



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# OHIO

MIDDLE MARKET INDICATOR

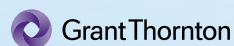


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Ohio Revenue Growth vs. National

7.1%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.9%

Past 12 Months National

4.8%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5%

Next 12 Months National

### Ohio Employment Growth vs. National

9.0%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.4%

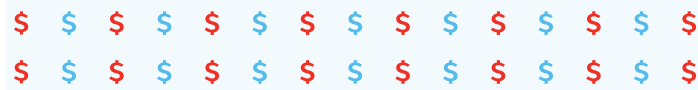
Past 12 Months National

8.0%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.4%

Next 12 Months National



### Ohio Companies More Confident In The Economy Than National Average



GLOBAL ECONOMY

74%



NATIONAL ECONOMY

87%



LOCAL ECONOMY

89%

VS. NATIONAL MIDDLE MARKET

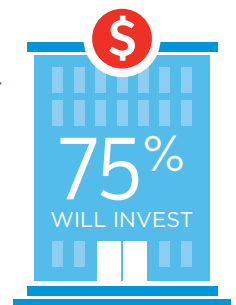
65%

81%

86%

### Preparing for Growth Through Capital Investment

THREE-QUARTERS OF MIDDLE MARKET COMPANIES IN OHIO ARE POISED TO INVEST.



## Ohio's Middle Market Defined

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



REPRESENTS  
**0.9%**  
OF ALL OHIO  
COMPANIES

NEARLY  
**5,400**  
BUSINESSES



EMPLOYS  
**28%**  
OF THE OHIO  
WORKFORCE

MORE THAN  
**\$225 B**  
IN ANNUAL REVENUE



GENERATES  
**19%**  
OF ALL OHIO  
BUSINESS REVENUE

## Ohio's Middle Market is Diverse



CONSTRUCTION  
**6.8%**



HEALTHCARE  
**10.1%**



RETAIL TRADE  
**10.6%**



WHOLESALE TRADE  
**12.0%**



FINANCE & INSURANCE  
**4.5%**



PROFESSIONAL SERVICES  
**6.1%**

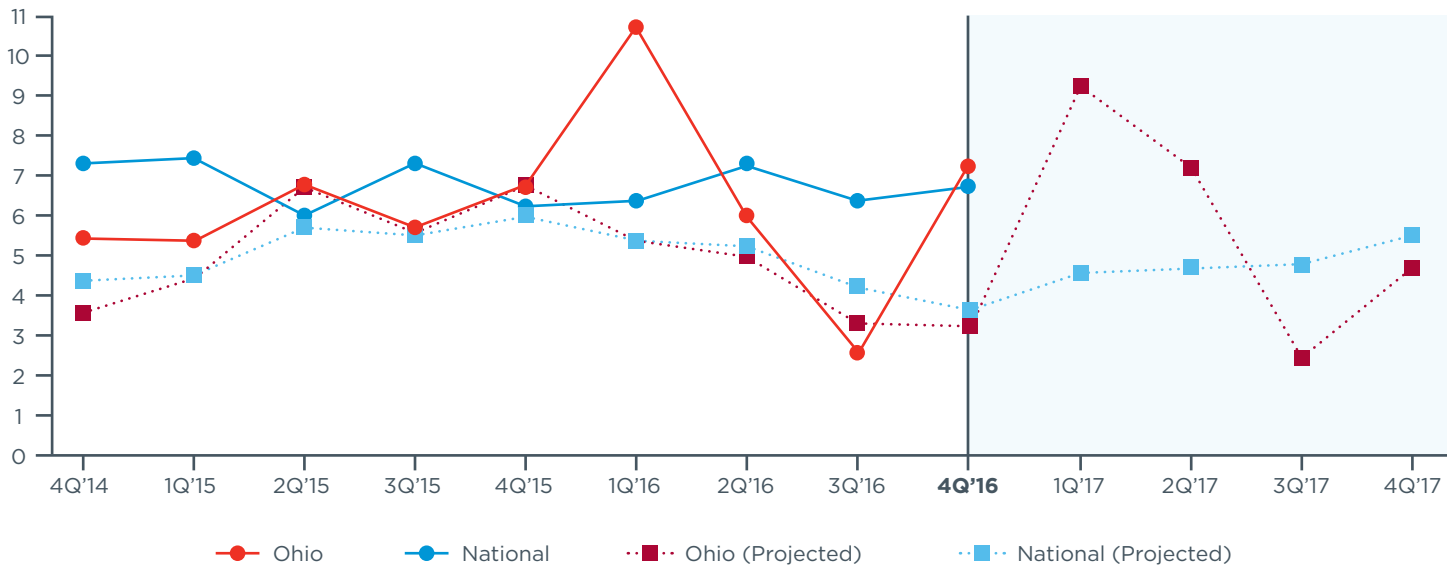


MANUFACTURING  
**23.0%**



TRANSPORTATION  
& WAREHOUSING  
**2.7%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

