

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

	February	CY12	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total Network Customers Served *	3,948	6,708	26,113	962,714	99,457
SBDC Activity (ALL)					
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>					
Total SBDC Clients Advised: *	1,259	2,064	6,516	316,247	23,732
Total SBDC Consultation Hours:	4,150	8,061	40,421	1,263,991	139,591
Average Hours Per Client	3.30	3.33	6.20	4.00	5.88
Long Term Clients Advised	498	752	1,687	8,643	5,949
Total Minority Clients Advised:	347	608	2,237	55,533	6,555
Total Women Clients Advised:	406	647	1,988	91,528	7,851
SBDC Training Attendees: *	1,336	2,211	10,612	356,358	34,880
Minority Training Attendees:	170	369	1,583	62,753	6,374
Women Training Attendees:	497	809	2,940	135,723	11,129
SBDC Jobs Created:	137	877	2,720	79,189	7,710
SBDC Jobs Retained:	175	405	3,193	104,926	12,754
SBDC Debt Financing #:	22	46	230	9,942	859
SBDC Debt Financing \$:	\$4,105,175	\$15,932,678	\$53,589,166	\$1,843,539,720	\$258,188,129
SBDC Non Debt Financing #:	41	69	499	6,583	1,711
SBDC Non Debt Financing \$:	\$1,558,440	\$5,042,446	\$41,633,980	\$586,045,792	\$124,883,451
SBDC New Business Starts:	12	27	206	11,007	733
SBDC Existing Business Expansions:	9	18	146	4,613	472
PTAC Activity					
Total PTAC Clients Advised: *	231	395	1,157	18,849	4,747
Total PTAC Consultation Hours:	540	1,109	5,525	94,881	22,509
Average Hours Per Client:	2.34	2.81	4.78	5.03	4.74
Initial PTAC Advising Sessions	30	76	344	20,662	1,745
Total PTAC Advising Sessions	335	722	2,960	67,571	15,986
Minority Business Advising Sessions	112	237	1,072	41,697	5,344
Women Business Advising Sessions	110	261	1,150	45,453	5,288
Total PTAC Clients Trained: *	130	191	1,946	51,963	8,301
PTAC Jobs Created:	9	27	846	16,392	3,886
PTAC Jobs Retained:	48	133	2,292	48,631	10,727
PTAC Contracts Assisted:	142	432	1,599	57,240	5,449
PTAC Contract \$ Assisted:	\$5,944,381	\$31,535,556	\$1,111,327,752	\$11,418,348,514	\$3,342,757,351
SBJA Activity					
Total SBJA Clients Advised: *	208	341	737	862	341
Total SBJA Consultation Hours:	895	1,431	5,432	5,703	1,431
Average Hours Per Client:	4.30	4.20	7.37	6.62	4.20
Long Term Clients	84	124	210	274	124
Total SBJA Clients Trained *	159	185	260	228	185
SBJA Jobs Created:	13	38	123	104	38
SBJA Jobs Retained:	1	13	496	346	13
SBJA Debt Financing #:	3	6	23	17	6
SBJA Debt Financing \$:	\$61,000	\$486,000	\$10,980,000	\$1,548,000	\$486,000
SBJA Non Debt #:	9	14	33	33	14
SBJA Non Debt Financing \$:	\$106,850	\$591,035	\$1,970,195	\$2,117,695	\$591,035
SBJA New Business Starts:	2	3	16	14	3
SBJA Existing Business Expansions:	0	0	9	7	0
SBJA \$ Value of Export Sales	\$0	\$0	\$21,419,000	\$21,419,000	\$0
Business Information Center:					
Start up Kits:	59	132	494	76,547	3,349
Regulatory / Assistance Informatio *	625	1,321	4,885	218,207	27,271
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	24	48	217	10,388	1,139
Draft Regulations Commented On:	8	18	59	1,624	325
Environmental Assistance Program:					
Total Businesses Assisted: *	583	815	1,277	128,352	5,745
Total Helpline Calls Received:	305	415	734	14,645	3,092

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Network Program Breakouts

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ITC Activity					
Total ITC Clients Advised:	102	161	628	11,983	1,554
Total ITC Consultation Hours:	433	832	5,024	72,821	12,645
Average Hours Per Client:	4.25	5.17	8.00	6.08	8.14
ITC Clients Trained:	146	178	701	14,526	1,557
Total Minority Clients Advised:	24	33	95	841	175
Women Clients Advised:	18	27	91	1,061	237
ITC Jobs Created	0	41	184	1,623	299
ITC Jobs Retained	0	88	594	5,672	1,574
ITC \$ Value of Export Sales:	\$0	\$554,730,107	\$911,426,855	\$2,583,151,849	\$1,061,748,284
NOC Activity					
Total NOC Clients Advised:	14	23	92	3,843	337
Total NOC Consultation Hours:	131	288	1,653	29,789	5,046
Average Hours Per Client:	9.36	12.52	17.97	7.75	14.97
NOC Clients Trained:	0	0	59	5,419	360
Minority Clients Advised:	2	6	11	171	26
Women Clients Advised:	0	3	9	387	46
NOC Jobs Created	0	3	28	915	271
NOC Jobs Retained	0	3	54	2,577	449
NOC \$ Value of Export Sales:	\$0	\$20,000,000	\$44,389,399	\$500,585,203	\$111,941,904
TIES Activity					
Total TIES Clients Advised:	75	116	235	290	116
Total TIES Consultation Hours:	391	816	3,096	3,101	816
Average Hours Per Client:	5.21	7.03	13.17	10.69	7.03
TIES Training Attendees:	95	95	234	234	95
TIES Jobs Created:	0	0	14	14	0
TIES Jobs Retained	0	0	102	102	0
TIES Debt Financing #:	0	0	3	3	0
TIES Debt Financing \$:	\$0	\$0	\$517,700	\$517,700	\$0
TIES Non Debt Financing #:	0	1	9	9	1
TIES Non Debt Financing \$:	\$0	\$1,075,193	\$5,687,393	\$5,687,393	\$1,075,193
TIES New Business Starts:	0	0	2	2	0
TIES Business Expansions	0	1	5	4	1
# of Intellectual Property Filings	0	0	0	0	0
# of Federal Funding Apps	0	0	0	1	0
\$ Value of Federal Funding Apps	\$0	\$1,500,000	\$1,868,000	\$1,868,000	\$1,500,000
# of Formal Pitches to Potential Investors	0	0	7	7	0
Day Care Activity					
Total Day Care Clients Advised	9	20	69	698	169
Total Day Care Consultation Hours	22	45	244	2,206	419
Average Hours Per Client:	2.44	2.25	3.54	3.16	2.48
Day Care Clients Trained	39	39	96	6,739	1,279
Total Minority Clients Advised	6	16	60	409	777
Total Women Clients Advised	8	16	39	578	898

