

ILLINOIS

MIDDLE MARKET INDICATOR

1Q 2018



IN COLLABORATION WITH









Illinois Revenue Growth vs. National

ILLINOIS MIDDLE MARKET

PAST 12 MO.

8.4%

Past 12 Months

National

ILLINOIS MIDDLE MARKET

NEXT 12 MO.

National

Next 12 Months

PAST 12 MO.

ILLINOIS

MIDDLE MARKET

ILLINOIS MIDDLE MARKET

NEXT 12 MO.

Past 12 Months 6.3% National

Next 12 Months National



Illinois Employment Growth vs. National

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





NATIONAL ECONOMY



LOCAL ECONOMY

Preparing for Growth Through Capital Investment

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



VS. NATIONAL MIDDLE MARKET

82%

87%

94%

Illinois' Middle Market Defined

\$10 MM-\$1B



REPRESENTS

11%

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%



FINANCE & INSURANCE

7.2%



HEALTHCARE

7.5%



PROFESSIONAL SERVICES

7.1%



RETAIL TRADE

9.0%



MANUFACTURING

21.4%



WHOLESALE TRADE

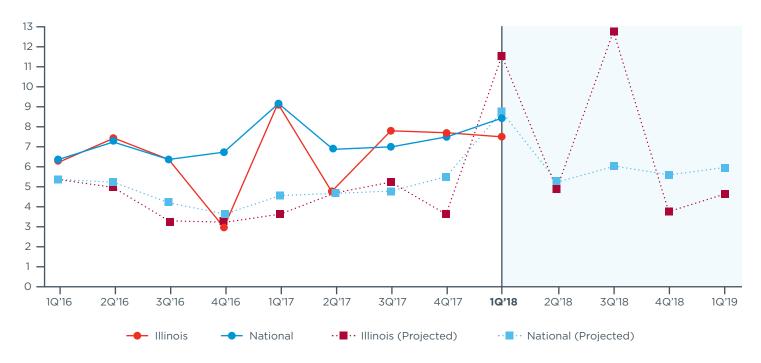
13.9%



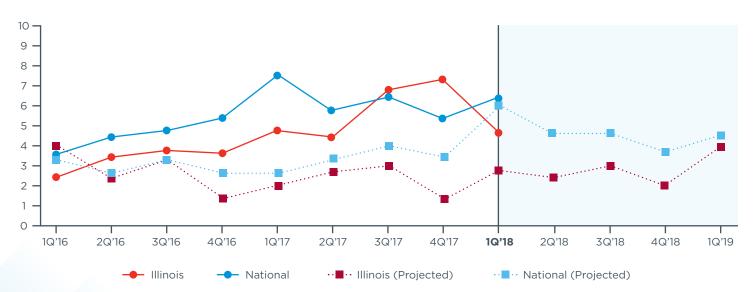
TRANSPORTATION & WADEHOUSING

3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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