



NATIONAL CENTER FOR
THE MIDDLE MARKET

ILLINOIS

MIDDLE MARKET INDICATOR

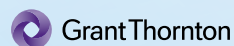


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Illinois Revenue Growth vs. National

3.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.9% Past 12 Months National

3.7%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5% Next 12 Months National



Illinois Employment Growth vs. National

3.8%

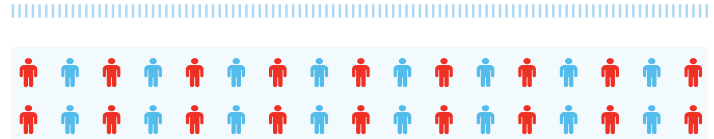
ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.4% Past 12 Months National

1.2%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.4% Next 12 Months National



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



GLOBAL ECONOMY

35%



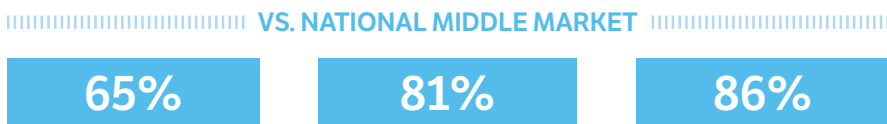
NATIONAL ECONOMY

62%



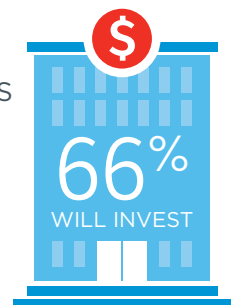
LOCAL ECONOMY

88%



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
\$300B
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%

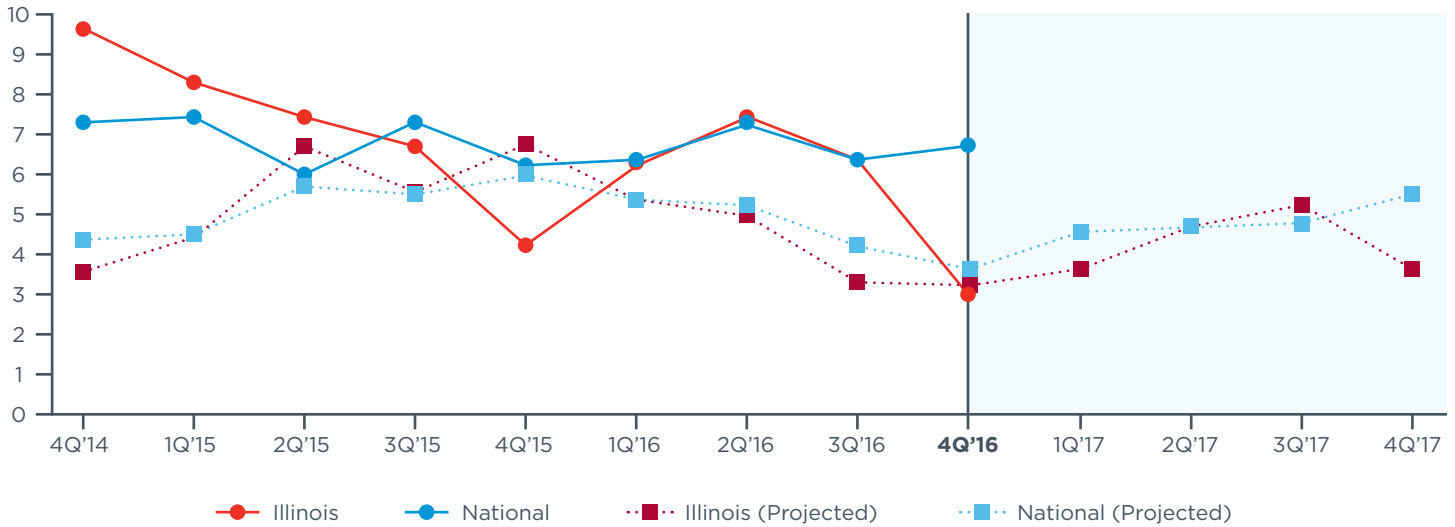


MANUFACTURING
21.4%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

