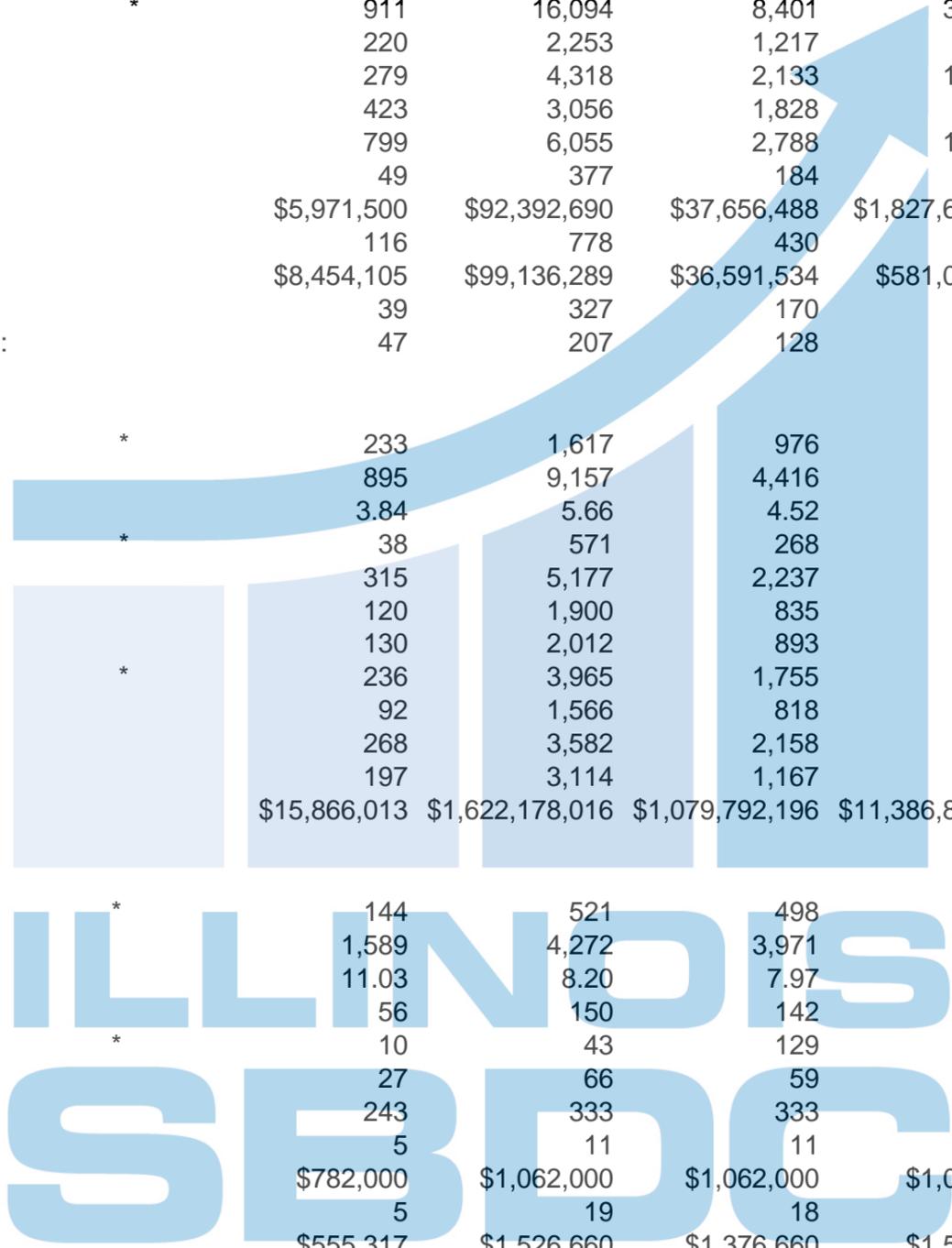


**Illinois Department of Commerce and Economic Opportunity  
Office of Entrepreneurship, Innovation, and Technology  
Illinois SBDC Network Report - December 2011**

	December	CY11	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE	
<b>Total Network Customers Served</b>	*	2,981	33,797	17,709	896,188	106,802
<b>SBDC Activity (ALL)</b>						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,301	9,303	5,278	314,183	30,971
Total SBDC Consultation Hours:		9,046	65,439	32,363	1,255,930	196,969
Average Hours Per Client		6.95	6.58	6.13	4.00	6.36
Long Term Clients Advised		474	2,694	1,892	7,891	7,891
Total Minority Clients Advised:		413	3,212	1,832	54,925	9,159
Total Women Clients Advised:		397	2,763	1,593	90,881	9,967
SBDC Training Attendees:	*	911	16,094	8,401	354,147	48,763
Minority Training Attendees:		220	2,253	1,217	62,384	8,258
Women Training Attendees:		279	4,318	2,133	134,914	14,638
SBDC Jobs Created:		423	3,056	1,828	78,312	9,889
SBDC Jobs Retained:		799	6,055	2,788	104,521	18,404
SBDC Debt Financing #:		49	377	184	9,896	1,190
SBDC Debt Financing \$:		\$5,971,500	\$92,392,690	\$37,656,488	\$1,827,607,042	\$334,648,141
SBDC Non Debt Financing #:		116	778	430	6,514	2,420
SBDC Non Debt Financing \$:		\$8,454,105	\$99,136,289	\$36,591,534	\$581,003,346	\$218,977,294
SBDC New Business Starts:		39	327	170	10,980	1,033
SBDC Existing Business Expansions:		47	207	128	4,595	661
<b>PTAC Activity</b>						
Total PTAC Clients Advised:	*	233	1,617	976	18,454	5,969
Total PTAC Consultation Hours:		895	9,157	4,416	93,772	30,557
Average Hours Per Client:		3.84	5.66	4.52	5.08	5.12
Initial PTAC Advising Sessions	*	38	571	268	20,586	2,240
Total PTAC Advising Sessions		315	5,177	2,237	66,849	20,441
Minority Business Advising Sessions		120	1,900	835	41,460	7,007
Women Business Advising Sessions		130	2,012	893	45,192	7,039
Total PTAC Clients Trained:	*	236	3,965	1,755	51,772	12,075
PTAC Jobs Created:		92	1,566	818	16,365	5,425
PTAC Jobs Retained:		268	3,582	2,158	48,498	14,176
PTAC Contracts Assisted:		197	3,114	1,167	56,808	8,131
PTAC Contract \$ Assisted:		\$15,866,013	\$1,622,178,016	\$1,079,792,196	\$11,386,812,958	\$4,933,399,811
<b>SBJA Activity</b>						
Total SBJA Clients Advised:	*	144	521	498	521	521
Total SBJA Consultation Hours:		1,589	4,272	3,971	4,272	4,272
Average Hours Per Client:		11.03	8.20	7.97	8.20	8.20
Long Term Clients		56	150	142	150	150
Total SBJA Clients Trained	*	10	43	129	43	43
SBJA Jobs Created:		27	66	59	66	66
SBJA Jobs Retained:		243	333	333	333	333
SBJA Debt Financing #:		5	11	11	11	11
SBJA Debt Financing \$:		\$782,000	\$1,062,000	\$1,062,000	\$1,062,000	\$1,062,000
SBJA Non Debt #:		5	19	18	19	19
SBJA Non Debt Financing \$:		\$555,317	\$1,526,660	\$1,376,660	\$1,526,660	\$1,526,660
SBJA New Business Starts:		4	11	10	11	11
SBJA Existing Business Expansions:		3	7	7	7	7
SBJA \$ Value of Export Sales		\$20,919,000	\$21,419,000	\$21,419,000	\$21,419,000	\$21,419,000
<b>Business Information Center:</b>						
Start up Kits:		46	758	362	76,415	3,217
Regulatory / Assistance Information:		488	7,467	3,564	216,888	25,950
<b>Office of Regulatory Assistance:</b>						
Draft Regulations Reviewed:		21	383	419	10,340	1,091
Draft Regulations Commented On:		6	94	111	1,606	307
<b>Environmental Assistance Program:</b>						
Total Businesses Assisted:	*	100	1,543	374	127,651	5,162
Total Helpline Calls Received:		74	875	255	14,230	2,787



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**Network Program Breakouts**

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<b>ITC Activity</b>					
Total ITC Clients Advised:	158	747	552	11,822	2,140
Total ITC Consultation Hours:	1,533	7,711	4,192	71,989	19,524
Average Hours Per Client:	9.70	10.32	7.59	6.09	9.12
ITC Clients Trained:	152	1,106	523	14,348	2,485
Total Minority Clients Advised:	20	112	76	808	254
Women Clients Advised:	14	119	79	1,034	329
ITC Jobs Created	22	201	143	1,582	459
ITC Jobs Retained	156	1,288	506	5,584	2,774
ITC \$ Value of Export Sales:	\$54,669,977	\$410,766,101	\$356,696,748	\$2,028,421,742	\$917,784,278
<b>NOC Activity</b>					
Total NOC Clients Advised:	27	115	80	3,820	429
Total NOC Consultation Hours:	851	2,503	1,365	29,501	7,261
Average Hours Per Client:	31.52	21.77	17.06	7.72	16.93
NOC Clients Trained:	36	214	59	5,419	574
Minority Clients Advised:	2	10	5	165	30
Women Clients Advised:	3	16	8	384	59
NOC Jobs Created	25	27	25	912	295
NOC Jobs Retained	51	51	51	2,574	497
NOC \$ Value of Export Sales:	\$23,701,399	\$25,794,399	\$24,389,399	\$480,585,203	\$117,736,303
<b>TIES Activity</b>					
Total TIES Clients Advised:	64	174	173	174	174
Total TIES Consultation Hours:	1,039	2,285	2,281	2,285	2,285
Average Hours Per Client:	16.23	13.13	13.18	13.13	13.13
TIES Training Attendees:	40	139	139	139	139
TIES Jobs Created:	2	14	14	14	14
TIES Jobs Retained	2	102	102	102	102
TIES Debt Financing #:	1	3	3	3	3
TIES Debt Financing \$:	\$50,000	\$517,700	\$517,700	\$517,700	\$517,700
TIES Non Debt Financing #:	2	8	8	8	8
TIES Non Debt Financing \$:	\$251,200	\$4,612,200	\$4,612,200	\$4,612,200	\$4,612,200
TIES New Business Starts:	0	2	2	2	2
TIES Business Expansions	0	3	3	3	3
# of Intellectual Property Filings	0	0	0	0	0
# of Federal Funding Apps	0	1	0	1	1
\$ Value of Federal Funding Apps	\$0	\$368,000	\$368,000	\$368,000	\$368,000
# of Formal Pitches to Potential Investors	3	7	7	7	7
<b>Day Care Activity</b>					
Total Day Care Clients Advised	18	66	53	698	215
Total Day Care Consultation Hours	46	251	200	2,161	625
Average Hours Per Client:	2.56	3.80	3.77	3.10	2.91
Day Care Clients Trained	0	72	57	6,739	1,312
Total Minority Clients Advised	16	56	46	409	817
Total Women Clients Advised	10	37	25	578	919

