



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# NEW YORK

MIDDLE MARKET INDICATOR

4Q | 2019



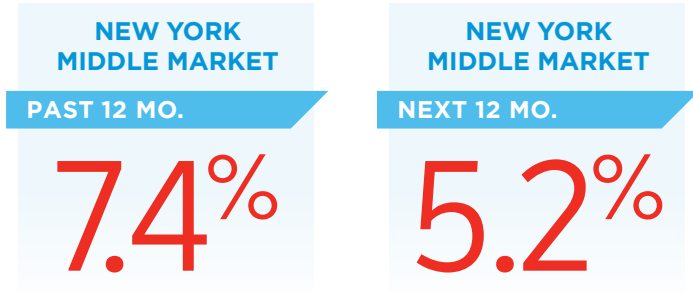
IN COLLABORATION WITH



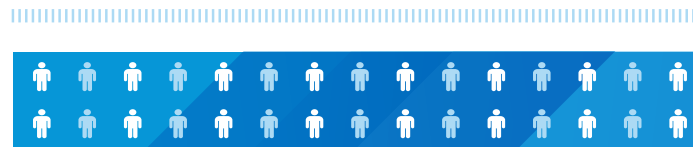
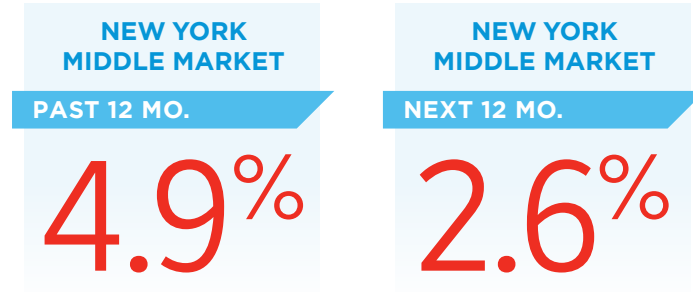
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS

CHUBB®

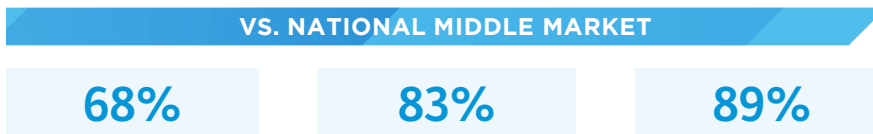
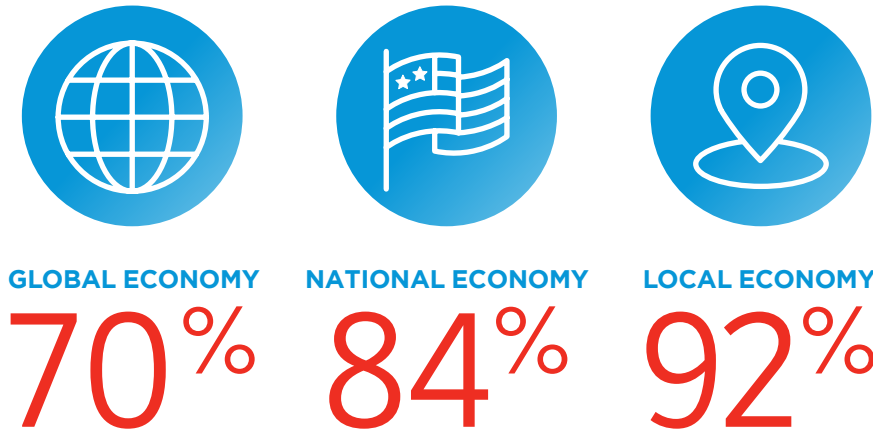
### New York Revenue Growth vs. National



### New York Employment Growth vs. National

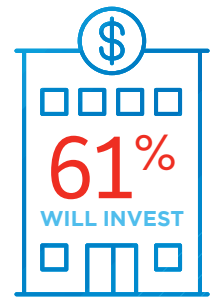


### New York Companies More Confident About Economic Conditions Than National Average



### Preparing for Growth Through Capital Investment

MIDDLE MARKET LEADERS' WILLINGNESS TO INVEST INCREASES COMPARED TO LAST QUARTER'S REPORTED 50%.



## New York's Middle Market Defined

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



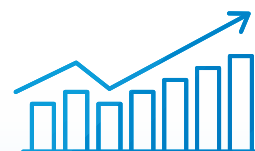
REPRESENTS  
**0.9%**  
OF ALL NEW YORK  
COMPANIES

NEARLY  
**10,200**  
BUSINESSES



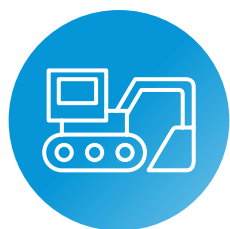
EMPLOYS  
**31%**  
OF THE NEW YORK  
WORKFORCE

MORE THAN  
**\$500B**  
IN ANNUAL REVENUE



GENERATES  
**19%**  
OF ALL NEW YORK  
BUSINESS REVENUE

## New York's Middle Market is Diverse



CONSTRUCTION  
**6.1%**



HEALTHCARE  
**11.6%**



RETAIL TRADE  
**9.1%**



WHOLESALE TRADE  
**13.0%**



FINANCE & INSURANCE  
**8.1%**



PROFESSIONAL  
SERVICES  
**9.3%**

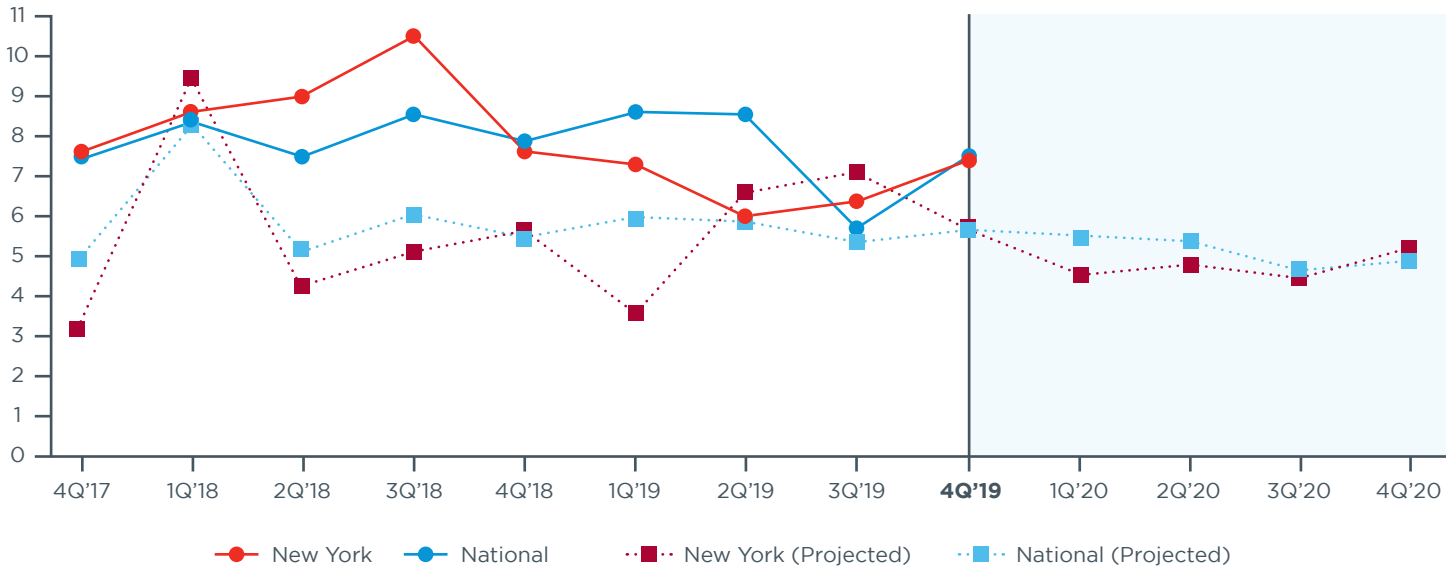


MANUFACTURING  
**13.3%**



TRANSPORTATION  
& WAREHOUSING  
**2.1%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

