

**Illinois Department of Commerce and Economic Opportunity
Office of Entrepreneurship, Innovation, and Technology
Illinois SBDC Network Report - February 2016**

| | | February | CY16 | FY16 | HISTORICAL TO DATE | TOTALS 15-TO DATE |
|--|---|--------------|--------------|---------------|-----------------------|----------------------|
| Total Network Customers Served | * | 3,530 | 6,145 | 22,202 | 1,117,629 | 15,481 |
| SBDC Activity (ALL) | | | | | | |
| <i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i> | | | | | | |
| Total SBDC Clients Advised: | * | 1,248 | 2,105 | 6,439 | 350,611 | 2,105 |
| Total SBDC Consultation Hours: | | 4,761 | 8,131 | 38,033 | 1,517,356 | 8,131 |
| Average Hours Per Client | | 3.81 | 3.86 | 5.91 | 4.33 | 3.86 |
| Long Term Clients Advised | | 493 | 760 | 1,554 | 20,415 | 760 |
| Total Minority Clients Advised: | | 442 | 714 | 2,227 | 67,203 | 714 |
| Total Women Clients Advised: | | 337 | 595 | 1,840 | 101,702 | 595 |
| SBDC Training Attendees: | * | 861 | 1,430 | 6,217 | 412,120 | 1,430 |
| Minority Training Attendees: | | 132 | 295 | 1,137 | 72,891 | 295 |
| Women Training Attendees: | | 228 | 429 | 2,023 | 151,499 | 429 |
| SBDC Jobs Created: | | 157 | 194 | 1,552 | 90,191 | 194 |
| SBDC Jobs Retained: | | 5 | 35 | 1,901 | 120,339 | 35 |
| SBDC Debt Financing #: | | 9 | 15 | 225 | 11,432 | 15 |
| SBDC Debt Financing \$: | | \$1,086,800 | \$4,620,800 | \$44,822,281 | \$2,713,227,406 | \$4,620,800 |
| SBDC Non Debt Financing #: | | 25 | 37 | 411 | 8,874 | 37 |
| SBDC Non Debt Financing \$: | | \$2,022,544 | \$2,272,768 | \$31,333,362 | \$803,545,965 | \$2,272,768 |
| SBDC New Business Starts: | | 14 | 25 | 268 | 12,811 | 25 |
| SBDC Existing Business Expansions: | | 3 | 5 | 144 | 5,370 | 5 |
| PTAC Activity | | | | | | |
| Total PTAC Clients Advised: | * | 266 | 417 | 1,280 | 25,446 | 417 |
| Total PTAC Consultation Hours: | | 931 | 1,469 | 5,351 | 131,772 | 1,469 |
| Average Hours Per Client: | | 3.50 | 3.52 | 4.18 | 5.18 | 3.52 |
| Initial PTAC Advising Sessions | | 29 | 65 | 228 | 22,667 | 65 |
| Total PTAC Advising Sessions | | 395 | 825 | 3,488 | 87,606 | 825 |
| Minority Business Advising Sessions | | 185 | 364 | 1,495 | 49,754 | 364 |
| Women Business Advising Sessions | | 133 | 264 | 1,177 | 53,022 | 264 |
| Total PTAC Clients Trained: | * | 198 | 277 | 1,072 | 65,213 | 277 |
| PTAC Jobs Created: | | 15 | 20 | 49 | 17,604 | 20 |
| PTAC Jobs Retained: | | 64 | 245 | 628 | 54,422 | 245 |
| PTAC Contracts Assisted: | | 284 | 450 | 1,189 | 64,937 | 450 |
| PTAC Contract \$ Assisted: | | \$16,511,578 | \$31,478,049 | \$212,882,661 | \$13,994,793,517 | \$31,478,049 |
| Business Information Center: | | | | | | |
| Start up Kits: | | 69 | 142 | 501 | 78,342 | 711 |
| Regulatory / Assistance Information | * | 834 | 1,648 | 6,409 | 243,386 | 9,804 |
| Office of Regulatory Assistance: | | | | | | |
| Draft Regulations Reviewed: | | 21 | 52 | 187 | 11,832 | 395 |
| Draft Regulations Commented On: | | 13 | 15 | 48 | 1,968 | 72 |
| Environmental Assistance Program: | | | | | | |
| Total Businesses Assisted: | * | 123 | 268 | 965 | 1,361,930 | 1,448 |
| Total Helpline Calls Received: | | 123 | 268 | 785 | 20,853 | 1,425 |

**Illinois Department of Commerce and Economic Opportunity
Office of Entrepreneurship, Innovation, and Technology
Illinois SBDC Network Report - February 2016**

Network Program Breakouts

| | February | CY16 | FY16 | HISTORICAL TO DATE | TOTALS 09-TO DATE |
|---------------------------------|--------------|--------------|---------------|-----------------------|----------------------|
| ITC Activity | | | | | |
| Total ITC Clients Advised: | 164 | 259 | 696 | 15,646 | 259 |
| Total ITC Consultation Hours: | 715 | 1,328 | 6,806 | 111,699 | 1,328 |
| Average Hours Per Client: | 4.36 | 5.13 | 9.78 | 7.14 | 5 |
| ITC Clients Trained: | 74 | 101 | 621 | 19,683 | 101 |
| Total Minority Clients Advised: | 32 | 45 | 121 | 1,491 | 45 |
| Women Clients Advised: | 31 | 44 | 117 | 1,673 | 44 |
| ITC Jobs Created | 3 | 3 | 102 | 2,448 | 3 |
| ITC Jobs Retained | 0 | 1 | 132 | 8,069 | 1 |
| ITC \$ Value of Export Sales: | \$35,405,738 | \$35,815,738 | \$173,115,997 | \$6,062,309,021 | \$35,815,738 |

NOC Activity (These numbers are rolled into ITC numbers as of 1/01/14.)

Total NOC Clients Advised:
Total NOC Consultation Hours:
Average Hours Per Client:
NOC Clients Trained:
Minority Clients Advised:
Women Clients Advised:
NOC Jobs Created
NOC Jobs Retained
NOC \$ Value of Export Sales:

TIES Activity

| | | | | | |
|--|------|-------|-----------|--------------|-------|
| Total TIES Clients Advised: | 1 | 276 | 143 | 1,489 | 276 |
| Total TIES Consultation Hours: | 2 | 4,184 | 1,216 | 21,515 | 4,184 |
| Average Hours Per Client: | 2.00 | 15.16 | 8.50 | 14.45 | 15.16 |
| TIES Training Attendees: | 0 | 0 | 110 | 2,113 | 0 |
| TIES Jobs Created: | 0 | 0 | 18 | 473 | 0 |
| TIES Jobs Retained | 0 | 0 | 31 | 847 | 0 |
| TIES Debt Financing #: | 0 | 0 | 4 | 30 | 0 |
| TIES Debt Financing \$: | \$0 | \$0 | \$832,500 | \$8,979,913 | 0 |
| TIES Non Debt Financing #: | 0 | 0 | 13 | 109 | 0 |
| TIES Non Debt Financing \$: | \$0 | \$0 | \$181,935 | \$71,147,058 | \$0 |
| TIES New Business Starts: | 0 | 0 | 5 | 78 | 0 |
| TIES Business Expansions | 0 | 0 | 0 | 26 | 0 |
| # of Intellectual Property Filings | 0 | 0 | 18 | 147 | 0 |
| # of Federal Funding Apps | 0 | 0 | 0 | 12 | 0 |
| \$ Value of Federal Funding Apps | \$0 | \$0 | \$0 | \$1,868,000 | 0 |
| # of Formal Pitches to Potential Investors | 1 | 1 | 10 | 7 | 1 |

