

**ILLINOIS
GROWTH**



Revenue Growth vs. National

4.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5%

Past 12 Months National

5.6%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5%

Next 12 Months National

Employment Growth

2.5%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.5%

Past 12 Months National

3.5%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.6%

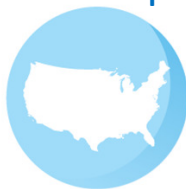
Next 12 Months National

Illinois Companies less confident than their national peers



GLOBAL ECONOMY

46%



NATIONAL ECONOMY

46%



LOCAL ECONOMY

54%

VS. NATIONAL MIDDLE MARKET

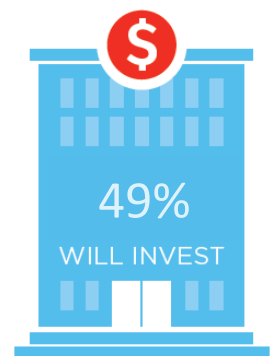
54%

67%

74%

Preparing for growth through capital investment

Middle market companies in Illinois are sending a strong message that they are poised to invest.



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MIDDLEMARKETCENTER.ORG



MEET ILLINOIS' MIGHTY MIDDLE MARKET

Illinois' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



MORE THAN

6,500

BUSINESSES



GENERATES

\$300B

IN ANNUAL REVENUE



REPRESENTS

1%

OF ALL ILLINOIS
COMPANIES



EMPLOYS

30%

OF THE ILLINOIS
WORKFORCE



GENERATES

21%

OF ALL ILLINOIS
BUSINESS REVENUE

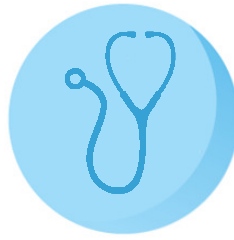


Diverse



CONSTRUCTION

6.0%



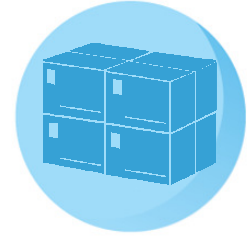
HEALTHCARE

6.0%



RETAIL

10.0%



WHOLESALE

14.0%



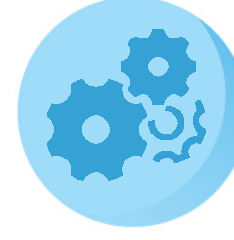
FINANCE, INSURANCE,
REAL ESTATE

10.0%



BUSINESS SERVICES

26.0%



MANUFACTURING

22.0%

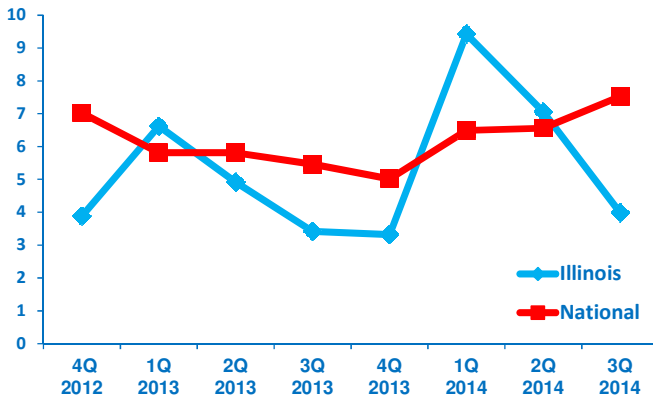


TRANSPORTATION,
COMMUNICATIONS,
UTILITIES

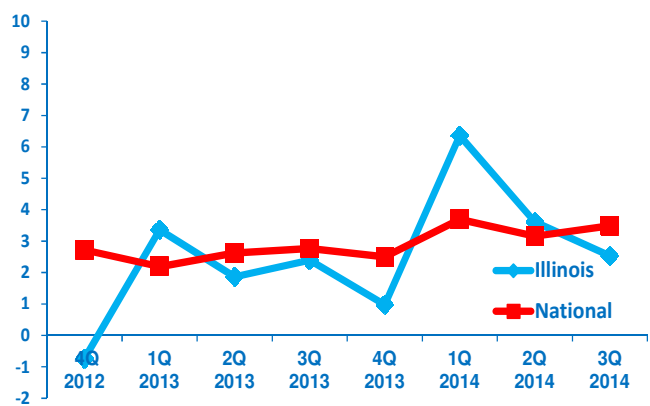
5.0%

ILLINOIS GROWTH VS. NATIONAL

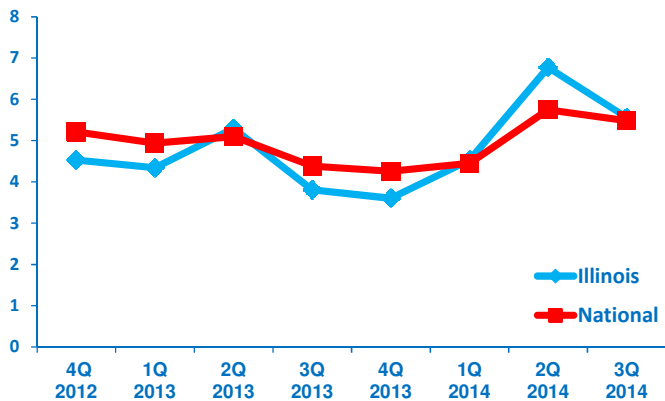
Revenue Growth past 12 months



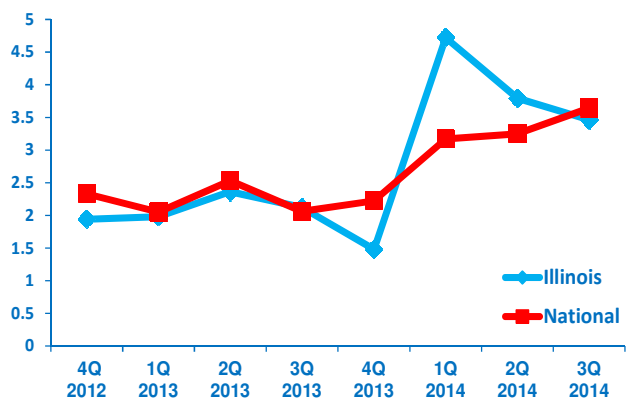
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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THE MIDDLE MARKET

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