

# ILLINOIS

MIDDLE MARKET INDICATOR

2Q 2018



IN COLLABORATION WITH









### Illinois Revenue Growth vs. National

ILLINOIS MIDDLE MARKET

PAST 12 MO.

4.6%

7.4% Past 12 Months National ILLINOIS MIDDLE MARKET

NEXT 12 MO.

6.2%

5.9% Next 12 Months National

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### Illinois Employment Growth vs. National

ILLINOIS MIDDLE MARKET

PAST 12 MO.

4.1%

MIDDLE MARKET
NEXT 12 MO.

2.7%

**ILLINOIS** 

6.7% Past 12 Months National 4.8% Next 12 Months National



### Confidence Levels Taper Off Among Illinois' Middle Market Leaders



GLOBAL ECONOMY



NATIONAL ECONOMY

67%



**LOCAL ECONOMY** 

76%

## Preparing for Growth Through Capital Investment

DESPITE LAGGING CONFIDENCE, WILLINGNESS TO INVEST IS ON THE RISE.



**VS. NATIONAL MIDDLE MARKET** 

**75%** 

86%

90%

#### Illinois' Middle Market Defined

ANNUAL REVENUE \$10 MM-\$1B



**REPRESENTS** OF ALL ILLINOIS

**COMPANIES** 

MORE THAN 6,500

BUSINESSES



**EMPLOYS** 

OF THE ILLINOIS

WORKFORCE

**GENERATES NEARLY** 

\$300B

IN ANNUAL REVENUE



**GENERATES** 

OF ALL ILLINOIS **BUSINESS REVENUE** 

### Illinois' Middle Market is Diverse



**CONSTRUCTION** 



**FINANCE & INSURANCE** 



**HEALTHCARE** 



**PROFESSIONAL SERVICES** 



**RETAIL TRADE** 



**MANUFACTURING** 



WHOLESALE TRADE

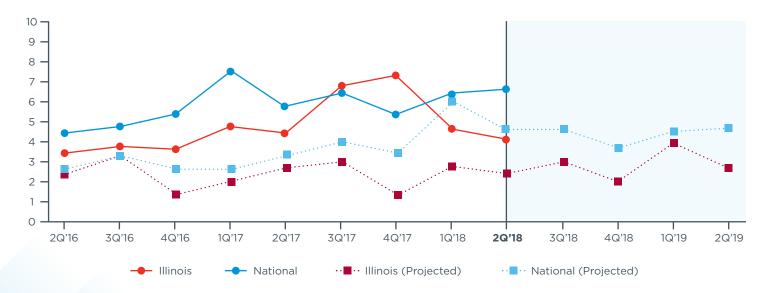


**TRANSPORTATION** 

### **Actual & Projected Revenue Growth**



### **Actual & Projected Employee Growth**



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