

**CALIFORNIA  
GROWTH**



**Revenue Growth vs. National**

**7.4%**

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**7.2%**

Past 12 Months National

**3.7%**

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**4.1%**

Next 12 Months National

**Employment Growth**

**3.2%**

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**4.1%**

Past 12 Months National

**3.0%**

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**3.2%**

Next 12 Months National

**California companies are more confident than their peers**



GLOBAL ECONOMY

**56%**



NATIONAL ECONOMY

**81%**



LOCAL ECONOMY

**83%**

VS. NATIONAL MIDDLE MARKET

**49%**

**72%**

**81%**

**Preparing for growth through capital investment**

Middle market companies in California are sending a strong message that they are poised to invest.



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# MEET CALIFORNIA'S MIGHTY MIDDLE MARKET

## California's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$730B**

IN ANNUAL REVENUE



MORE THAN

**16,000**

BUSINESSES



REPRESENTS

**0.7%**

OF ALL CALIFORNIA  
COMPANIES



GENERATES

**21%**

OF ALL CALIFORNIA  
BUSINESS REVENUE



EMPLOYS

**29%**

OF THE CALIFORNIA  
WORKFORCE



## Diverse



PROFESSIONAL  
SERVICES

**9.2%**



MANUFACTURING

**17.9%**



WHOLESALE  
TRADE

**14.4%**



FINANCE & INSURANCE

**5.2%**



CONSTRUCTION

**8.8%**



RETAIL TRADE

**9.8%**



HEALTHCARE

**6.5%**



AGRICULTURE

**1.5%**

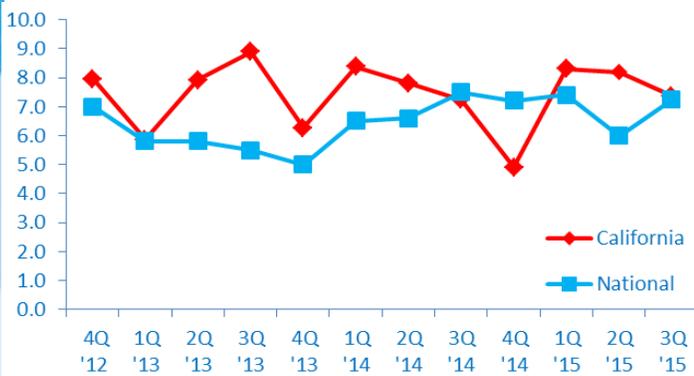


TRANSPORTATION &  
WAREHOUSING

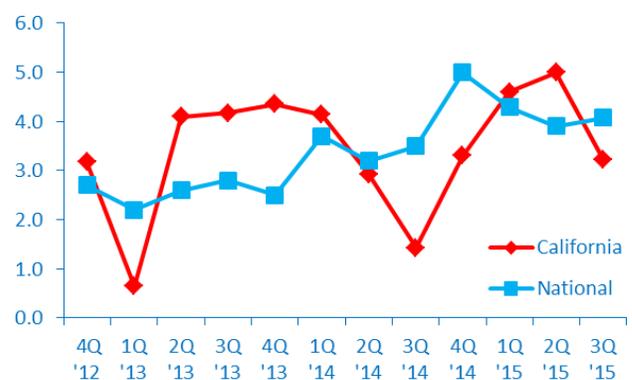
**2.5%**

## CALIFORNIA GROWTH VS. NATIONAL

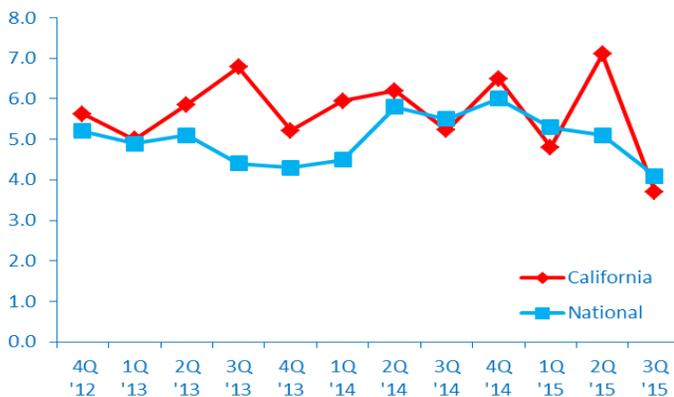
Revenue Growth past 12 months



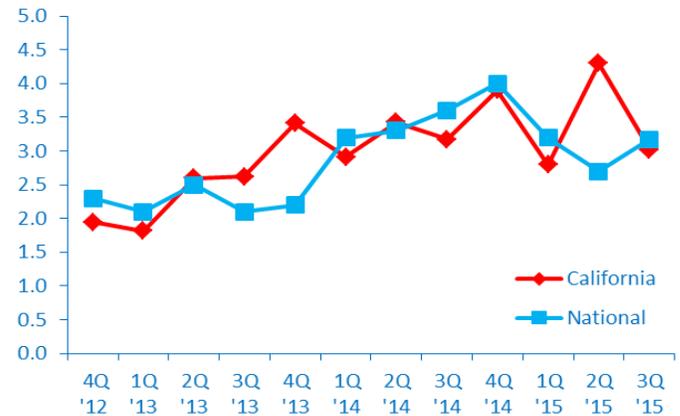
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth Next 12 months



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