



NATIONAL CENTER FOR
THE MIDDLE MARKET

ILLINOIS

MIDDLE MARKET INDICATOR

4Q | 2019



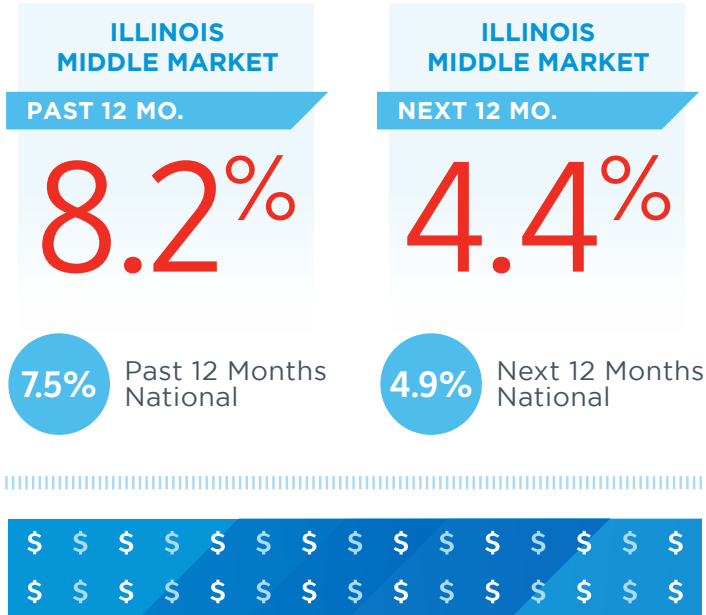
IN COLLABORATION WITH



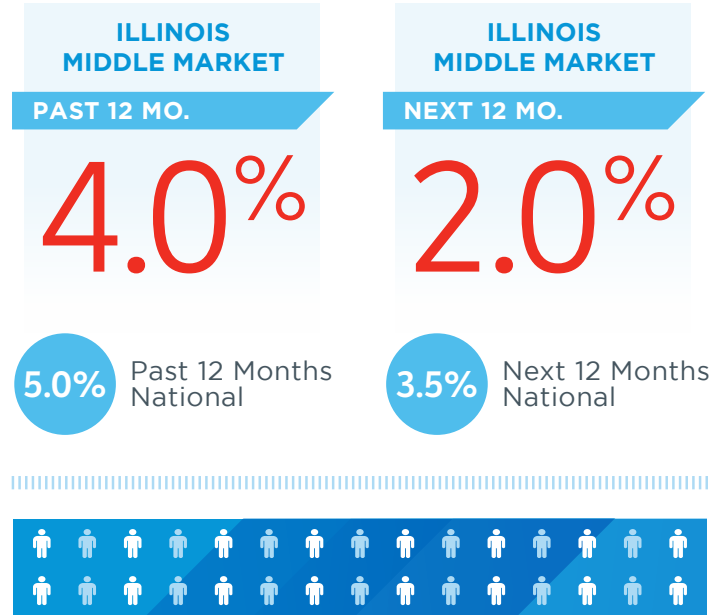
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

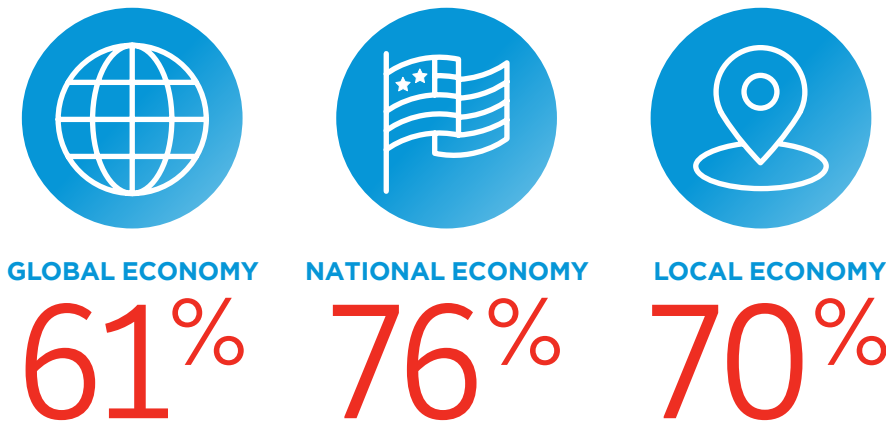
Illinois Revenue Growth vs. National



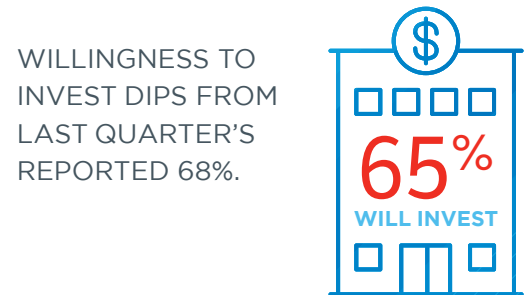
Illinois Employment Growth vs. National



Illinois Companies Less Confident About Economic Conditions Than National Average



Preparing for Growth Through Capital Investment



VS. NATIONAL MIDDLE MARKET

68%

83%

89%

Illinois' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



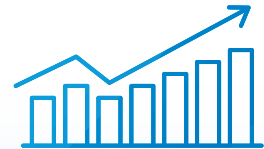
REPRESENTS
1.1%
OF ALL ILLINOIS
COMPANIES

MORE THAN
6,500
BUSINESSES



EMPLOYS
31%
OF THE ILLINOIS
WORKFORCE

GENERATES NEARLY
\$300 B
IN ANNUAL REVENUE



GENERATES
20%
OF ALL ILLINOIS
BUSINESS REVENUE

Illinois' Middle Market is Diverse



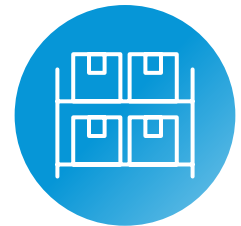
CONSTRUCTION
6.6%



HEALTHCARE
7.5%



RETAIL TRADE
9.0%



WHOLESALE TRADE
13.9%



FINANCE & INSURANCE
7.2%



PROFESSIONAL
SERVICES
7.1%

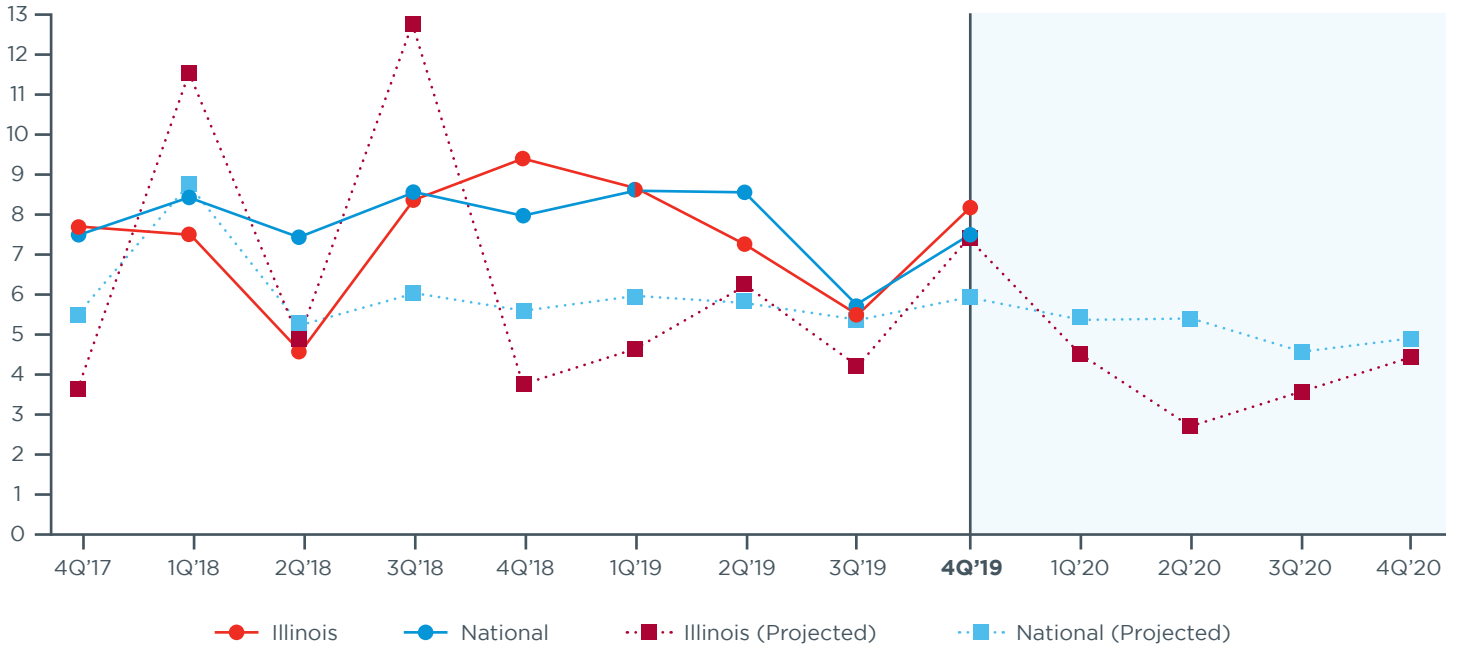


MANUFACTURING
21.4%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

