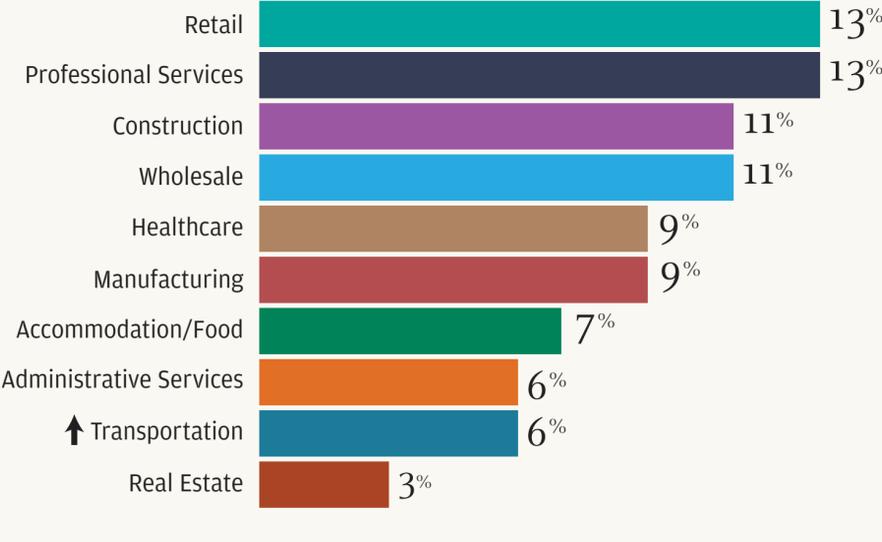


# Greater Chicago is the 3<sup>rd</sup> largest middle market in the U.S.



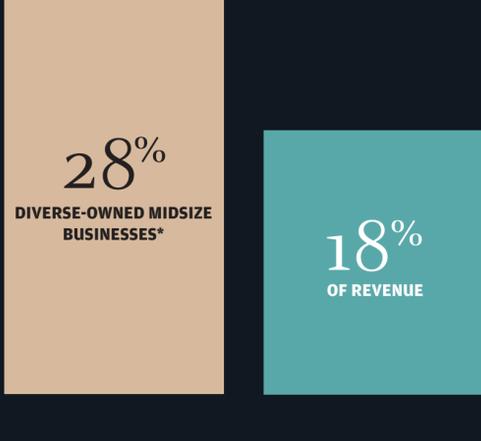
In Chicago, there is a greater presence of midsize businesses in the Transportation industry relative to the national middle market.

## Top 10 Chicago Midsize Business Industries



↑ Greater local presence of midsize businesses relative to national middle market

Diverse-owned midsize businesses in Chicago represent approximately 28% of the number of midsize businesses, but account for approximately 18% of the revenue.



Closing the revenue gap for Chicago diverse-owned midsize businesses presents an opportunity to generate:



\*\*Diverse-owned" businesses includes Black-, Hispanic-, Latino(a)-, Asian-, and other people of color-owned businesses, women-owned businesses, and veteran-owned businesses.

## Opportunities exist to provide more support to midsize businesses in Chicago.

As reported by Chicago midsize businesses:



There is also an opportunity for additional supplier certification support (e.g., diversity, industry, safety certifications) among diverse-owned businesses in Chicago.



## Top challenges reported by Chicago midsize businesses:



Top barriers to accessing advisory services reported by Chicago midsize businesses include:



While many midsize businesses tap into personal relationships to access new advisory support services, more than 30% of diverse-owned businesses look to their banking relationships for advisory support, compared to only 19% of non-diverse-owned businesses.



The Middle Matters: Exploring the Diverse Middle Market Landscape. November 2023  
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