



NATIONAL CENTER FOR
THE MIDDLE MARKET

ILLINOIS

MIDDLE MARKET INDICATOR

2Q | 2020



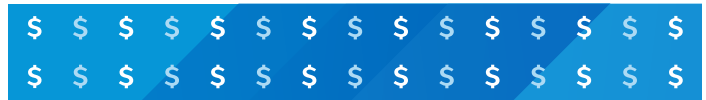
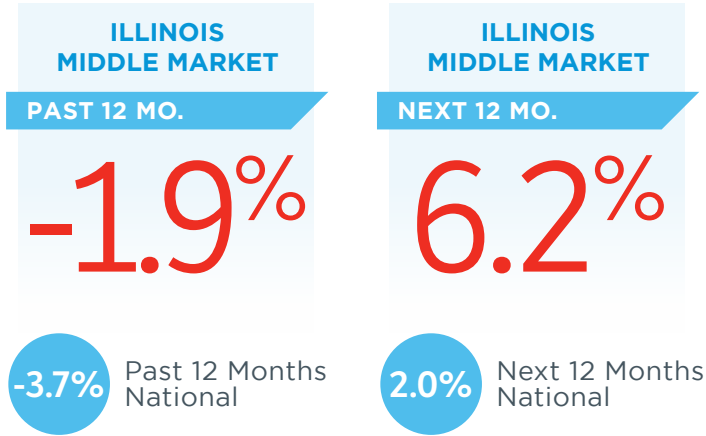
IN COLLABORATION WITH



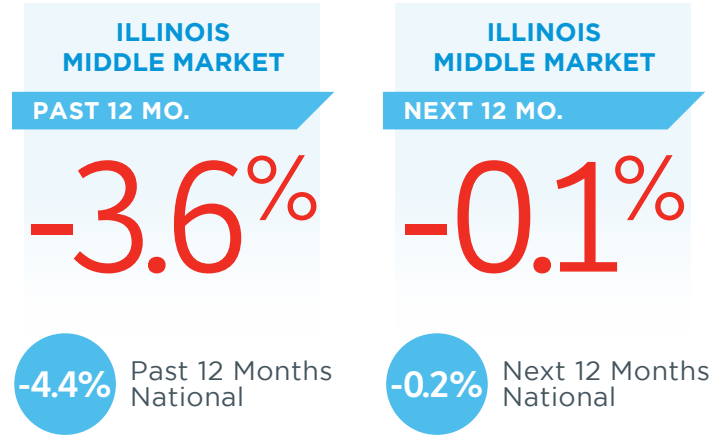
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

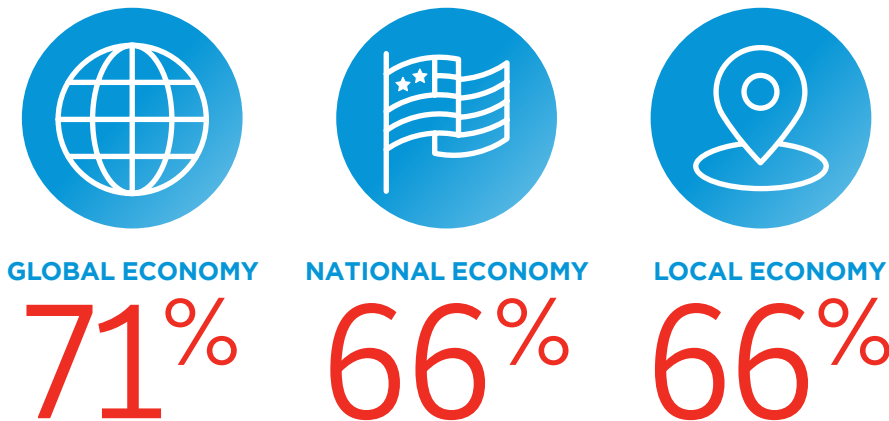
Illinois Revenue Growth vs. National



Illinois Employment Growth vs. National



Illinois Companies More Confident About Economic Conditions Than National Average

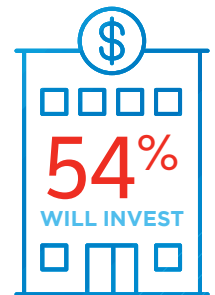


VS. NATIONAL MIDDLE MARKET



Capital Investment Plans on Hold Amid Cautious Outlook

WILLINGNESS TO INVEST DECREASES FROM 65% REPORTED IN 4Q'19.



Illinois' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



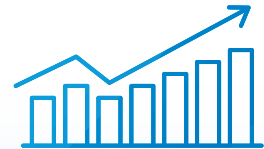
REPRESENTS
1.1%
OF ALL ILLINOIS
COMPANIES

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



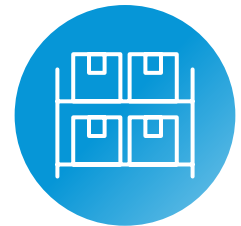
CONSTRUCTION
6.6%



HEALTHCARE
7.5%



RETAIL TRADE
9.0%



WHOLESALE TRADE
13.9%



FINANCE & INSURANCE
7.2%



PROFESSIONAL
SERVICES
7.1%

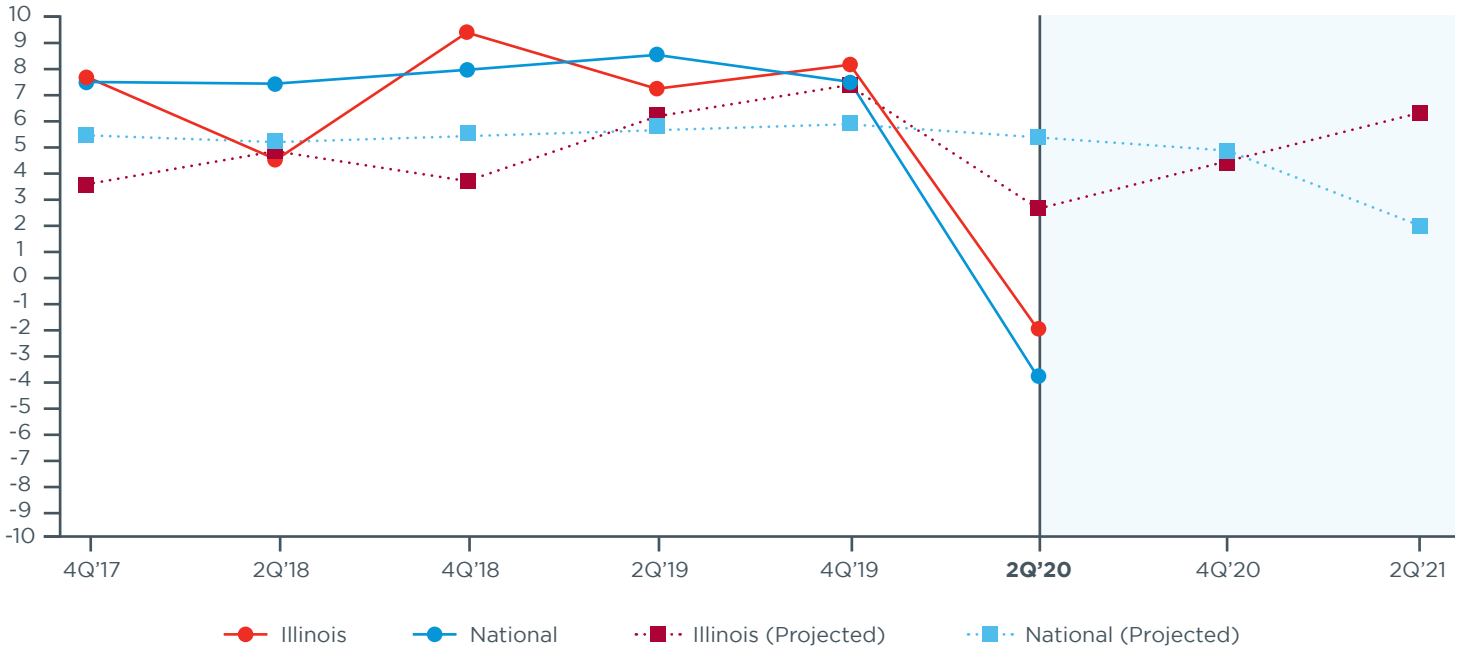


MANUFACTURING
21.4%



TRANSPORTATION
& WAREHOUSING
3.3%

Actual & Projected Revenue Growth



Actual & Projected Employee Growth

