

**Illinois Department of Commerce and Economic Opportunity  
Office of Entrepreneurship, Innovation, and Technology  
Illinois SBDC Network Report - April 2012**

		April	CY12	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
<b>Total Network Customers Served</b>	*	4,212	14,095	32,985	970,218	137,340
<b>SBDC Activity (ALL)</b>						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,503	3,844	7,915	318,027	34,605
Total SBDC Consultation Hours:		5,466	18,900	51,260	1,274,830	215,869
Average Hours Per Client		3.64	4.92	6.48	4.01	6.24
Long Term Clients Advised		656	1,338	2,115	9,229	9,229
Total Minority Clients Advised:		478	1,208	2,729	56,133	10,367
Total Women Clients Advised:		465	1,186	2,427	92,067	11,143
SBDC Training Attendees:	*	1,328	5,249	13,650	359,396	54,012
Minority Training Attendees:		260	938	2,152	63,322	9,196
Women Training Attendees:		368	1,186	3,717	136,500	15,824
SBDC Jobs Created:		618	1,706	3,550	80,018	11,595
SBDC Jobs Retained:		785	1,395	4,183	105,916	19,799
SBDC Debt Financing #:		42	122	306	10,018	1,312
SBDC Debt Financing \$:		\$14,938,776	\$35,478,554	\$73,135,043	\$1,863,085,596	370,126,695
SBDC Non Debt Financing #:		71	200	629	6,714	2,620
SBDC Non Debt Financing \$:		\$29,603,693	\$39,156,128	\$75,135,043	\$620,159,474	258,133,422
SBDC New Business Starts:		29	84	629	11,064	997
SBDC Existing Business Expansions:		13	44	172	4,639	522
<b>PTAC Activity</b>						
Total PTAC Clients Advised:	*	293	703	1,365	19,157	6,672
Total PTAC Consultation Hours:		652	2,364	6,779	96,136	32,921
Average Hours Per Client:		2.23	3.36	4.97	5.02	19
Initial PTAC Advising Sessions		49	178	447	20,764	2,418
Total PTAC Advising Sessions		433	1,550	3,790	68,399	21,991
Minority Business Advising Sessions		152	532	1,367	41,992	7,539
Women Business Advising Sessions		183	627	1,516	45,819	7,666
Total PTAC Clients Trained:	*	249	593	2,348	52,365	11,798
PTAC Jobs Created:		13	73	892	16,438	5,498
PTAC Jobs Retained:		209	433	2,592	48,931	14,609
PTAC Contracts Assisted:		160	710	1,877	57,518	8,841
PTAC Contract \$ Assisted:		\$10,871,916	\$73,482,131	\$1,153,274,327	\$11,460,295,089	5,006,881,942
<b>SBJA Activity</b>						
Total SBJA Clients Advised:	*	263	718	1,066	1,240	1,240
Total SBJA Consultation Hours:		932	4,108	8,109	8,345	8,345
Average Hours Per Client:		3.54	5.72	7.61	6.73	14
Long Term Clients		103	235	306	384	384
Total SBJA Clients Trained	*	59	550	625	625	625
SBJA Jobs Created:		21	86	174	181	181
SBJA Jobs Retained:		10	53	537	537	537
SBJA Debt Financing #:		5	15	32	32	32
SBJA Debt Financing \$:		\$330,000	\$1,091,000	\$11,585,000	\$11,585,000	11,585,000
SBJA Non Debt #:		6	25	44	44	44
SBJA Non Debt Financing \$:		\$357,335	\$1,136,370	\$2,515,530	\$2,515,530	2,515,530
SBJA New Business Starts:		2	8	22	23	23
SBJA Existing Business Expansions:		0	0	11	11	11
SBJA \$ Value of Export Sales		\$0	\$1,340,221	\$22,759,221	\$22,759,221	22,759,221
<b>Business Information Center:</b>						
Start up Kits:		68	258	620	76,673	1,016
Regulatory / Assistance Informatio	*	514	2,438	6,012	219,404	28,388
<b>Office of Regulatory Assistance:</b>						
Draft Regulations Reviewed:		48	133	302	10,473	1,224
Draft Regulations Commented On:		4	29	70	1,635	336
<b>Environmental Assistance Program:</b>						
Total Businesses Assisted:	*	399	1,751	2,213	129,402	7,439
Total Helpline Calls Received:		230	877	1,196	15,107	3,980



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**Network Program Breakouts**

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<b>ITC Activity</b>					
Total ITC Clients Advised:	152	325	724	12,147	2,465
Total ITC Consultation Hours:	583	1,978	6,170	73,967	21,502
Average Hours Per Client:	3.84	6.09	8.52	6.09	33
ITC Clients Trained:	63	322	871	14,670	2,806
Total Minority Clients Advised:	22	53	68	861	307
Women Clients Advised:	18	48	23	1,082	377
ITC Jobs Created	57	100	177	1,682	559
ITC Jobs Retained	132	226	357	5,810	3,000
ITC \$ Value of Export Sales:	\$16,433,132	\$585,478,159	\$942,174,907	\$2,613,899,901	\$1,503,262,437
<b>NOC Activity</b>					
Total NOC Clients Advised:	24	49	110	3,869	478
Total NOC Consultation Hours:	70	438	1,803	29,939	7,699
Average Hours Per Client:	2.92	8.94	16.39	7.74	61
NOC Clients Trained:	0	0	59	5,419	574
Minority Clients Advised:	4	10	15	175	40
Women Clients Advised:	5	7	12	391	66
NOC Jobs Created	0	3	28	915	298
NOC Jobs Retained	0	3	54	2,577	500
NOC \$ Value of Export Sales:	\$0	\$25,861,852	\$50,251,251	\$506,447,055	143,598,155
<b>TIES Activity</b>					
Total TIES Clients Advised:	77	187	294	361	354
Total TIES Consultation Hours:	775	2,198	4,478	4,483	4,483
Average Hours Per Client:	10.06	11.75	15.23	12.42	25
TIES Training Attendees:	93	195	334	334	334
TIES Jobs Created:	158	163	177	177	177
TIES Jobs Retained	249	255	357	357	357
TIES Debt Financing #:	3	7	10	10	10
TIES Debt Financing \$:	\$4,200,000	\$6,517,713	\$7,035,413	\$7,035,413	7,035,413
TIES Non Debt Financing #:	5	10	18	18	18
TIES Non Debt Financing \$:	\$20,625,000	\$23,512,383	\$28,124,583	\$28,124,583	28,124,583
TIES New Business Starts:	0	4	6	6	6
TIES Business Expansions	1	3	7	6	6
# of Intellectual Property Filings	3	0	4	4	0
# of Federal Funding Apps	0	2	2	3	3
\$ Value of Federal Funding Apps	\$0	\$1,500,000	\$1,868,000	\$1,868,000	1,868,000
# of Formal Pitches to Potential Investors	2	8	15	7	15
<b>Day Care Activity</b>					
Total Day Care Clients Advised	1	26	75	698	241
Total Day Care Consultation Hours	2	64	264	2,225	689
Average Hours Per Client:	2.00	2.46	3.52	3.19	12
Day Care Clients Trained	13	76	137	6,739	1,355
Total Minority Clients Advised	1	21	65	409	788
Total Women Clients Advised	0	21	44	578	911

