



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# NEW YORK

MIDDLE MARKET INDICATOR

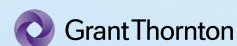


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### New York Revenue Growth vs. National

8.8%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.9% Past 12 Months National

4.9%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5% Next 12 Months National



### New York Employment Growth vs. National

6.7%

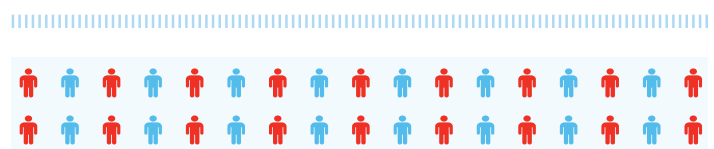
NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.4% Past 12 Months National

3.4%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.4% Next 12 Months National



### New York Companies Less Confident In Local Economy Than National Average



GLOBAL ECONOMY

69%



NATIONAL ECONOMY

83%



LOCAL ECONOMY

81%

VS. NATIONAL MIDDLE MARKET

65%

81%

86%

### Preparing for Growth Through Capital Investment

ABOUT HALF OF NEW YORK MIDDLE MARKET COMPANIES ARE POISED TO INVEST.



## New York's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



REPRESENTS  
**0.9%**  
OF ALL NEW YORK  
COMPANIES

NEARLY  
**10,200**  
BUSINESSES



EMPLOYS  
**31%**  
OF THE NEW YORK  
WORKFORCE

MORE THAN  
**\$500B**  
IN ANNUAL REVENUE



GENERATES  
**19%**  
OF ALL NEW YORK  
BUSINESS REVENUE

## New York's Middle Market is Diverse



CONSTRUCTION  
**6.1%**



HEALTHCARE  
**11.6%**



RETAIL TRADE  
**9.1%**



WHOLESALE TRADE  
**13.0%**



FINANCE & INSURANCE  
**8.1%**



PROFESSIONAL SERVICES  
**9.3%**

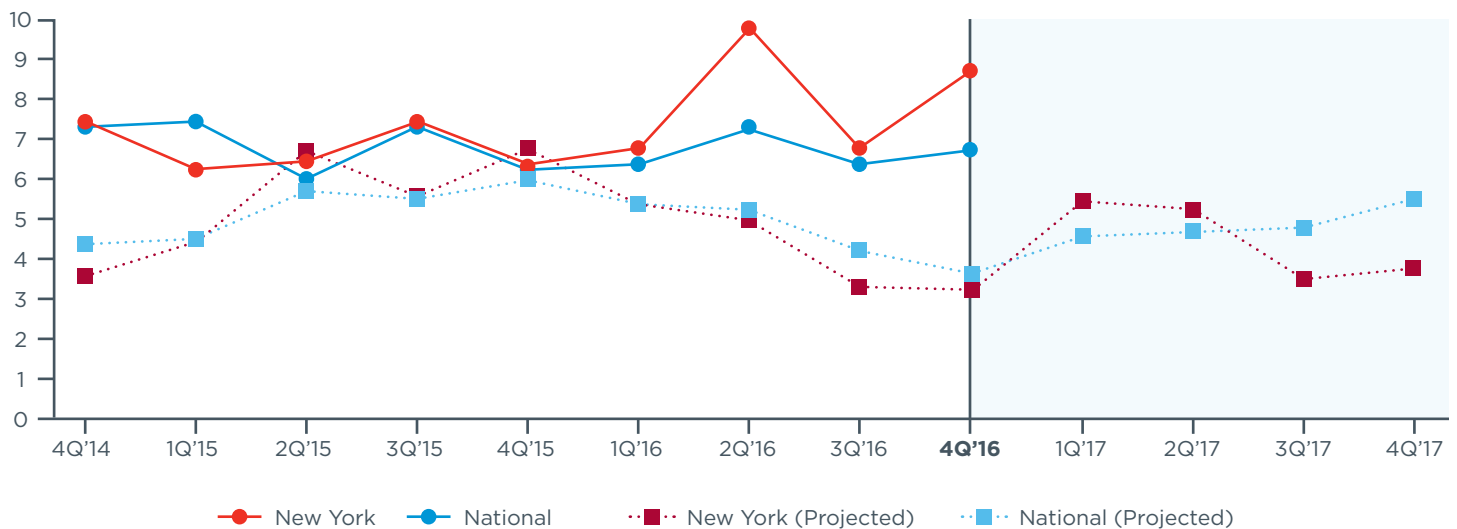


MANUFACTURING  
**13.3%**



TRANSPORTATION  
& WAREHOUSING  
**2.1%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

