

NATIONAL CENTER FOR THE MIDDLE MARKET

# ILLINOIS

## MIDDLE MARKET INDICATOR

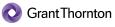
4Q 2018



THE OHIO STATE UNIVERSITY

IN COLLABORATION WITH









89%

#### Confidence in Local Economy Increases; Global and National Confidence Dips From Last Quarter

#### Preparing for Growth Through Capital Investment

Image: Willing the second se

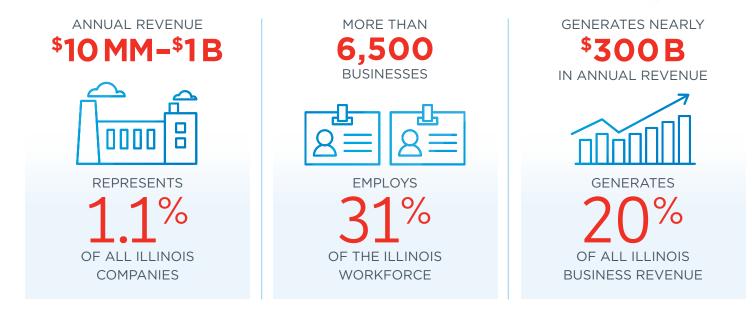
86%

73%

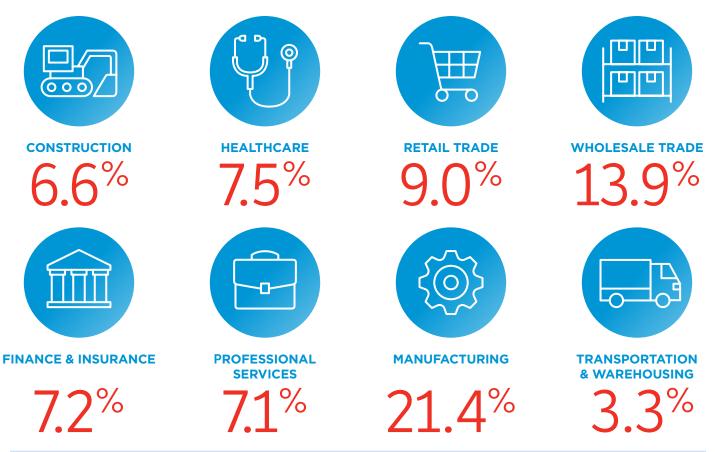
MIDDLE MARKET LEADER'S APPETITES TO INVEST DECLINE SINCE LAST QUARTER'S REPORTED 78%.



### Illinois' Middle Market Defined



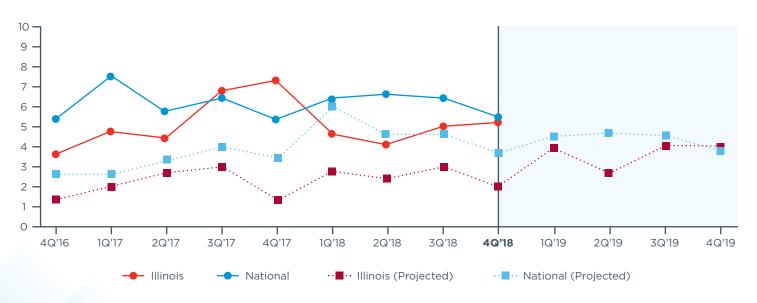
### Illinois' Middle Market is Diverse





#### Actual & Projected Revenue Growth

#### Actual & Projected Employee Growth



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