

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

| | | July | CY11 | FY12 | HISTORICAL TO DATE | TOTALS 09-TO DATE |
|--|---|--------------|---------------|--------------|-----------------------|----------------------|
| Total Network Customers Served | * | 2,393 | 19,416 | 2,393 | 882,069 | 92,421 |
| SBDC Activity (ALL) | | | | | | |
| <i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i> | | | | | | |
| Total SBDC Clients Advised: | * | 1,183 | 5,771 | 1,183 | 310,861 | 27,439 |
| Total SBDC Consultation Hours: | | 3,448 | 36,524 | 3,448 | 1,227,015 | 168,054 |
| Average Hours Per Client | | 2.91 | 6.33 | 2.91 | 3.95 | 6.12 |
| Long Term Clients Advised | | 501 | 1,640 | 501 | 6,837 | 6,837 |
| Total Minority Clients Advised: | | 388 | 1,807 | 388 | 53,520 | 7,754 |
| Total Women Clients Advised: | | 366 | 1,795 | 366 | 89,913 | 8,999 |
| SBDC Training Attendees: | * | 773 | 8,466 | 773 | 346,519 | 41,135 |
| Minority Training Attendees: | | 104 | 1,140 | 104 | 61,271 | 7,145 |
| Women Training Attendees: | | 233 | 2,418 | 233 | 133,014 | 12,738 |
| SBDC Jobs Created: | | 232 | 1,452 | 232 | 76,708 | 8,285 |
| SBDC Jobs Retained: | | 456 | 3,719 | 456 | 102,185 | 16,068 |
| SBDC Debt Financing #: | | 32 | 225 | 32 | 9,744 | 1,038 |
| SBDC Debt Financing \$: | | \$10,995,500 | \$65,731,702 | \$10,995,500 | \$1,800,946,054 | \$307,987,153 |
| SBDC Non Debt Financing #: | | 73 | 420 | 73 | 6,156 | 2,062 |
| SBDC Non Debt Financing \$: | | \$14,904,340 | \$77,299,096 | \$14,904,340 | \$559,166,153 | \$197,140,101 |
| SBDC New Business Starts: | | 31 | 172 | 31 | 10,825 | 878 |
| SBDC Existing Business Expansions: | | 28 | 107 | 28 | 4,495 | 561 |
| PTAC Activity | | | | | | |
| Total PTAC Clients Advised: | * | 279 | 1,187 | 279 | 18,024 | 5,539 |
| Total PTAC Consultation Hours: | | 645 | 5,386 | 645 | 90,001 | 26,786 |
| Average Hours Per Client: | | 2.31 | 4.54 | 2.31 | 4.99 | 4.84 |
| Initial PTAC Advising Sessions | * | 49 | 352 | 49 | 20,367 | 2,021 |
| Total PTAC Advising Sessions | | 402 | 3,340 | 402 | 65,012 | 18,604 |
| Minority Business Advising Sessions | | 134 | 1,193 | 134 | 40,753 | 6,300 |
| Women Business Advising Sessions | | 147 | 1,276 | 147 | 44,456 | 6,303 |
| Total PTAC Clients Trained: | * | 28 | 2,238 | 28 | 50,045 | 10,348 |
| PTAC Jobs Created: | | 58 | 806 | 58 | 15,605 | 4,665 |
| PTAC Jobs Retained: | | 560 | 1,984 | 560 | 46,900 | 12,578 |
| PTAC Contracts Assisted: | | 233 | 2,180 | 233 | 55,874 | 7,197 |
| PTAC Contract \$ Assisted: | | \$99,126,378 | \$641,512,198 | \$99,126,378 | \$10,406,147,140 | \$3,952,733,993 |
| SBJA Activity | | | | | | |
| Total SBJA Clients Advised: | * | 73 | 105 | 73 | 105 | 105 |
| Total SBJA Consultation Hours: | | 263 | 563 | 263 | 563 | 563 |
| Average Hours Per Client: | | 3.60 | 5.36 | 3.60 | 5.36 | 5.36 |
| Long Term Clients | | 10 | 20 | 10 | 20 | 20 |
| Total SBJA Clients Trained | * | 0 | 0 | 0 | 0 | 0 |
| SBJA Jobs Created: | | 0 | 7 | 0 | 7 | 7 |
| SBJA Jobs Retained: | | 0 | 0 | 0 | 0 | 0 |
| SBJA Debt Financing #: | | 0 | 0 | 0 | 0 | 0 |
| SBJA Debt Financing \$: | | \$0 | \$0 | \$0 | \$0 | \$0 |
| SBJA Non Debt #: | | 0 | 1 | 0 | 1 | 1 |
| SBJA Non Debt Financing \$: | | \$0 | \$150,000 | \$0 | \$150,000 | \$150,000 |
| SBJA New Business Starts: | | 0 | 0 | 0 | 0 | 0 |
| SBJA Existing Business Expansions: | | 0 | 0 | 0 | 0 | 0 |
| SBJA \$ Value of Export Sales | | \$0 | \$0 | \$0 | \$0 | \$0 |
| Business Information Center: | | | | | | |
| Start up Kits: | | 0 | 0 | 0 | 75,957 | 0 |
| Regulatory / Assistance Information: | | 551 | 4,454 | 551 | 213,875 | 22,937 |
| Office of Regulatory Assistance: | | | | | | |
| Draft Regulations Reviewed: | | 41 | 255 | 41 | 10,212 | 963 |
| Draft Regulations Commented On: | | 5 | 58 | 5 | 1,570 | 271 |
| Environmental Assistance Program: | | | | | | |
| Total Businesses Assisted: | * | 0 | 1,169 | 0 | 127,329 | 4,788 |
| Total Helpline Calls Received: | | 0 | 616 | 0 | 13,971 | 2,528 |



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Network Program Breakouts

| | July | CY11 | FY12 | HISTORICAL TO DATE | TOTALS 09-TO DATE |
|---|--------------|--------------|--------------|-----------------------|----------------------|
| ITC Activity | | | | | |
| Total ITC Clients Advised: | 134 | 452 | 134 | 11,527 | 1,845 |
| Total ITC Consultation Hours: | 437 | 3,955 | 437 | 68,233 | 15,768 |
| Average Hours Per Client: | 3.26 | 8.75 | 3.26 | 5.92 | 8.55 |
| ITC Clients Trained: | 59 | 642 | 59 | 13,884 | 2,021 |
| Total Minority Clients Advised: | 19 | 70 | 19 | 766 | 212 |
| Women Clients Advised: | 24 | 83 | 24 | 998 | 293 |
| ITC Jobs Created | 10 | 68 | 10 | 1,449 | 326 |
| ITC Jobs Retained | 0 | 782 | 0 | 5,078 | 2,268 |
| ITC \$ Value of Export Sales: | \$19,697,000 | \$73,766,353 | \$19,697,000 | \$1,691,421,994 | \$580,784,530 |
| NOC Activity | | | | | |
| Total NOC Clients Advised: | 20 | 69 | 20 | 3,774 | 383 |
| Total NOC Consultation Hours: | 158 | 1,296 | 158 | 28,294 | 6,054 |
| Average Hours Per Client: | 7.90 | 18.78 | 7.90 | 7.50 | 15.81 |
| NOC Clients Trained: | 0 | 155 | 0 | 5,360 | 515 |
| Minority Clients Advised: | 1 | 7 | 1 | 162 | 27 |
| Women Clients Advised: | 2 | 14 | 2 | 382 | 57 |
| NOC Jobs Created | 0 | 2 | 0 | 887 | 270 |
| NOC Jobs Retained | 0 | 0 | 0 | 2,523 | 446 |
| NOC \$ Value of Export Sales: | \$0 | \$1,405,000 | \$0 | \$456,195,804 | \$93,346,904 |
| TIES Activity | | | | | |
| Total TIES Clients Advised: | 24 | 26 | 24 | 26 | 26 |
| Total TIES Consultation Hours: | 40 | 44 | 40 | 44 | 44 |
| Average Hours Per Client: | 1.67 | 1.69 | 1.67 | 1.69 | 1.69 |
| TIES Training Attendees: | 0 | 0 | 0 | 0 | 0 |
| TIES Jobs Created: | 0 | 0 | 0 | 0 | 0 |
| TIES Jobs Retained | 90 | 90 | 90 | 90 | 90 |
| TIES Debt Financing #: | 1 | 1 | 1 | 1 | 1 |
| TIES Debt Financing \$: | \$158,700 | \$158,700 | \$158,700 | \$158,700 | \$158,700 |
| TIES Non Debt Financing #: | 1 | 1 | 1 | 1 | 1 |
| TIES Non Debt Financing \$: | \$2,875,000 | \$2,875,000 | \$2,875,000 | \$2,875,000 | \$2,875,000 |
| TIES New Business Starts: | 0 | 0 | 0 | 0 | 0 |
| TIES Business Expansions | 2 | 2 | 2 | 2 | 2 |
| # of Intellectual Property Filings Successful | 0 | 0 | 0 | 0 | 0 |
| # of Federal Funding Apps Successful | 0 | 0 | 0 | 0 | 0 |
| \$ Value of Federal Funding Apps | \$0 | \$0 | \$0 | \$0 | \$0 |
| Day Care Activity | | | | | |
| Total Day Care Clients Advised | 3 | 20 | 3 | 652 | 169 |
| Total Day Care Consultation Hours | 8 | 59 | 8 | 1,969 | 433 |
| Average Hours Per Client: | 2.67 | 2.95 | 2.67 | 3.02 | 2.56 |
| Day Care Clients Trained | 0 | 15 | 0 | 6,682 | 1,255 |
| Total Minority Clients Advised | 3 | 17 | 3 | 370 | 778 |
| Total Women Clients Advised | 2 | 16 | 2 | 557 | 898 |

