



NATIONAL CENTER FOR
THE MIDDLE MARKET

TEXAS

MIDDLE MARKET INDICATOR

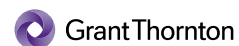
3Q | 2018



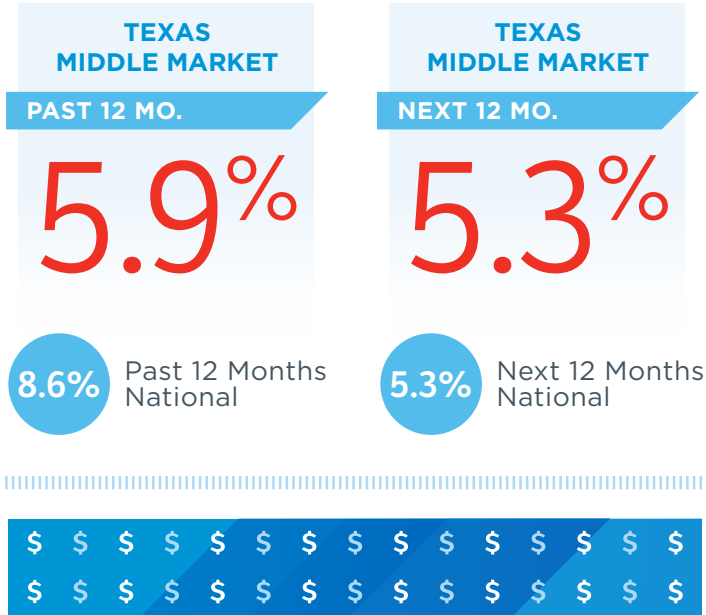
IN COLLABORATION WITH



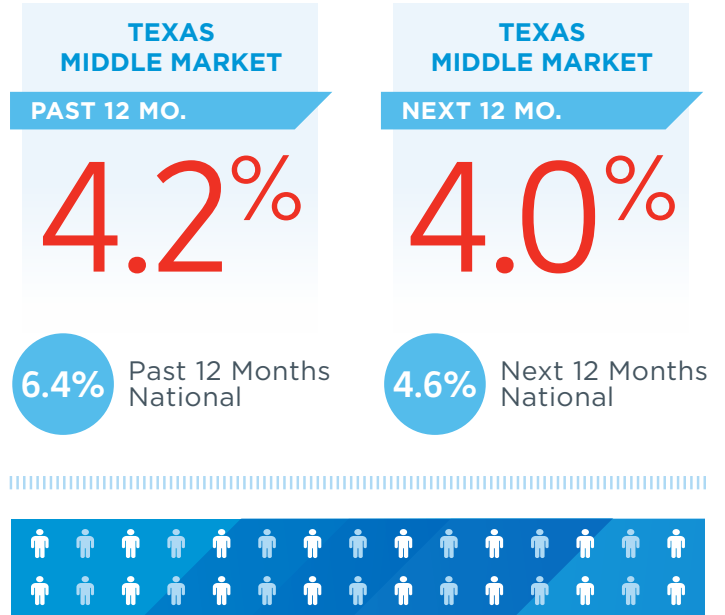
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



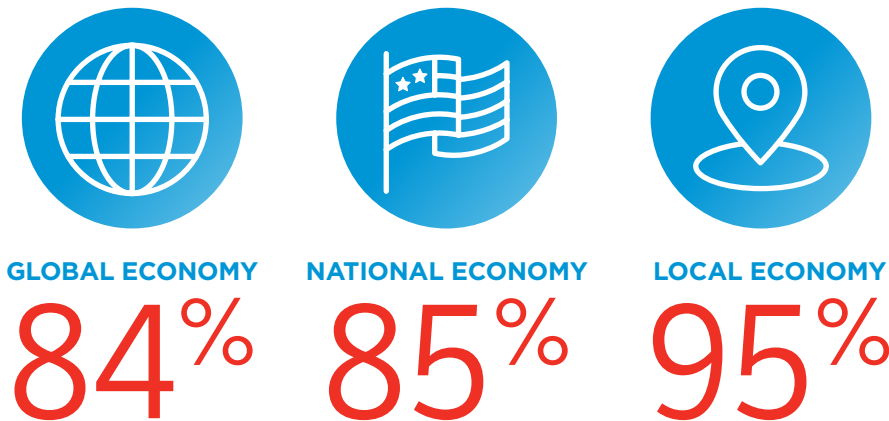
Texas Revenue Growth vs. National



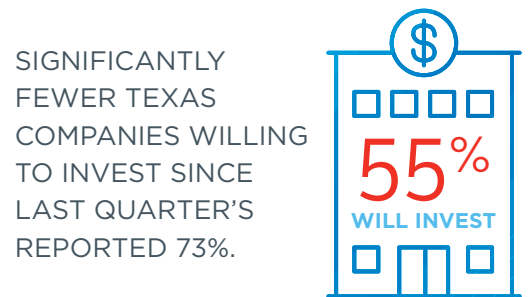
Texas Employment Growth vs. National



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



Preparing for Growth Through Capital Investment



VS. NATIONAL MIDDLE MARKET



Texas' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



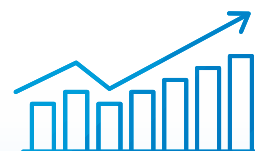
REPRESENTS
0.7%
OF ALL TEXAS
COMPANIES

CONSISTING OF
10,000
BUSINESSES



EMPLOYS
32%
OF THE TEXAS
WORKFORCE

MORE THAN
\$505 B
IN ANNUAL REVENUE



GENERATES
17%
OF ALL TEXAS
BUSINESS REVENUE

Texas' Middle Market is Diverse



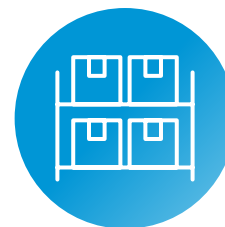
CONSTRUCTION
12.0%



HEALTHCARE
6.8%



RETAIL TRADE
9.1%



WHOLESALE TRADE
13.1%



FINANCE & INSURANCE
6.0%



PROFESSIONAL
SERVICES
8.1%

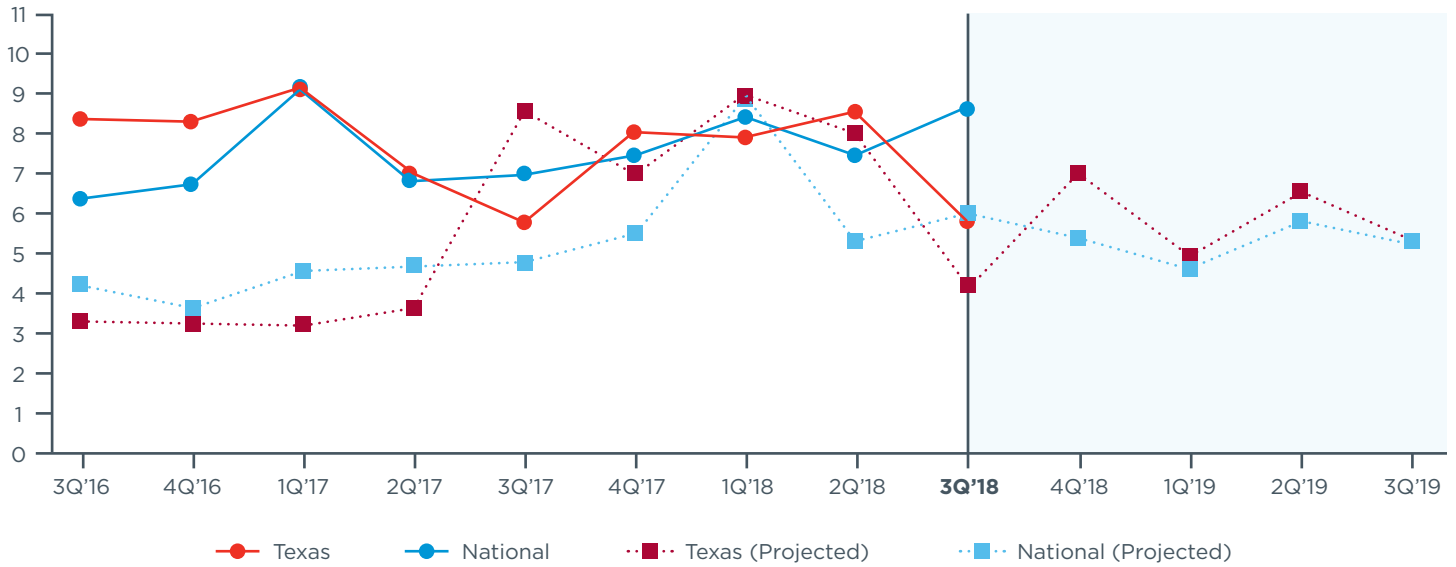


MANUFACTURING
14.0%



TRANSPORTATION
& WAREHOUSING
3.6%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

