

OHO MIDDLE MARKET INDICATOR



4Q | 2016

IN COLLABORATION WITH









Ohio Revenue Growth vs. National

71%
OHIO MIDDLE
MARKET GROWTH
OVER THE PAST



12 MONTHS

Past 12 Months National 4.8%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

Ohio Employment Growth vs. National

9.0%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 8.0%

OHIO MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS



Next 12 Months National

Ohio Companies More Confident In The Economy Than National Average



74%



87%



89%

Preparing for Growth Through Capital Investment

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



WINDOWS WATER TO SEE THE WATER TO SEE TH

65%

81%

86%

Ohio's Middle Market Defined

\$10 MM-\$1B



REPRESENTS

0.9%

OF ALL OHIO COMPANIES

NEARLY

5,400
BUSINESSES



EMPLOYS

28%

OF THE OHIO WORKFORCE

*225B

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%

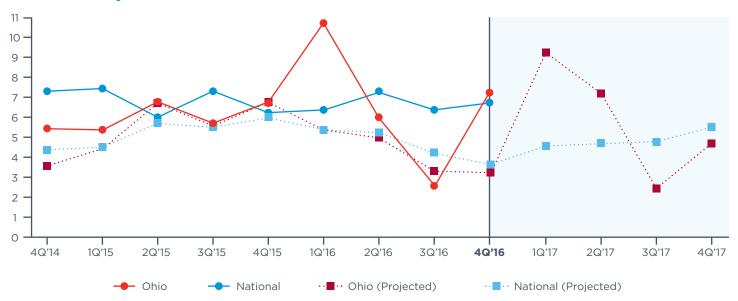


TRANSPORTATION & WAREHOUSING

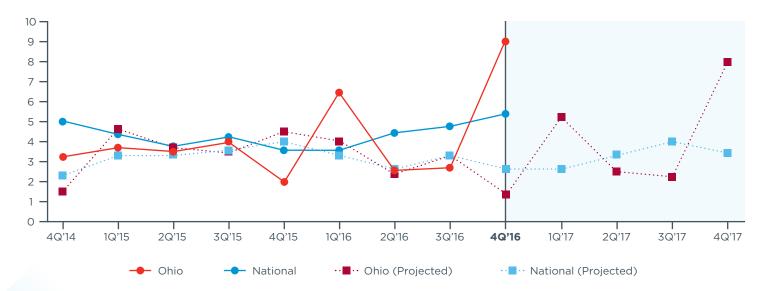
2.7%

4Q | 2016 OHIO MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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