

# 1Q 2016 | STATE MIDDLE MARKET INDICATOR

## ILLINOIS GROWTH



### Revenue Growth vs. National

6.2%

ILLINOIS MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

6.3%

Past 12 Months  
National

3.7%

ILLINOIS MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

4.6%

Next 12 Months  
National

### Employment Growth

2.4%

ILLINOIS MIDDLE  
MARKET GROWTH  
OVER THE PAST 12  
MONTHS

3.6%

Past 12 Months  
National

2.0%

ILLINOIS MIDDLE  
MARKET GROWTH  
OVER THE NEXT 12  
MONTHS

2.7%

Next 12 Months  
National

### Illinois companies less confident in national and local economies



GLOBAL ECONOMY

35%



NATIONAL ECONOMY

57%



LOCAL ECONOMY

65%

VS. NATIONAL MIDDLE MARKET

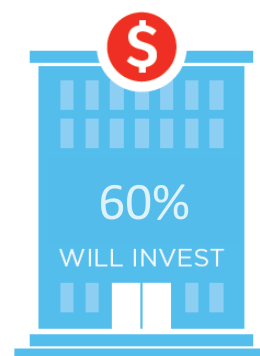
51%

73%

80%

### Preparing for growth through capital investment

Over half of middle market companies in Illinois are poised to invest.



IN COLLABORATION WITH

# MEET ILLINOIS' MIGHTY MIDDLE MARKET

## Illinois' Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



MORE THAN

**6,500**

BUSINESSES



GENERATES NEARLY

**\$300B**

IN ANNUAL REVENUE



REPRESENTS

**1.1%**

OF ALL ILLINOIS  
COMPANIES



EMPLOYS

**31%**

OF THE ILLINOIS  
WORKFORCE



GENERATES

**20%**

OF ALL ILLINOIS  
BUSINESS REVENUE



## Diverse



CONSTRUCTION

**6.6%**



HEALTHCARE

**7.5%**



RETAIL TRADE

**9.0%**



WHOLESALE TRADE

**13.9%**



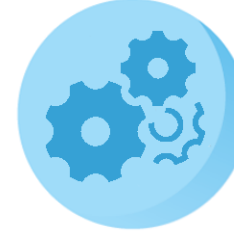
FINANCE & INSURANCE

**7.2%**



PROFESSIONAL SERVICES

**7.1%**



MANUFACTURING

**21.4%**



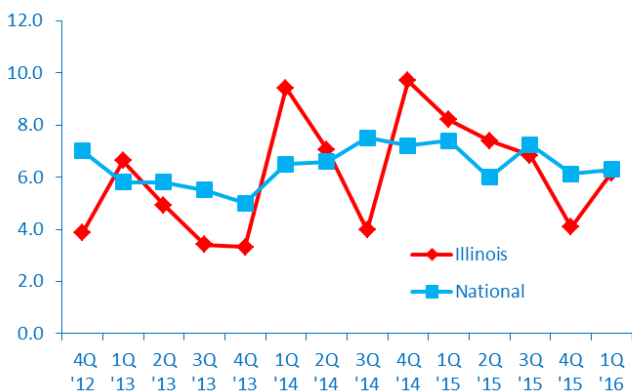
TRANSPORTATION &  
WAREHOUSING

**3.3%**

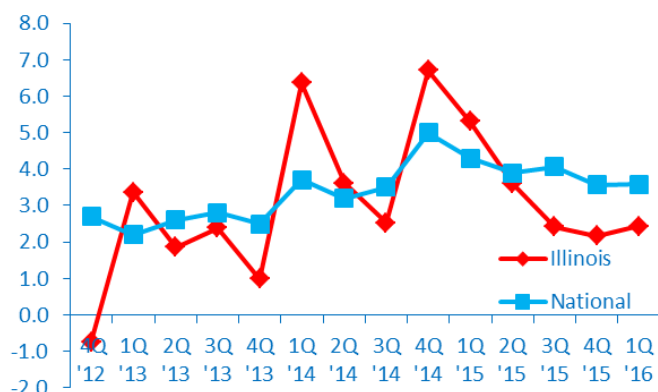
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## ILLINOIS GROWTH VS. NATIONAL

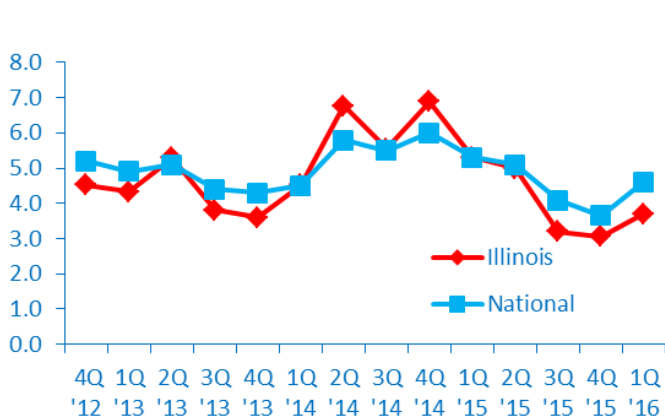
Revenue Growth past 12 months



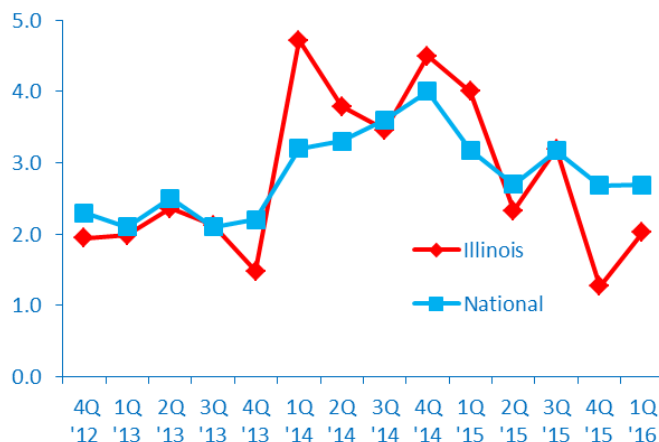
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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