

# ILLINOIS MIDDLE MARKET INDICATOR



2Q 2017

IN COLLABORATION WITH









#### Illinois Revenue Growth vs. National

48%

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%



91%



87%

# Preparing for Growth Through Capital Investment

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



VS. NATIONAL MIDDLE MARKET

70%

84%

87%

#### Illinois' Middle Market Defined

\$10 MM-\$1B



REPRESENTS

1.1%

OF ALL ILLINOIS
COMPANIES

MORE THAN **6,500** 

BUSINESSES



**EMPLOYS** 

31%

OF THE ILLINOIS WORKFORCE

GENERATES NEARLY

\$300B

IN ANNUAL REVENUE



**GENERATES** 

20%

OF ALL ILLINOIS BUSINESS REVENUE

#### Illinois' Middle Market is Diverse



CONSTRUCTION

6.6%



**FINANCE & INSURANCE** 

7.2%



**HEALTHCARE** 

7.5%



**PROFESSIONAL SERVICES** 

7.1%



RETAIL TRADE

9.0%



**MANUFACTURING** 

21.4%



WHOLESALE TRADE

13.9%



TRANSPORTATION & WAREHOUSING

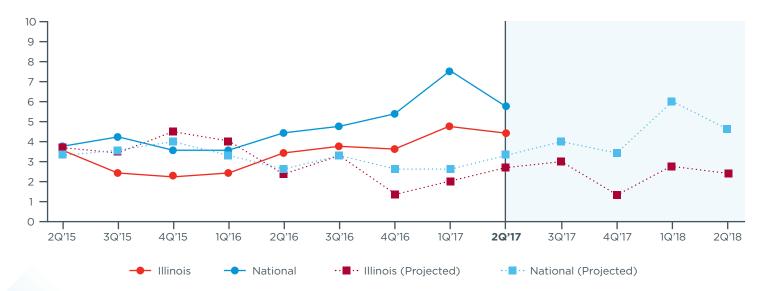
3.3%

## 2Q | 2017 ILLINOIS MIDDLE MARKET INDICATOR

### Actual & Projected Revenue Growth



### Actual & Projected Employee Growth



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