

OHIO

MIDDLE MARKET INDICATOR

3Q 2018



IN COLLABORATION WITH









Ohio Revenue Growth vs. National

PAST 12 MO.

10.8%

OHIO

MIDDLE MARKET

OHIO MIDDLE MARKET

NEXT 12 MO.

4.2%

nths

6.4% Past 12 Months National

OHIO

MIDDLE MARKET

PAST 12 MO.

OHIO
MIDDLE MARKET

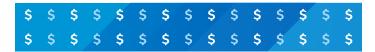
NEXT 12 MO.

4.7%

8.6% Past 12 Months National



4.6% Next 12 Months National





Ohio Employment Growth vs. National

National and Local Confidence Remains Strong in Ohio; Global Confidence Dips



79%



NATIONAL ECONOMY

90%



LOCAL ECONOMY

100%

Preparing for Growth Through Capital Investment

OHIO MIDDLE
MARKET LEADER'S
APPETITE TO
INVEST DROPS
SIGNIFICANTLY SINCE
LAST QUARTER'S
REPORTED 88%.



VS. NATIONAL MIDDLE MARKET

80%

88%

93%

Ohio's Middle Market Defined

ANNUAL REVENUE

\$10 MM-\$1B



REPRESENTS

0.9%

OF ALL OHIO COMPANIES

NEARLY

5,400

BUSINESSES



EMPLOYS

78%

OF THE OHIO WORKFORCE

MORE THAN

\$225B

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

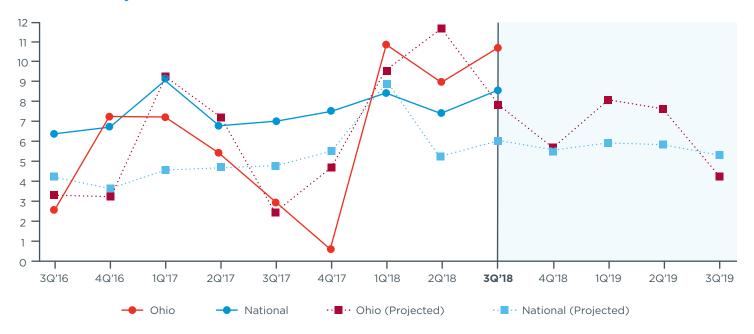
23.0%



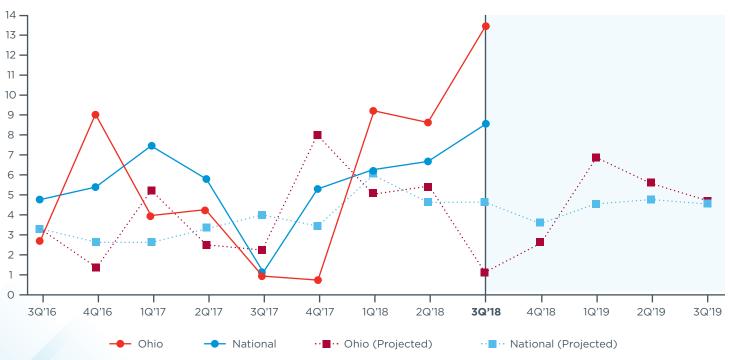
TRANSPORTATION & WADEHOUSING

2.7%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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