

**Illinois Department of Commerce and Economic Opportunity
Office of Entrepreneurship, Innovation, and Technology
Illinois SBDC Network Report - December 2012**

		December	CY12	FY13	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total Network Customers Served	*	3,089	39,838	19,293	995,957	163,578
SBDC Activity (ALL)						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,272	8,574	4,949	322,757	39,335
Total SBDC Consultation Hours:		9,959	70,553	33,758	1,326,483	267,522
Average Hours Per Client		7.83	8.23	6.82	4.11	6.80
Long Term Clients Advised		525	2,948	1,311	10,839	10,839
Total Minority Clients Advised:		367	2,804	1,596	57,729	11,963
Total Women Clients Advised:		411	2,667	1,533	93,548	12,624
SBDC Training Attendees:	*	795	15,468	6,699	369,615	64,231
Minority Training Attendees:		127	2,733	1,187	65,117	10,991
Women Training Attendees:		267	4,210	1,800	139,124	18,848
SBDC Jobs Created:		625	3,949	2,003	82,261	13,838
SBDC Jobs Retained:		621	6,183	2,305	110,704	24,587
SBDC Debt Financing #:		69	407	208	10,303	1,597
SBDC Debt Financing \$:		\$20,738,140	\$85,468,272	\$37,742,449	\$1,913,075,314	420,116,413
SBDC Non Debt Financing #:		93	681	322	7,195	3,101
SBDC Non Debt Financing \$:		\$6,274,900	\$76,693,178	\$21,379,824	\$657,696,524	295,670,472
SBDC New Business Starts:		40	337	172	11,317	1,250
SBDC Existing Business Expansions:		41	240	143	4,835	718
PTAC Activity						
Total PTAC Clients Advised:	*	261	1,731	1,005	20,185	7,700
Total PTAC Consultation Hours:		809	9,280	4,541	103,052	39,837
Average Hours Per Client:		3.10	5.36	4.52	5.11	21
Initial PTAC Advising Sessions		43	539	264	21,125	2,779
Total PTAC Advising Sessions		363	5,181	2,464	72,030	25,622
Minority Business Advising Sessions		123	1,939	964	43,399	8,946
Women Business Advising Sessions		95	2,123	934	47,315	9,162
Total PTAC Clients Trained:	*	107	4,545	2,525	56,317	15,750
PTAC Jobs Created:		34	444	292	16,809	5,869
PTAC Jobs Retained:		64	1,800	942	50,298	15,976
PTAC Contracts Assisted:		125	1,964	855	58,772	10,095
PTAC Contract \$ Assisted:		\$7,871,721	\$760,165,095	\$423,413,360	\$12,146,978,053	5,693,564,906
SBJA Activity						
Total SBJA Clients Advised:	*	226	1,436	748	1,958	1,958
Total SBJA Consultation Hours:		1,221	13,684	7,374	17,921	17,921
Average Hours Per Client:		5.40	9.53	9.86	9.15	18
Long Term Clients		122	548	262	697	697
Total SBJA Clients Trained	*	18	1,625	304	1,700	1,700
SBJA Jobs Created:		154	689	382	784	784
SBJA Jobs Retained:		100	845	410	1,329	1,329
SBJA Debt Financing #:		4	59	27	76	76
SBJA Debt Financing \$:		\$6,366,600	\$18,626,001	\$16,643,600	\$29,120,001	29,120,001
SBJA Non Debt #:		5	101	49	120	120
SBJA Non Debt Financing \$:		\$945,000	\$10,290,204	\$7,256,634	\$11,669,364	11,669,364
SBJA New Business Starts:		2	26	11	41	41
SBJA Existing Business Expansions:		7	44	24	55	55
SBJA \$ Value of Export Sales		\$350,000	\$8,138,741	\$6,503,726	\$29,557,741	29,557,741
Business Information Center:						
Start up Kits:		26	587	223	77,002	1,445
Regulatory / Assistance Informatio	*	393	6,432	3,040	223,398	32,877
Office of Regulatory Assistance:						
Draft Regulations Reviewed:		34	341	167	10,617	1,387
Draft Regulations Commented On:		3	86	33	1,730	442
Environmental Assistance Program:						
Total Businesses Assisted:	*	105	2,959	842	130,663	8,699
Total Helpline Calls Received:		91	1,952	749	16,030	4,982



**Illinois Department of Commerce and Economic Opportunity
Office of Entrepreneurship, Innovation, and Technology
Illinois SBDC Network Report - December 2012**

Network Program Breakouts

	December	CY12	FY13	HISTORICAL TO DATE	TOTALS 09-TO DATE
ITC Activity					
Total ITC Clients Advised:	196	886	598	12,708	3,026
Total ITC Consultation Hours:	1,259	9,098	4,436	81,087	28,622
Average Hours Per Client:	6.42	10.27	7.42	6.38	38
ITC Clients Trained:	59	1,156	393	15,504	3,640
Total Minority Clients Advised:	34	134	92	942	388
Women Clients Advised:	42	147	105	1,181	476
ITC Jobs Created	28	260	109	1,842	719
ITC Jobs Retained	7	946	257	6,530	3,720
ITC \$ Value of Export Sales:	\$36,150,115	\$757,766,577	\$111,154,836	\$2,786,188,319	\$1,675,550,855
NOC Activity					
Total NOC Clients Advised:	43	186	145	4,006	615
Total NOC Consultation Hours:	701	2,613	1,302	32,114	9,874
Average Hours Per Client:	16.30	14.05	8.98	8.02	66
NOC Clients Trained:	84	203	134	5,622	777
Minority Clients Advised:	5	28	19	193	58
Women Clients Advised:	5	22	18	406	81
NOC Jobs Created	2	32	20	944	327
NOC Jobs Retained	2	138	30	2,712	635
NOC \$ Value of Export Sales:	\$33,069,070	\$63,487,675	\$34,244,320	\$544,072,878	181,223,978
TIES Activity					
Total TIES Clients Advised:	44	352	164	526	519
Total TIES Consultation Hours:	1,616	7,201	4,022	9,486	9,486
Average Hours Per Client:	36.73	20.46	24.52	18.03	34
TIES Training Attendees:	0	544	208	683	683
TIES Jobs Created:	82	295	93	309	309
TIES Jobs Retained	9	487	64	589	589
TIES Debt Financing #:	1	10	3	13	13
TIES Debt Financing \$:	\$10,000	\$6,927,713	\$410,000	\$7,445,413	7,445,413
TIES Non Debt Financing #:	8	33	16	41	41
TIES Non Debt Financing \$:	\$1,607,000	\$36,810,383	\$2,117,000	\$41,422,583	41,422,583
TIES New Business Starts:	4	16	8	18	18
TIES Business Expansions	4	9	6	12	12
# of Intellectual Property Filings	17	27	23	27	27
# of Federal Funding Apps	1	7	2	8	8
\$ Value of Federal Funding Apps	\$0	\$1,500,000	\$0	\$1,868,000	1,868,000
# of Formal Pitches to Potential Investors	2	12	4	7	19
Day Care Activity					
Total Day Care Clients Advised		28		698	243
Total Day Care Consultation Hours		68		2,229	693
Average Hours Per Client:		2.43		3.19	12
Day Care Clients Trained		80		6,739	1,359
Total Minority Clients Advised		23		409	790
Total Women Clients Advised		22		578	912

