



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# ILLINOIS

MIDDLE MARKET INDICATOR

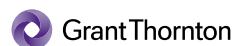
1Q | 2018



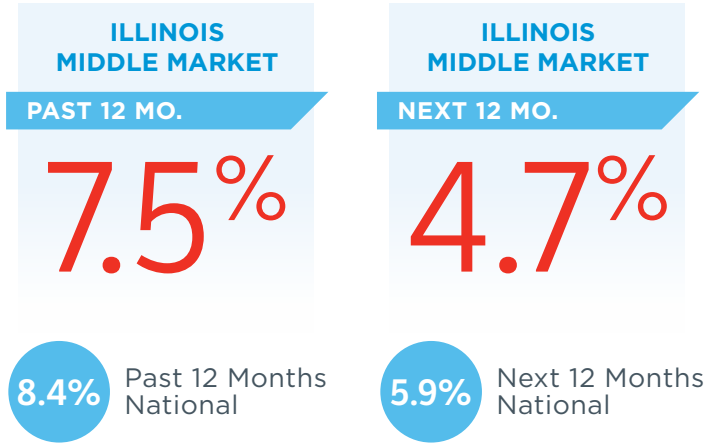
IN COLLABORATION WITH



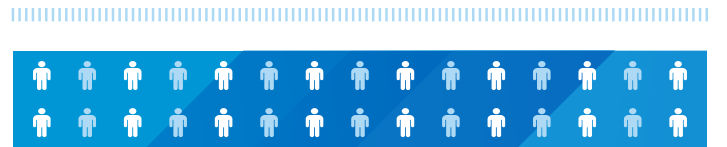
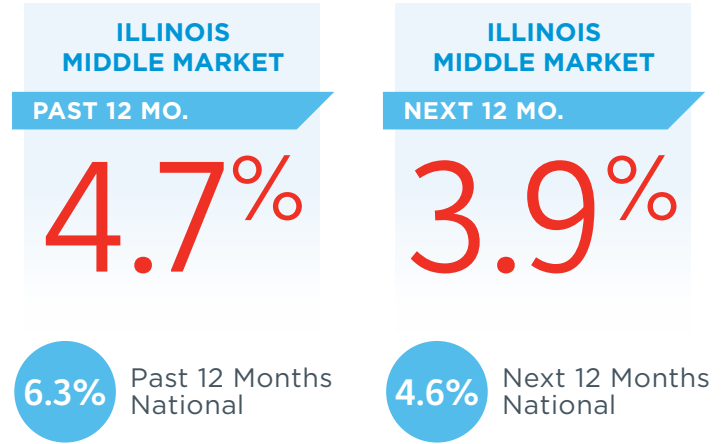
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



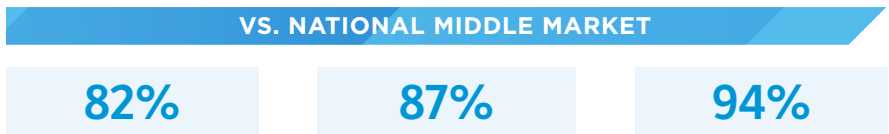
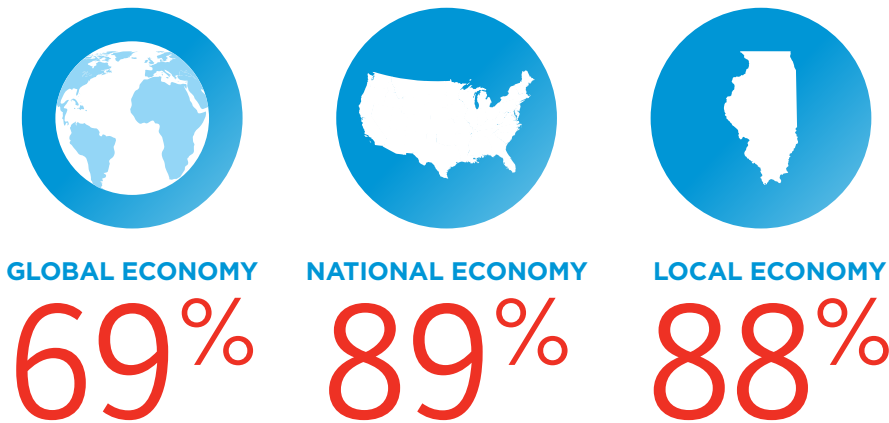
### Illinois Revenue Growth vs. National



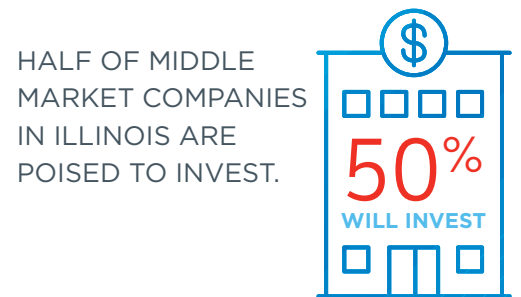
### Illinois Employment Growth vs. National



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



### Preparing for Growth Through Capital Investment



## Illinois' Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



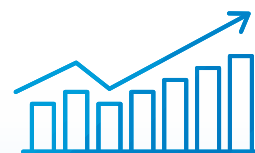
REPRESENTS  
**1.1%**  
OF ALL ILLINOIS  
COMPANIES

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



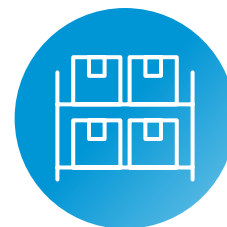
CONSTRUCTION  
**6.6%**



HEALTHCARE  
**7.5%**



RETAIL TRADE  
**9.0%**



WHOLESALE TRADE  
**13.9%**



FINANCE & INSURANCE  
**7.2%**



PROFESSIONAL  
SERVICES  
**7.1%**

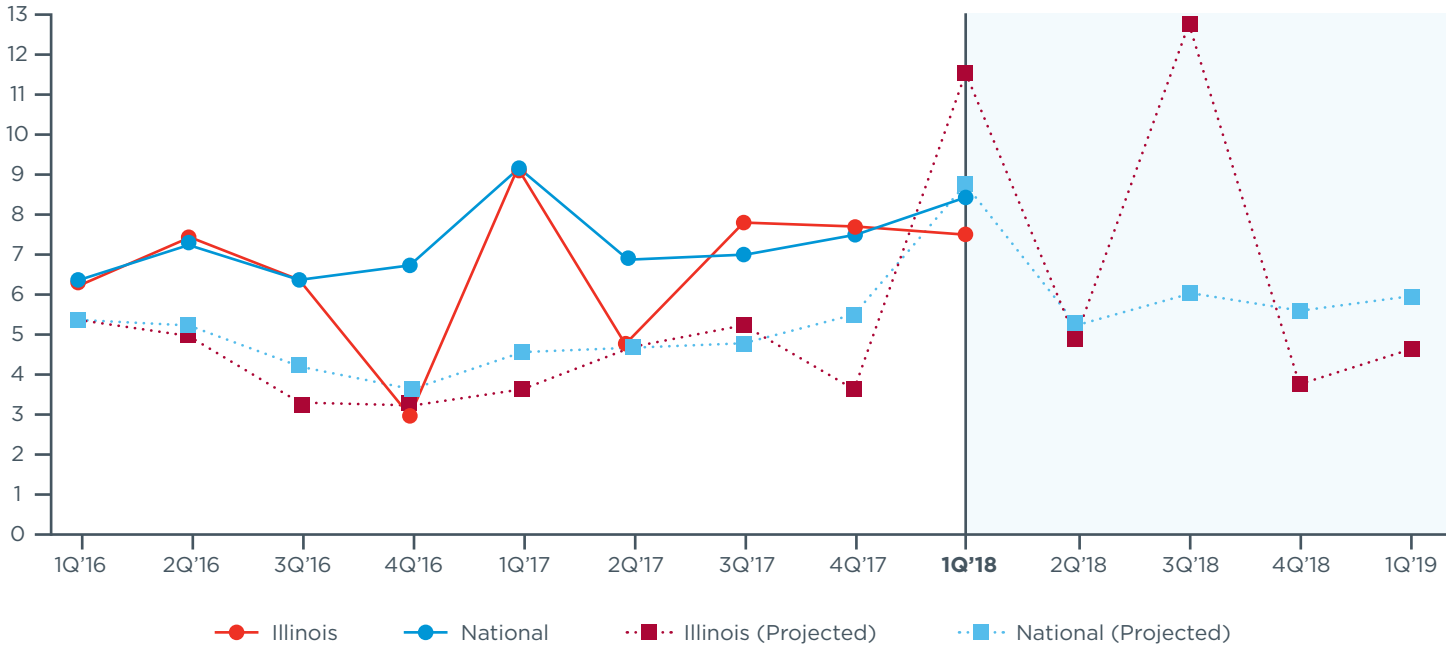


MANUFACTURING  
**21.4%**



TRANSPORTATION  
& WAREHOUSING  
**3.3%**

## Actual & Projected Revenue Growth



## Actual & Projected Employee Growth

