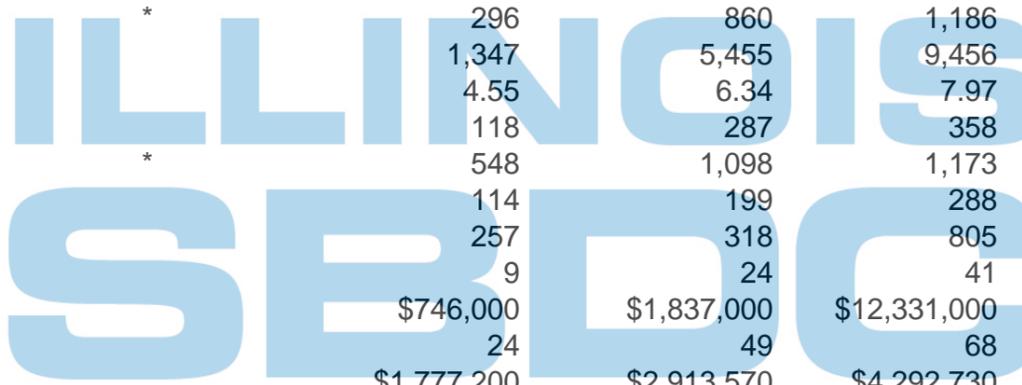


**Illinois Department of Commerce and Economic Opportunity
Office of Entrepreneurship, Innovation, and Technology
Illinois SBDC Network Report - May 2012**

| | | May | CY12 | FY12 | HISTORICAL TO DATE | TOTALS 09-TO DATE |
|--|---|---------------|---------------|-----------------|-----------------------|----------------------|
| Total Network Customers Served | * | 5,037 | 18,161 | 36,839 | 974,284 | 141,901 |
| SBDC Activity (ALL) | | | | | | |
| <i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i> | | | | | | |
| Total SBDC Clients Advised: | * | 1,405 | 4,588 | 8,512 | 318,771 | 35,349 |
| Total SBDC Consultation Hours: | | 11,621 | 30,520 | 62,879 | 1,286,450 | 227,489 |
| Average Hours Per Client | | 8.27 | 6.65 | 7.39 | 4.04 | 6.44 |
| Long Term Clients Advised | | 658 | 1,587 | 2,311 | 9,478 | 9,478 |
| Total Minority Clients Advised: | | 389 | 1,428 | 2,919 | 56,353 | 10,587 |
| Total Women Clients Advised: | | 413 | 1,402 | 2,592 | 92,283 | 11,359 |
| SBDC Training Attendees: | * | 1,456 | 6,716 | 15,117 | 360,863 | 55,479 |
| Minority Training Attendees: | | 253 | 1,191 | 2,405 | 63,575 | 9,449 |
| Women Training Attendees: | | 363 | 1,949 | 4,080 | 136,863 | 16,587 |
| SBDC Jobs Created: | | 302 | 2,004 | 3,848 | 80,316 | 11,893 |
| SBDC Jobs Retained: | | 710 | 2,099 | 4,884 | 106,620 | 20,503 |
| SBDC Debt Financing #: | | 29 | 151 | 335 | 10,047 | 1,341 |
| SBDC Debt Financing \$: | | \$4,927,069 | \$40,405,623 | \$78,062,112 | \$1,868,012,665 | 375,053,764 |
| SBDC Non Debt Financing #: | | 83 | 283 | 712 | 6,797 | 2,703 |
| SBDC Non Debt Financing \$: | | \$13,158,559 | \$52,314,686 | \$88,856,220 | \$633,318,032 | 271,291,980 |
| SBDC New Business Starts: | | 19 | 106 | 287 | 11,086 | 1,019 |
| SBDC Existing Business Expansions: | | 25 | 70 | 198 | 4,665 | 548 |
| PTAC Activity | | | | | | |
| Total PTAC Clients Advised: | * | 304 | 840 | 1,459 | 19,294 | 6,809 |
| Total PTAC Consultation Hours: | | 660 | 3,023 | 7,439 | 96,795 | 33,580 |
| Average Hours Per Client: | | 2.17 | 3.60 | 5.10 | 5.02 | 19 |
| Initial PTAC Advising Sessions | | 32 | 210 | 479 | 20,796 | 2,450 |
| Total PTAC Advising Sessions | | 533 | 2,000 | 4,240 | 68,849 | 22,441 |
| Minority Business Advising Sessions | | 145 | 677 | 1,512 | 42,137 | 7,684 |
| Women Business Advising Sessions | | 209 | 837 | 1,726 | 46,029 | 7,876 |
| Total PTAC Clients Trained: | * | 533 | 1,126 | 2,881 | 52,898 | 12,331 |
| PTAC Jobs Created: | | 49 | 122 | 941 | 16,487 | 5,547 |
| PTAC Jobs Retained: | | 81 | 514 | 2,674 | 49,012 | 14,690 |
| PTAC Contracts Assisted: | | 152 | 862 | 2,029 | 57,670 | 8,993 |
| PTAC Contract \$ Assisted: | | \$130,339,815 | \$203,821,947 | \$1,283,614,143 | \$11,590,634,905 | 5,137,221,758 |
| SBJA Activity | | | | | | |
| Total SBJA Clients Advised: | * | 296 | 860 | 1,186 | 1,382 | 1,382 |
| Total SBJA Consultation Hours: | | 1,347 | 5,455 | 9,456 | 9,692 | 9,692 |
| Average Hours Per Client: | | 4.55 | 6.34 | 7.97 | 7.01 | 14 |
| Long Term Clients | | 118 | 287 | 358 | 436 | 436 |
| Total SBJA Clients Trained | * | 548 | 1,098 | 1,173 | 1,173 | 1,173 |
| SBJA Jobs Created: | | 114 | 199 | 288 | 294 | 294 |
| SBJA Jobs Retained: | | 257 | 318 | 805 | 802 | 802 |
| SBJA Debt Financing #: | | 9 | 24 | 41 | 41 | 41 |
| SBJA Debt Financing \$: | | \$746,000 | \$1,837,000 | \$12,331,000 | \$12,331,000 | 12,331,000 |
| SBJA Non Debt #: | | 24 | 49 | 68 | 68 | 68 |
| SBJA Non Debt Financing \$: | | \$1,777,200 | \$2,913,570 | \$4,292,730 | \$4,292,730 | 4,292,730 |
| SBJA New Business Starts: | | 4 | 14 | 29 | 29 | 29 |
| SBJA Existing Business Expansions: | | 13 | 14 | 25 | 25 | 25 |
| SBJA \$ Value of Export Sales | | \$0 | \$1,340,221 | \$22,759,221 | \$22,759,221 | 22,759,221 |
| Business Information Center: | | | | | | |
| Start up Kits: | | 54 | 312 | 674 | 76,727 | 1,170 |
| Regulatory / Assistance Informatio | * | 495 | 2,933 | 6,507 | 219,899 | 29,378 |
| Office of Regulatory Assistance: | | | | | | |
| Draft Regulations Reviewed: | | 19 | 152 | 321 | 10,492 | 1,262 |
| Draft Regulations Commented On: | | 11 | 40 | 81 | 1,646 | 358 |
| Environmental Assistance Program: | | | | | | |
| Total Businesses Assisted: | * | 178 | 1,929 | 2,391 | 129,801 | 7,837 |
| Total Helpline Calls Received: | | 151 | 1,028 | 1,347 | 15,258 | 4,210 |



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

Network Program Breakouts

| | May | CY12 | FY12 | HISTORICAL TO DATE | TOTALS 09-TO DATE |
|--|--------------|---------------|---------------|-----------------------|----------------------|
| ITC Activity | | | | | |
| Total ITC Clients Advised: | 195 | 433 | 792 | 12,255 | 2,573 |
| Total ITC Consultation Hours: | 851 | 2,829 | 7,022 | 74,818 | 22,353 |
| Average Hours Per Client: | 4.36 | 6.53 | 8.87 | 6.11 | 34 |
| ITC Clients Trained: | 210 | 532 | 1,055 | 14,880 | 3,016 |
| Total Minority Clients Advised: | 23 | 64 | 117 | 872 | 318 |
| Women Clients Advised: | 31 | 67 | 110 | 1,101 | 396 |
| ITC Jobs Created | 13 | 113 | 256 | 1,695 | 572 |
| ITC Jobs Retained | 37 | 263 | 769 | 5,847 | 3,037 |
| ITC \$ Value of Export Sales: | \$13,333,499 | \$598,811,658 | \$955,508,406 | \$2,627,233,400 | \$1,516,595,936 |
| NOC Activity | | | | | |
| Total NOC Clients Advised: | 20 | 62 | 119 | 3,882 | 491 |
| Total NOC Consultation Hours: | 79 | 517 | 1,882 | 30,018 | 7,778 |
| Average Hours Per Client: | 3.95 | 8.34 | 15.82 | 7.73 | 61 |
| NOC Clients Trained: | 0 | 0 | 59 | 5,419 | 574 |
| Minority Clients Advised: | 2 | 12 | 17 | 177 | 42 |
| Women Clients Advised: | 5 | 10 | 13 | 394 | 69 |
| 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 |
| TIES Activity | | | | | |
| Total TIES Clients Advised: | 78 | 227 | 330 | 401 | 394 |
| Total TIES Consultation Hours: | 565 | 2,763 | 5,043 | 5,048 | 5,048 |
| Average Hours Per Client: | 7.24 | 12.17 | 15.28 | 12.59 | 26 |
| TIES Training Attendees: | 118 | 313 | 452 | 452 | 452 |
| TIES Jobs Created: | 38 | 201 | 215 | 215 | 215 |
| TIES Jobs Retained | 166 | 421 | 523 | 523 | 523 |
| TIES Debt Financing #: | 0 | 7 | 10 | 10 | 10 |
| TIES Debt Financing \$: | \$0 | \$6,517,713 | \$7,035,413 | \$7,035,413 | 7,035,413 |
| TIES Non Debt Financing #: | 7 | 17 | 25 | 25 | 25 |
| TIES Non Debt Financing \$: | \$11,181,000 | \$34,693,383 | \$39,305,583 | \$39,305,583 | 39,305,583 |
| TIES New Business Starts: | 0 | 4 | 6 | 6 | 6 |
| TIES Business Expansions | 0 | 4 | 7 | 6 | 7 |
| # of Intellectual Property Filings | 0 | 0 | 4 | 4 | 0 |
| # of Federal Funding Apps | 0 | 4 | 4 | 5 | 5 |
| \$ Value of Federal Funding Apps | \$0 | \$1,500,000 | \$1,868,000 | \$1,868,000 | 1,868,000 |
| # of Formal Pitches to Potential Investors | 0 | 8 | 15 | 7 | 15 |
| Day Care Activity | | | | | |
| Total Day Care Clients Advised | 1 | 27 | 76 | 698 | 242 |
| Total Day Care Consultation Hours | 2 | 66 | 266 | 2,227 | 691 |
| Average Hours Per Client: | 2.00 | 2.44 | 3.50 | 3.19 | 12 |
| Day Care Clients Trained | 0 | 80 | 137 | 6,739 | 1,359 |
| Total Minority Clients Advised | 1 | 22 | 66 | 409 | 789 |
| Total Women Clients Advised | 1 | 22 | 45 | 578 | 912 |

