



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# NEW YORK

MIDDLE MARKET INDICATOR

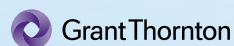


4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



New York Revenue Growth vs. National

7.7%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.6%

Past 12 Months National

5.7%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4%

Next 12 Months National

New York Employment Growth vs. National

4.3%

NEW YORK MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2%

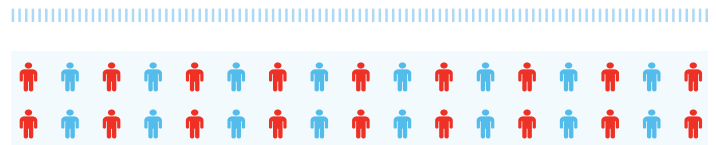
Past 12 Months National

3.5%

NEW YORK MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7%

Next 12 Months National



New York Companies Slightly Less Confident in Global Economy Than National Average



GLOBAL ECONOMY

73%



NATIONAL ECONOMY

87%



LOCAL ECONOMY

88%

VS. NATIONAL MIDDLE MARKET

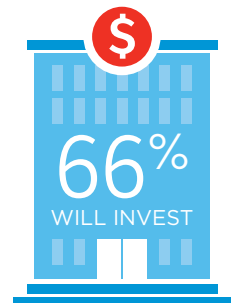
75%

86%

88%

Preparing for Growth Through Capital Investment

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%**

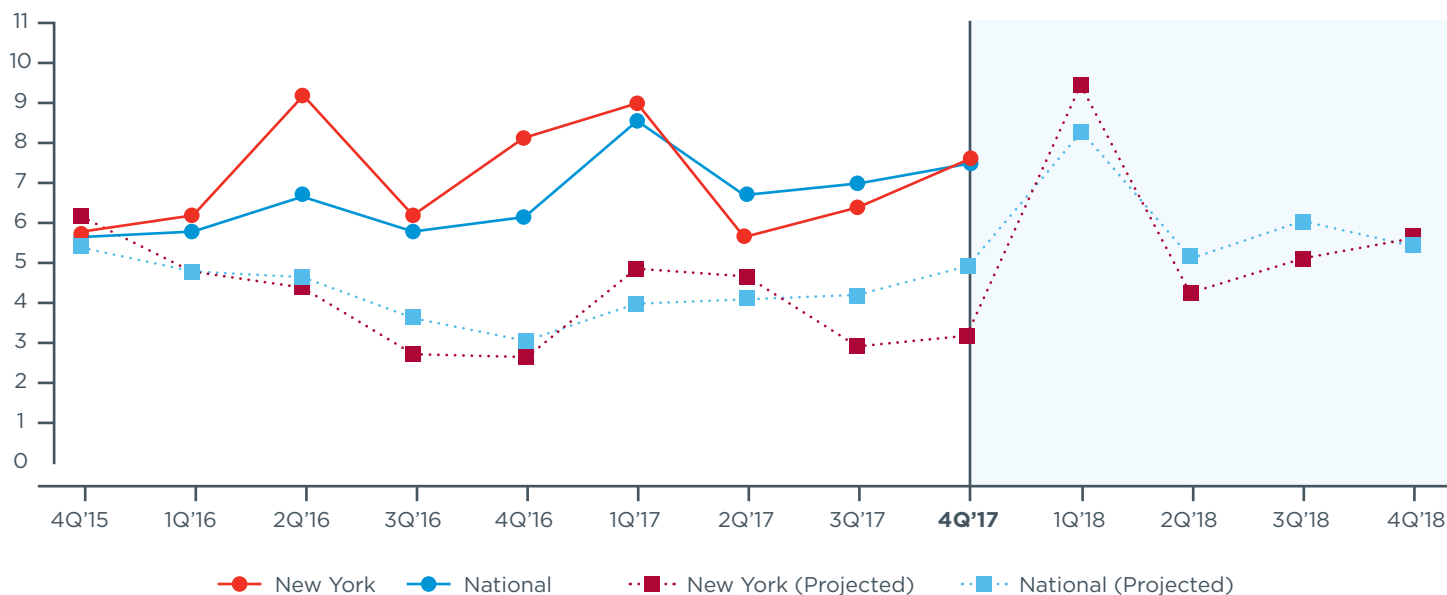


MANUFACTURING  
**13.3%**



TRANSPORTATION  
& WAREHOUSING  
**2.1%**

## Actual & Projected Revenue Growth



## Actual & Projected Employee Growth

