



NATIONAL CENTER FOR
THE MIDDLE MARKET

OHIO

MIDDLE MARKET INDICATOR

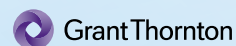


4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Ohio Revenue Growth vs. National

0.9%

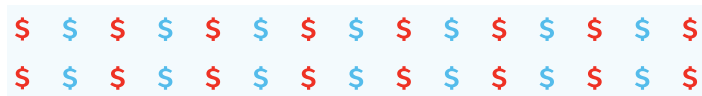
OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.6% Past 12 Months National

5.8%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4% Next 12 Months National



Ohio Employment Growth vs. National

0.9%

OHIO MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2% Past 12 Months National

2.8%

OHIO MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7% Next 12 Months National



Ohio Companies More Confident In Local Economy Than National Average



GLOBAL ECONOMY

64%



NATIONAL ECONOMY

77%



LOCAL ECONOMY

89%

VS. NATIONAL MIDDLE MARKET

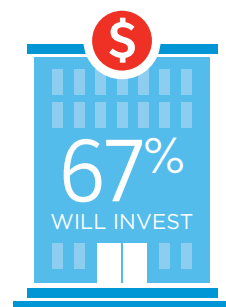
75%

86%

88%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN OHIO ARE POISED TO INVEST.



Ohio's Middle Market Defined

ANNUAL REVENUE
\$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%

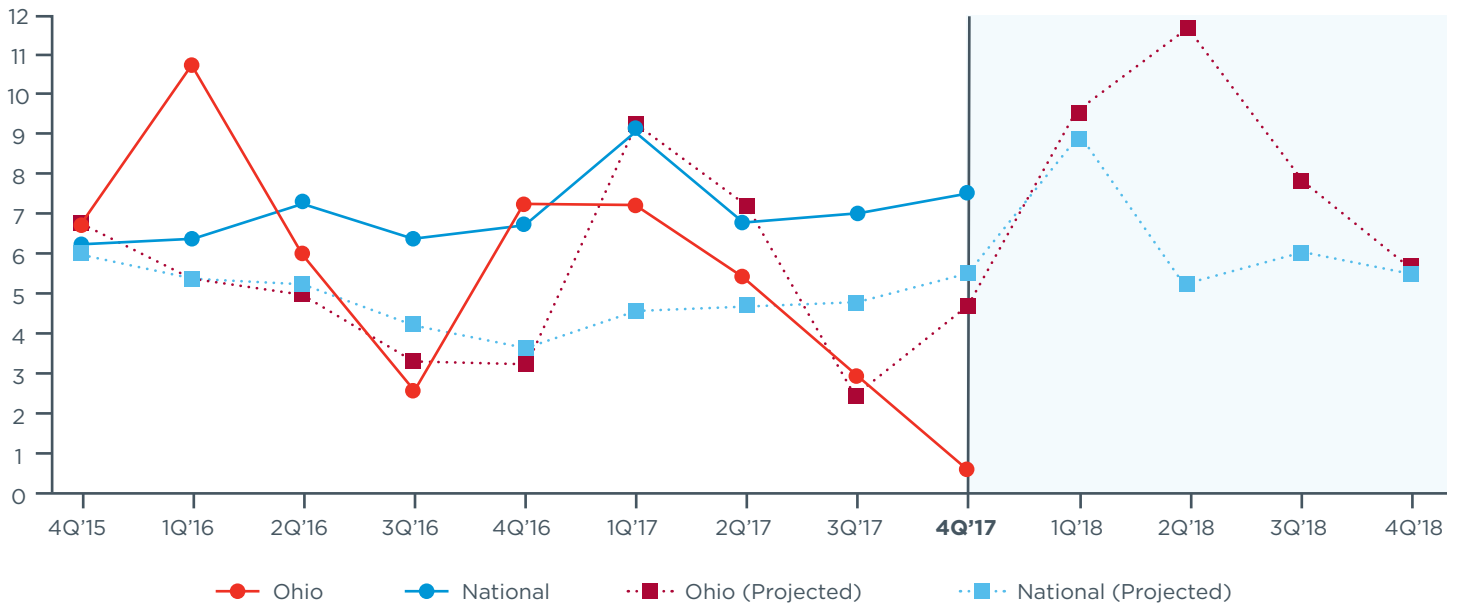


MANUFACTURING
23.0%



TRANSPORTATION
& WAREHOUSING
2.7%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

