

# OHO MIDDLE MARKET INDICATOR



1Q | 2017

IN COLLABORATION WITH









#### Ohio Revenue Growth vs. National

73%
OHIO MIDDLE
MARKET GROWTH

OVER THE PAST 12 MONTHS

9.2%

Past 12 Months National 9.5%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

8.8%

Next 12 Months National

#### Ohio Employment Growth vs. National

3.9%

OHIO MIDDLE
MARKET GROWTH
OVER THE PAST
12 MONTHS

7.5%

Past 12 Months National 5.1%

OHIO MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS

6.0%

Next 12 Months National

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



S4%



97%



89%

## Preparing for Growth Through Capital Investment

HALF OF MIDDLE MARKET COMPANIES IN OHIO ARE POISED TO INVEST.



VS. NATIONAL MIDDLE MARKET

77%

90%

88%

#### 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

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%

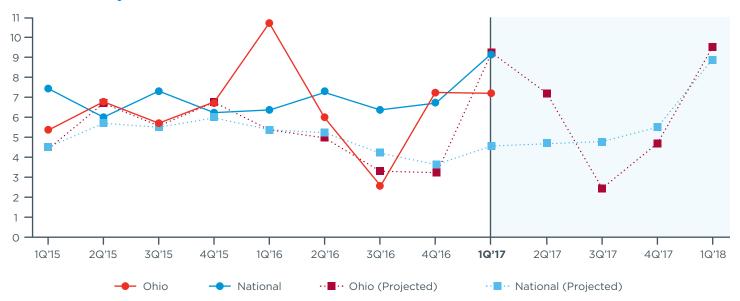


TRANSPORTATION & WAREHOUSING

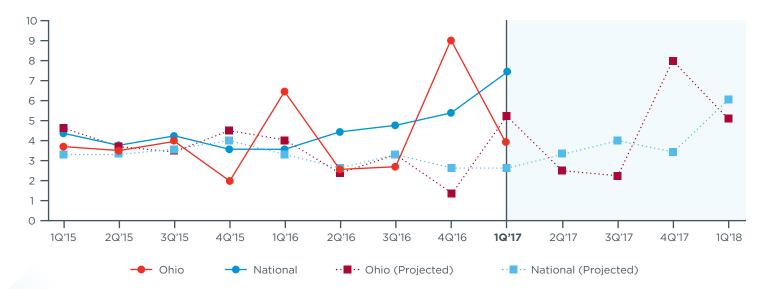
2.7%

### 1Q | 2017 OHIO MIDDLE MARKET INDICATOR

#### Actual & Projected Revenue Growth



#### **Actual & Projected Employee Growth**



Copyright © 2017 The Ohio State University. All rights reserved. This publication provides general information and should not be used or taken as business, financial, tax, accounting, legal, or other advice, or relied upon in substitution for the exercise of your independent judgment. For your specific situation or where otherwise required, expert advice should be sought. The views expressed in this publication reflect those of the authors and contributors, and not necessarily the views of The Ohio State University or any of their affiliates. Although The Ohio State University believes that the information contained in this publication has been obtained from, and is based upon, sources The Ohio State University believes to be reliable. The Ohio State University does not guarantee its accuracy, and it may be incomplete or condensed. The Ohio State University makes no representation or warranties of any kind whatsoever in respect of such information. The Ohio State University accepts no liability of any kind for loss arising from the use of the material presented in this publication.