

## Illinois Procurement Technical Assistance Centers Provided

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Contract administration information
- \$1.3 Billion in government contract assistance
- 3,151 jobs created
- 5,981 jobs retained

## Business Information Center

Located in DCEO's Office of Entrepreneurship, Innovation and Technology, the Business Information Center (BIC) is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Center staff provided professional guidance to entrepreneurs by linking them to state and local resources.

In 2010, staff provided regulatory, licensing and business information to over 8,300 people.

## Small Business Environmental Assistance Program (SBEAP)

The SBEAP helps small businesses understand and comply with state and federal environmental requirements. In 2010, the Program worked to ease the impact of the environmental regulations on Illinois small businesses and to help protect the environment. The staff accomplished this by:

- providing training to 841 small businesses
- providing over 4,000 recordkeeping tools
- notifying nearly 3,000 companies impacted by new federal regulations



U.S. Small Business Administration



The Small Business Development Center is funded in part through a cooperative agreement with the U.S. Small Business Administration in partnership with the Illinois Department of Commerce and Economic Opportunity. All SBA programs are extended on a non-discriminatory basis.



Illinois Department of  
Commerce and Economic Opportunity

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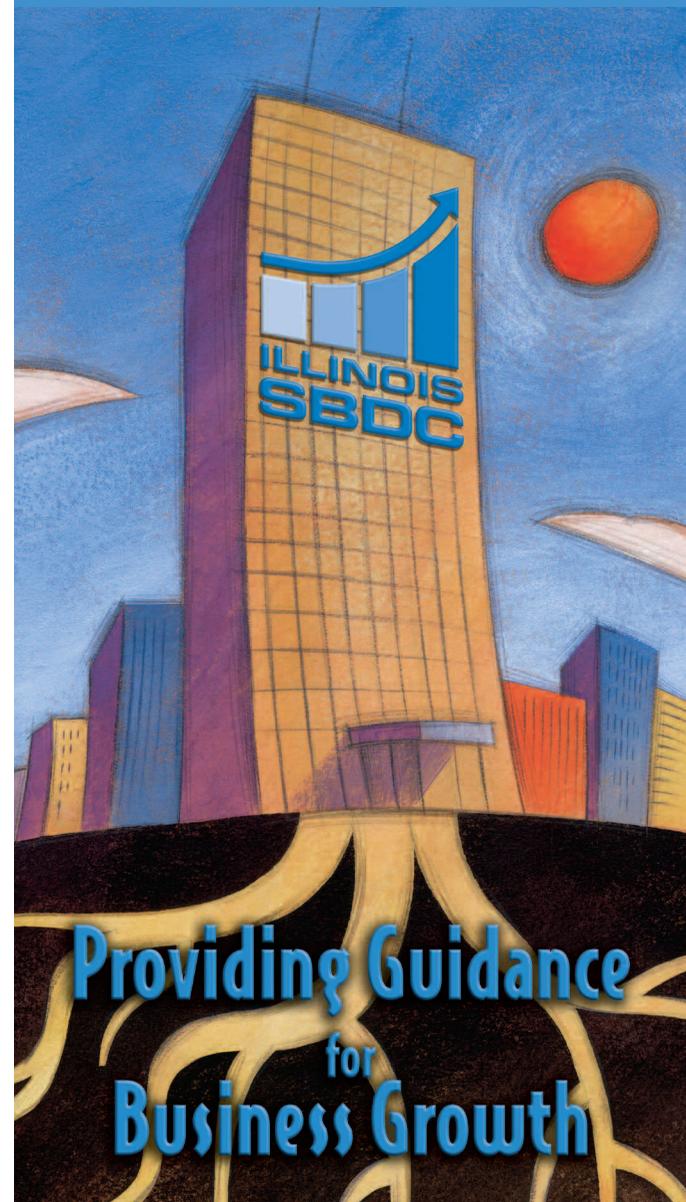
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[www.ilsbdc.biz](http://www.ilsbdc.biz)



State of Illinois

Illinois Department of  
Commerce and Economic Opportunity



**2010**  
Illinois SBDC Annual Report



# 2010

## Illinois SBDC Annual Report



For twenty six years, the Illinois Small Business Development Center has been a leader in helping the small business community. The Illinois Small Business Development Center (SBDC) is supported by the Illinois Department of Commerce and Economic Opportunity (DCEO) and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

The information contained in this Annual Report depicts the services available and provided during calendar year 2010 through the Illinois Small Business Development Center and other programs of the DCEO Office of Entrepreneurship, Innovation and Technology (OEIT).

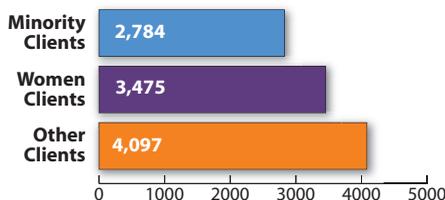
The OEIT provides comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

Through the Illinois Small Business Development Center and the Office of Entrepreneurship Innovation and Technology, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance
- Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

### 2010 SBDC Clients Served

10,356 clients received one-on-one business counseling through the Small Business Development Center.



18,266 clients received business training from the Small Business Development Center.

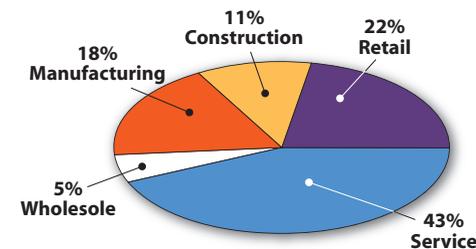
### 2010 Economic Impact and Capital Formation of the Illinois SBDC

- 3,464 Jobs created
  - 6,049 Jobs retained
  - 345 New business starts
  - 223 Business expansions
  - \$ 65 million in Non-Debt financing
  - \$ 73 million in Debt financing
- The return on investment from long term counseling clients is **\$3.87** for every **\$1** invested.
- Clients of the SBDC generated **\$14.1** million in state and federal tax dollars.

*“Staff at the SBDC are a vital source for small businesses either in the start up phase or the expansion phase. Their knowledge and expertise in putting together a plan for new businesses and businesses that want to grow is irreplaceable.”*

Joan Fiame,  
Realm Wellness Spa

### 2010 SBDC in Business Clients by Business Sector



### Illinois SBDC International Trade Centers

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers
- \$ 299.1 million in Export Assistance

*“Working with the staff at the SBDC ITC has enabled my relatively new company to think globally, not just domestically. They helped me to determine which world markets show the best potential for my products. The opportunity to export is not only good for my company, but good for Illinois.”*

Sherry Brianza,  
Brianza Bella L.L.C.