

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

	September	CY11	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE	
<b>Total Network Customers Served</b>	*	3,743	25,154	8,747	887,755	98,159
<b>SBDC Activity (ALL)</b>						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,450	7,242	3,110	312,332	28,910
Total SBDC Consultation Hours:		4,689	45,732	12,657	1,236,223	177,262
Average Hours Per Client		3.23	6.31	4.07	3.96	6.13
Long Term Clients Advised		618	2,070	1,125	7,267	7,267
Total Minority Clients Advised:		460	2,507	1,037	54,220	8,454
Total Women Clients Advised:		430	2,193	932	90,311	9,397
SBDC Training Attendees:	*	1,695	11,609	3,916	349,662	44,278
Minority Training Attendees:		205	1,533	497	61,664	7,538
Women Training Attendees:		569	3,189	1,004	133,785	13,509
SBDC Jobs Created:		199	2,138	910	77,394	8,971
SBDC Jobs Retained:		714	5,039	1,772	103,505	17,388
SBDC Debt Financing #:		21	272	79	9,791	1,085
SBDC Debt Financing \$:		\$2,560,645	\$70,835,476	\$16,099,274	\$1,806,049,828	\$313,090,927
SBDC Non Debt Financing #:		43	501	154	6,237	2,143
SBDC Non Debt Financing \$:		\$3,158,700	\$81,625,853	\$19,231,098	\$563,492,910	\$201,466,858
SBDC New Business Starts:		11	218	69	10,871	924
SBDC Existing Business Expansions:		11	127	48	4,515	581
<b>PTAC Activity</b>						
Total PTAC Clients Advised:	*	284	1,374	618	18,211	5,726
Total PTAC Consultation Hours:		734	6,667	1,926	91,282	28,067
Average Hours Per Client:		2.58	4.85	3.12	5.01	4.90
Initial PTAC Advising Sessions	*	47	433	130	20,448	2,102
Total PTAC Advising Sessions		378	4,057	1,119	65,729	19,321
Minority Business Advising Sessions		134	1,453	390	41,013	6,560
Women Business Advising Sessions		159	1,541	411	44,721	6,568
Total PTAC Clients Trained:	*	128	2,785	575	50,592	10,895
PTAC Jobs Created:		1,072	2,040	1,292	16,839	5,899
PTAC Jobs Retained:		428	2,828	1,404	47,744	13,422
PTAC Contracts Assisted:		301	2,659	712	56,353	7,676
PTAC Contract \$ Assisted:		\$81,089,237	\$736,025,707	\$193,639,887	\$10,500,660,649	\$4,047,247,502
<b>SBJA Activity</b>						
Total SBJA Clients Advised:	*	127	271	245	271	271
Total SBJA Consultation Hours:		483	1,465	1,165	1,465	1,465
Average Hours Per Client:		3.80	5.41	4.76	5.41	5.41
Long Term Clients		38	63	55	63	63
Total SBJA Clients Trained	*	4	4	4	4	4
SBJA Jobs Created:		10	24	17	24	24
SBJA Jobs Retained:		0	3	3	3	3
SBJA Debt Financing #:		0	2	2	2	2
SBJA Debt Financing \$:		\$0	\$175,000	\$175,000	\$175,000	\$175,000
SBJA Non Debt #:		2	7	6	7	7
SBJA Non Debt Financing \$:		\$9,000	\$828,760	\$678,760	\$828,760	\$828,760
SBJA New Business Starts:		1	1	1	1	1
SBJA Existing Business Expansions:		0	0	0	0	0
SBJA \$ Value of Export Sales		\$0	\$0	\$0	\$0	\$0
<b>Business Information Center:</b>						
Start up Kits:		0	0	0	75,957	0
Regulatory / Assistance Information:		640	5,650	1,747	215,071	24,133
<b>Office of Regulatory Assistance:</b>						
Draft Regulations Reviewed:		17	290	76	10,247	998
Draft Regulations Commented On:		4	70	17	1,582	283
<b>Environmental Assistance Program:</b>						
Total Businesses Assisted:	*	0	1,302	133	127,410	4,921
Total Helpline Calls Received:		0	696	80	14,051	2,608



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

**Network Program Breakouts**

	September	CY11	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
<b>ITC Activity</b>					
Total ITC Clients Advised:	186	625	377	11,700	2,018
Total ITC Consultation Hours:	488	5,061	1,542	69,339	16,874
Average Hours Per Client:	2.62	8.10	4.09	5.93	8.36
ITC Clients Trained:	30	672	89	13,914	2,051
Total Minority Clients Advised:	21	96	52	792	238
Women Clients Advised:	25	101	56	1,016	311
ITC Jobs Created	31	169	111	1,550	427
ITC Jobs Retained	165	1,120	338	5,416	2,606
ITC \$ Value of Export Sales:	\$104,729,956	\$223,866,339	\$169,796,986	\$1,841,521,980	\$730,884,516
<b>NOC Activity</b>					
Total NOC Clients Advised:	15	85	45	3,790	399
Total NOC Consultation Hours:	97	1,457	319	28,455	6,215
Average Hours Per Client:	6.47	17.14	7.09	7.51	15.58
NOC Clients Trained:	0	155	0	5,360	515
Minority Clients Advised:	0	7	2	162	27
Women Clients Advised:	4	14	5	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
<b>TIES Activity</b>					
Total TIES Clients Advised:	54	77	75	77	77
Total TIES Consultation Hours:	253	447	442	447	447
Average Hours Per Client:	4.69	5.81	5.89	5.81	5.81
TIES Training Attendees:	0	0	0	0	0
TIES Jobs Created:	5	5	5	5	5
TIES Jobs Retained	0	100	100	100	100
TIES Debt Financing #:	1	2	2	2	2
TIES Debt Financing \$:	\$309,000	\$467,700	\$467,700	\$467,700	\$467,700
TIES Non Debt Financing #:	0	4	4	4	4
TIES Non Debt Financing \$:	\$0	\$4,256,000	\$4,256,000	\$4,256,000	\$4,256,000
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	0	0	0	0	0
\$ Value of Federal Funding Apps	\$0	\$0	\$0	\$0	\$0
# of Formal Pitches to Potential Investors	400,000	400,000	400,000	400,000	400,000
<b>Day Care Activity</b>					
Total Day Care Clients Advised	13	36	23	668	185
Total Day Care Consultation Hours	28	116	64	2,026	490
Average Hours Per Client:	2.15	3.22	2.78	3.03	2.65
Day Care Clients Trained	14	29	14	6,696	1,269
Total Minority Clients Advised	11	30	20	383	791
Total Women Clients Advised	4	22	10	563	904

