

## ILLINOIS GROWTH



### Revenue Growth vs. National

**4.1%**

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**6.1%**

Past 12 Months National

**3.1%**

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**3.7%**

Next 12 Months National

### Employment Growth

**2.2%**

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**3.6%**

Past 12 Months National

**1.3%**

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

**37%**



NATIONAL ECONOMY

**55%**



LOCAL ECONOMY

**49%**

VS. NATIONAL MIDDLE MARKET

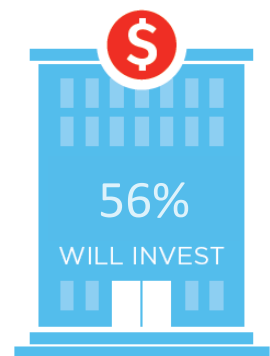
**47%**

**67%**

**76%**

### Preparing for growth through capital investment

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



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# 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%**



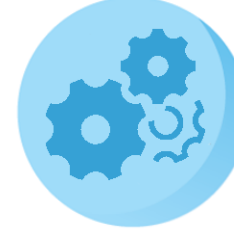
FINANCE & INSURANCE

**7.2%**



PROFESSIONAL SERVICES

**7.1%**



MANUFACTURING

**21.4%**

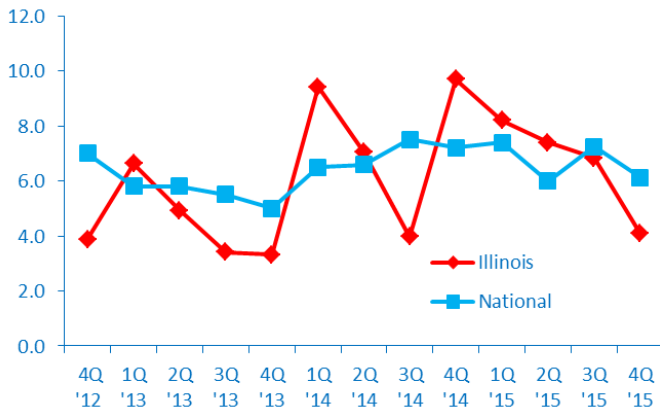


TRANSPORTATION &  
WAREHOUSING

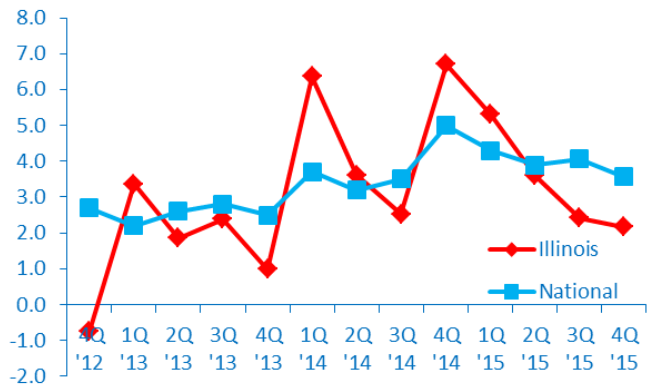
**3.3%**

## ILLINOIS GROWTH VS. NATIONAL

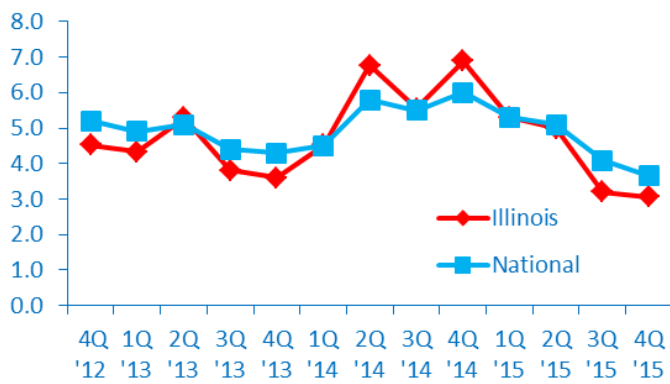
Revenue Growth past 12 months



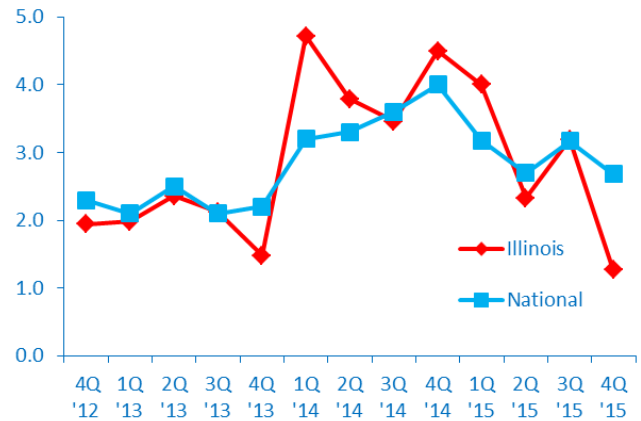
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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