

# ILLINOIS

MIDDLE MARKET INDICATOR

3Q 2018



IN COLLABORATION WITH









### Illinois Revenue Growth vs. National

### ILLINOIS MIDDLE MARKET

PAST 12 MO.

8.6%

8.3%

Past 12 Months

National

### ILLINOIS MIDDLE MARKET

NEXT 12 MO.

4.2%

Next 12 Months

National



### ILLINOIS MIDDLE MARKET

PAST 12 MO.

5.0%

ILLINOIS MIDDLE MARKET

NEXT 12 MO.

4.0%







Illinois Employment Growth vs. National

# Confidence Levels Remain Behind National Average, but Increase Greatly from Last Quarter



GLOBAL ECONOMY

76%



**NATIONAL ECONOMY** 

91%



**LOCAL ECONOMY** 

81%

# Preparing for Growth Through Capital Investment

MIDDLE MARKET LEADER'S APPETITE TO INVEST SURGES SINCE LAST QUARTER'S REPORTED 60%.



#### **VS. NATIONAL MIDDLE MARKET**

80%

88%

93%

### 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

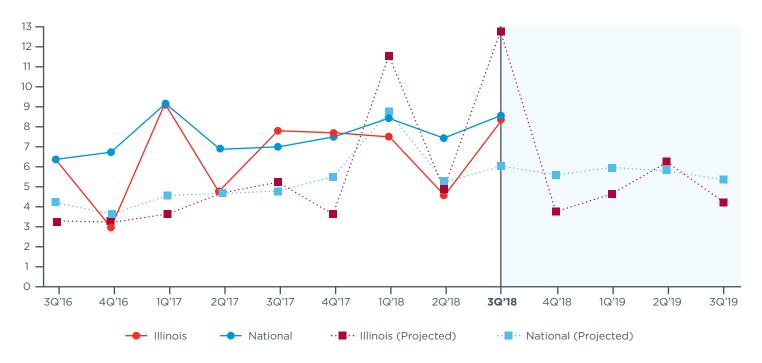
13.9%



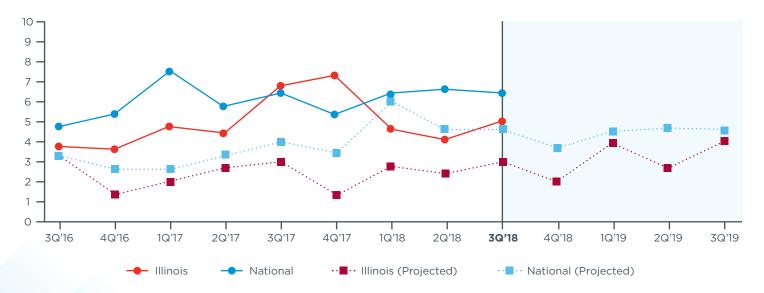
TRANSPORTATION & WADEHOLISING

3.3%

## **Actual & Projected Revenue Growth**



# **Actual & Projected Employee Growth**



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