

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

		September	CY12	FY13	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total Network Customers Served	*	4,935	31,316	10,759	987,435	155,056
SBDC Activity (ALL)						
<i>All Activities Include: SBDC, Day Care, ITC NOC, and TIES</i>						
Total SBDC Clients Advised:	*	1,482	6,991	2,992	321,174	37,752
Total SBDC Consultation Hours:		4,912	50,633	13,837	1,306,563	247,602
Average Hours Per Client		3.31	7.24	4.62	4.07	6.56
Long Term Clients Advised		481	2,384	692	10,275	10,275
Total Minority Clients Advised:		479	2,253	959	57,178	11,412
Total Women Clients Advised:		461	2,158	925	93,039	12,115
SBDC Training Attendees:	*	895	11,476	3,148	365,623	60,239
Minority Training Attendees:		207	2,076	561	64,460	10,334
Women Training Attendees:		319	3,138	735	138,052	17,776
SBDC Jobs Created:		252	2,568	631	80,880	12,457
SBDC Jobs Retained:		307	5,139	1,261	109,660	23,543
SBDC Debt Financing #:		35	287	88	10,183	1,477
SBDC Debt Financing \$:		\$4,006,119	\$56,097,194	\$8,371,371	\$1,883,704,236	390,745,335
SBDC Non Debt Financing #:		44	475	116	6,989	2,895
SBDC Non Debt Financing \$:		\$5,488,691	\$62,855,495	\$7,542,141	\$643,858,841	281,832,789
SBDC New Business Starts:		30	214	64	11,194	1,127
SBDC Existing Business Expansions:		28	163	66	4,758	641
PTAC Activity						
Total PTAC Clients Advised:	*	349	1,446	622	19,900	7,415
Total PTAC Consultation Hours:		969	6,902	2,163	100,674	37,459
Average Hours Per Client:		2.78	4.77	3.48	5.06	20
Initial PTAC Advising Sessions		55	416	141	21,002	2,656
Total PTAC Advising Sessions		533	3,934	1,217	70,783	24,375
Minority Business Advising Sessions		200	1,461	482	42,921	8,468
Women Business Advising Sessions		216	1,678	489	46,870	8,717
Total PTAC Clients Trained:	*	1,367	3,642	1,622	55,414	14,847
PTAC Jobs Created:		11	245	93	16,610	5,670
PTAC Jobs Retained:		12	1,319	461	49,817	15,495
PTAC Contracts Assisted:		135	1,558	449	58,366	9,689
PTAC Contract \$ Assisted:		\$4,561,223	\$650,103,267	\$313,351,532	\$12,036,916,225	5,583,503,078
SBJA Activity						
Total SBJA Clients Advised:	*	182	1,203	432	1,725	1,725
Total SBJA Consultation Hours:		1,009	9,774	3,463	14,011	14,011
Average Hours Per Client:		5.54	8.12	8.02	8.12	16
Long Term Clients		79	435	135	584	584
Total SBJA Clients Trained	*	218	1,478	259	1,553	1,553
SBJA Jobs Created:		40	398	91	493	493
SBJA Jobs Retained:		56	510	75	994	994
SBJA Debt Financing #:		4	47	15	64	64
SBJA Debt Financing \$:		\$267,000	\$11,982,401	\$10,000,000	\$22,476,401	22,476,401
SBJA Non Debt #:		6	81	29	100	100
SBJA Non Debt Financing \$:		\$4,288,300	\$8,711,704	\$5,678,134	\$10,090,864	10,090,864
SBJA New Business Starts:		3	24	8	39	39
SBJA Existing Business Expansions:		5	29	9	40	40
SBJA \$ Value of Export Sales		\$160,250	\$6,414,265	\$4,779,250	\$27,833,265	27,833,265
Business Information Center:						
Start up Kits:		48	497	133	76,912	1,355
Regulatory / Assistance Informatio	*	442	5,070	1,678	222,036	31,515
Office of Regulatory Assistance:						
Draft Regulations Reviewed:		17	267	343	10,566	1,336
Draft Regulations Commented On:		4	69	98	1,716	428
Environmental Assistance Program:						
Total Businesses Assisted:	*	157	2,548	431	130,420	8,456
Total Helpline Calls Received:		138	1,589	386	15,819	4,771



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Network Program Breakouts

	September	CY12	FY13	HISTORICAL TO DATE	TOTALS 09-TO DATE
ITC Activity					
Total ITC Clients Advised:	205	697	350	12,519	2,837
Total ITC Consultation Hours:	523	6,594	1,931	78,583	26,118
Average Hours Per Client:	2.55	9.46	5.52	6.28	37
ITC Clients Trained:	16	804	92	15,152	3,288
Total Minority Clients Advised:	29	100	53	908	354
Women Clients Advised:	35	108	59	1,142	437
ITC Jobs Created	10	195	44	1,777	654
ITC Jobs Retained	46	774	95	6,358	3,548
ITC \$ Value of Export Sales:	\$4,611,176	\$667,327,587	\$18,773,606	\$2,695,749,329	\$1,585,111,865
NOC Activity					
Total NOC Clients Advised:	64	139	87	3,959	568
Total NOC Consultation Hours:	111	1,657	346	31,158	8,918
Average Hours Per Client:	1.73	11.92	3.98	7.87	64
NOC Clients Trained:	0	69	0	5,488	643
Minority Clients Advised:	7	18	9	183	48
Women Clients Advised:	13	18	14	402	77
NOC Jobs Created	0	29	17	941	324
NOC Jobs Retained	28	136	28	2,710	633
NOC \$ Value of Export Sales:	\$1,175,250	\$30,418,605	\$1,175,250	\$511,003,808	148,154,908
TIES Activity					
Total TIES Clients Advised:	74	322	129	496	489
Total TIES Consultation Hours:	528	4,704	1,526	6,989	6,989
Average Hours Per Client:	7.14	14.61	11.83	14.09	28
TIES Training Attendees:	51	387	51	526	526
TIES Jobs Created:	2	207	6	221	221
TIES Jobs Retained	48	478	55	580	580
TIES Debt Financing #:	0	8	1	11	11
TIES Debt Financing \$:	\$0	\$6,817,713	\$300,000	\$7,335,413	7,335,413
TIES Non Debt Financing #:	1	24	7	32	32
TIES Non Debt Financing \$:	\$20,000	\$35,153,383	\$460,000	\$39,765,583	39,765,583
TIES New Business Starts:	0	10	2	12	12
TIES Business Expansions	0	4	1	7	7
# of Intellectual Property Filings	0	10	6	10	10
# of Federal Funding Apps	0	6	1	7	7
\$ Value of Federal Funding Apps	\$0	\$1,500,000	\$0	\$1,868,000	1,868,000
# of Formal Pitches to Potential Investors	1	10	2	7	17
Day Care Activity					
Total Day Care Clients Advised		28		698	243
Total Day Care Consultation Hours		68		2,229	693
Average Hours Per Client:		2.43		3.19	12
Day Care Clients Trained		80		6,739	1,359
Total Minority Clients Advised		23		409	790
Total Women Clients Advised		22		578	912

