

TEXAS

MIDDLE MARKET INDICATOR

1Q 2018



IN COLLABORATION WITH









Texas Revenue Growth vs. National

TEXAS MIDDLE MARKET

PAST 12 MO.

7.9%

TEXAS MIDDLE MARKET

NEXT 12 MO.

6.0%

TEXAS MIDDLE MARKET

PAST 12 MO.

8.1%

TEXAS MIDDLE MARKET

NEXT 12 MO.

4.9%













Texas Employment Growth vs. National

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



07%



NATIONAL ECONOMY

92%



LOCAL ECONOMY

98%

Preparing for Growth Through Capital Investment

MORE THAN HALF
OF MIDDLE MARKET
COMPANIES IN
TEXAS ARE POISED
TO INVEST.



VS. NATIONAL MIDDLE MARKET

82%

87%

94%

Texas' Middle Market Defined

*10 MM-*1B



REPRESENTS 7%

OF ALL TEXAS
COMPANIES

CONSISTING OF

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

12.0%



HEALTHCARE

6.8%



RETAIL TRADE

9.1%



WHOLESALE TRADE

13.1%



FINANCE & INSURANCE

 $6.0^{\%}$



PROFESSIONAL SERVICES

8.1%



MANUFACTURING

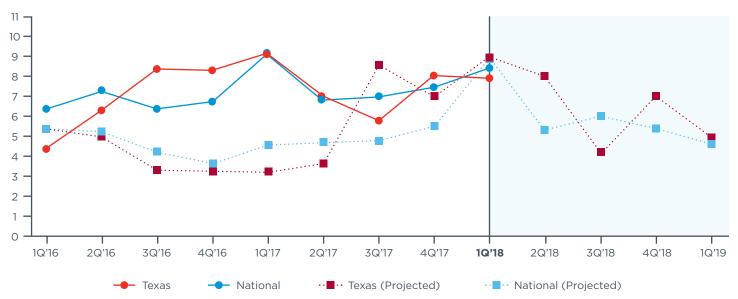
14.0%



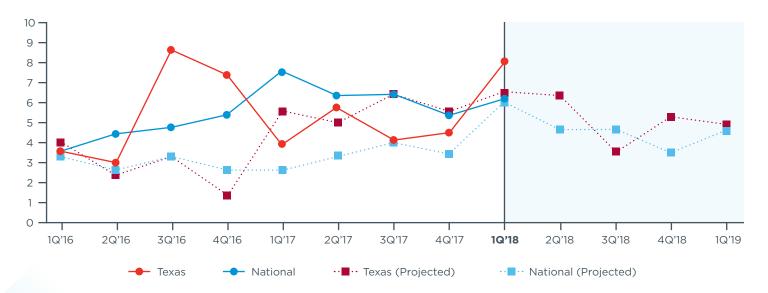
TRANSPORTATION & WADEHOLISING

3.6%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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