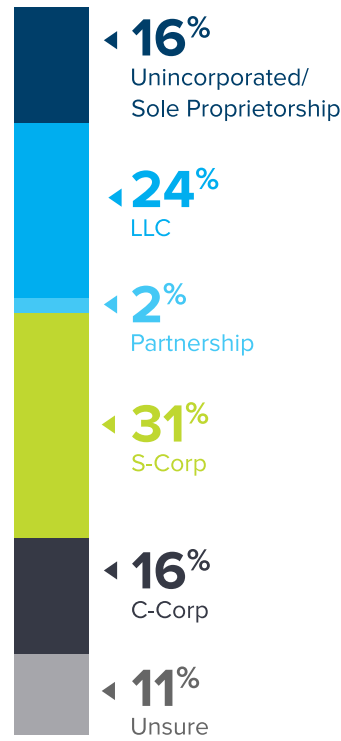
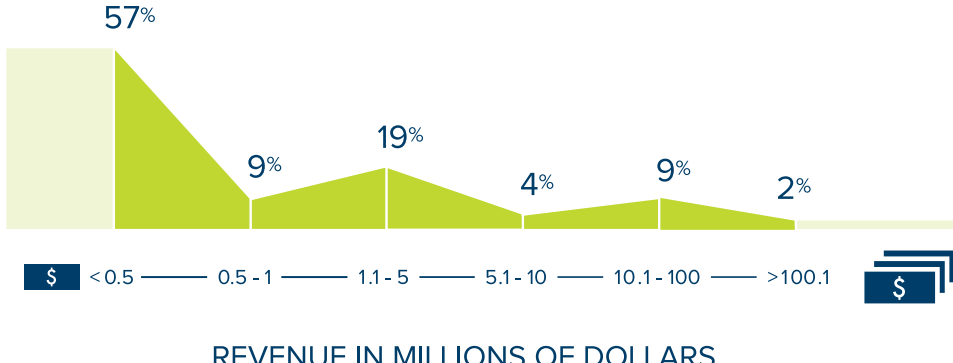
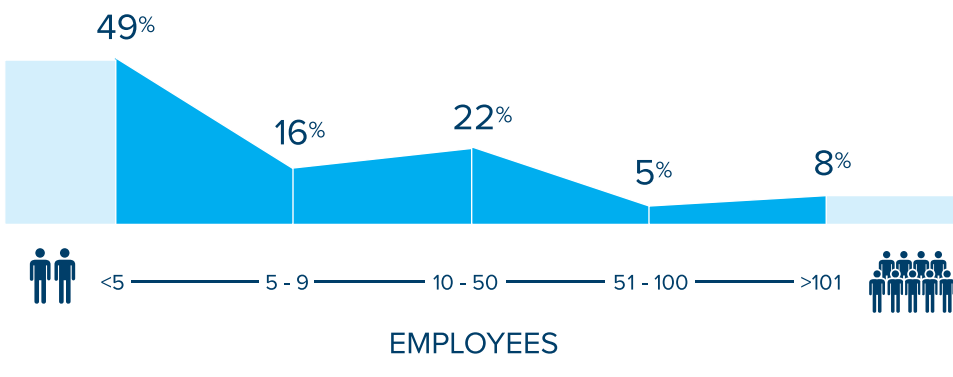


The LANDSCAPE

The majority of small businesses in Chicagoland have fewer than **50 EMPLOYEES** and less than **\$5 MILLION** in annual revenues.

S-CORPs and **LLCs** dominate the landscape.



Small businesses represent a **DIVERSE** set of industries.



The OUTLOOK

Business owners are **OPTIMISTIC** about the future and prospects for growth with nearly 40 percent planning to hire.

37% believe business is better than one year ago



76% plan to grow their business in the next year



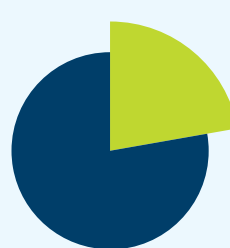
60% expect higher gross sales/revenue in the future



36% sought capital in the past year



PART-TIME



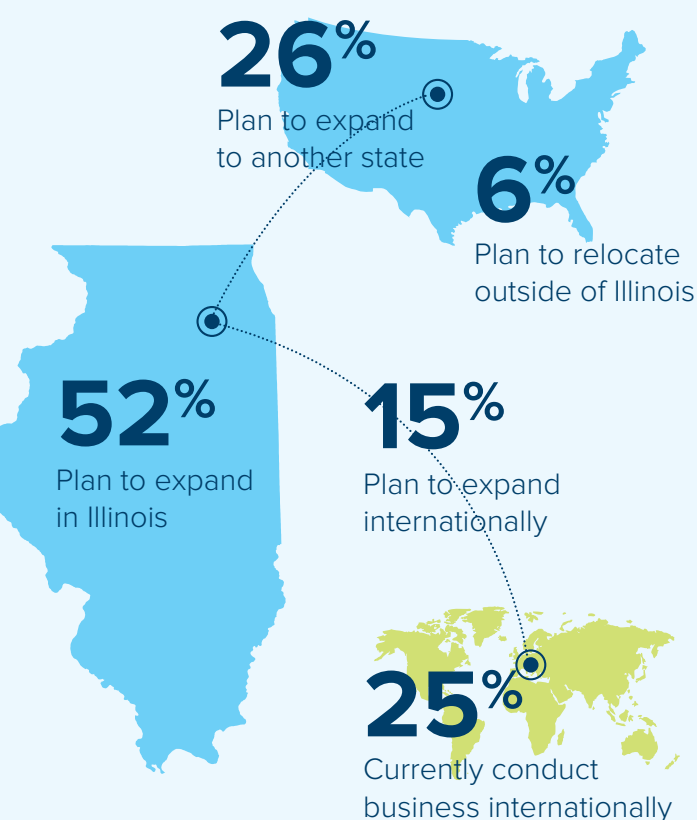
38% Expect to add part-time employees

FULL-TIME



28% Expect to add full-time employees

Small businesses are **EAGER TO EXPAND** both in and outside of Illinois.



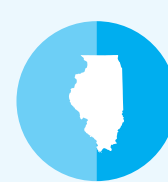
There was a significant **DROP IN CONFIDENCE** in the economy.



CHICAGOLAND

28% Believe the Chicagoland economy will strengthen in the next year

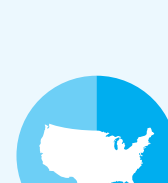
▼ compared to 42% last year



ILLINOIS

16% Believe the Illinois economy will strengthen in the next year

▼ compared to 32% last year



UNITED STATES

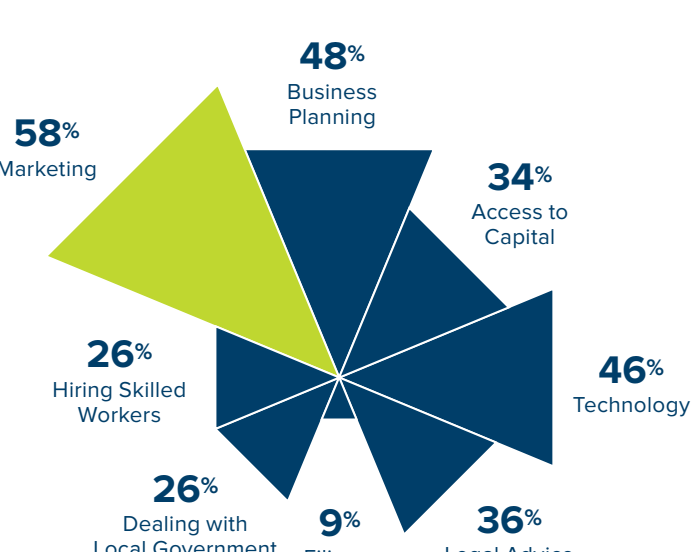
47% Believe the U.S. economy will strengthen in the next year

▼ compared to 54% last year

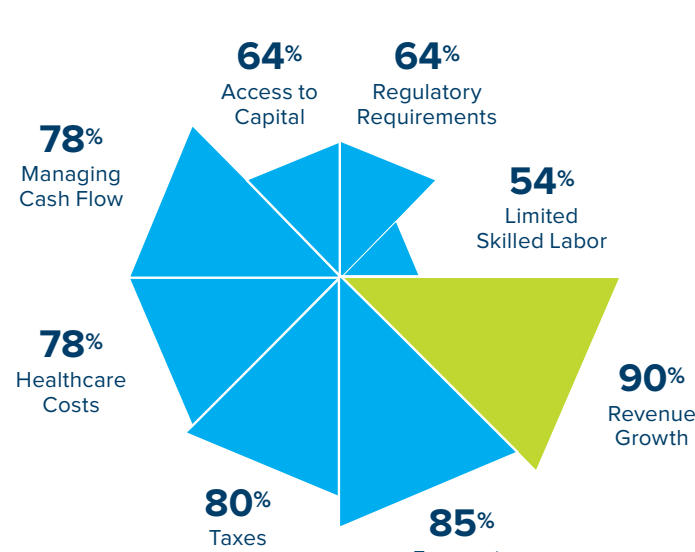
The CONCERNS

MARKETING and **REVENUE GROWTH** remain top of mind for small businesses.

BUSINESSES' NEEDS



BUSINESSES' CONCERNS



Small businesses throughout Chicagoland participated in this survey.

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Source: Online survey of individuals operating in the Chicagoland region; 574 respondents completed the survey. Small businesses are defined as companies with fewer than 500 employees. Survey period: Oct. 15 to Nov. 15 2015.

This survey was produced with contributions from:

