



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# OHIO

MIDDLE MARKET INDICATOR

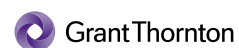
3Q | 2018



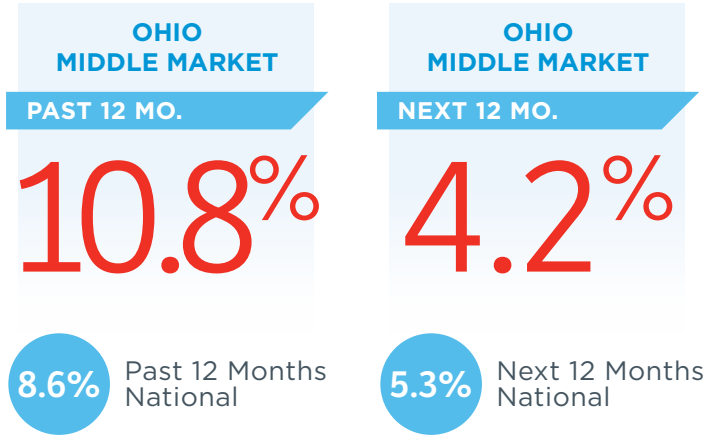
IN COLLABORATION WITH



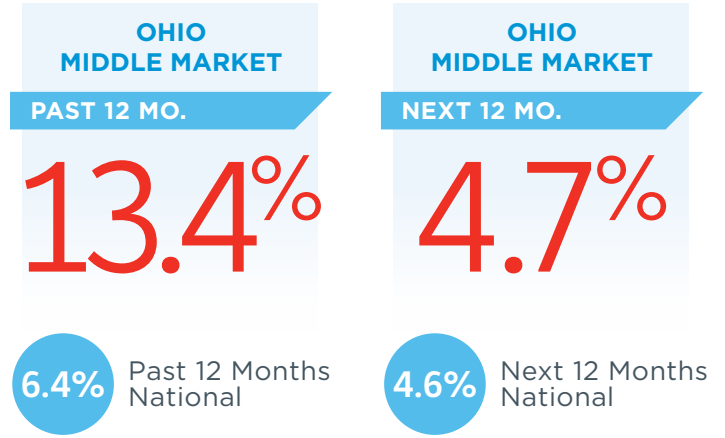
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



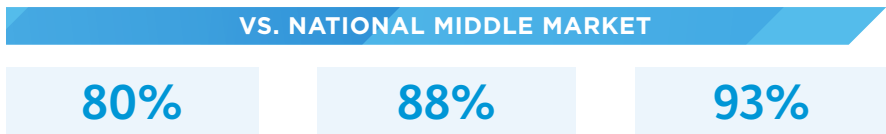
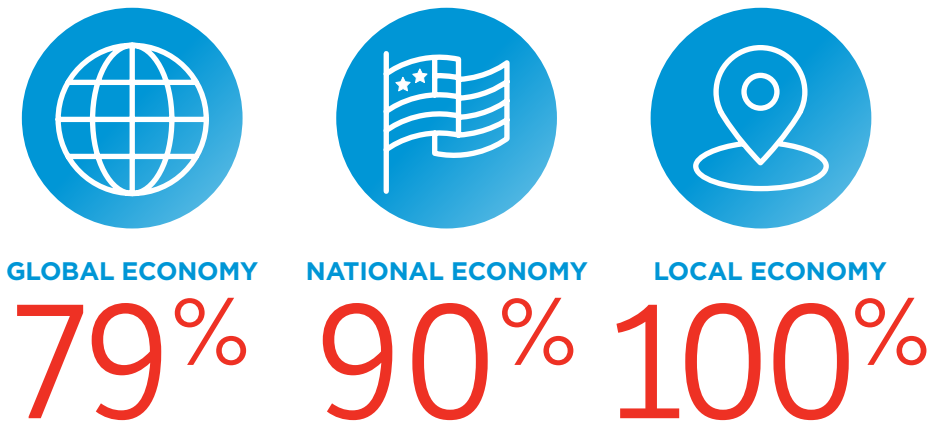
### Ohio Revenue Growth vs. National



### Ohio Employment Growth vs. National

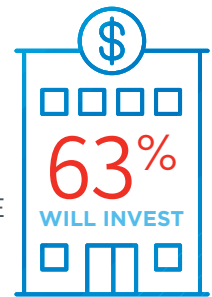


### National and Local Confidence Remains Strong in Ohio; Global Confidence Dips



### Preparing for Growth Through Capital Investment

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



## Ohio's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



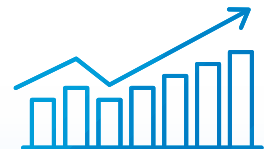
REPRESENTS  
**0.9%**  
OF ALL OHIO  
COMPANIES

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%**



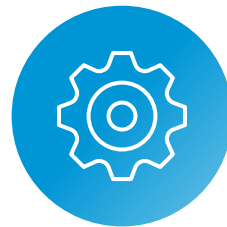
WHOLESALE TRADE  
**12.0%**



FINANCE & INSURANCE  
**4.5%**



PROFESSIONAL  
SERVICES  
**6.1%**

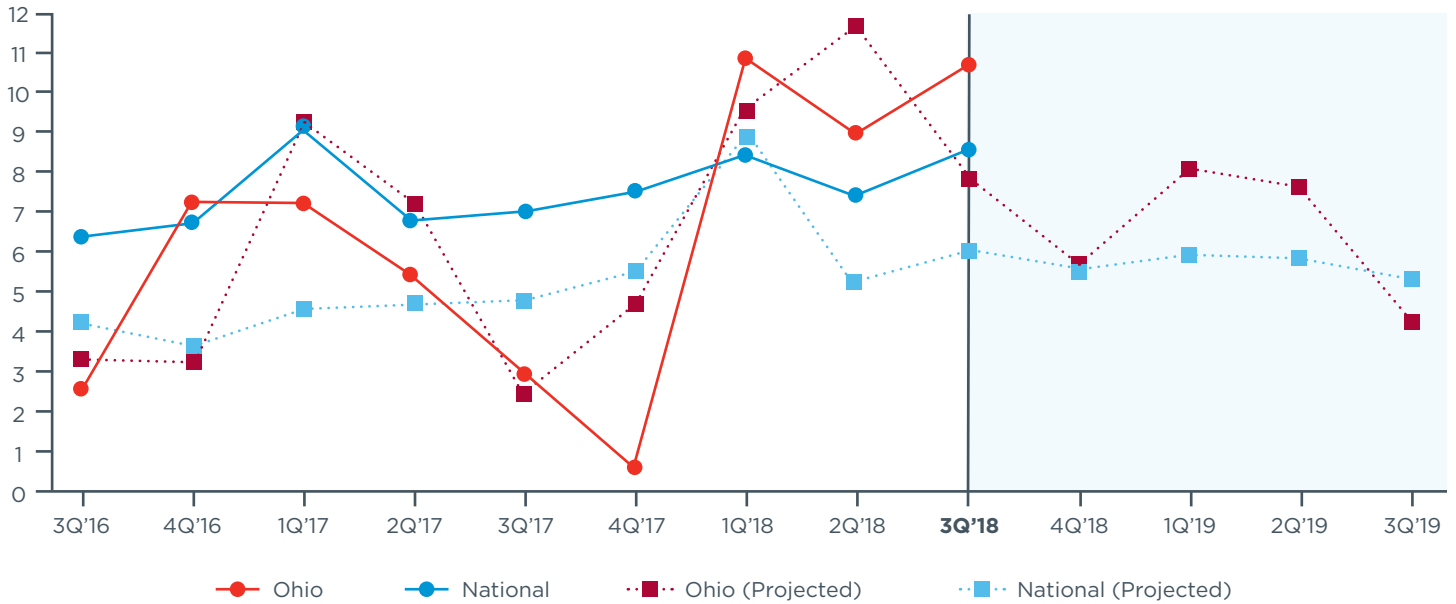


MANUFACTURING  
**23.0%**



TRANSPORTATION  
& WAREHOUSING  
**2.7%**

## Actual & Projected Revenue Growth



## Actual & Projected Employee Growth

