



NATIONAL CENTER FOR
THE MIDDLE MARKET

ILLINOIS

MIDDLE MARKET INDICATOR

3Q | 2018



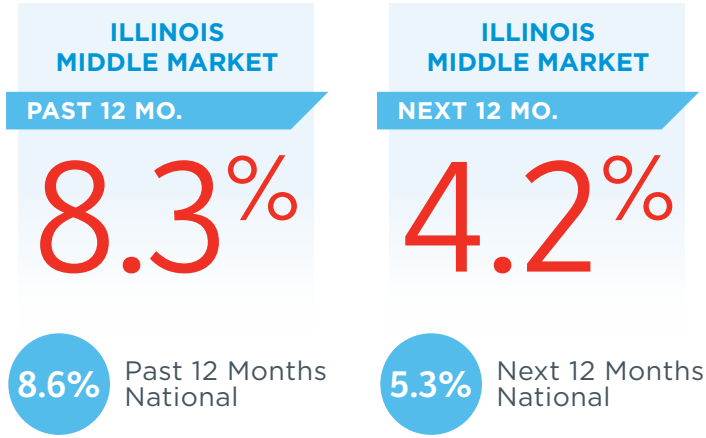
IN COLLABORATION WITH



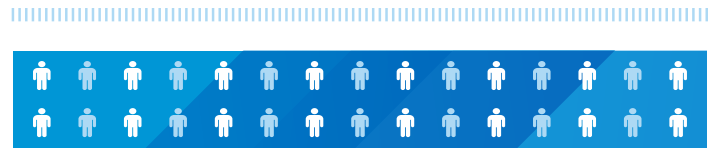
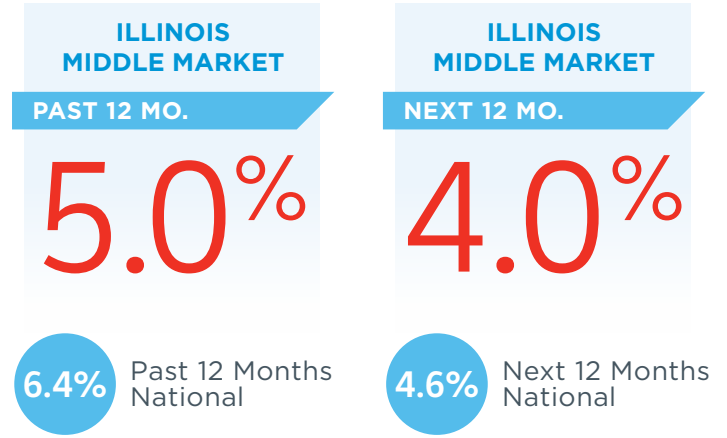
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



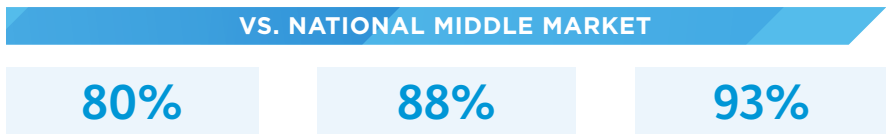
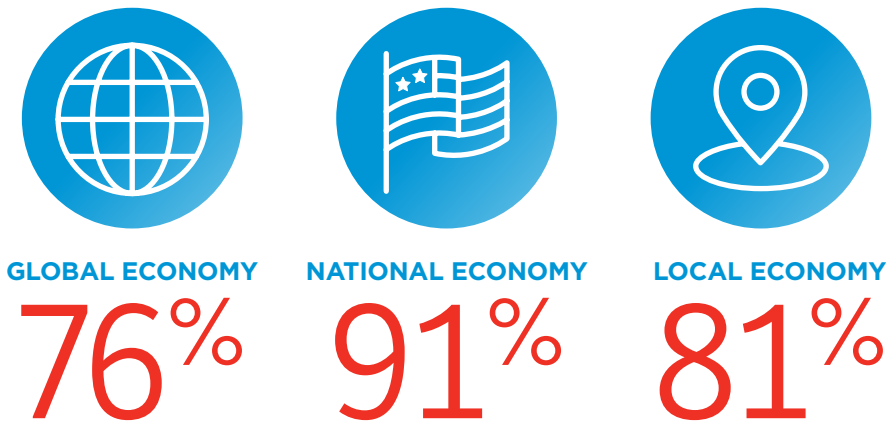
Illinois Revenue Growth vs. National



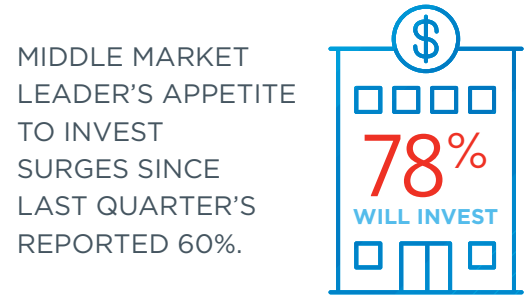
Illinois Employment Growth vs. National



Confidence Levels Remain Behind National Average, but Increase Greatly from Last Quarter



Preparing for Growth Through Capital Investment



Illinois' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



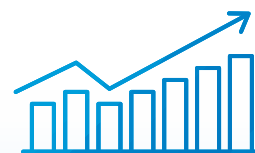
REPRESENTS
1.1%
OF ALL ILLINOIS
COMPANIES

MORE THAN
6,500
BUSINESSES



EMPLOYS
31%
OF THE ILLINOIS
WORKFORCE

GENERATES NEARLY
\$300 B
IN ANNUAL REVENUE



GENERATES
20%
OF ALL ILLINOIS
BUSINESS REVENUE

Illinois' Middle Market is Diverse



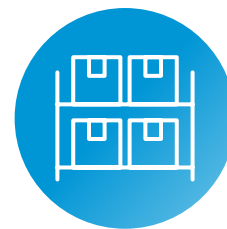
CONSTRUCTION
6.6%



HEALTHCARE
7.5%



RETAIL TRADE
9.0%



WHOLESALE TRADE
13.9%



FINANCE & INSURANCE
7.2%



PROFESSIONAL
SERVICES
7.1%

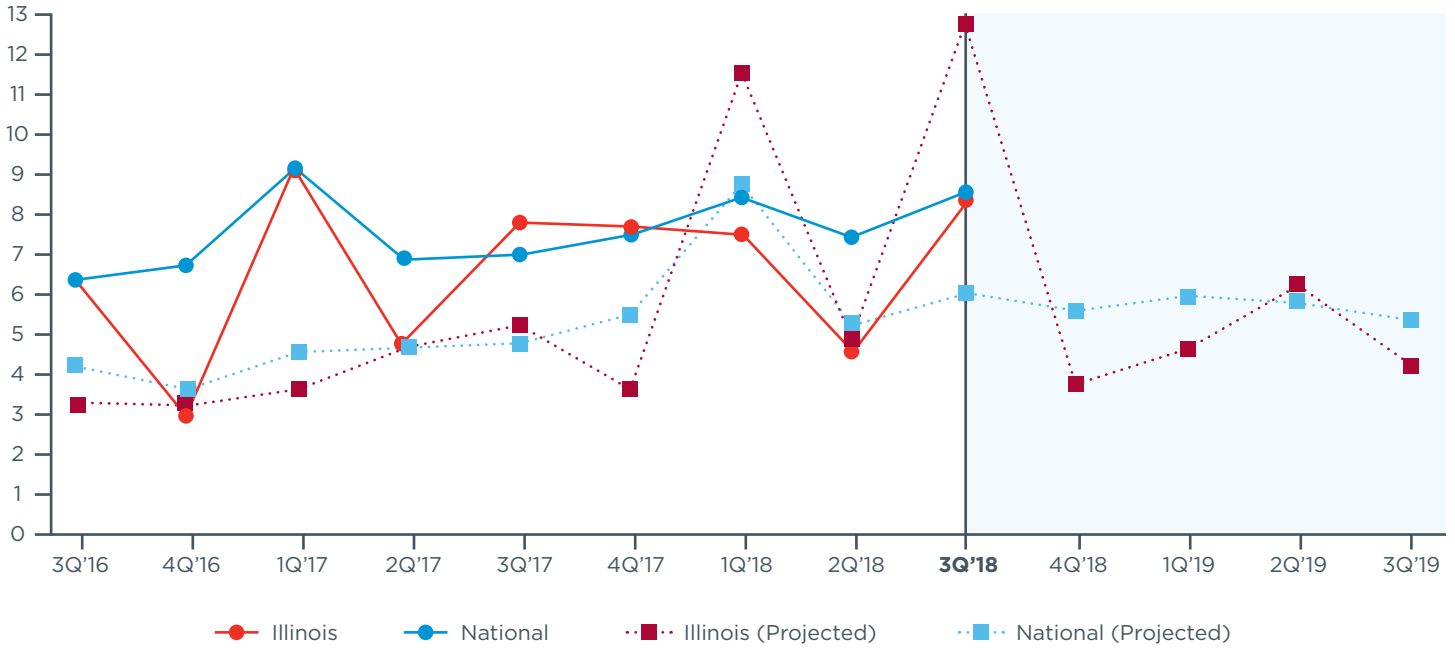


MANUFACTURING
21.4%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

