

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

		March	CY12	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total Network Customers Served	*	4,700	10,642	29,773	966,658	133,854
SBDC Activity (ALL)						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,465	2,968	7,220	317,151	33,729
Total SBDC Consultation Hours:		5,378	13,438	45,799	1,269,368	210,407
Average Hours Per Client		3.67	4.53	6.34	4.00	6.24
Long Term Clients Advised		636	1,066	1,903	8,957	8,957
Total Minority Clients Advised:		433	908	2,478	55,833	10,067
Total Women Clients Advised:		424	915	2,203	91,796	10,872
SBDC Training Attendees:	*	1,713	3,924	12,325	358,071	52,687
Minority Training Attendees:		309	678	1,892	63,062	8,936
Women Training Attendees:		409	1,218	3,349	136,132	15,856
SBDC Jobs Created:		200	1,088	2,949	79,400	10,977
SBDC Jobs Retained:		172	610	3,407	105,331	19,014
SBDC Debt Financing #:		34	80	264	9,976	1,270
SBDC Debt Financing \$:		\$4,607,101	\$20,539,779	\$58,196,267	\$1,848,146,821	355,187,920
SBDC Non Debt Financing #:		63	132	563	6,646	2,552
SBDC Non Debt Financing \$:		\$4,478,488	\$9,520,934	\$46,117,218	\$590,524,280	228,498,228
SBDC New Business Starts:		19	49	229	11,029	962
SBDC Existing Business Expansions:		11	31	159	4,626	509
PTAC Activity						
Total PTAC Clients Advised:	*	271	557	1,270	19,011	6,526
Total PTAC Consultation Hours:		603	1,711	6,127	95,483	32,268
Average Hours Per Client:		2.23	3.07	4.82	5.02	19
Initial PTAC Advising Sessions		52	129	398	20,715	2,369
Total PTAC Advising Sessions		392	1,116	3,356	67,965	21,557
Minority Business Advising Sessions		143	380	1,215	41,840	7,387
Women Business Advising Sessions		180	443	1,332	45,635	7,482
Total PTAC Clients Trained:	*	153	344	2,099	52,116	11,549
PTAC Jobs Created:		33	60	879	16,425	5,485
PTAC Jobs Retained:		91	224	2,383	48,722	14,400
PTAC Contracts Assisted:		118	550	1,717	57,358	8,681
PTAC Contract \$ Assisted:		\$31,074,659	\$62,610,215	\$1,142,402,411	\$11,449,423,173	4,996,010,026
SBJA Activity						
Total SBJA Clients Advised:	*	315	570	931	1,091	1,091
Total SBJA Consultation Hours:		1,746	3,177	7,178	7,449	7,449
Average Hours Per Client:		5.54	5.57	7.71	6.83	14
Long Term Clients		119	196	274	346	346
Total SBJA Clients Trained	*	170	355	430	398	398
SBJA Jobs Created:		27	65	153	131	131
SBJA Jobs Retained:		30	43	527	376	376
SBJA Debt Financing #:		4	10	27	21	21
SBJA Debt Financing \$:		\$275,000	\$761,000	\$11,255,000	\$1,823,000	1,823,000
SBJA Non Debt #:		4	18	37	37	37
SBJA Non Debt Financing \$:		\$183,000	\$774,035	\$2,153,195	\$2,300,695	2,300,695
SBJA New Business Starts:		2	5	18	16	16
SBJA Existing Business Expansions:		0	0	11	7	7
SBJA \$ Value of Export Sales		\$1,340,221	\$1,340,221	\$22,759,221	\$22,759,221	22,759,221
Business Information Center:						
Start up Kits:		58	190	552	76,605	948
Regulatory / Assistance Informatio	*	613	1,924	5,498	218,820	27,874
Office of Regulatory Assistance:						
Draft Regulations Reviewed:		37	85	254	10,425	1,176
Draft Regulations Commented On:		7	25	66	1,631	332
Environmental Assistance Program:						
Total Businesses Assisted:	*	651	1,352	1,814	129,003	6,641
Total Helpline Calls Received:		232	647	966	14,877	3,520

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

Network Program Breakouts

	March	CY12	FY12	HISTORICAL TO DATE	TOTALS 09-TO DATE
ITC Activity					
Total ITC Clients Advised:	158	250	674	12,072	2,390
Total ITC Consultation Hours:	564	1,396	5,588	73,385	20,920
Average Hours Per Client:	3.57	5.58	8.29	6.08	33
ITC Clients Trained:	81	259	782	14,607	2,743
Total Minority Clients Advised:	28	43	98	851	297
Women Clients Advised:	24	39	96	1,073	368
ITC Jobs Created	2	43	186	1,625	502
ITC Jobs Retained	6	94	600	5,678	2,868
ITC \$ Value of Export Sales:	\$14,314,920	\$569,045,027	\$925,741,775	\$2,597,466,769	\$1,486,829,305
NOC Activity					
Total NOC Clients Advised:	12	29	96	3,849	458
Total NOC Consultation Hours:	80	368	1,733	29,869	7,629
Average Hours Per Client:	6.67	12.69	18.05	7.76	65
NOC Clients Trained:	0	0	59	5,419	574
Minority Clients Advised:	2	7	12	172	37
Women Clients Advised:	2	4	9	388	63
NOC Jobs Created	0	3	28	915	298
NOC Jobs Retained	4	3	54	2,577	500
NOC \$ Value of Export Sales:	\$5,861,852	\$25,861,852	\$50,251,251	\$506,447,055	143,598,155
TIES Activity					
Total TIES Clients Advised:	89	157	268	341	324
Total TIES Consultation Hours:	607	1,423	3,703	3,708	3,708
Average Hours Per Client:	6.82	9.06	13.82	10.87	23
TIES Training Attendees:	7	102	241	241	241
TIES Jobs Created:	5	5	19	19	19
TIES Jobs Retained	6	6	105	108	108
TIES Debt Financing #:	4	4	7	7	7
TIES Debt Financing \$:	\$2,317,713	\$2,317,713	\$2,835,413	\$2,835,413	2,835,413
TIES Non Debt Financing #:	4	5	13	13	13
TIES Non Debt Financing \$:	\$1,812,190	\$2,887,383	\$7,499,583	\$7,499,583	7,499,583
TIES New Business Starts:	3	3	5	5	5
TIES Business Expansions	1	2	6	5	5
# of Intellectual Property Filings	0	0	0	0	0
# of Federal Funding Apps	0	0	0	1	1
\$ Value of Federal Funding Apps	\$0	\$1,500,000	\$1,868,000	\$1,868,000	1,868,000
# of Formal Pitches to Potential Investors	6	6	13	7	13
Day Care Activity					
Total Day Care Clients Advised	8	26	75	698	241
Total Day Care Consultation Hours	18	62	262	2,223	687
Average Hours Per Client:	2.25	2.38	3.49	3.18	12
Day Care Clients Trained	28	67	124	6,739	1,346
Total Minority Clients Advised	7	21	65	409	788
Total Women Clients Advised	6	21	44	578	911

