

OHIO

MIDDLE MARKET INDICATOR

1Q | 2018



IN COLLABORATION WITH









Ohio Revenue Growth vs. National

OHIO **MIDDLE MARKET**

PAST 12 MO.

8.4%

National

Past 12 Months

OHIO **MIDDLE MARKET**

NEXT 12 MO.

National

Next 12 Months

Ohio Employment Growth vs. National

OHIO **MIDDLE MARKET**

PAST 12 MO.

OHIO **MIDDLE MARKET**

NEXT 12 MO.

Past 12 Months Next 12 Months 6.3% 4.6% National National



Ohio Companies More Confident in Global Economy Than National Average



GLOBAL ECONOMY



NATIONAL ECONOMY



LOCAL ECONOMY

Preparing for Growth Through Capital Investment

THE MAJORITY OF MIDDLE MARKET **COMPANIES IN** OHIO ARE POISED TO INVEST.



VS. NATIONAL MIDDLE MARKET

82%

87%

94%

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

\$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

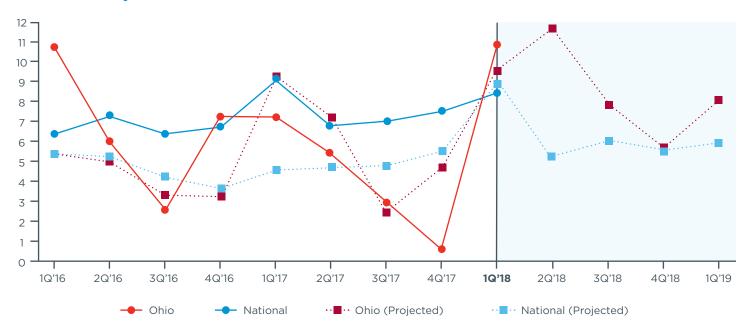
23.0%



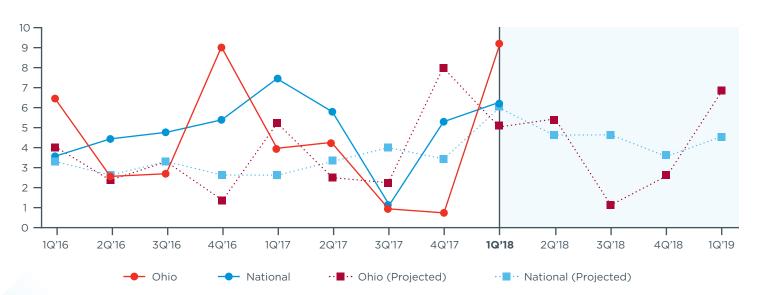
TRANSPORTATION & WADEHOUSING

2.7%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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