

OHIO

MIDDLE MARKET INDICATOR

4Q 2019



IN COLLABORATION WITH





Ohio Revenue Growth vs. National

Ohio Employment Growth vs. National

OHIO **MIDDLE MARKET**

PAST 12 MO.

OHIO **MIDDLE MARKET**

NEXT 12 MO.

National

OHIO **MIDDLE MARKET**

PAST 12 MO.

OHIO **MIDDLE MARKET**

NEXT 12 MO.

Past 12 Months 7.5% National

Next 12 Months

Past 12 Months 5.0% National

Next 12 Months National





Ohio Companies More Confident About Local Economic Conditions Than National Average



GLOBAL ECONOMY



NATIONAL ECONOMY



LOCAL ECONOMY

Preparing for Growth Through Capital Investment

OHIO MIDDLE MARKET LEADERS' APPETITES TO INVEST **SIGNIFICANTLY INCREASE FROM** LAST QUARTER'S REPORTED 45%.



VS. NATIONAL MIDDLE MARKET

68%

83%

89%

Ohio's Middle Market Defined

ANNUAL REVENUE

\$10 MM-\$1B



REPRESENTS

0.9%

OF ALL OHIO COMPANIES

NEARLY

5,400

BUSINESSES



EMPLOYS

78%

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

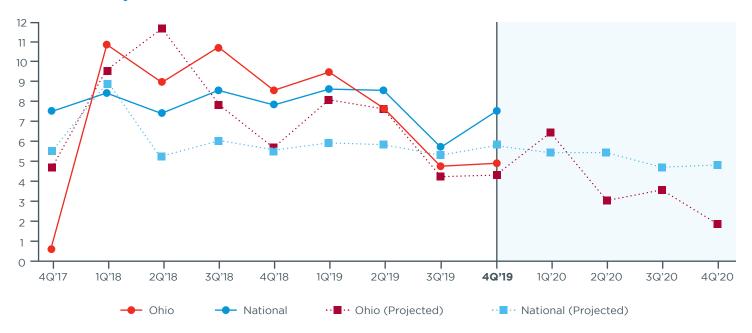
23.0%



TRANSPORTATION & WAREHOUSING

2.7%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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