

# ILLINOIS MIDDLE MARKET INDICATOR

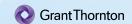


2Q | 2017

IN COLLABORATION WITH









### Illinois Revenue Growth vs. National

4.8%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 5.0%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National

### Illinois Employment Growth vs. National

4.4%

ILLINOIS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS



Past 12 Months National 2.6%

ILLINOIS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS



Next 12 Months National



# Illinois Companies More Confident in National Economy Than National Average



66%



NATIONAL ECONOMY

91%



87%

# Preparing for Growth Through Capital Investment

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



WINDOWS WATER TO SEE THE WATER TO SEE TH

70%

84%

87%

#### Illinois' Middle Market Defined

\$10 MM-\$1B



COMPANIES

MORE THAN **6,500**BUSINESSES



**EMPLOYS** 

31%

OF THE ILLINOIS

WORKFORCE

\$300B
IN ANNUAL REVENUE



GENERATES %

OF ALL ILLINOIS BUSINESS REVENUE

#### Illinois' Middle Market is Diverse



66%



7 %



7.5%



PROFESSIONAL SERVICES 71%



9.0%



MANUFACTURING

21.4%



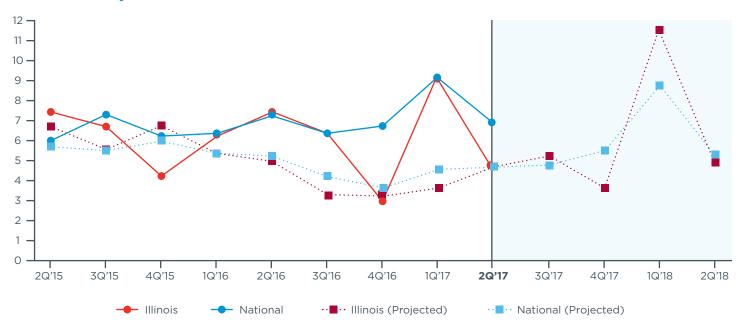
13.9%



TRANSPORTATION & WAREHOUSING 33%

# 2Q | 2017 ILLINOIS MIDDLE MARKET INDICATOR

# Actual & Projected Revenue Growth



# **Actual & Projected Employee Growth**



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