

CALIFORNIA MIDDLE MARKET INDICATOR



1Q | 2017

IN COLLABORATION WITH









California Revenue Growth vs. National

13.3%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 9.2%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

California Employment Growth vs. National

10.9%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 10.1%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

California Companies Are More Confident Than National Average



83%



NATIONAL ECONOMY



98%

Preparing for Growth Through Capital Investment

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



WINDOWS WATER TO SEE THE WATER TO SEE TH

77%

90%

88%

California's Middle Market Defined

\$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%



FINANCE & INSURANCE

5.2%



HEALTHCARE

6.5%



PROFESSIONAL SERVICES

9.2%



RETAIL TRADE

9.8%



MANUFACTURING

17.9%



WHOLESALE TRADE

14.4%



TRANSPORTATION & WAREHOUSING

2.5%

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Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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