



**2026 ILLINOIS SBDC/SPECIALTY DESIGNATION
PROPOSED SCOPE OF WORK PERFORMANCE INDICATORS/MEASURES FORM**

APPLICANT NAME:

- All Illinois SBDC activity and performance measure data will be recorded in Neoserra, the authorized database utilized to capture all center and client activity.
- Minimum performance requirements cover a 12-month calendar year and are based on the projected amount of annual grant funds of
- Please note the funding amount requested may not be the final amount approved and awarded. A revised Scope of Work will be requested based on the final award.

Performance Indicators	Projected Annual Performance Measures
ILLINOIS SBDC	
Number of new jobs created	
Number of jobs retained	
Number of new business starts	
Dollar value of debt financing	
Dollar value of non-debt financing	
Number of advising clients	
Total hours of one-on-one advising (minimum of 1,100 per \$80,000)	
Number of formal client pitches/presentations to potential investors	
Number of trainings/seminars/workshops/events sponsored/cosponsored by the hub	
Number of hours of professional development (40 hours per PFTE)	
Number of hours of service in support of the Illinois SBDC Network (5 per PFTE)	
Number of success stories submitted (minimum of 8)	
Number of stakeholder events (minimum of 2)	
ILLINOIS SBDC INTERNATIONAL TRADE CENTER (ITC)	
Number of jobs created	
Number of jobs retained	
Dollar value of export sales secured	
Number of clients that receive advising on exporting and international trade	
Total hours of one-on-one advising (minimum of 1,100 per \$80,000)	
Number of businesses participating in trade missions, shows, or international partnerships	
Number of export market expansion plans developed	
Number of trainings/seminars/workshops/events sponsored/cosponsored by the hub	
Number of hours of professional development (40 hours per PFTE)	
Number of success stories submitted (minimum of 8)	

ILLINOIS SBDC MANUFACTURING SPECIALTY HUB	
Number of jobs created	
Number of jobs retained	
Number of manufacturing clients that receive advising	
Number of manufacturer's assisted with adoption of advanced technologies (automation, AI, cybersecurity, lean practices).	
Total hours of one-on-one advising (minimum of 1,100 per \$80,000)	
Number of onshoring and manufacturing industry-specific training sessions or workshops conducted by the hub	
Number of hours of professional development (40 hours per PFTE)	
Number of success stories submitted (minimum of 8)	