



NATIONAL CENTER FOR
THE MIDDLE MARKET

ILLINOIS

MIDDLE MARKET INDICATOR

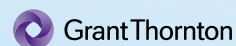


3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Illinois Revenue Growth vs. National

7.7%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.0% Past 12 Months National

12.6%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0% Next 12 Months National



Illinois Employment Growth vs. National

6.7%

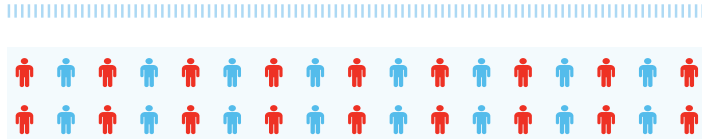
ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.4% Past 12 Months National

3.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7% Next 12 Months National



Illinois Companies More Confident in National Economy Than National Average



GLOBAL ECONOMY

74%



NATIONAL ECONOMY

88%



LOCAL ECONOMY

72%

VS. NATIONAL MIDDLE MARKET

74%

83%

88%

Preparing for Growth Through Capital Investment

MORE THAN HALF OF 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%

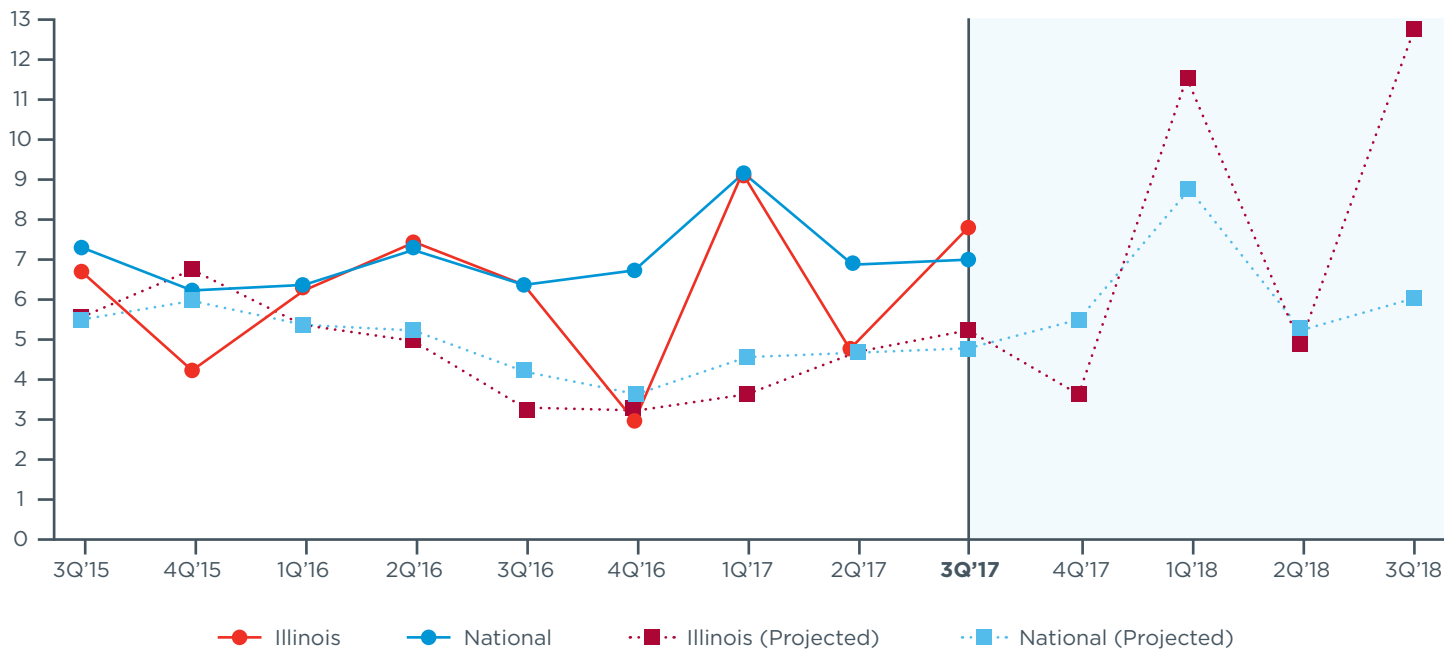


MANUFACTURING
21.4%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

