

NATIONAL CENTER FOR THE MIDDLE MARKET

CALIFORNIA MIDDLE MARKET INDICATOR

4Q 2017

IN COLLABORATION WITH





📀 Grant Thornton



\$

Ś

Ś \$

Ś

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

Ś Ś

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

Ś Ś

7.6%

\$ Ś

\$ Ś Past 12 Months

Ś Ś Ś Ś Ś Ś Ś Ś

Ś

National

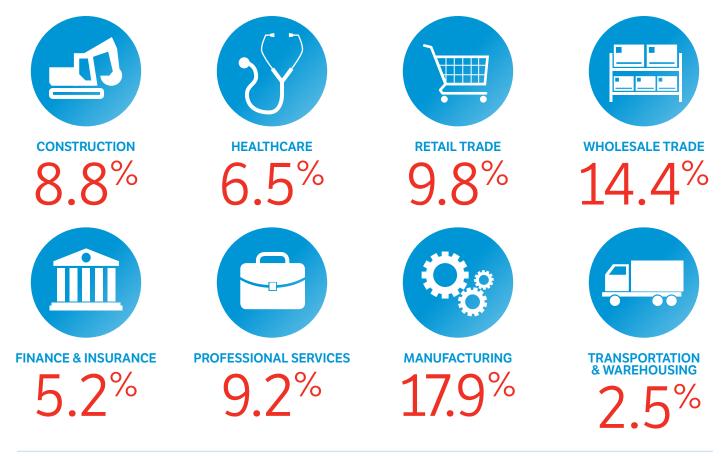
86%

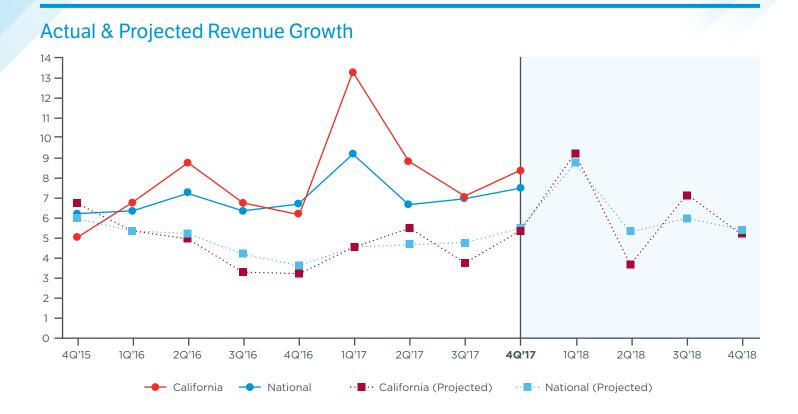
88%

California's Middle Market Defined



California's Middle Market is Diverse





Actual & Projected Employee Growth



Copyright © 2018 The Ohio State University. All rights reserved. This publication provides general information and should not be used or taken as business, financial, tax, accounting, legal, or other advice, or relied upon in substitution for the exercise of your independent judgment. For your specific situation or where otherwise required, expert advice should be sought. The views expressed in this publication reflect those of the authors and contributors, and not necessarily the views of The Ohio State University or any of their affiliates. Although The Ohio State University believes that the information contained in this publication has been obtained from, and is based upon, sources The Ohio State University believes to be reliable, The Ohio State University does not guarantee its accuracy, and it may be incomplete or condensed. The Ohio State University makes no representation or warranties of any kind whatsoever in respect of such information. The Ohio State University accepts no liability of any kind for loss arising from the use of the material presented in this publication.