

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

	October	CY11	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total Network Customers Served	4,031	28,249	12,022	890,850	101,254
SBDC Activity (ALL)					
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>					
Total SBDC Clients Advised:	1,415	7,956	3,951	313,046	29,624
Total SBDC Consultation Hours:	5,212	50,945	17,869	1,241,436	182,475
Average Hours Per Client	3.68	6.40	4.52	3.97	6.16
Long Term Clients Advised	223	2,287	1,399	7,484	7,484
Total Minority Clients Advised:	518	2,807	1,378	54,520	8,754
Total Women Clients Advised:	398	2,387	1,163	90,505	9,591
SBDC Training Attendees:	1,638	13,247	5,554	351,300	45,916
Minority Training Attendees:	280	1,813	777	61,944	7,818
Women Training Attendees:	483	3,672	1,487	134,268	13,992
SBDC Jobs Created:	238	2,377	1,150	77,633	9,210
SBDC Jobs Retained:	127	5,167	1,900	103,633	17,516
SBDC Debt Financing #:	25	297	104	9,816	1,110
SBDC Debt Financing \$:	\$2,803,271	\$73,638,747	\$18,902,545	\$1,808,853,099	\$315,894,198
SBDC Non Debt Financing #:	74	575	228	6,311	2,217
SBDC Non Debt Financing \$:	\$4,224,710	\$85,850,563	\$23,455,808	\$567,717,620	\$205,691,568
SBDC New Business Starts:	25	251	100	10,904	957
SBDC Existing Business Expansions:	7	146	67	4,534	600
PTAC Activity					
Total PTAC Clients Advised:	271	1,460	753	18,297	5,812
Total PTAC Consultation Hours:	692	7,360	2,619	91,975	28,760
Average Hours Per Client:	2.55	5.04	3.48	5.03	4.95
Initial PTAC Advising Sessions	48	481	178	20,496	2,150
Total PTAC Advising Sessions	393	4,454	1,514	66,126	19,718
Minority Business Advising Sessions	144	1,601	536	41,161	6,708
Women Business Advising Sessions	178	1,719	589	44,899	6,746
Total PTAC Clients Trained:	432	3,217	1,007	51,024	11,327
PTAC Jobs Created:	345	2,385	1,637	17,184	6,244
PTAC Jobs Retained:	438	3,266	1,842	48,182	13,860
PTAC Contracts Assisted:	165	2,824	877	56,518	7,841
PTAC Contract \$ Assisted:	\$709,857,789	\$1,445,883,496	\$903,497,676	\$11,210,518,438	\$4,757,105,291
SBJA Activity					
Total SBJA Clients Advised:	138	365	341	365	365
Total SBJA Consultation Hours:	527	1,992	1,692	1,992	1,992
Average Hours Per Client:	3.82	5.46	4.96	5.46	5.46
Long Term Clients	26	91	83	91	91
Total SBJA Clients Trained	21	25	25	25	25
SBJA Jobs Created:	4	28	21	28	28
SBJA Jobs Retained:	31	34	34	34	34
SBJA Debt Financing #:	1	3	3	3	3
SBJA Debt Financing \$:	\$50,000	\$225,000	\$225,000	\$225,000	\$225,000
SBJA Non Debt #:	2	9	8	9	9
SBJA Non Debt Financing \$:	\$71,000	\$899,760	\$749,760	\$899,760	\$899,760
SBJA New Business Starts:	1	2	2	2	2
SBJA Existing Business Expansions:	0	1	1	1	1
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:	729	6,379	2,476	215,800	24,862
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	45	335	121	10,247	1,043
Draft Regulations Commented On:	5	75	22	1,587	288
Environmental Assistance Program:					
Total Businesses Assisted:	60	1,362	193	127,470	4,981
Total Helpline Calls Received:	44	740	120	14,095	2,652



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Network Program Breakouts

	October	CY11	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
ITC Activity					
Total ITC Clients Advised:	123	647	412	11,722	2,040
Total ITC Consultation Hours:	420	5,480	1,962	69,758	17,293
Average Hours Per Client:	3.41	8.47	4.76	5.95	8.48
ITC Clients Trained:	86	758	175	14,000	2,137
Total Minority Clients Advised:	16	100	57	796	242
Women Clients Advised:	17	104	60	1,019	314
ITC Jobs Created	3	172	114	1,553	430
ITC Jobs Retained	0	1,120	338	5,416	2,606
ITC \$ Value of Export Sales:	\$132,005,812	\$355,872,151	\$301,802,798	\$1,973,527,792	\$862,890,328
NOC Activity					
Total NOC Clients Advised:	12	91	52	3,796	405
Total NOC Consultation Hours:	37	1,495	357	28,493	6,253
Average Hours Per Client:	3.08	16.43	6.87	7.51	15.44
NOC Clients Trained:	15	170	15	5,375	530
Minority Clients Advised:	0	7	2	162	27
Women Clients Advised:	3	15	7	383	58
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:	53	113	112	113	113
Total TIES Consultation Hours:	256	703	698	703	703
Average Hours Per Client:	4.83	6.22	6.23	6.22	6.22
TIES Training Attendees:	64	64	64	64	64
TIES Jobs Created:	4	9	9	9	9
TIES Jobs Retained	0	100	100	100	100
TIES Debt Financing #:	0	2	2	2	2
TIES Debt Financing \$:	\$0	\$467,700	\$467,700	\$467,700	\$467,700
TIES Non Debt Financing #:	2	6	6	6	6
TIES Non Debt Financing \$:	\$105,000	\$4,361,000	\$4,361,000	\$4,361,000	\$4,361,000
TIES New Business Starts:	0	0	0	0	0
TIES Business Expansions	1	3	3	3	3
# of Intellectual Property Filings	0	0	0	0	0
# of Federal Funding Apps	1	1	1	1	1
\$ Value of Federal Funding Apps	\$168,000	\$168,000	\$168,000	\$168,000	\$168,000
# of Formal Pitches to Potential Investors	400,000	400,000	400,000	400,000	400,000
Day Care Activity					
Total Day Care Clients Advised	10	45	32	677	194
Total Day Care Consultation Hours	20	136	84	2,046	510
Average Hours Per Client:	2.00	3.02	2.63	3.02	2.63
Day Care Clients Trained	21	50	35	6,717	1,290
Total Minority Clients Advised	9	38	28	391	799
Total Women Clients Advised	1	23	11	564	905

