

TEXAS MIDDLE MARKET INDICATOR



2Q 2017

IN COLLABORATION WITH









Texas Revenue Growth vs. National

6.8%

TEXAS MIDDLE
MARKET GROWTH
OVER THE PAST
12 MONTHS

6.7% Past 12 Months National

8.0%

TEXAS MIDDLE
MARKET GROWTH
OVER THE NEXT
12 MONTHS

5.3%

Next 12 Months National

Texas Employment Growth vs. National

6.3%

TEXAS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7%

Past 12 Months National 6.0%

TEXAS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7%

Next 12 Months National

Texas Companies Less Confident In The Global and National Economies Than National Average



64%



77%



91%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN TEXAS ARE POISED TO INVEST.



WINDOWS WATIONAL MIDDLE MARKET WINDOWS WATIONAL MIDDLE MARKET

70%

84%

87%

Texas' Middle Market Defined

*10 MM-*1B



REPRESENTS

0.7%

OF ALL TEXAS
COMPANIES

CONSISTING OF

10,000 BUSINESSES



EMPLOYS

32%

OF THE TEXAS WORKFORCE

*505B

IN ANNUAL REVENUE



GENERATES

17%

OF ALL TEXAS BUSINESS REVENUE

Texas' Middle Market is Diverse



CONSTRUCTION

12.0%



FINANCE & INSURANCE

6.0%



HEALTHCARE

6.8%



PROFESSIONAL SERVICES

8.1%



RETAIL TRADE

9.1%



MANUFACTURING

14.0%



WHOLESALE TRADE

13.1%



TRANSPORTATION & WAREHOUSING

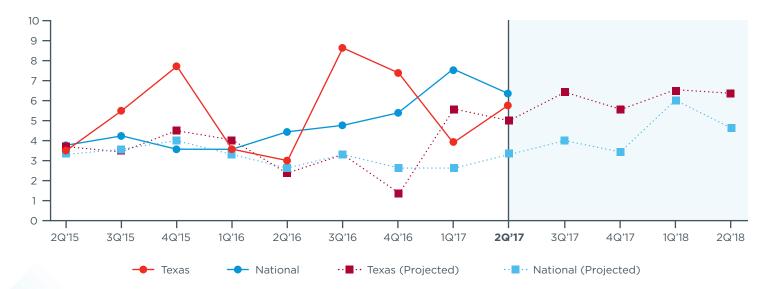
3.6%

2Q | 2017 TEXAS MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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