



NATIONAL CENTER FOR
THE MIDDLE MARKET

CALIFORNIA

MIDDLE MARKET INDICATOR

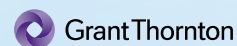


1Q | 2017

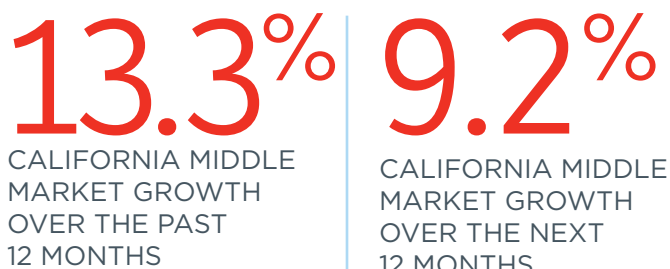
IN COLLABORATION WITH



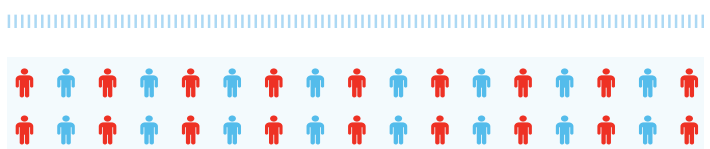
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



California Revenue Growth vs. National



California Employment Growth vs. National



California Companies Are More Confident Than National Average



GLOBAL ECONOMY

83%



NATIONAL ECONOMY

93%



LOCAL ECONOMY

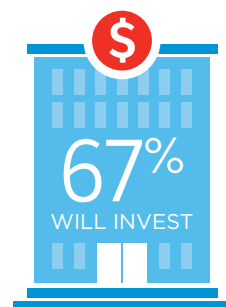
98%

VS. NATIONAL MIDDLE MARKET



Preparing for Growth Through Capital Investment

MORE THAN HALF OF CALIFORNIA MIDDLE MARKET COMPANIES ARE POISED TO INVEST.



California's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



REPRESENTS
0.7%
OF ALL CALIFORNIA
COMPANIES

MORE THAN
16,000
BUSINESSES



EMPLOYS
29%
OF THE CALIFORNIA
WORKFORCE

GENERATING
\$730B
IN ANNUAL REVENUE



GENERATES
21%
OF ALL CALIFORNIA
BUSINESS REVENUE

California's Middle Market is Diverse



CONSTRUCTION
8.8%



HEALTHCARE
6.5%



RETAIL TRADE
9.8%



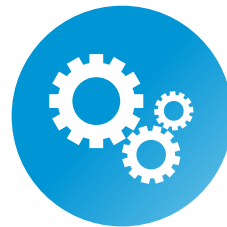
WHOLESALE TRADE
14.4%



FINANCE & INSURANCE
5.2%



PROFESSIONAL SERVICES
9.2%

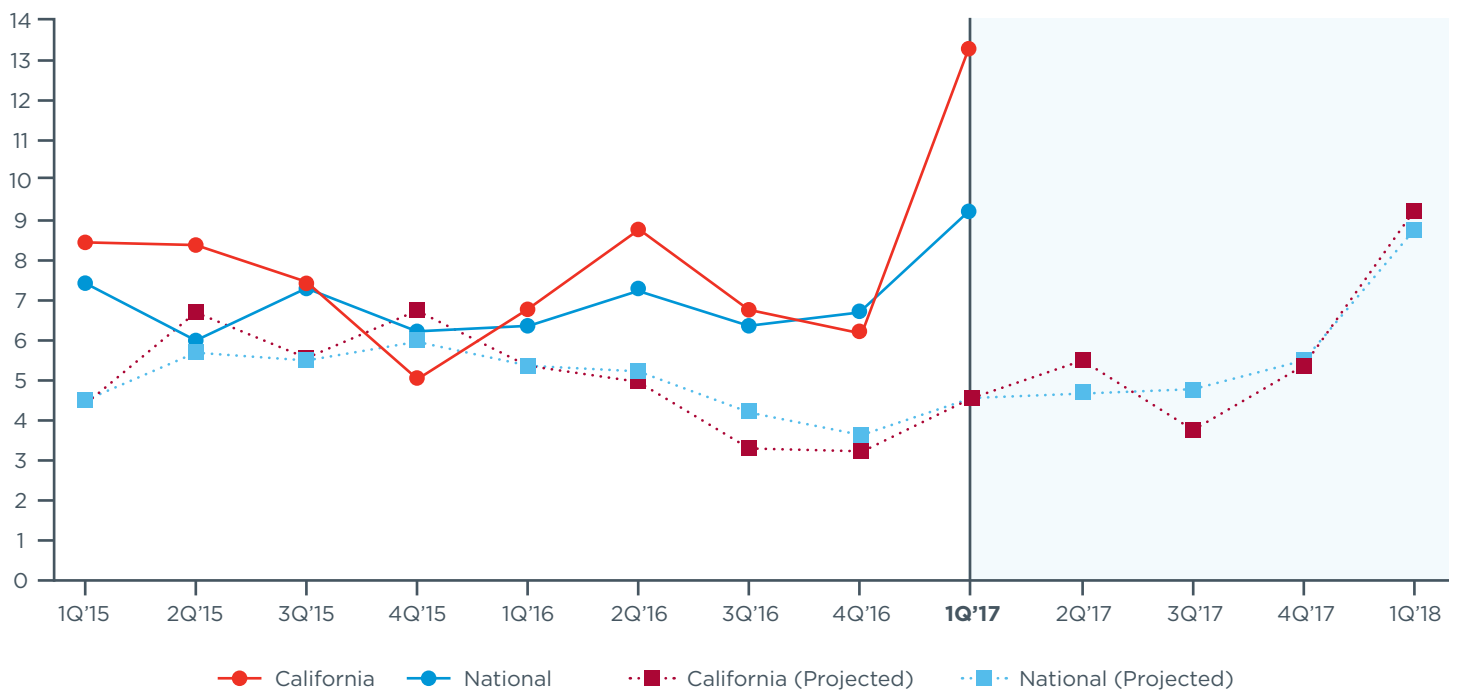


MANUFACTURING
17.9%



TRANSPORTATION
& WAREHOUSING
2.5%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

