

**Illinois Department of Commerce and Economic Opportunity  
Office of Entrepreneurship, Innovation, and Technology  
Illinois SBDC Network Report - March 2013**

		March	CY13	FY13	HISTORICAL TO DATE	TOTALS 09-TO DATE
<b>Total Network Customers Served</b>	*	4,659	10,406	27,881	1,005,565	142,781
<b>SBDC Activity (ALL)</b>						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,267	2,913	6,820	325,670	33,674
Total SBDC Consultation Hours:		4,841	13,315	47,072	1,339,798	210,284
Average Hours Per Client		3.82	4.57	6.90	4.11	6.24
Long Term Clients Advised		584	1,091	1,880	11,930	8,982
Total Minority Clients Advised:		387	929	2,254	58,658	10,088
Total Women Clients Advised:		398	880	2,109	94,428	10,837
SBDC Training Attendees:	*	2,370	4,118	10,826	373,733	52,881
Minority Training Attendees:		320	846	2,033	65,963	9,104
Women Training Attendees:		446	1,149	2,954	140,273	15,787
SBDC Jobs Created:		117	542	2,557	82,803	10,431
SBDC Jobs Retained:		169	424	2,778	111,128	18,828
SBDC Debt Financing #:		19	55	263	10,358	1,245
SBDC Debt Financing \$:		\$3,721,571	\$6,357,845	\$44,100,293	\$1,919,433,159	341,005,986
SBDC Non Debt Financing #:		29	72	394	7,267	2,492
SBDC Non Debt Financing \$:		\$626,189	\$1,752,639	\$23,132,463	\$659,449,163	220,729,933
SBDC New Business Starts:		11	48	225	11,365	961
SBDC Existing Business Expansions:		7	33	177	4,868	511
<b>PTAC Activity</b>						
Total PTAC Clients Advised:	*	286	682	1,359	20,867	6,651
Total PTAC Consultation Hours:		646	2,180	6,722	105,232	32,737
Average Hours Per Client:		2.26	3.20	4.95	5.04	19
Initial PTAC Advising Sessions		49	150	414	21,275	2,390
Total PTAC Advising Sessions		395	1,438	3,902	73,468	21,879
Minority Business Advising Sessions		155	470	1,440	43,869	7,477
Women Business Advising Sessions		154	475	1,409	47,790	7,514
Total PTAC Clients Trained:	*	233	529	3,038	56,846	11,734
PTAC Jobs Created:		46	100	395	16,909	5,525
PTAC Jobs Retained:		157	757	1,759	51,055	14,933
PTAC Contracts Assisted:		203	453	1,308	59,225	8,584
PTAC Contract \$ Assisted:		\$6,863,490	\$100,791,320	\$524,204,680	\$12,247,769,373	5,034,191,131
<b>SBJA Activity</b>						
Total SBJA Clients Advised:	*	43	260	857	2,218	2,218
Total SBJA Consultation Hours:		208	1,396	8,770	19,317	19,317
Average Hours Per Client:		4.84	5.37	10.23	8.71	8.71
Long Term Clients		24	125	303	822	822
Total SBJA Clients Trained	*	0	476	480	1,876	1,876
SBJA Jobs Created:		4	48	431	832	832
SBJA Jobs Retained:		9	144	558	1,473	1,473
SBJA Debt Financing #:		3	7	35	83	83
SBJA Debt Financing \$:		\$588,000	\$866,363	\$17,652,963	\$29,986,364	29,986,364
SBJA Non Debt #:		1	22	72	142	142
SBJA Non Debt Financing \$:		\$10,000	\$280,118	\$7,546,752	\$11,949,482	11,949,482
SBJA New Business Starts:		0	5	18	46	46
SBJA Existing Business Expansions:		0	2	26	57	57
SBJA \$ Value of Export Sales		\$0	\$1,178,000	\$7,681,726	\$30,735,741	30,735,741
<b>Business Information Center:</b>						
Start up Kits:		33	125	348	77,068	1,511
Regulatory / Assistance Informatio	*	460	1,428	4,478	224,328	33,747
<b>Office of Regulatory Assistance:</b>						
Draft Regulations Reviewed:		22	83	250	10,700	1,448
Draft Regulations Commented On:		10	26	59	1,748	460
<b>Environmental Assistance Program:</b>						
Total Businesses Assisted:	*	201	741	1,617	131,023	9,059
Total Helpline Calls Received:		166	415	1,164	16,285	5,237



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**Network Program Breakouts**

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<b>ITC Activity</b>					
Total ITC Clients Advised:	141	303	724	13,011	2,443
Total ITC Consultation Hours:	640	1,596	6,032	82,683	21,120
Average Hours Per Client:	4.54	5.27	8.33	6.35	33
ITC Clients Trained:	85	270	663	15,774	2,754
Total Minority Clients Advised:	20	44	109	986	298
Women Clients Advised:	26	50	125	1,231	379
ITC Jobs Created	9	83	212	1,925	542
ITC Jobs Retained	5	114	423	6,644	2,888
ITC \$ Value of Export Sales:	\$937,167	\$404,370,640	\$1,907,166,816	\$3,190,558,959	\$1,322,154,918
<b>NOC Activity</b>					
Total NOC Clients Advised:	23	60	180	4,066	489
Total NOC Consultation Hours:	143	514	1,816	32,628	7,775
Average Hours Per Client:	6.22	8.57	10.09	8.02	61
NOC Clients Trained:	0	0	134	5,622	574
Minority Clients Advised:	3	6	24	199	36
Women Clients Advised:	5	11	23	417	70
NOC Jobs Created	0	5	25	949	300
NOC Jobs Retained	0	0	30	2,712	497
NOC \$ Value of Export Sales:	\$0	\$12,000,000	\$46,244,320	\$556,072,878	129,736,303
<b>TIES Activity</b>					
Total TIES Clients Advised:	57	94	221	526	261
Total TIES Consultation Hours:	356	882	4,905	9,486	3,167
Average Hours Per Client:	6.25	9.38	22.19	18.03	23
TIES Training Attendees:	0	37	245	683	176
TIES Jobs Created:	0	13	106	309	27
TIES Jobs Retained	0	1	65	589	103
TIES Debt Financing #:	0	3	6	13	6
TIES Debt Financing \$:	\$0	\$202,000	\$612,000	\$7,445,413	719,700
TIES Non Debt Financing #:	0	1	17	41	9
TIES Non Debt Financing \$:	\$0	\$100,000	\$2,217,000	\$41,422,583	4,712,200
TIES New Business Starts:	0	1	9	18	3
TIES Business Expansions	0	2	8	12	5
# of Intellectual Property Filings	0	0	23	27	0
# of Federal Funding Apps	0	0	2	8	1
\$ Value of Federal Funding Apps	\$0	\$0	\$0	\$1,868,000	368,000
# of Formal Pitches to Potential Investors	0	0	4	7	7
<b>Day Care Activity</b>					
Total Day Care Clients Advised		0		698	215
Total Day Care Consultation Hours		0		2,229	625
Average Hours Per Client:				3.19	9
Day Care Clients Trained		0		6,739	1,279
Total Minority Clients Advised		0		409	767
Total Women Clients Advised		0		578	890

