

TEXAS

MIDDLE MARKET INDICATOR

2Q | 2018



IN COLLABORATION WITH









Texas Revenue Growth vs. National

TEXAS MIDDLE MARKET

PAST 12 MO.

8.5%

7.4% Past 12 Months National

TEXAS MIDDLE MARKET

NEXT 12 MO.

6.6%

5.9% Next 12 Months National

Texas Employment Growth vs. National

TEXAS MIDDLE MARKET

PAST 12 MO.

6.2%

6.7% Past 12 Months National

TEXAS MIDDLE MARKET

NEXT 12 MO.

4.9%

4.8% Next 12 Months National





Local and National Confidence Is Strong in Texas; Global Confidence Dips



73%



NATIONAL ECONOMY

89%



LOCAL ECONOMY

95%

Preparing for Growth Through Capital Investment

WILLINGNESS
TO INVEST IS
SIGNIFICANTLY
HIGHER THAN LAST
QUARTER AMONG
TEXAS' MIDDLE
MARKET LEADERS.



VS. NATIONAL MIDDLE MARKET

75%

86%

90%

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

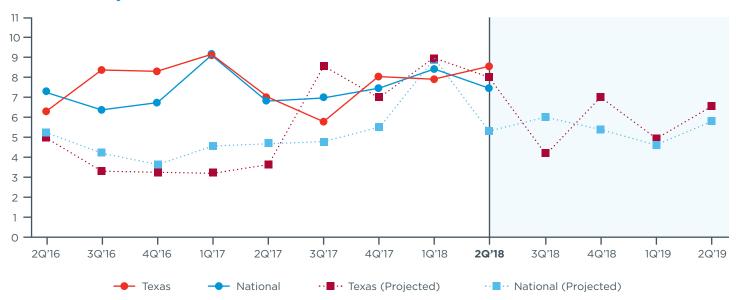
14.0%



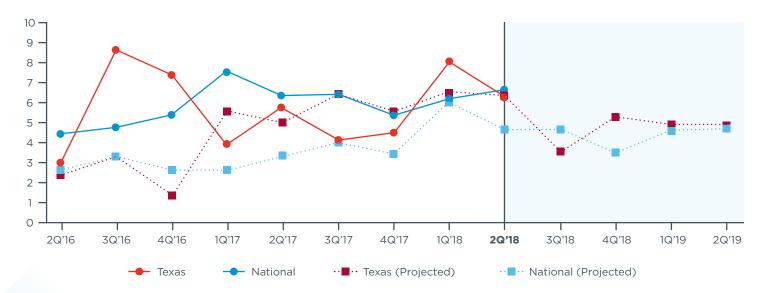
TRANSPORTATION & WADEHOLISING

3.6%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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