

TEXAS MIDDLE MARKET INDICATOR



IN COLLABORATION WITH









Texas Revenue Growth vs. National

8.0%

TEXAS MIDDLE
MARKET GROWTH
OVER THE PAST
12 MONTHS



Past 12 Months National 7.0%

TEXAS MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS



Next 12 Months National

Texas Employment Growth vs. National

4.6%

TEXAS MIDDLE
MARKET GROWTH
OVER THE PAST
12 MONTHS



Past 12 Months National 5.1%

TEXAS MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS



Next 12 Months National

Texas Companies More Confident in National and Local Economies Than National Average



69%



88%



100%

Preparing for Growth Through Capital Investment

THE MAJORITY OF MIDDLE MARKET COMPANIES IN TEXAS ARE POISED TO INVEST.



VS. NATIONAL MIDDLE MARKET

75%

86%

88%

Texas' Middle Market Defined

\$10 MM-\$1B



0.7%
OF ALL TEXAS
COMPANIES

10,000
BUSINESSES



EMPLOYS

32%

OF THE TEXAS WORKFORCE

MORE THAN

\$505B
IN ANNUAL REVENUE



GENERATES

17%

OF ALL TEXAS BUSINESS REVENUE

Texas' Middle Market is Diverse



construction 17 0%



FINANCE & INSURANCE



6.8%



PROFESSIONAL SERVICES

2 1%



9.1%



14.0%



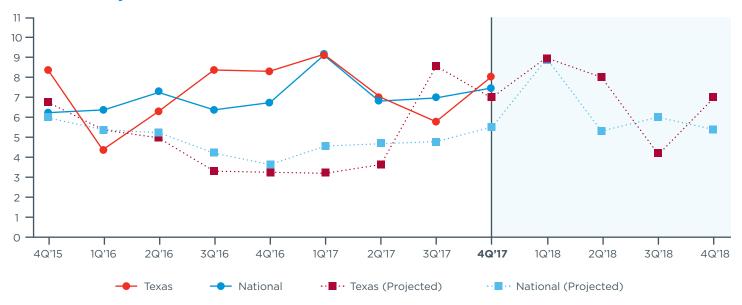
13.1%



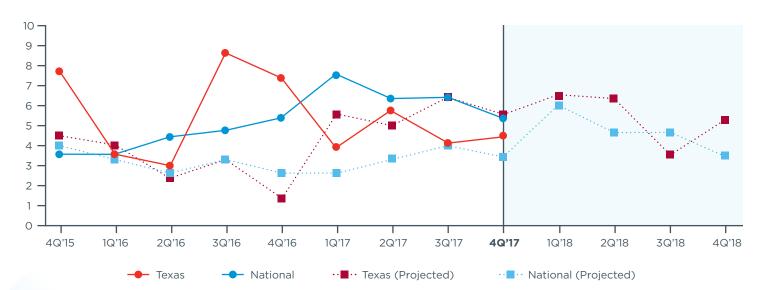
TRANSPORTATION & WAREHOUSING

4Q | 2017 TEXAS MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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