

NATIONAL CENTER FOR THE MIDDLE MARKET

CALIFORNIA MIDDLE MARKET INDICATOR

4Q 2017

IN COLLABORATION WITH





📀 Grant Thornton



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California Revenue Growth vs. National

CALIFORNIA MIDDLE CALIFORNIA MIDDLE MARKET GROWTH MARKET GROWTH OVER THE PAST OVER THE NEXT 12 MONTHS



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 Less Confident in Global and National Economies than Local Conditions

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Preparing for Growth Through Capital Investment

GLOBAL ECONOMY NATIONAL ECONOMY LOCAL ECONOMY

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



VS. NATIONAL MIDDLE MARKET

75%

12 MONTHS

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7.6%

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\$ Ś Past 12 Months

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National

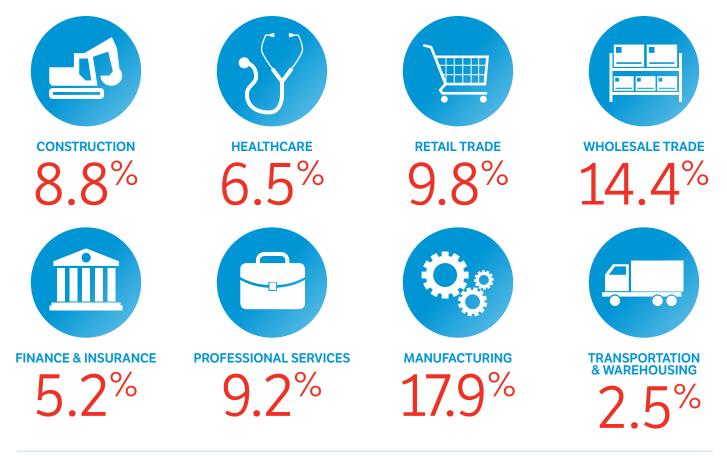
86%

88%

California's Middle Market Defined



California's Middle Market is Diverse





Actual & Projected Employee Growth



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