

ILLINOIS GROWTH



Revenue Growth vs. National

8.2%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

5.3%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

5.3%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

4.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Illinois Companies less confident than their national peers



GLOBAL ECONOMY

52%



NATIONAL ECONOMY

88%



LOCAL ECONOMY

74%

VS. NATIONAL MIDDLE MARKET

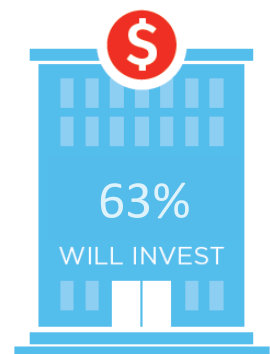
55%

79%

83%

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 NEARLY

\$300B

IN ANNUAL REVENUE



REPRESENTS

1.1%

OF ALL ILLINOIS
COMPANIES



EMPLOYS

31%

OF THE ILLINOIS
WORKFORCE



GENERATES

20%

OF ALL ILLINOIS
BUSINESS REVENUE



Diverse



CONSTRUCTION

6.6%



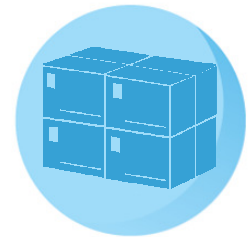
HEALTHCARE

7.5%



RETAIL TRADE

9.0%



WHOLESALE TRADE

13.9%



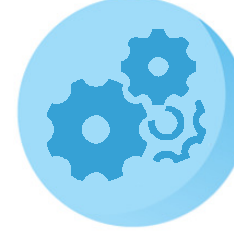
FINANCE & INSURANCE

7.2%



PROFESSIONAL SERVICES

7.1%



MANUFACTURING

21.4%

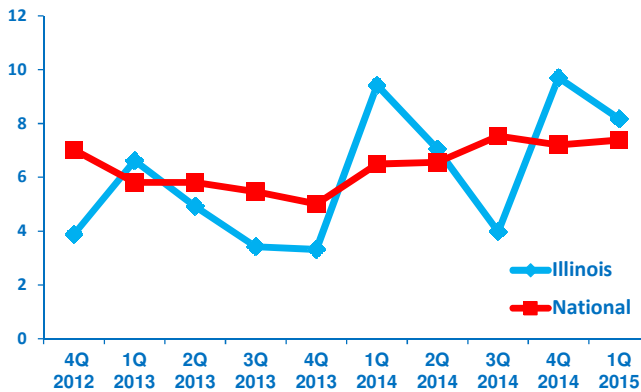


TRANSPORTATION &
WAREHOUSING

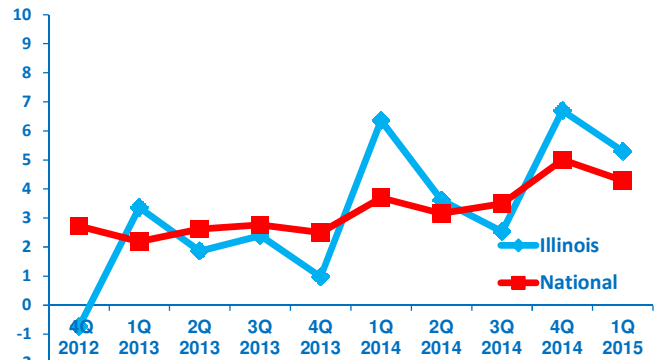
3.3%

ILLINOIS GROWTH VS. NATIONAL

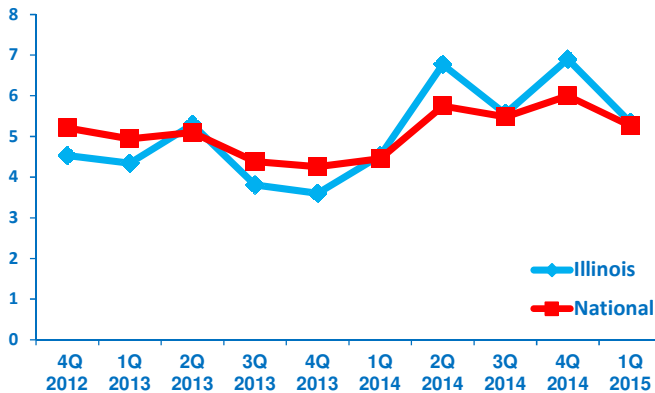
Revenue Growth past 12 months



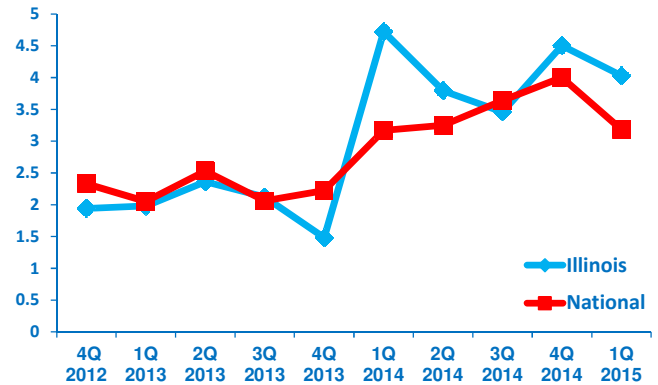
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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THE MIDDLE MARKET

In Collaboration With

