



NATIONAL CENTER FOR
THE MIDDLE MARKET

CALIFORNIA

MIDDLE MARKET INDICATOR

2Q | 2020



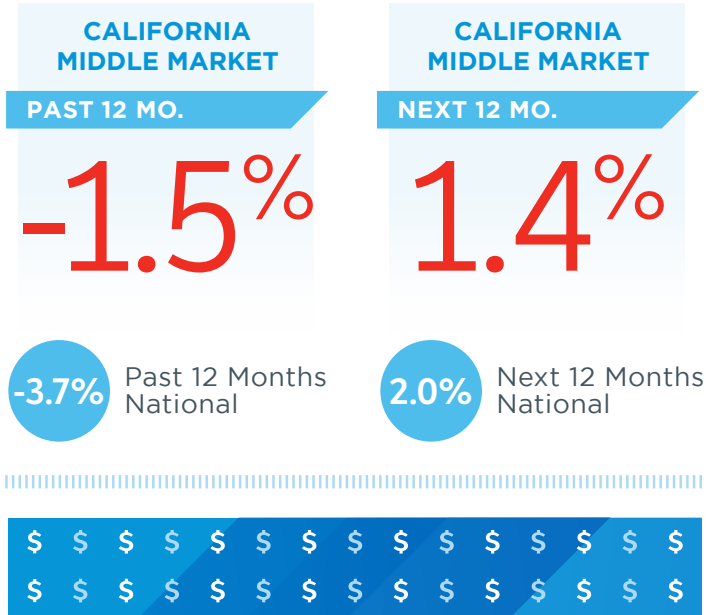
IN COLLABORATION WITH



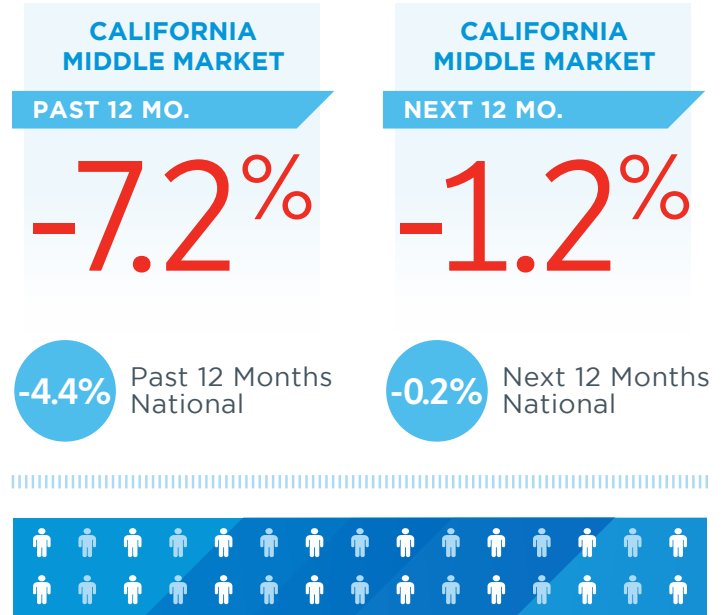
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

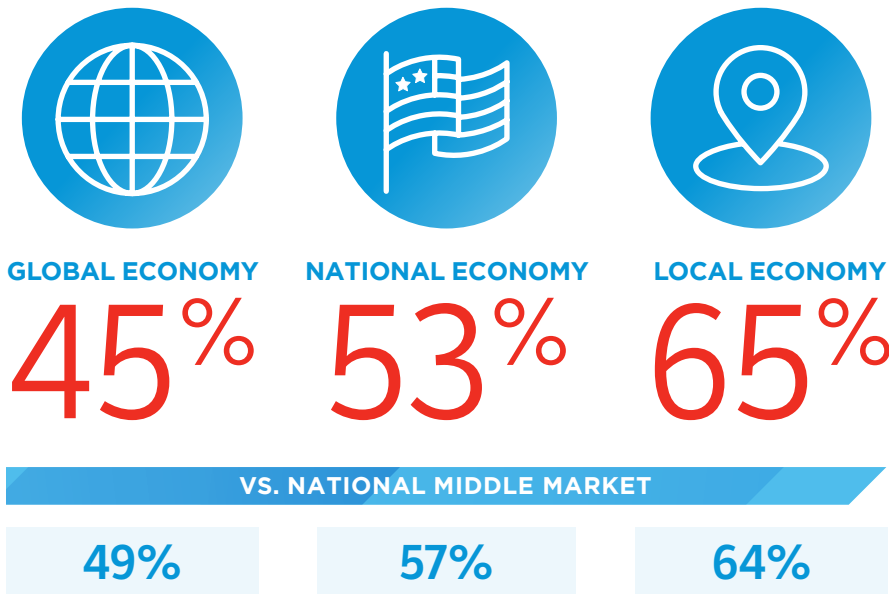
California Revenue Growth vs. National



California Employment Growth vs. National



California Companies Less Confident In Global and National Economies Than National Average



Capital Investment Plans on Hold Amid Cautious Outlook



California's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



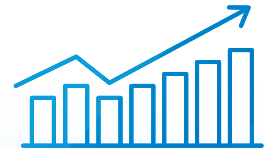
REPRESENTS
0.7%
OF ALL CALIFORNIA
COMPANIES

MORE THAN
16,000
BUSINESSES



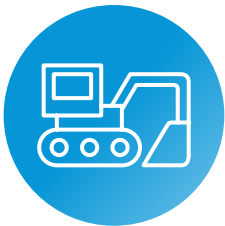
EMPLOYS
29%
OF THE CALIFORNIA
WORKFORCE

GENERATING
\$730 B
IN ANNUAL REVENUE



GENERATES
21%
OF ALL CALIFORNIA
BUSINESS REVENUE

California's Middle Market is Diverse



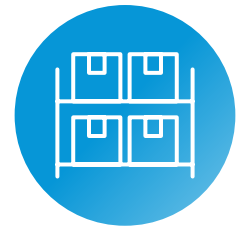
CONSTRUCTION
8.8%



HEALTHCARE
6.5%



RETAIL TRADE
9.8%



WHOLESALE TRADE
14.4%



FINANCE & INSURANCE
5.2%



PROFESSIONAL
SERVICES
9.2%

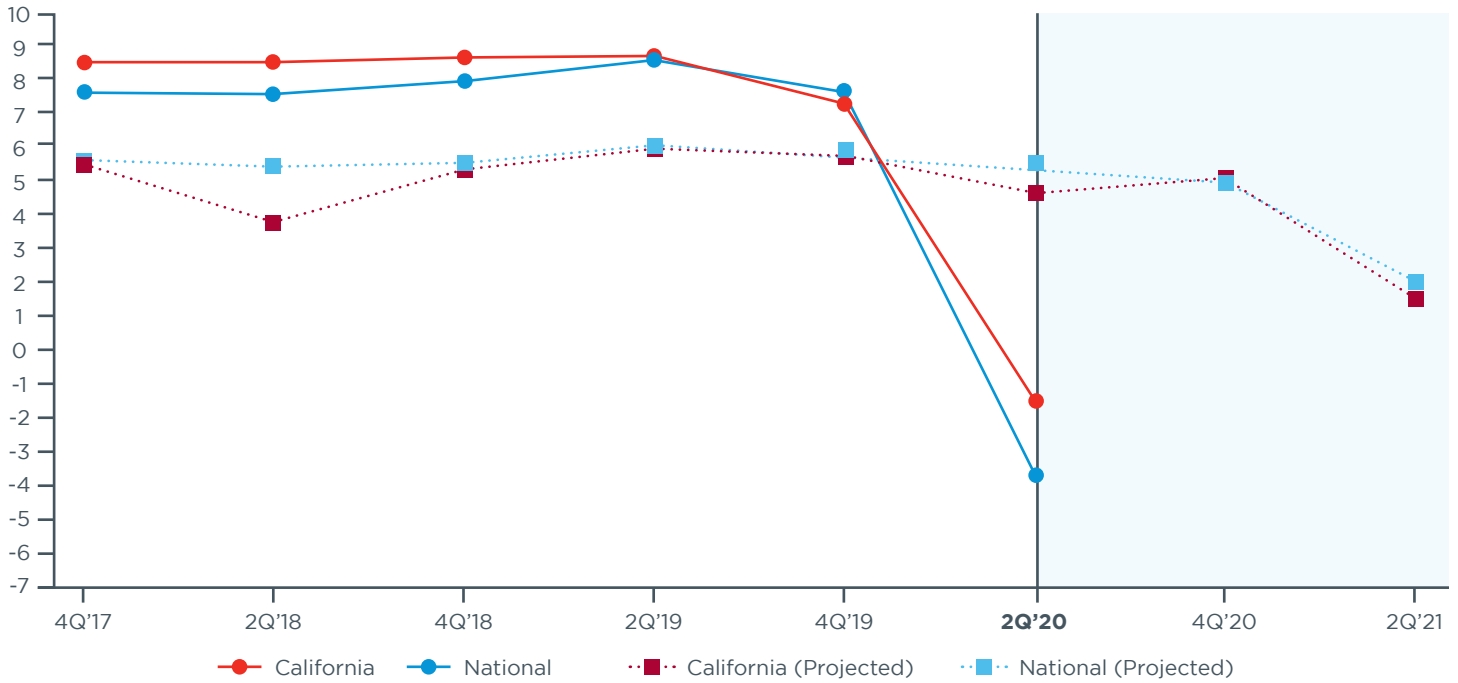


MANUFACTURING
17.9%



TRANSPORTATION
& WAREHOUSING
2.5%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

