

FLORIDA

MIDDLE MARKET INDICATOR

3Q 2018



IN COLLABORATION WITH









Florida Revenue Growth vs. National

FLORIDA MIDDLE MARKET

PAST 12 MO.

8.6%

Past 12 Months National

FLORIDA MIDDLE MARKET

NEXT 12 MO.

National

Next 12 Months

Florida Employment Growth vs. National

> **FLORIDA MIDDLE MARKET**

PAST 12 MO.

Past 12 Months National

FLORIDA MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National





Local Confidence Is High in Florida, but Global and National Confidence Slip



GLOBAL ECONOMY



NATIONAL ECONOMY



LOCAL ECONOMY

Preparing for Growth Through Capital Investment

WILLINGNESS TO **INVEST REBOUNDS** SIGNIFICANTLY FROM LAST QUARTER'S REPORTED 55%.



VS. NATIONAL MIDDLE MARKET

80%

88%

93%

Florida's Middle Market Defined

ANNUAL REVENUE \$10 MM-\$1B



REPRESENTS

OF ALL FLORIDA **COMPANIES**

NEARLY

7,000 BUSINESSES



EMPLOYS

OF THE FLORIDA WORKFORCE

MORE THAN

IN ANNUAL REVENUE



GENERATES

OF ALL FLORIDA **BUSINESS REVENUE**

Florida's Middle Market is Diverse



CONSTRUCTION



HEALTHCARE



RETAIL TRADE



WHOLESALE TRADE



FINANCE & INSURANCE



PROFESSIONAL SERVICES

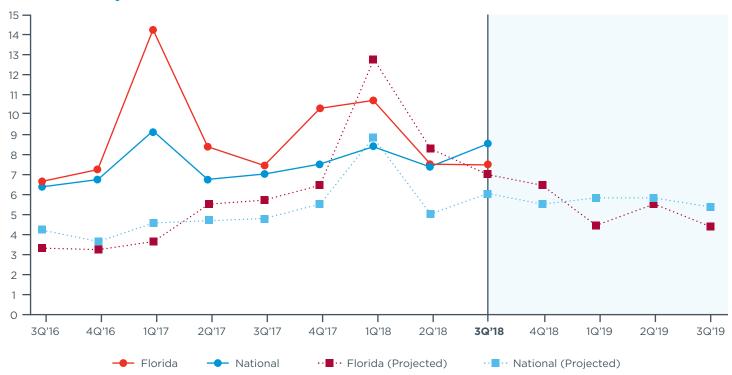


MANUFACTURING

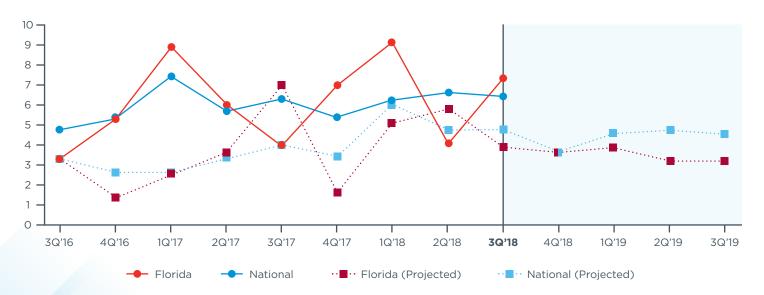


TRANSPORTATION & WAREHOUSING

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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