

ILLINOIS MIDDLE MARKET INDICATOR



3Q | 2017

IN COLLABORATION WITH









Illinois Revenue Growth vs. National

77%
ILLINOIS MIDDLE

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 12.6%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

Illinois Employment Growth vs. National

6.7%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 3.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National



Illinois Companies More Confident in National Economy Than National Average



74%



88%



72%

Preparing for Growth Through Capital Investment

MORE THAN HALF
OF MIDDLE MARKET
COMPANIES IN
ILLINOIS ARE
POISED TO INVEST.



WINDOWS WATER TO SEE THE WATER TO SEE TH

74%

83%

88%

Illinois' Middle Market Defined

\$10 MM-\$1B



COMPANIES

6,500 BUSINESSES



21%

OF THE ILLINOIS WORKFORCE

\$300B
IN ANNUAL REVENUE



GENERATES

20%

OF ALL ILLINOIS

BUSINESS REVENUE

Illinois' Middle Market is Diverse



66%



7 %



7.5%



PROFESSIONAL SERVICES
71%



9.0%



MANUFACTURING

21.4%



13.9%



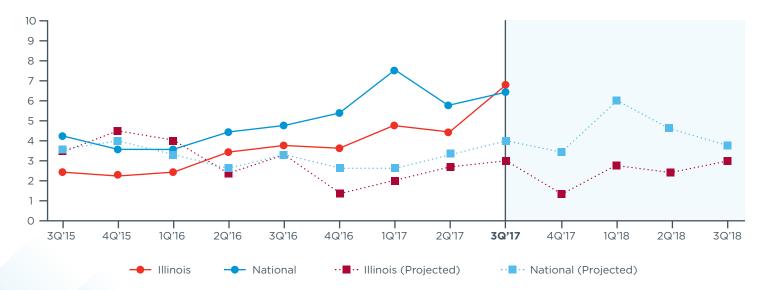
TRANSPORTATION & WAREHOUSING

3Q | 2017 ILLINOIS MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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