



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# MANUFACTURING

MIDDLE MARKET INDICATOR

3Q | 2019



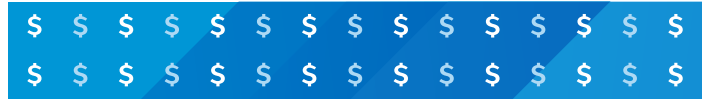
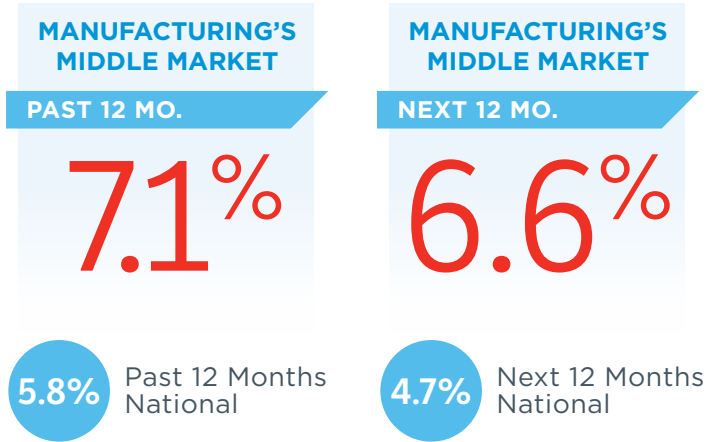
IN COLLABORATION WITH



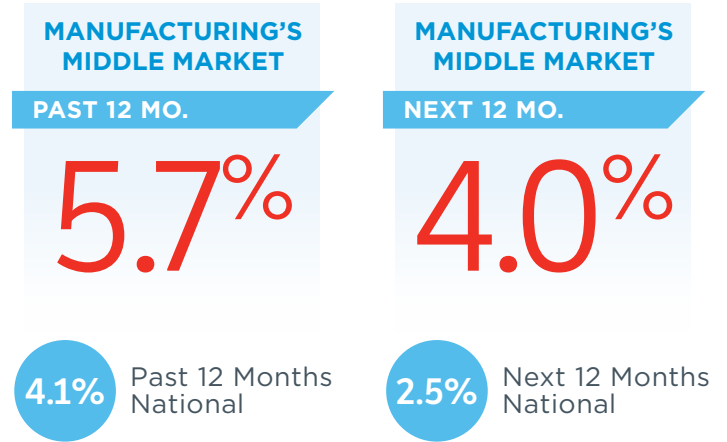
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS

CHUBB®

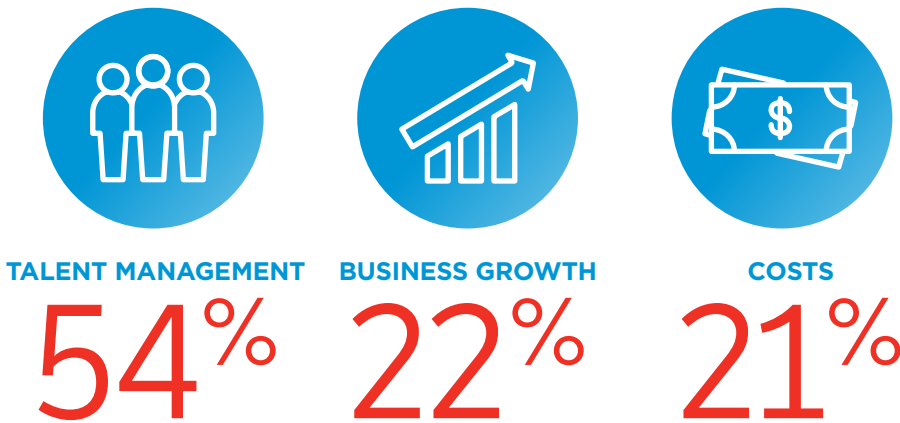
### Manufacturing's Revenue Growth vs. National



### Manufacturing's Employment Growth vs. National

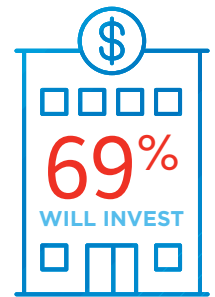


### Manufacturing's Top Internal Challenges Over The Next 3 Months



### Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST HAS DIPPED SLIGHTLY AMONG MANUFACTURING COMPANIES COMPARED TO LAST QUARTER'S 70%.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT	COSTS	FINANCIAL
49%	16%	11%

## Manufacturing's Middle Market Defined

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



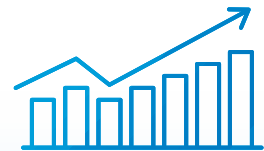
REPRESENTS  
**3.6%**  
OF ALL MANUFACTURING  
COMPANIES

MORE THAN  
**22,200**  
BUSINESSES



EMPLOYS  
**29.9%**  
OF THE MANUFACTURING  
WORKFORCE

GENERATING  
**\$1.1T**  
IN ANNUAL REVENUE



GENERATES  
**15.2%**  
OF ALL MANUFACTURING  
BUSINESS REVENUE

Source: 2014 D&B Data

## Manufacturing's Percentage of Revenues Around the World

