



NATIONAL CENTER FOR
THE MIDDLE MARKET

ILLINOIS

MIDDLE MARKET INDICATOR

1Q | 2019



IN COLLABORATION WITH

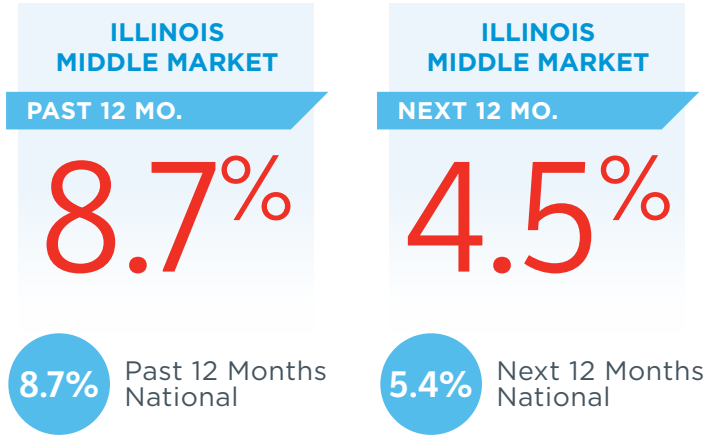


THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

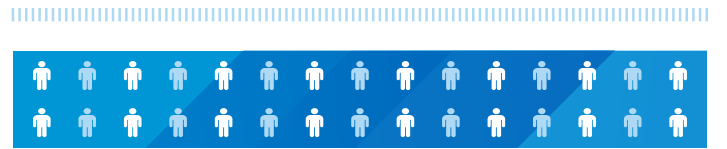
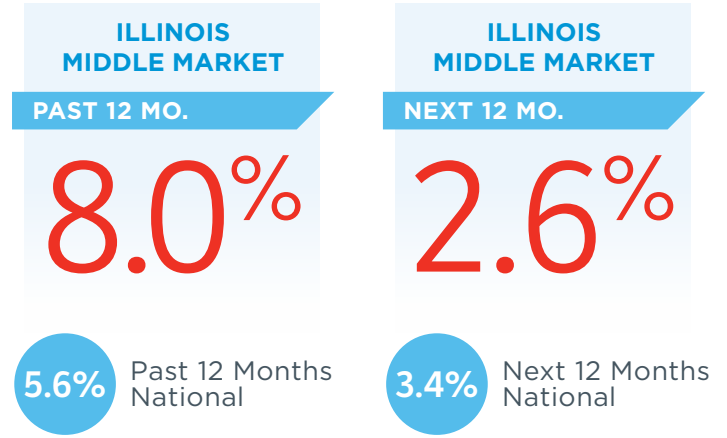


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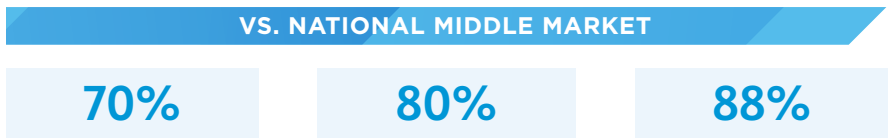
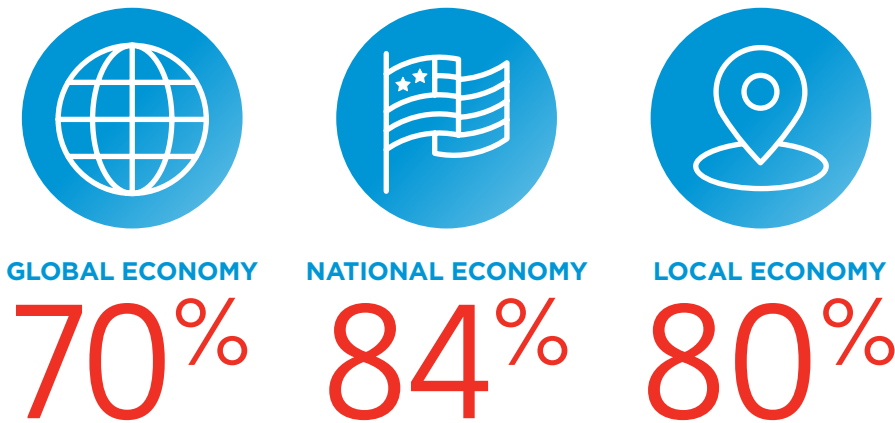
Illinois Revenue Growth vs. National



Illinois Employment Growth vs. National

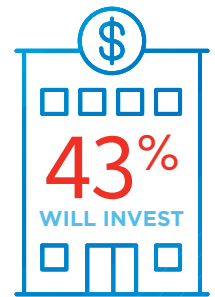


Confidence in Local Economy Lags Among Illinois Companies



Preparing for Growth Through Capital Investment

MIDDLE MARKET LEADER'S APPETITES TO INVEST HEAVILY DECLINE SINCE LAST QUARTER'S REPORTED 65%.



Illinois' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



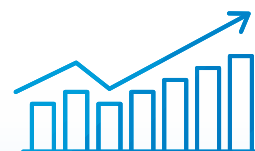
REPRESENTS
1.1%
OF ALL ILLINOIS
COMPANIES

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



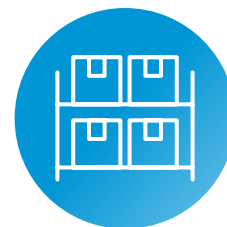
CONSTRUCTION
6.6%



HEALTHCARE
7.5%



RETAIL TRADE
9.0%



WHOLESALE TRADE
13.9%



FINANCE & INSURANCE
7.2%



PROFESSIONAL
SERVICES
7.1%

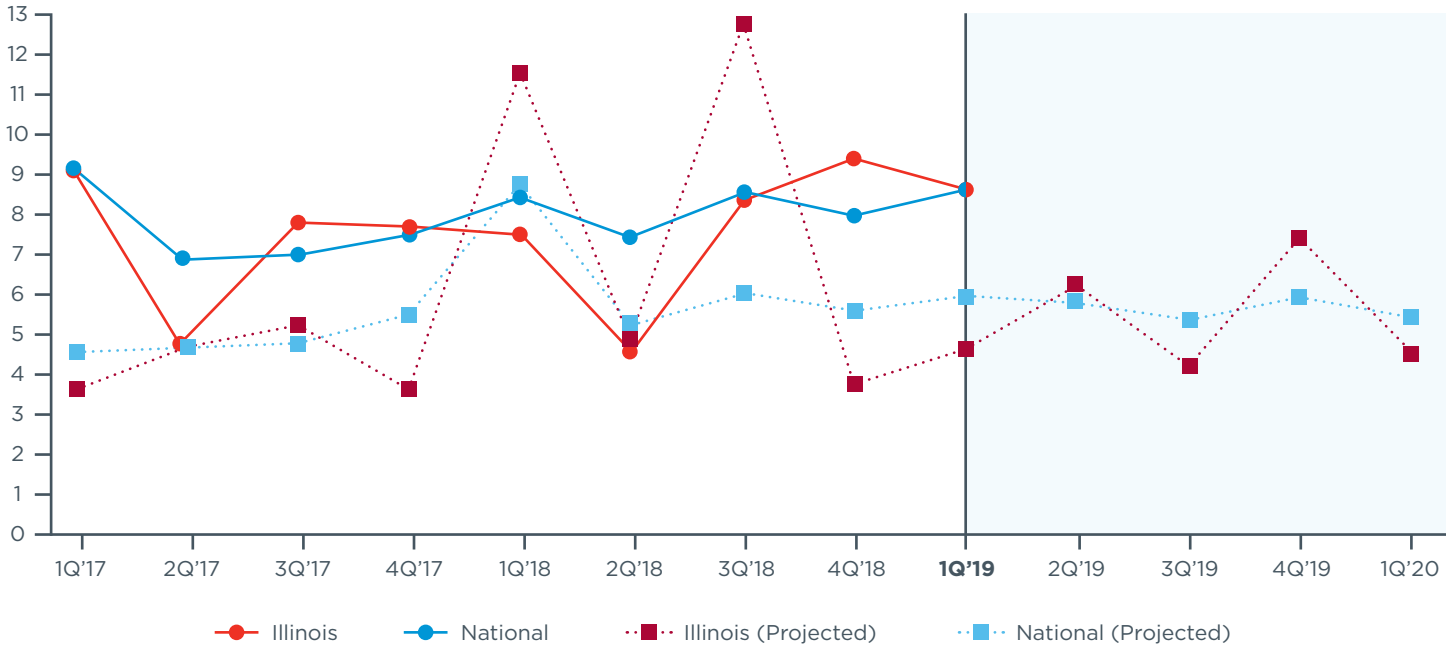


MANUFACTURING
21.4%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

