

ILLINOIS

MIDDLE MARKET INDICATOR

4Q 2019



IN COLLABORATION WITH





Illinois Revenue Growth vs. National

Illinois Employment Growth vs. National

ILLINOIS MIDDLE MARKET

PAST 12 MO.

7.5%

8.2%

Past 12 Months

National

ILLINOIS MIDDLE MARKET

NEXT 12 MO.

4.4%

.9% Next 12 Months National ILLINOIS MIDDLE MARKET

PAST 12 MO.

4.0%

ILLINOIS MIDDLE MARKET

NEXT 12 MO.

2.0%

5.0% Past 12 Months National 3.5% Next 12 Months National





Illinois Companies Less Confident About Economic Conditions Than National Average



GLOBAL ECONOMY



NATIONAL ECONOMY





LOCAL ECONOMY

70%



WILLINGNESS TO INVEST DIPS FROM LAST QUARTER'S REPORTED 68%.



VS. NATIONAL MIDDLE MARKET

68%

83%

89%

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%



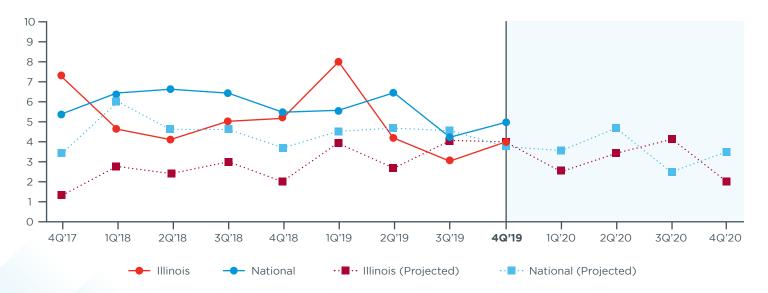
TRANSPORTATION & WAREHOUSING

3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth



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