

ILLINOIS GROWTH



Revenue Growth vs. National

9.7%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.2%

Past 12 Months National

6.9%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0%

Next 12 Months National

Employment Growth

6.7%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.0%

Past 12 Months National

4.5%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

Illinois Companies more confident in global and national economies



GLOBAL ECONOMY

59%



NATIONAL ECONOMY

85%



LOCAL ECONOMY

69%

VS. NATIONAL MIDDLE MARKET

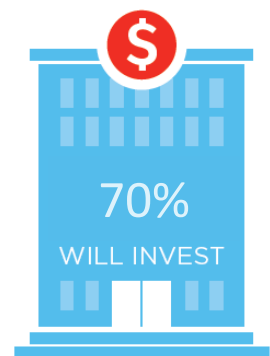
53%

73%

81%

Preparing for growth through capital investment

Middle market companies in Illinois are sending a strong message that they are poised to invest.

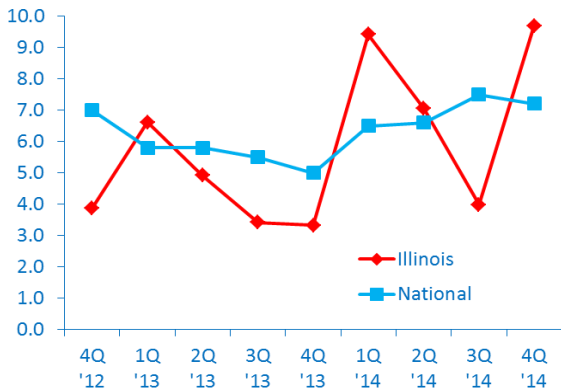


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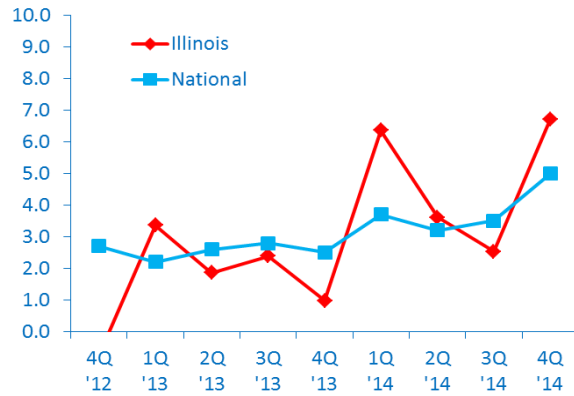


ILLINOIS GROWTH VS. NATIONAL

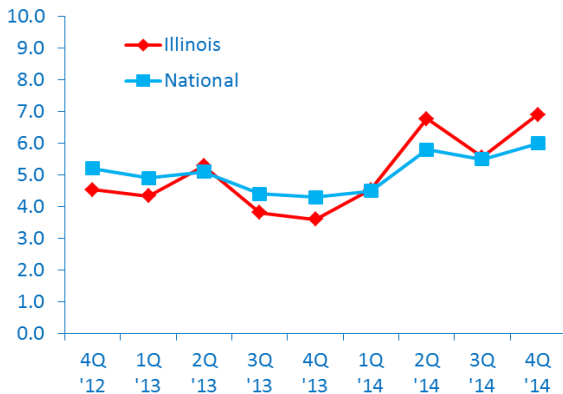
Revenue Growth past 12 months



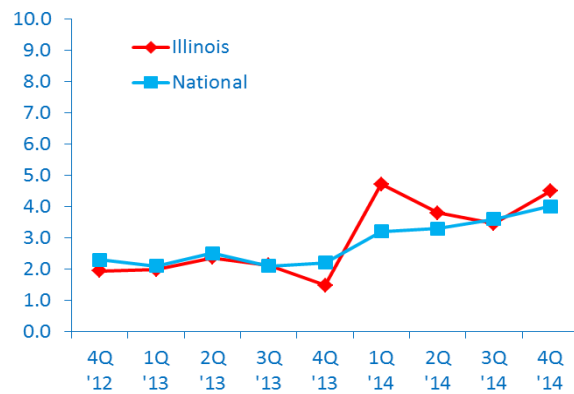
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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MEET ILLINOIS' MIGHTY MIDDLE MARKET

Illinois' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



MORE THAN

6,500

BUSINESSES



GENERATES

\$300B

IN ANNUAL REVENUE



REPRESENTS

1%

OF ALL ILLINOIS
COMPANIES



EMPLOYS

30%

OF THE ILLINOIS
WORKFORCE



GENERATES

21%

OF ALL ILLINOIS
BUSINESS REVENUE



Diverse



CONSTRUCTION

6.0%



HEALTHCARE

6.0%



RETAIL

10.0%



WHOLESALE

14.0%



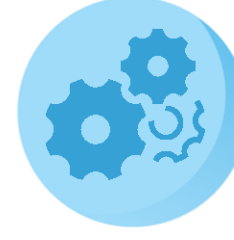
FINANCE, INSURANCE,
REAL ESTATE

10.0%



BUSINESS SERVICES

26.0%



MANUFACTURING

22.0%



TRANSPORTATION,
COMMUNICATIONS,
UTILITIES

5.0%