

ILLINOIS MIDDLE MARKET INDICATOR



4Q 2017

IN COLLABORATION WITH









Illinois Revenue Growth vs. National

7.8%

ILLINOIS MIDDLE

MARKET GROWTH

OVER THE PAST

7.6% Pa

12 MONTHS

Past 12 Months National 3.9%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

Illinois Employment Growth vs. National

72%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 2.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National



Illinois Companies More Confident in National Economy Than National Average



73%



87%



TOCAL ECONOMY

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN ILLINOIS ARE SENDING A STRONG MESSAGE THAT THEY ARE POISED TO INVEST.



WINDOWS WATER TO SEE THE WATER TO SEE TH

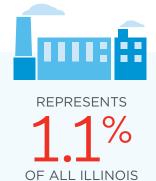
75%

86%

88%

Illinois' Middle Market Defined

*10 MM-*1B



COMPANIES

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



66%



72%



7.5%



PROFESSIONAL SERVICES
71%



9.0%



MANUFACTURING

21.4%



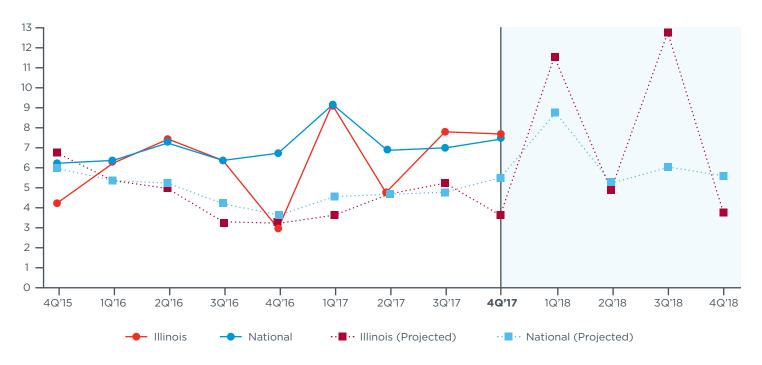
13.9%



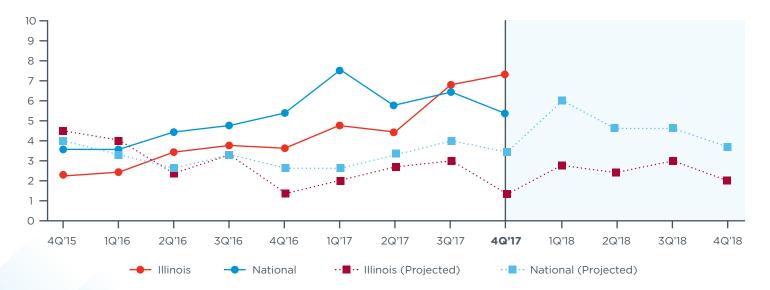
TRANSPORTATION & WAREHOUSING

4Q | 2017 ILLINOIS MIDDLE MARKET INDICATOR

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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