

## 2Q 2016 | STATE MIDDLE MARKET INDICATOR

# TEXAS GROWTH



### Revenue Growth vs. National

6.2%

TEXAS MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

7.2%

Past 12 Months  
National

3.7%

TEXAS MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

4.8%

Next 12 Months  
National

### Employment Growth

2.9%

TEXAS MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

4.4%

Past 12 Months  
National

5.0%

TEXAS MIDDLE  
MARKET  
GROWTH OVER  
THE NEXT 12

3.3%

Next 12 Months  
National

### Texas companies more confident in national and local economies



GLOBAL ECONOMY

46%



NATIONAL ECONOMY

75%



LOCAL ECONOMY

87%

VS. NATIONAL MIDDLE MARKET

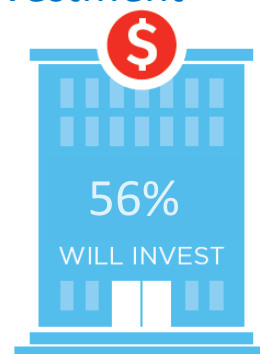
50%

69%

79%

### Preparing for growth through capital investment

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



IN COLLABORATION WITH

# MEET TEXAS' MIGHTY MIDDLE MARKET

## Texas' Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



CONSISTING OF

**10,000**

BUSINESSES



MORE THAN

**\$505B**

IN ANNUAL REVENUE



REPRESENTS

**0.7%**

OF ALL TEXAS  
COMPANIES



GENERATES

**17%**

OF ALL TEXAS  
BUSINESS REVENUE



EMPLOYS

**32%**

OF THE TEXAS  
WORKFORCE



## Diverse



CONSTRUCTION

**12.0%**



RETAIL TRADE

**9.1%**



WHOLESALE TRADE

**13.1%**



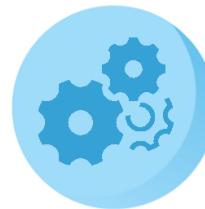
FINANCE & INSURANCE

**6.0%**



PROFESSIONAL  
SERVICES

**8.1%**



MANUFACTURING

**14.0%**



MINING

**4.1%**



HEALTHCARE

**6.8%**



TRANSPORTATION &  
WAREHOUSING

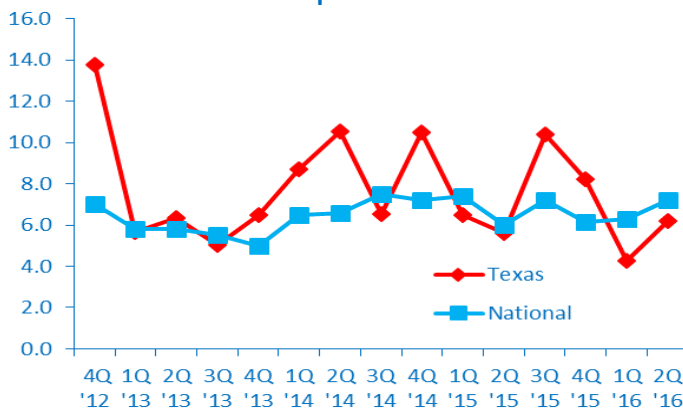
**3.6%**



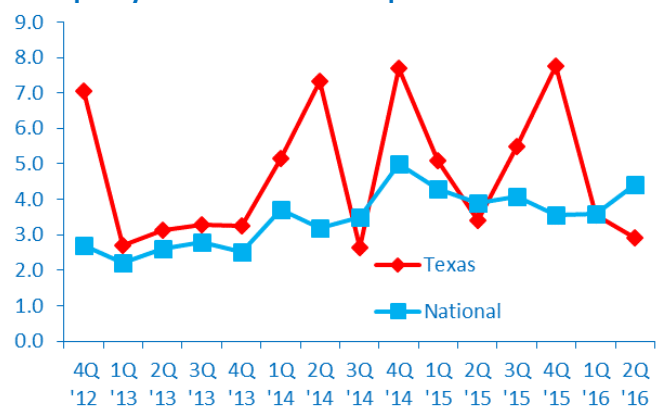
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## TEXAS GROWTH VS. NATIONAL

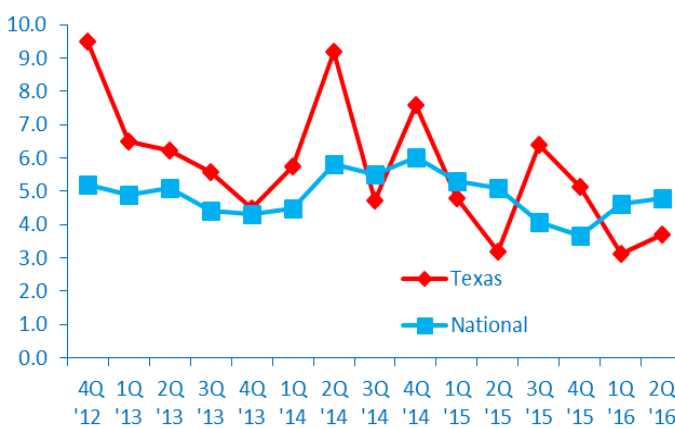
### Revenue Growth past 12 months



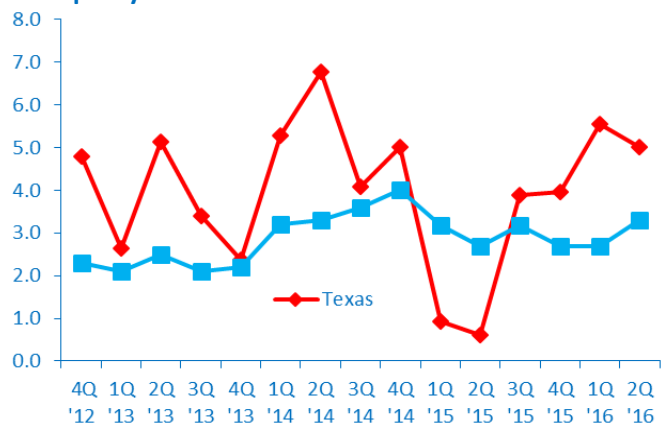
### Employment Growth past 12 months



### Revenue Growth next 12 months



### Employment Growth next 12 months



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