

Illinois Procurement Technical Assistance Centers Provided

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Contract administration information
- \$1.6 Billion in government contract assistance
- 1,566 jobs created
- 3,582 jobs retained

"The SBDC staff helped me effectively draw out the business concept, which helped me bring my concept to reality. Don't change a thing, the program is perfect! Thank you!"

Stuart Somlar,
Somtech E-Cycling

Business Information Center (BIC)

The BIC is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. Staff provided professional guidance to entrepreneurs by linking them to state and local resources. In 2011, staff provided regulatory, licensing and business information to over 8,200 people.

Small Business Environmental Assistance Program (SBEAP)

The SBEAP helps small businesses understand and comply with state and federal environmental requirements. In 2011, the Program provided:

- training to 413 small businesses
- providing over 2,200 recordkeeping tools
- notifying nearly 1,200 companies impacted by new federal regulations



"I recommend sending anyone to the Illinois SBDC before applying for a business loan. Their help was critical to getting my business off to a solid start."

Jim Chronister,
Self Serve Auto Shop



The Small Business Development Center is funded in part through a cooperative agreement with the U.S. Small Business Administration in partnership with the Illinois Department of Commerce and Economic Opportunity. All SBA programs are extended on a non-discriminatory basis.

Illinois Department of Commerce and Economic Opportunity

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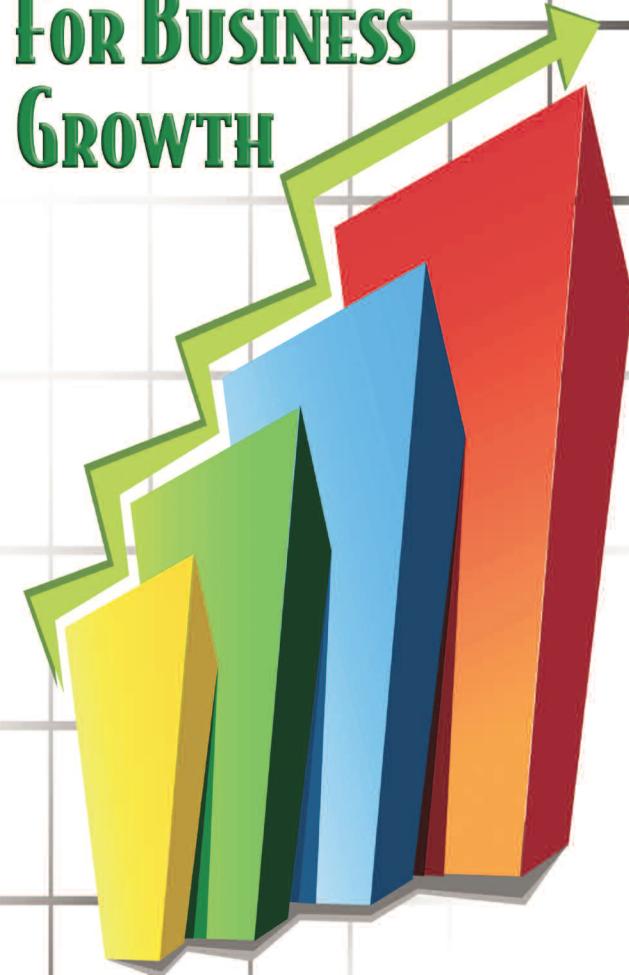


State of Illinois

Illinois Department of
Commerce and Economic Opportunity



PROVIDING GUIDANCE FOR BUSINESS GROWTH



2011 ILLINOIS SBDC ANNUAL REPORT



2011

Illinois SBDC Annual Report



For twenty seven years, the Illinois Small Business Development Center has been a leader in helping the small business community. The Illinois Small Business Development Center (SBDC) is supported by the Illinois Department of Commerce and Economic Opportunity (DCEO) and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

The information contained in this Annual Report depicts the services available and provided during calendar year 2011 through the Illinois Small Business Development Center and other programs of the DCEO Office of Entrepreneurship, Innovation and Technology (OEIT).

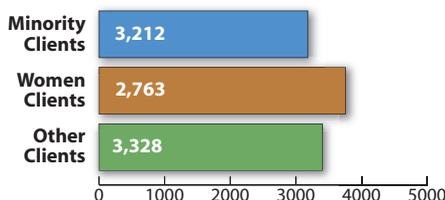
The OEIT provides comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

Through the Illinois Small Business Development Center and the Office of Entrepreneurship Innovation and Technology, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance
- Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

2011 SBDC Clients Served

9,303 clients received one-on-one business counseling through the Small Business Development Center.



16,094 clients received business training from the Small Business Development Center.

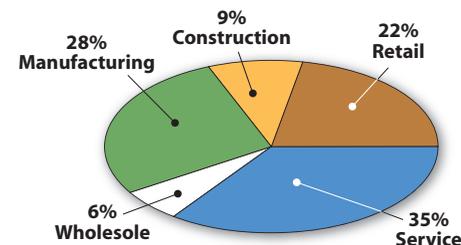
2011 Economic Impact and Capital Formation of the Illinois SBDC

- 3,056 Jobs created
 - 6,055 Jobs retained
 - 327 New business starts
 - 207 Business expansions
 - \$ 191 million in Business Financing
 - \$ 99 million in Non-Debt financing
 - \$ 92 million in Debt financing
- The return on investment from long term counseling clients is **\$6.73** for every **\$1** invested.
 - Clients of the SBDC generated **\$18.7** million in state and federal tax dollars.

“The SBDC provided guidance when we hired our first employee, when we were looking for a good banker and even helped us get connected to other local business people. I highly recommend the SBDC to any small business owner.”

Bobby Hambrick,
AutonomouStuff

2011 SBDC in Business Clients by Business Sector



Illinois SBDC International Trade Centers

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers
- \$ 436.6 million in Export Assistance

“The SBDC has been a tremendous help and resource for starting my business. The SBDC not only helps with the planning of your small business but puts you in contact with the people to make it all happen.”

Paul Ward,
Springboard Custom Doors, Inc.