

## TEXAS OUTPERFORMS



### Revenue Growth vs. National

**10.5%**

TEXAS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.2%

Past 12 Months National

**7.6%**

TEXAS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0%

Next 12 Months National

### Employment Growth

**7.7%**

TEXAS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.0%

Past 12 Months National

**5.0%**

TEXAS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

### Record breaking confidence in local economy



GLOBAL ECONOMY

**56%**



NATIONAL ECONOMY

**81%**



LOCAL ECONOMY

**98%**

VS. NATIONAL MIDDLE MARKET

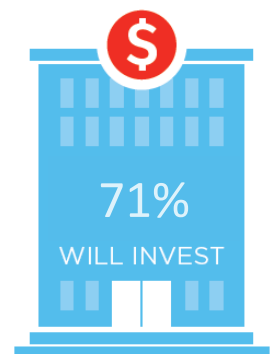
53%

73%

81%

### Preparing for growth through capital investment

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



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# MEET TEXAS' MIGHTY MIDDLE MARKET

## Texas' Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



CONSISTING OF

**10,000**

BUSINESSES



MORE THAN

**\$495B**

IN ANNUAL REVENUE



REPRESENTS

**0.6%**

OF ALL TEXAS  
COMPANIES



GENERATES

**16%**

OF ALL TEXAS  
BUSINESS REVENUE



EMPLOYS

**29%**

OF THE TEXAS  
WORKFORCE



## Diverse



CONSTRUCTION

**12.0%**



RETAIL

**10.0%**



WHOLESALE

**13.0%**



FINANCE, INSURANCE,  
REAL ESTATE

**9.0%**



BUSINESS SERVICES

**25.0%**



MANUFACTURING

**14.0%**



MINING

**4.0%**



HEALTHCARE

**5.0%**

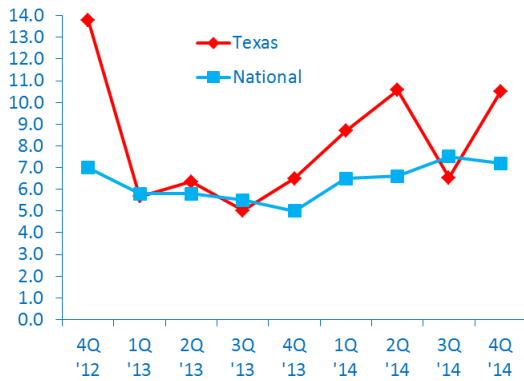


TRANSPORTATION,  
COMMUNICATIONS,  
UTILITIES

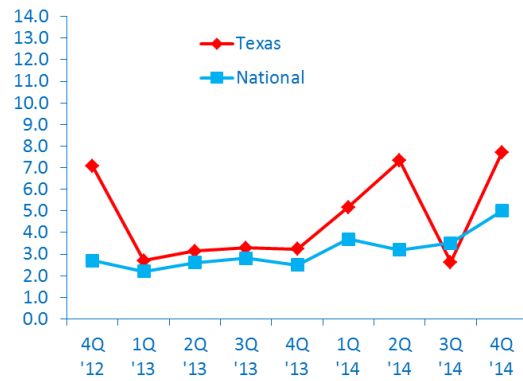
**7.0%**

## TEXAS GROWTH VS. NATIONAL

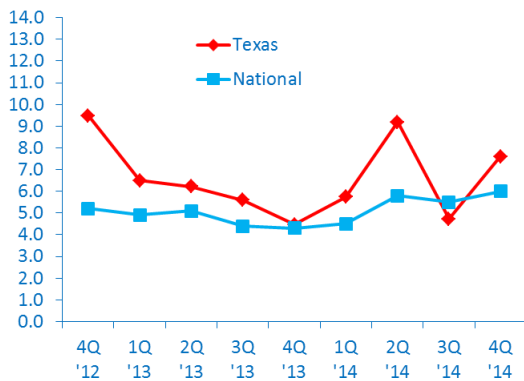
Revenue Growth past 12 months



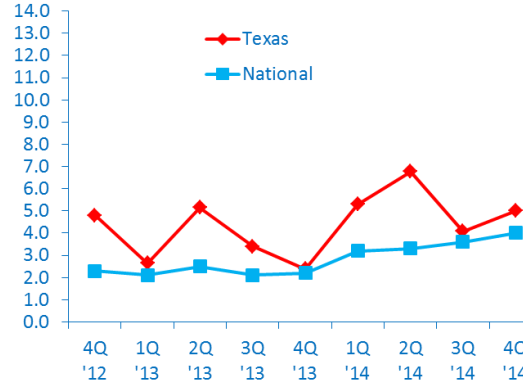
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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