



NATIONAL CENTER FOR
THE MIDDLE MARKET

NEW YORK

MIDDLE MARKET INDICATOR

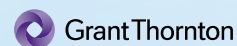


3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



New York Revenue Growth vs. National

6.4%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



5.1%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



New York Employment Growth vs. National

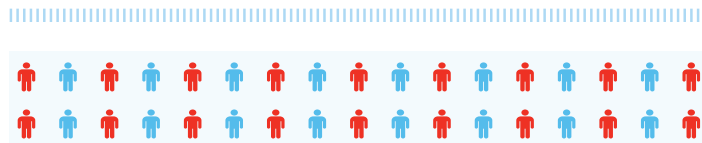
5.3%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



3.3%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



New York Companies Less Confident Than National Average



GLOBAL ECONOMY

64%



NATIONAL ECONOMY

76%



LOCAL ECONOMY

79%

VS. NATIONAL MIDDLE MARKET

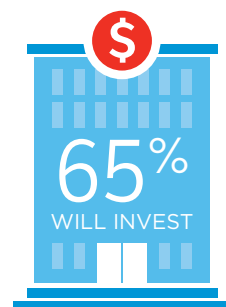
74%

83%

88%

Preparing for Growth Through Capital Investment

THE MAJORITY 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%

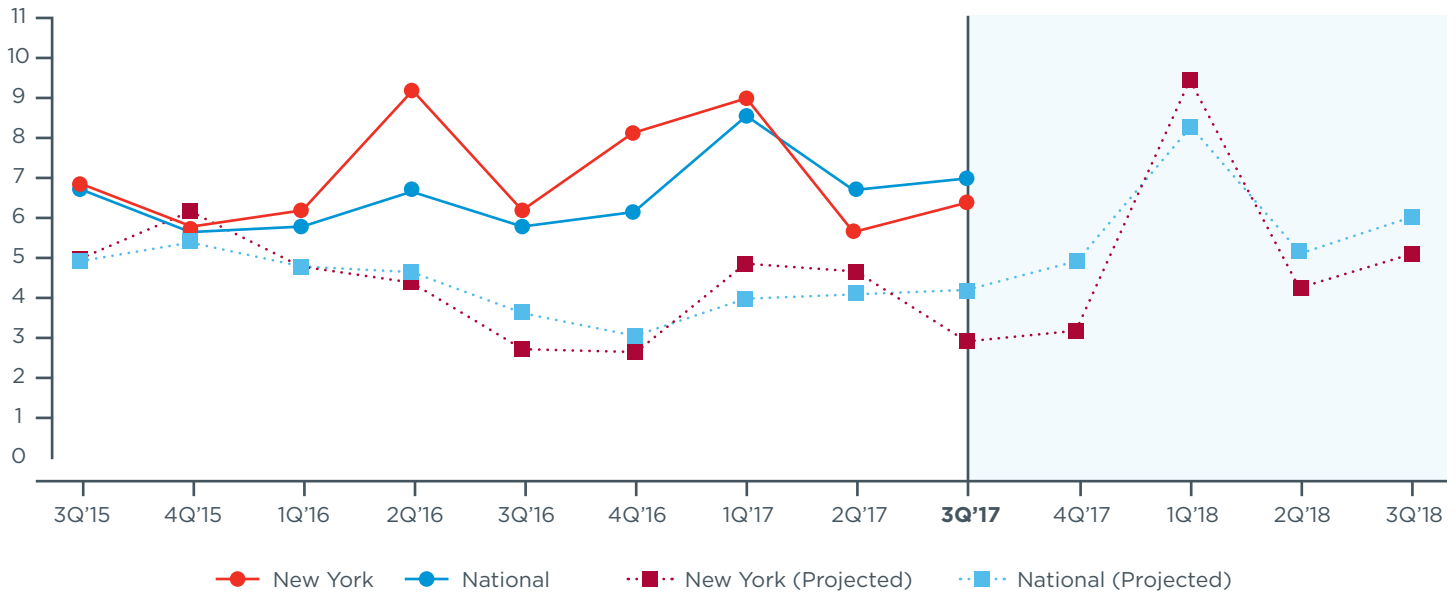


MANUFACTURING
13.3%



TRANSPORTATION
& WAREHOUSING
2.1%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

