



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# NEW YORK

MIDDLE MARKET INDICATOR

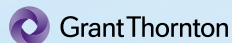


1Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### New York Revenue Growth vs. National

9.6%

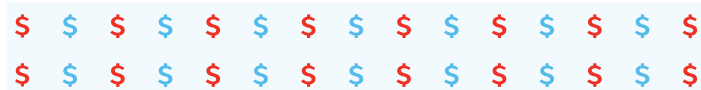
NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

9.2% Past 12 Months National

10.1%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

8.8% Next 12 Months National



### New York Employment Growth vs. National

11.8%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5% Past 12 Months National

6.7%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0% Next 12 Months National



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



GLOBAL ECONOMY

80%



NATIONAL ECONOMY

89%



LOCAL ECONOMY

90%

VS. NATIONAL MIDDLE MARKET

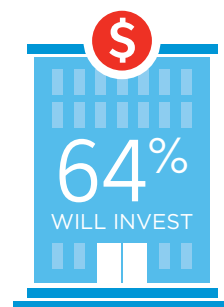
77%

90%

88%

### Preparing for Growth Through Capital Investment

MORE THAN 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%**

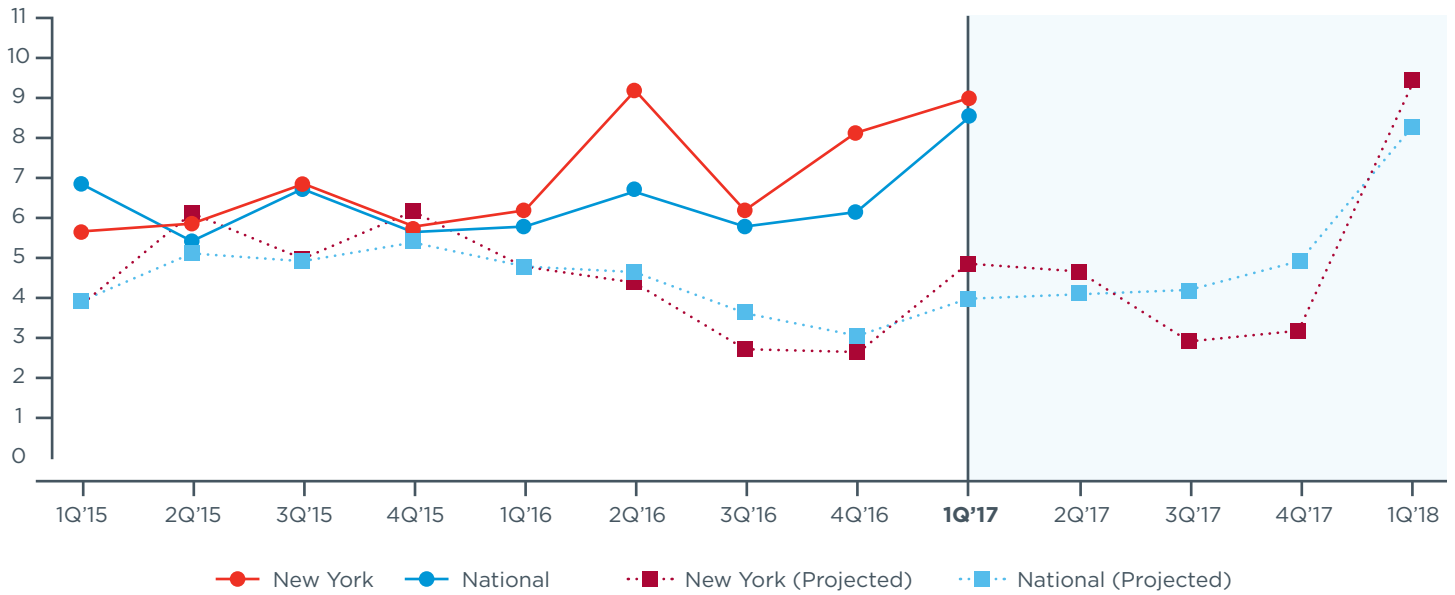


MANUFACTURING  
**13.3%**



TRANSPORTATION  
& WAREHOUSING  
**2.1%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

