

Midsize businesses are a core component of the U.S. economy.

Despite representing only 5% of the total number of national employer businesses, midsize businesses account for 33% of revenue generated and 30% of all private sector employment in the country.



Early and emerging midsize companies are particularly influential.

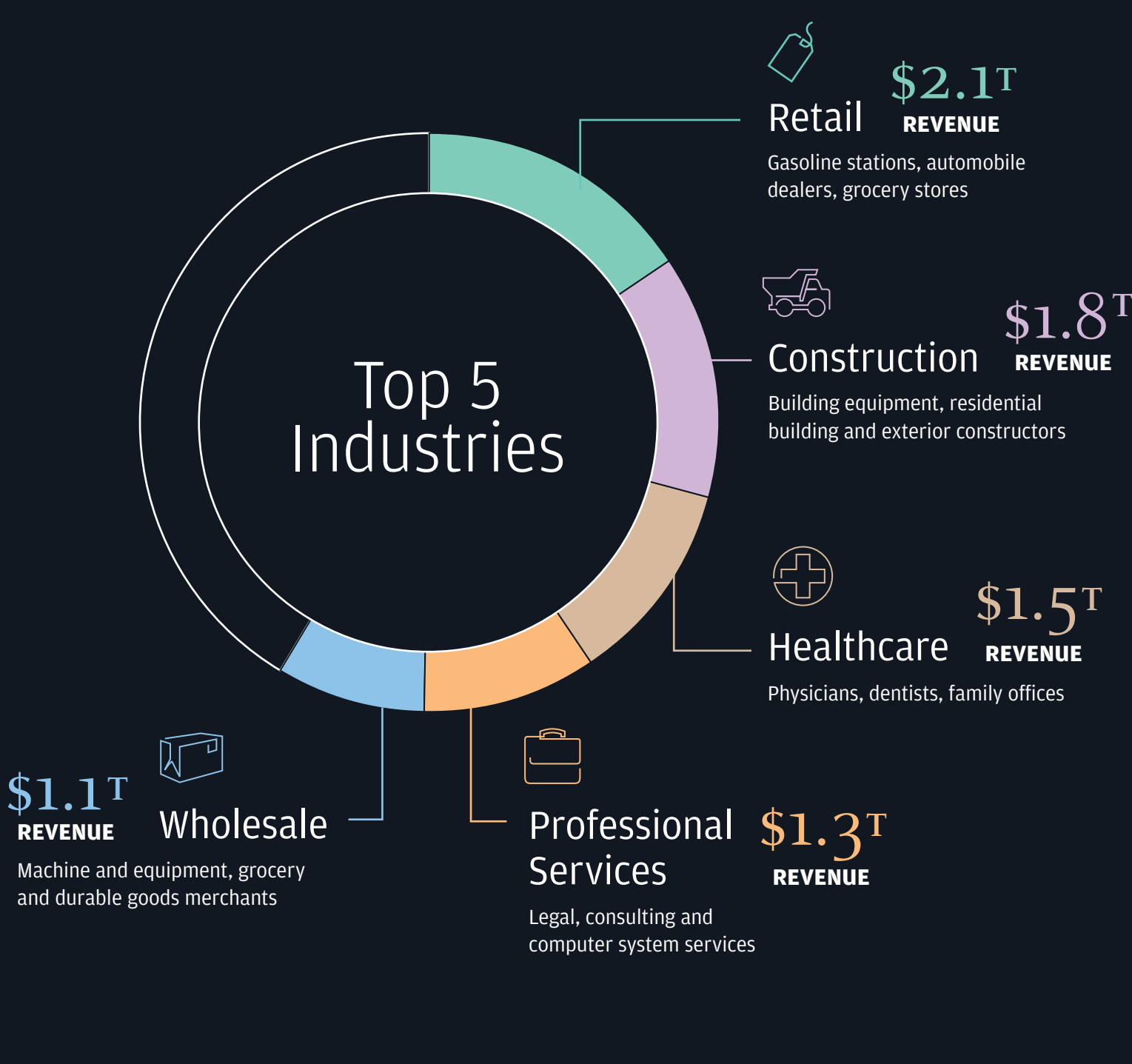
Together, the number of early and emerging midsize businesses account for nearly 90% of the U.S. middle market and generate \$5.4T in annual revenue, more than 40% of total middle market revenue.



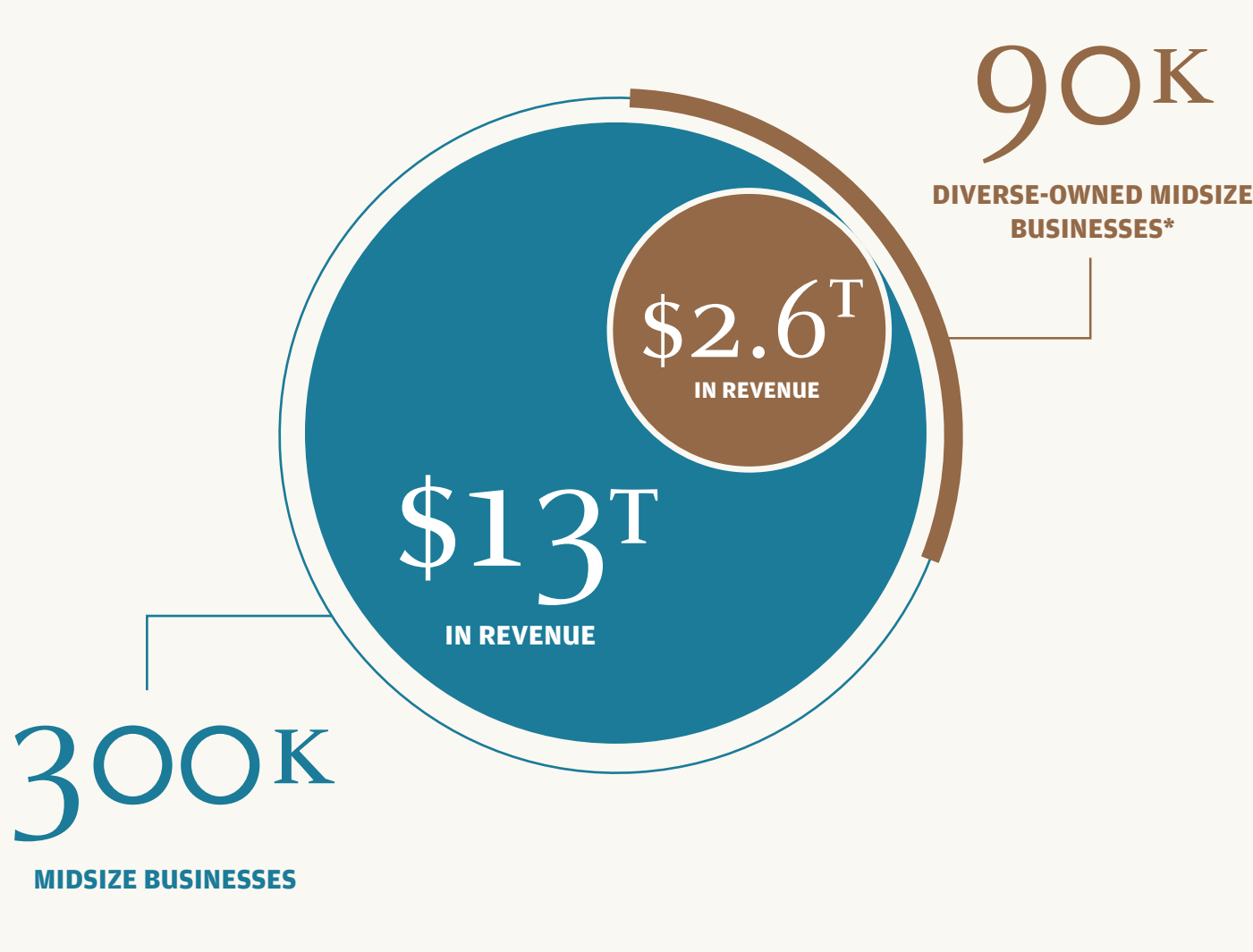
These businesses represent a large opportunity for support organizations, financial institutions, and service providers to build relationships that could generate long-term value.

Five industries account for more than half of the middle market in the U.S.

Each of these industries has grown by more than 20% in annual revenue during the last fiscal year.



Diverse-owned midsize businesses represent approximately 30% of the middle market, but only account for approximately 20% of the revenue.



Closing the revenue gap for U.S. diverse-owned midsize businesses presents an opportunity to generate:



**Diverse-owned* businesses includes Black-, Hispanic-, Latino(a)-, Asian-, and other people of color-owned businesses, women-owned businesses, and veteran-owned businesses.

This research focuses on three of the five top revenue generating U.S. markets.

These markets account for:

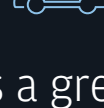
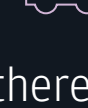
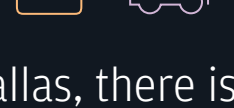


Chicago, IL

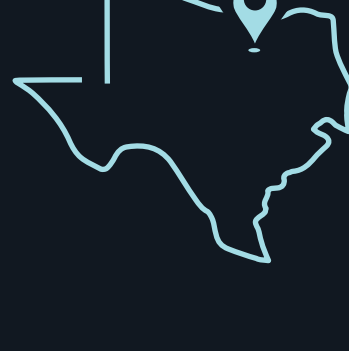


In Chicago, there is a greater presence of **midsize businesses** in the Transportation industry.

And a greater presence of **diverse-owned midsize businesses** in Professional Services and Construction.



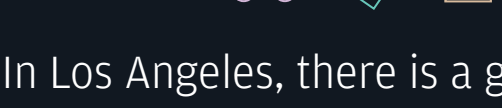
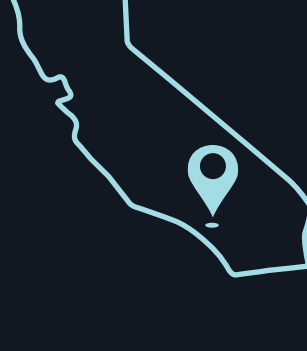
Dallas, TX



In Dallas, there is a greater presence of **midsize businesses** in the Administrative Services industry.

And a greater presence of **diverse-owned midsize businesses** in Professional Services, Construction, and Transportation.

Los Angeles, CA



In Los Angeles, there is a greater presence of **midsize businesses** in the Wholesale and Real Estate industries.

And a greater presence of **diverse-owned midsize businesses** in Construction, Retail, Administrative Services, and Real Estate.