

# CALIFORNIA MIDDLE MARKET INDICATOR



3Q | 2017

IN COLLABORATION WITH









#### California Revenue Growth vs. National

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.0% Past 12 Months National 7.2%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

### California Employment Growth vs. National

13.3%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 11.0%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months
National

#### California Companies Are More Confident Than National Average



87%



84%



96%

## Preparing for Growth Through Capital Investment

THE MAJORITY
OF CALIFORNIA
MIDDLE MARKET
COMPANIES ARE
POISED TO INVEST.



WINDOWS WATER TO SEE THE WATER TO SEE TH

74%

83%

88%

#### California's Middle Market Defined

\$10 MM-\$1B



REPRESENTS

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



Q Q%



FINANCE & INSURANCE

5.2%



HEALTHCARE



**PROFESSIONAL SERVICES** 

9.2%



PETAIL TRADE



MANUFACTURING 179%



WHOLESALE TRADE

14.4%

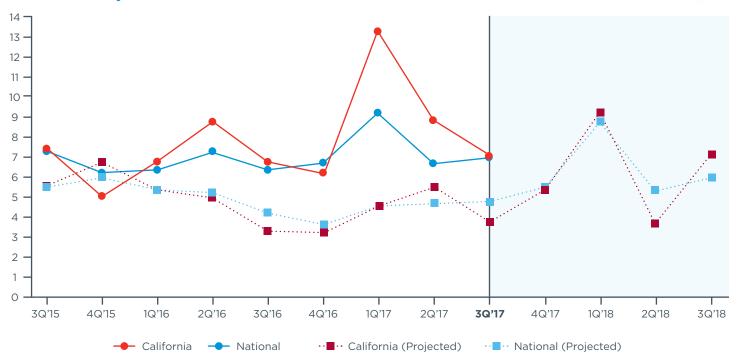


TRANSPORTATION & WAREHOUSING

2.5%

### **3Q | 2017 CALIFORNIA MIDDLE MARKET INDICATOR**

#### **Actual & Projected Revenue Growth**



#### **Actual & Projected Employee Growth**



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