



NATIONAL CENTER FOR
THE MIDDLE MARKET

OHIO

MIDDLE MARKET INDICATOR

4Q | 2019



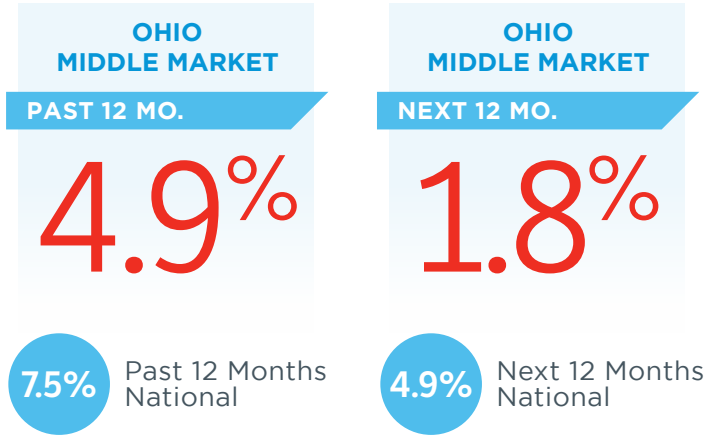
IN COLLABORATION WITH



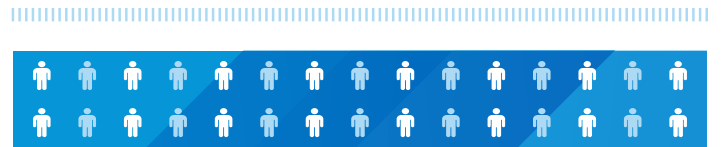
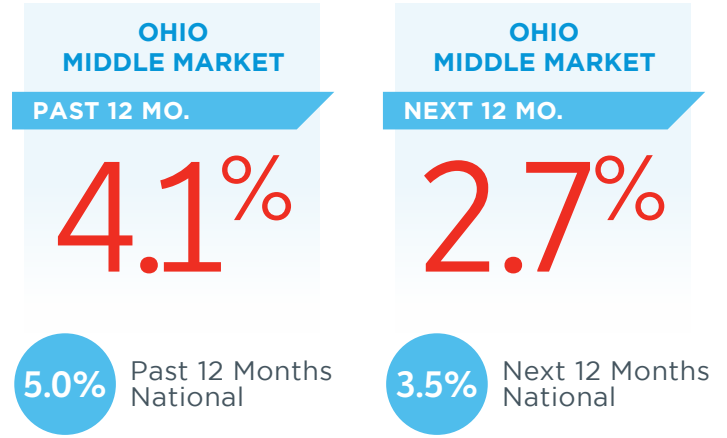
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

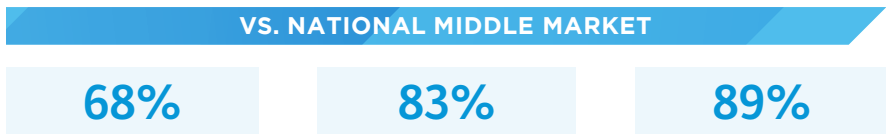
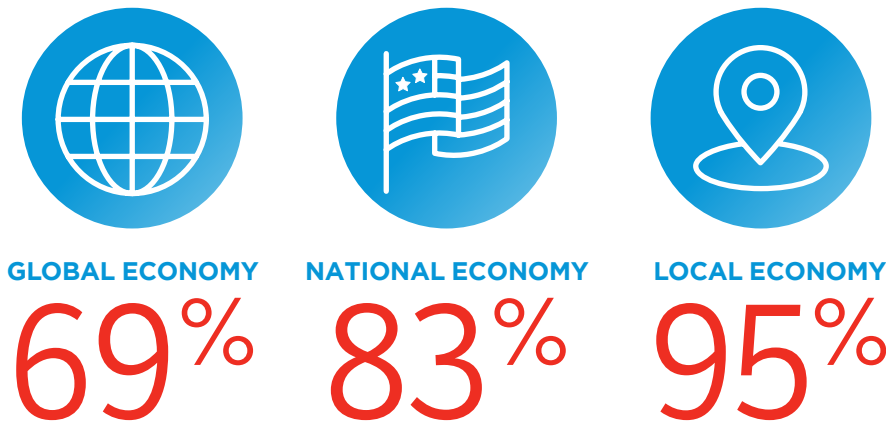
Ohio Revenue Growth vs. National



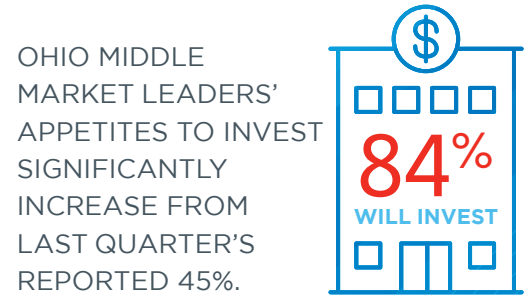
Ohio Employment Growth vs. National



Ohio Companies More Confident About Local Economic Conditions Than National Average



Preparing for Growth Through Capital Investment



Ohio's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



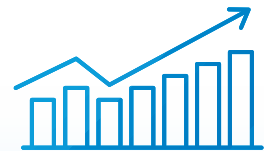
REPRESENTS
0.9%
OF ALL OHIO
COMPANIES

NEARLY
5,400
BUSINESSES



EMPLOYS
28%
OF THE OHIO
WORKFORCE

MORE THAN
\$225 B
IN ANNUAL REVENUE



GENERATES
19%
OF ALL OHIO
BUSINESS REVENUE

Ohio's Middle Market is Diverse



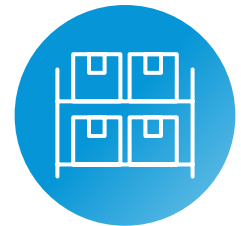
CONSTRUCTION
6.8%



HEALTHCARE
10.1%



RETAIL TRADE
10.6%



WHOLESALE TRADE
12.0%



FINANCE & INSURANCE
4.5%



PROFESSIONAL
SERVICES
6.1%

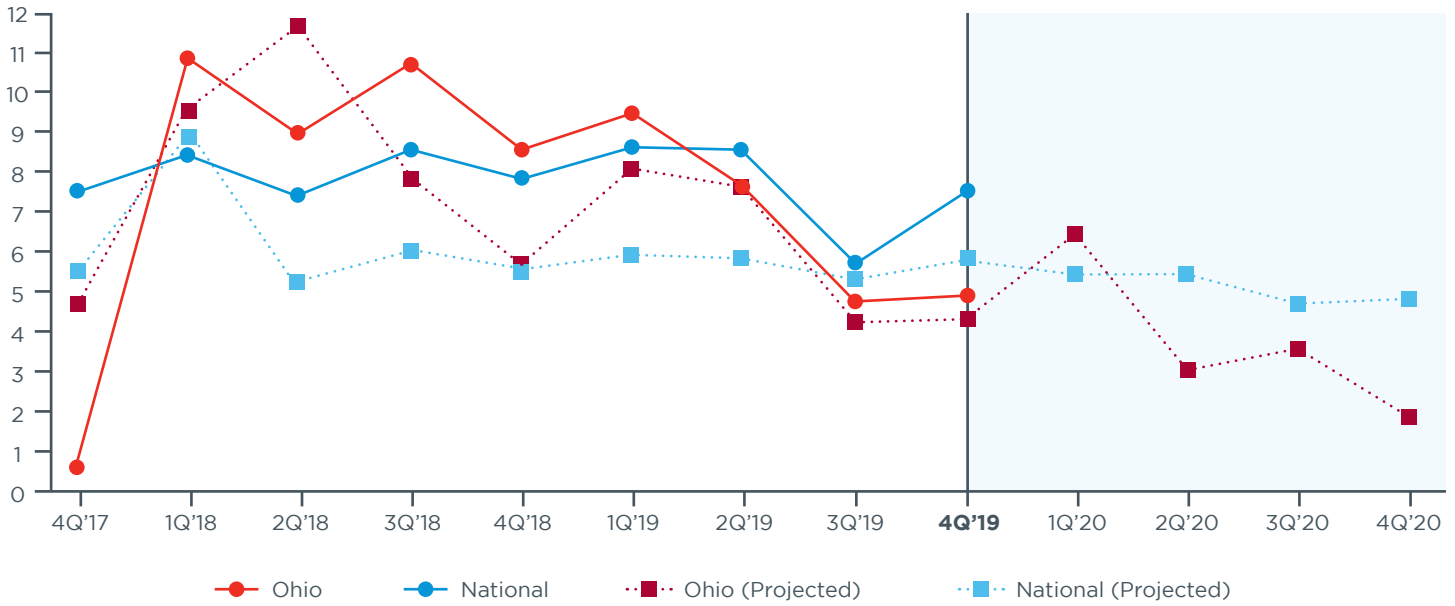


MANUFACTURING
23.0%



TRANSPORTATION
& WAREHOUSING
2.7%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

