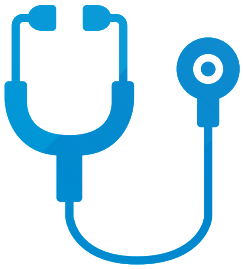
NATIONAL CENTER FOR
THE MIDDLE MARKET

HEALTHCARE

MIDDLE MARKET INDICATOR

3Q | 2019



IN COLLABORATION WITH

THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

Healthcare's Revenue Growth vs. National

HEALTHCARE'S MIDDLE MARKET

PAST 12 MO.

6.0%

5.8% Past 12 Months National

HEALTHCARE'S MIDDLE MARKET

NEXT 12 MO.

3.8%

4.7% Next 12 Months National

Healthcare's Employment Growth vs. National

HEALTHCARE'S MIDDLE MARKET

PAST 12 MO.

4.6%

4.1% Past 12 Months National

HEALTHCARE'S MIDDLE MARKET

NEXT 12 MO.

3.3%

2.5% Next 12 Months National

Healthcare's Top Internal Challenges Over The Next 3 Months

TALENT MANAGEMENT

64%

COSTS

27%

FINANCIAL

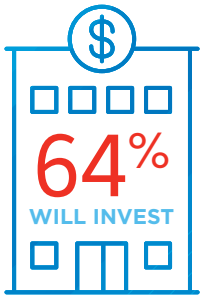
26%

VS. NEXT 12 MONTHS

TALENT MANAGEMENT	FINANCIAL	GOVERNMENT
51%	17%	7%

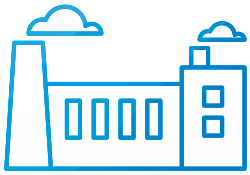
Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST HAS DROPPED AMONG MIDDLE MARKET HEALTHCARE COMPANIES SINCE LAST QUARTER'S REPORTED 70%.



Healthcare's Middle Market Defined

ANNUAL REVENUE
$10 MM–$1 B

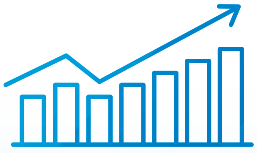


REPRESENTS
0.9%
OF ALL HEALTHCARE COMPANIES

MORE THAN
12,700
BUSINESSES

EMPLOYS
36.8%
OF THE HEALTHCARE WORKFORCE

GENERATING
$765B
IN ANNUAL REVENUE



GENERATES
44.1%
OF ALL HEALTHCARE BUSINESS REVENUE

Source: 2014 D&B Data

Healthcare's Percentage of Revenues Around the World

UNITED STATES
92.7%

CANADA/MEXICO
2.7%

ASIA
0.9%

MIDDLE EAST
0.6%

LATIN AMERICA
0.2%

AFRICA
0.0%

EUROPE
2.5%

OTHER
0.4%

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