

ILLINOIS MIDDLE MARKET INDICATOR

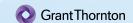


4Q | 2016

IN COLLABORATION WITH









Illinois Revenue Growth vs. National

30%

ILLINOIS MIDDLE

MARKET GROWTH

OVER THE PAST

6.9%

12 MONTHS

Past 12 Months National 3.7%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

Illinois Employment Growth vs. National

3.8%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 1.2%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National



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



35%



62%



88%

Preparing for Growth Through Capital Investment

MOST MIDDLE
MARKET COMPANIES
IN ILLINOIS ARE
POISED TO INVEST.



VS. NATIONAL MIDDLE MARKET

65%

81%

86%

Illinois' Middle Market Defined

*10 MM-*1B



11%

OF ALL ILLINOIS

COMPANIES

MORE THAN **6,500**BUSINESSES

EMPLOYS

31%

OF THE ILLINOIS WORKFORCE

\$300B

IN ANNUAL REVENUE



GENERATES

20%

OF ALL ILLINOIS BUSINESS REVENUE

Illinois' Middle Market is Diverse



CONSTRUCTION 6%



FINANCE & INSURANCE

7.2%



75%



PROFESSIONAL SERVICES

7.1%



9.0%



MANUFACTURING

21 4%



13.9%

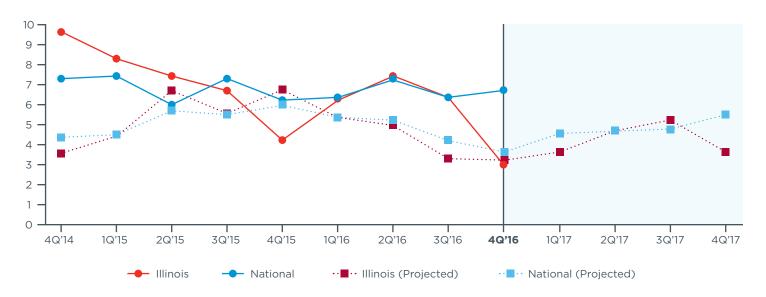


TRANSPORTATION & WAREHOUSING

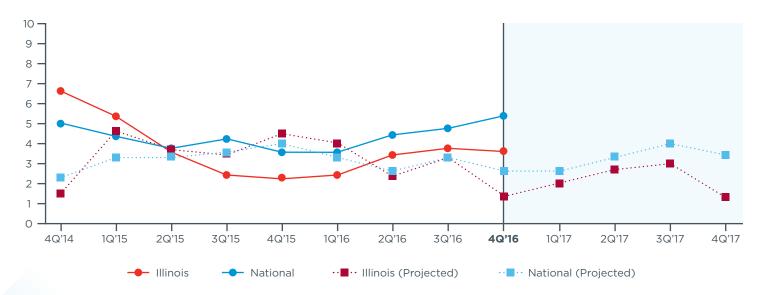
3.3%

4Q | 2016 ILLINOIS MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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