHIO'S MIGHTY MIDDLE MARKET

## Ohio's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



NEARLY

**5,400**

BUSINESSES



MORE THAN

**\$225B**

IN ANNUAL REVENUE



REPRESENTS

**0.9%**

OF ALL OHIO  
COMPANIES



EMPLOYS

**28%**

OF THE OHIO  
WORKFORCE



GENERATES

**19%**

OF ALL OHIO  
BUSINESS REVENUE



## 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%**



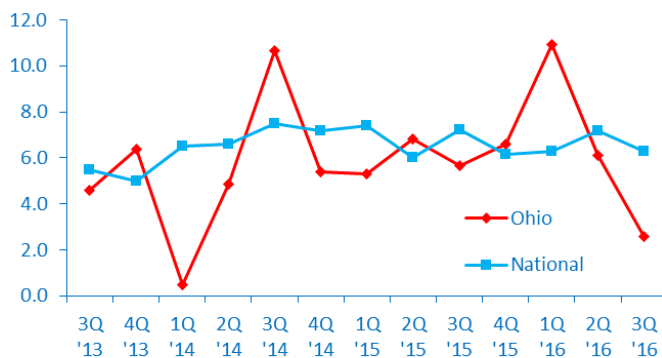
TRANSPORTATION &  
WAREHOUSING

**2.7%**

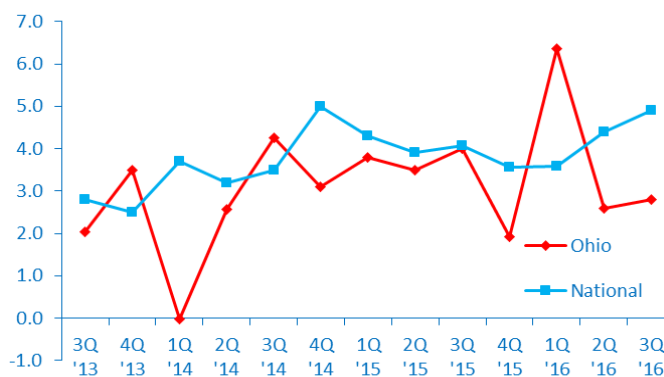
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# OHIO GROWTH VS. NATIONAL

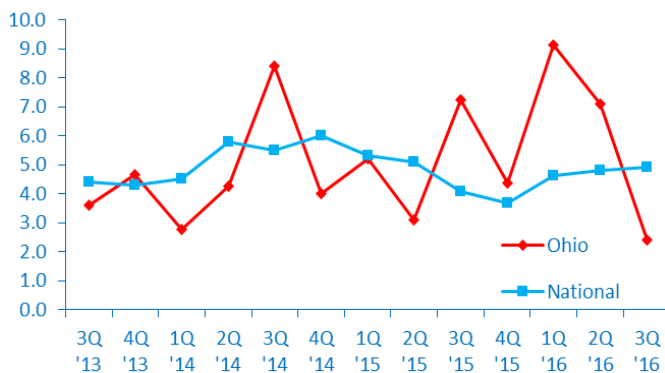
### Revenue Growth past 12 months



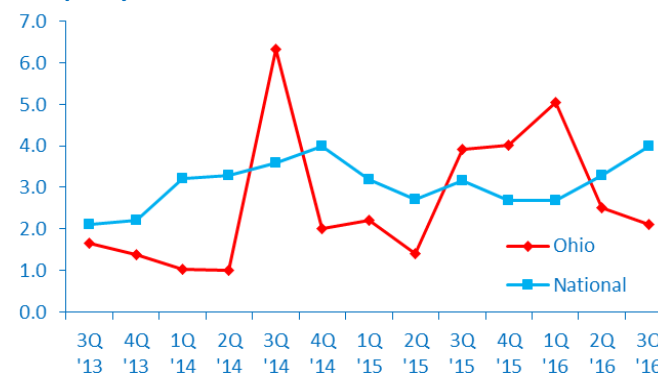
### Employment Growth past 12 months



### Revenue Growth next 12 months



### Employment Growth next 12 months



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