



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# ILLINOIS

MIDDLE MARKET INDICATOR

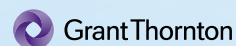


4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Illinois Revenue Growth vs. National

7.8%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.6%

Past 12 Months National

3.9%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4%

Next 12 Months National

### Illinois Employment Growth vs. National

7.2%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2%

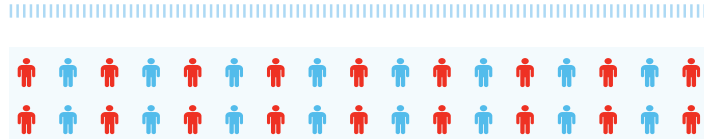
Past 12 Months National

2.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7%

Next 12 Months National



### Illinois Companies More Confident in National Economy Than National Average



GLOBAL ECONOMY

73%



NATIONAL ECONOMY

87%



LOCAL ECONOMY

77%

VS. NATIONAL MIDDLE MARKET

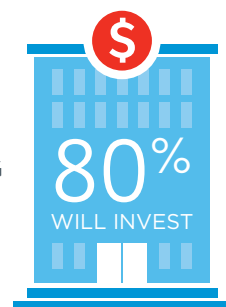
75%

86%

88%

### Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN ILLINOIS ARE SENDING A STRONG MESSAGE THAT THEY 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%**



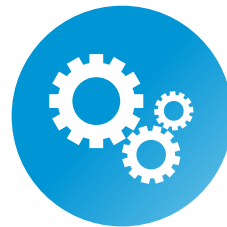
WHOLESALE TRADE  
**13.9%**



FINANCE & INSURANCE  
**7.2%**



PROFESSIONAL SERVICES  
**7.1%**

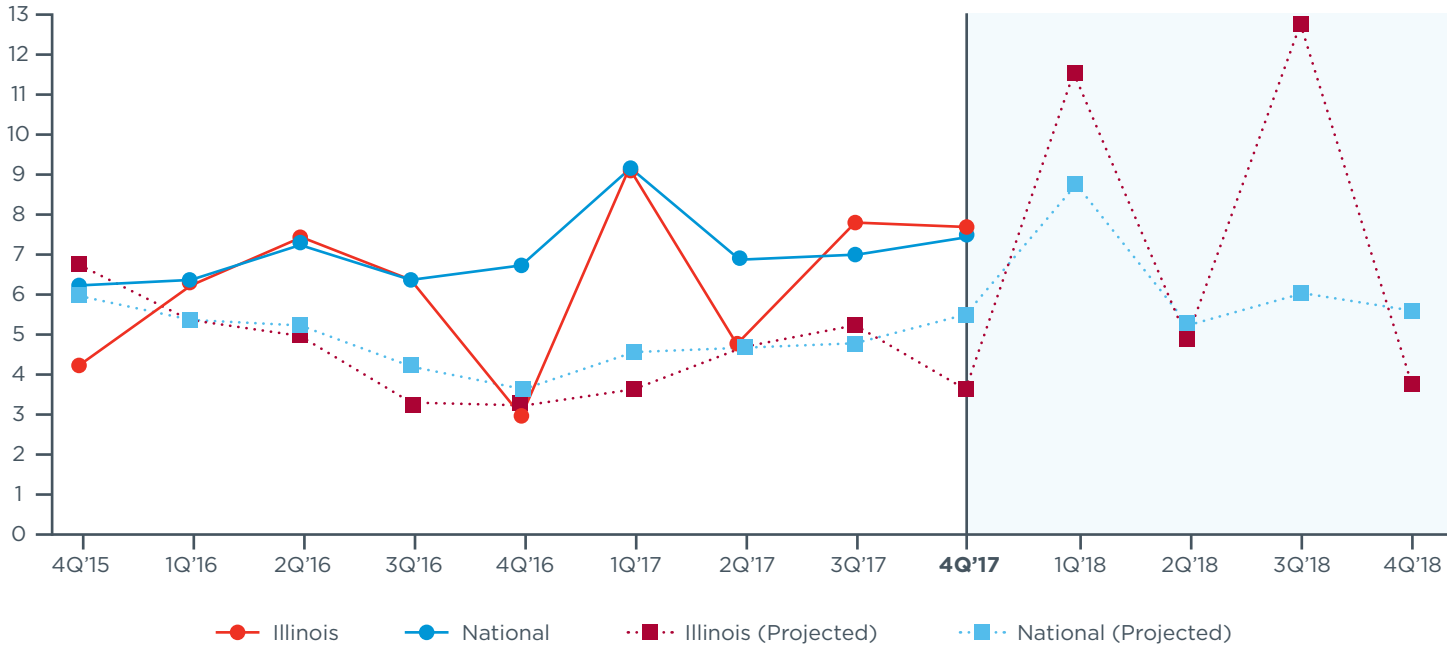


MANUFACTURING  
**21.4%**



TRANSPORTATION  
& WAREHOUSING  
**3.3%**

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth

