

# ILLINOIS

MIDDLE MARKET INDICATOR

3Q 2019



IN COLLABORATION WITH





### Illinois Revenue Growth vs. National

ILLINOIS MIDDLE MARKET

PAST 12 MO.

5.5%

5.8% Past 12 Months National ILLINOIS MIDDLE MARKET

NEXT 12 MO.

3.7%

4.7% Next 12 Months National

# Illinois Employment Growth vs. National

ILLINOIS
MIDDLE MARKET

PAST 12 MO.

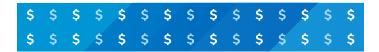
3.0%

4.1% Past 12 Months National ILLINOIS
MIDDLE MARKET

NEXT 12 MO.

4.1%

2.5% Next 12 Months National





# Illinois Companies Less Confident About Economic Conditions Than National Average



GLOBAL ECONOMY

47%



**NATIONAL ECONOMY** 

71%



**LOCAL ECONOMY** 

66%

# Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST SIGNIFICANTLY DECREASES COMPARED TO LAST QUARTER'S REPORTED 81%.



**VS. NATIONAL MIDDLE MARKET** 

55%

76%

85%

#### 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** 

\$300B

IN ANNUAL REVENUE



**GENERATES** 

20%

OF ALL ILLINOIS BUSINESS REVENUE

#### Illinois' Middle Market is Diverse



**CONSTRUCTION** 

6.6%



**FINANCE & INSURANCE** 

72%



**HEALTHCARE** 

7.5%



PROFESSIONAL SERVICES

71%



RETAIL TRADE

9.0%



**MANUFACTURING** 

21.4%



WHOLESALE TRADE

13.9%



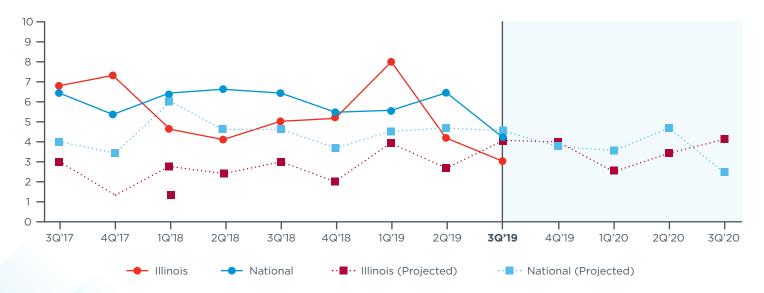
TRANSPORTATION & WADEHOUSING

3.3%

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



# **Actual & Projected Employee Growth**



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