

NATIONAL CENTER FOR THE MIDDLE MARKET

CALIFORNIA MIDDLE MARKET INDICATOR

2Q 2017





IN COLLABORATION WITH



📀 Grant Thornton

cisco.

California Revenue Growth vs. National

CALIFORNIA MIDDLE

Past 12 Months

National

MARKET GROWTH

OVER THE PAST

12 MONTHS

6.7%

CALIFORNIA MIDDLE MARKET GROWTH

OVER THE NEXT 12 MONTHS



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California Employment Growth vs. **National**

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST

12 MONTHS



%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



California Companies Are Less Confident Than **National Average**

NATIONAL ECONOMY LOCAL ECONOMY

Preparing for Growth Through Capital Investment

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



VS. NATIONAL MIDDLE MARKET



GLOBAL ECONOMY

84%

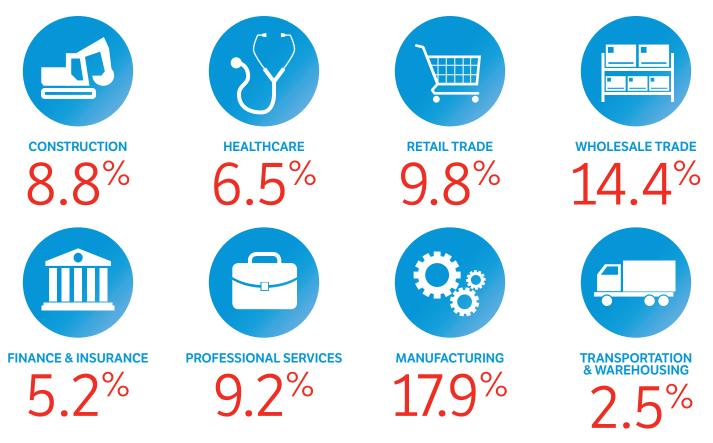


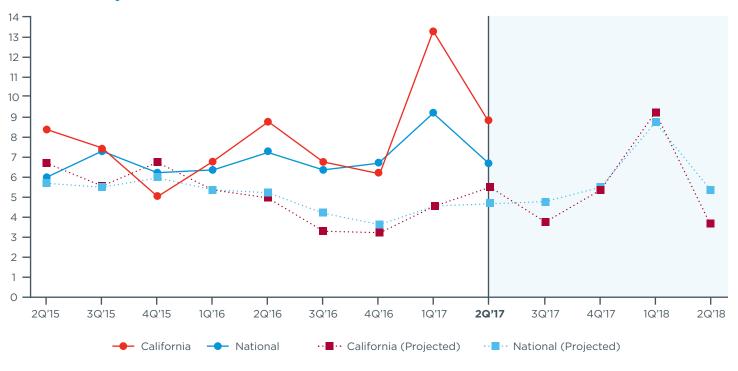


California's Middle Market Defined



California's Middle Market is Diverse





Actual & Projected Revenue Growth

Actual & Projected Employee Growth



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