



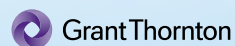
NATIONAL CENTER FOR  
THE MIDDLE MARKET



IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



Illinois Revenue Growth vs. National

6.3%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



5.1%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Illinois Employment Growth vs. National

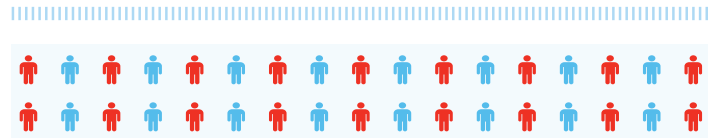
3.9%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



3.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Illinois Companies Less Confident in Global and Local Economies than National Average



GLOBAL ECONOMY

43%



NATIONAL ECONOMY

73%



LOCAL ECONOMY

64%

VS. NATIONAL MIDDLE MARKET

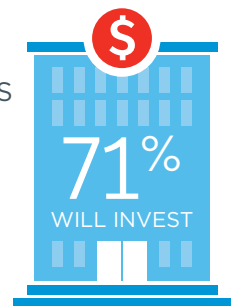
56%

71%

80%

Preparing for Growth Through Capital Investment

MOST MIDDLE MARKET COMPANIES IN ILLINOIS ARE POISED TO INVEST.



## Illinois' Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



REPRESENTS  
**1.1%**  
OF ALL ILLINOIS  
COMPANIES

MORE THAN  
**6,500**  
BUSINESSES



EMPLOYS  
**31%**  
OF THE ILLINOIS  
WORKFORCE

GENERATES NEARLY  
**\$300 B**  
IN ANNUAL REVENUE



GENERATES  
**20%**  
OF ALL ILLINOIS  
BUSINESS REVENUE

## Illinois' Middle Market is Diverse



CONSTRUCTION  
**6.6%**



HEALTHCARE  
**7.5%**



RETAIL TRADE  
**9.0%**



WHOLESALE TRADE  
**13.9%**



FINANCE & INSURANCE  
**7.2%**



PROFESSIONAL SERVICES  
**7.1%**

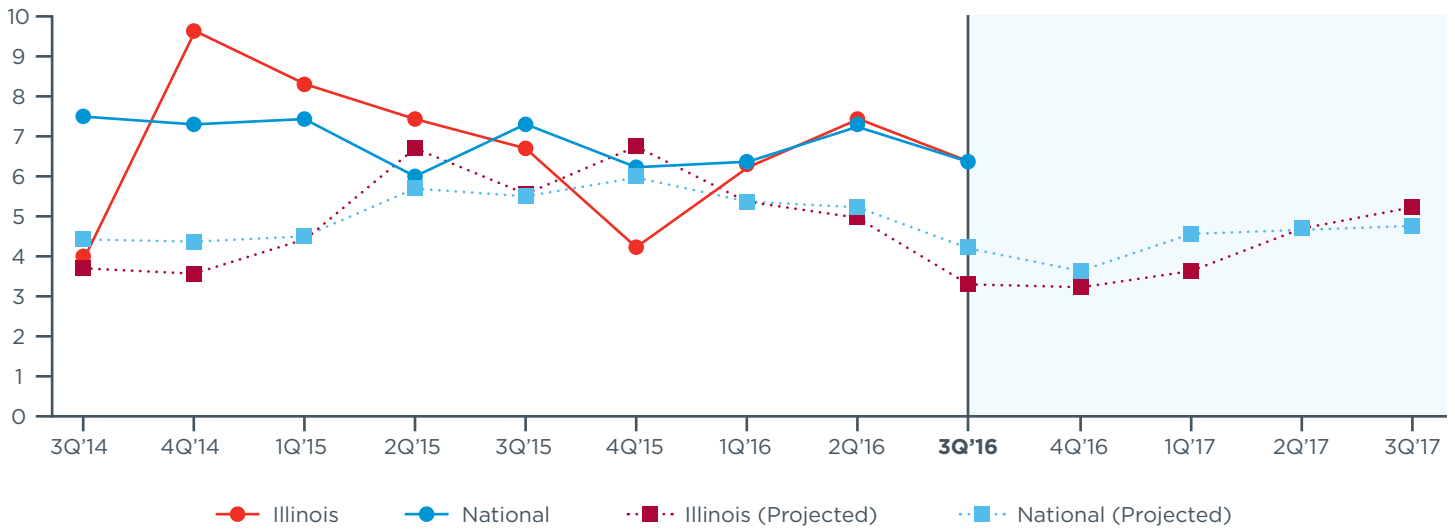


MANUFACTURING  
**21.4%**



TRANSPORTATION  
& WAREHOUSING  
**3.3%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

