

FLORIDA MIDDLE MARKET INDICATOR



4Q | 2016

IN COLLABORATION WITH









Florida Revenue Growth vs. National

71%
FLORIDA MIDDLE
MARKET GROWTH

6.9% Past 12 Months National

OVER THE PAST

12 MONTHS

6.4%

FLORIDA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

Florida Employment Growth vs. National

5.2%

FLORIDA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 1.7%

FLORIDA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

Florida Companies More Confident Than Peers and National Average



73%



84%



92%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN FLORIDA ARE POISED TO INVEST.



WINDOWS WATER TO SEE THE WATER TO SEE TH

65%

81%

86%

Florida's Middle Market Defined

\$10 MM-\$1B



REPRESENTS

0.4%
OF ALL FLORIDA

COMPANIES

7,000
BUSINESSES



EMPLOYS

25%

OF THE FLORIDA WORKFORCE

MORE THAN

\$277B
IN ANNUAL REVENUE



GENERATES

21%

OF ALL FLORIDA BUSINESS REVENUE

Florida's Middle Market is Diverse



CONSTRUCTION

11.6%



FINANCE & INSURANCE

6.1%



HEALTHCARE

9.6%



PROFESSIONAL SERVICES

7.8%



RETAIL TRADE

12.4%



MANUFACTURING

11.3%



WHOLESALE TRADE

14.4%

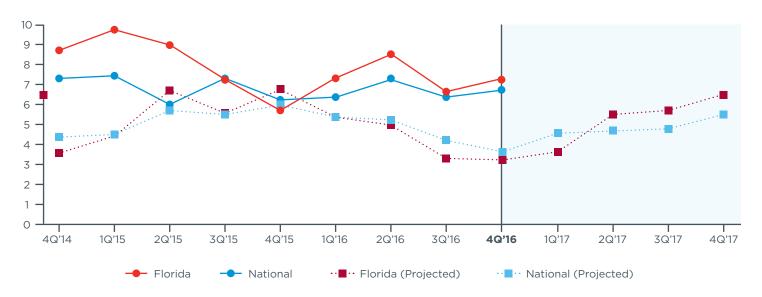


TRANSPORTATION & WAREHOUSING

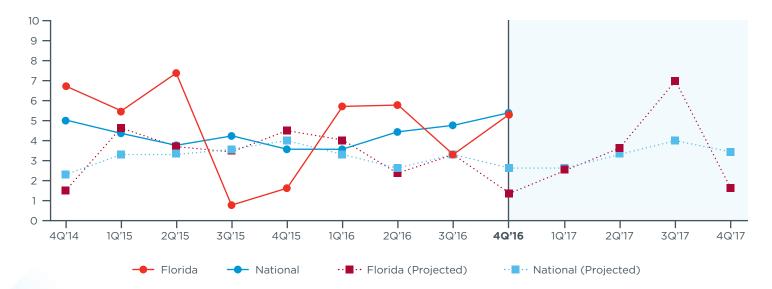
3.3%

4Q | 2016 FLORIDA MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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