

Use this board to see data for daily review. Also used to ensure client records are complete.

Run Jul 15, 2019 10:03:36 PM  
As **Jim Laipply**

Owner **Jim Laipply** ★

Customers **Center** Any  
 Sessions **Date** Current Federal FY  
 Oct 1, 2018 - Sep 30, 2019  
 Sessions **Session Type** Is (=) Initial Follow On  
 Sessions **Staff ID** Is (=) KHammond  
 Sessions **Program** Any

## Activity

Consulting Activity	Long Term Client	Impact Activity
Customer Count (Distinct) 220	Sessions <b>Σ Contact and Prep Hours Sum</b> At Least (≥) 5.00	Sessions <b>Session Type</b> Is (=) Initial Follow On
Contact Hours Sum 525.36	Customer Count (Distinct) 83	Customers <b>Customer Status</b> Is Not (≠) Non Clients
Prep Hours Sum 537.01	Contact Hours Sum 313.45	Customers <b>Client Type</b> Any
Contact and Prep Hours Sum 1,062.37	Prep Hours Sum 332.67	Started Business Count 12
Average Hours per Client 4.83	Contact and Prep Hours Sum 646.12	Capital Formation Sum 650,372
Percent Contact 49.45%	Average Hours per Client 7.78	Loan Obtained Amt. \$ Sum 346,000
Percent Prep 50.55%	Percent Contact 48.51%	Owner Invest. Amt. \$ Sum 224,372
	Percent Prep 51.49%	Other Capital Amt. \$ Sum 80,000
		Total Contract (w/o Commercial) Amt Sum 0
		Sales Increase Amount \$ Sum 1,194,068
		In Business Count 94
		Jobs Created Sum 52

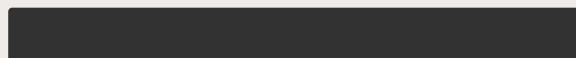
## Activity in Market Segment and AOC

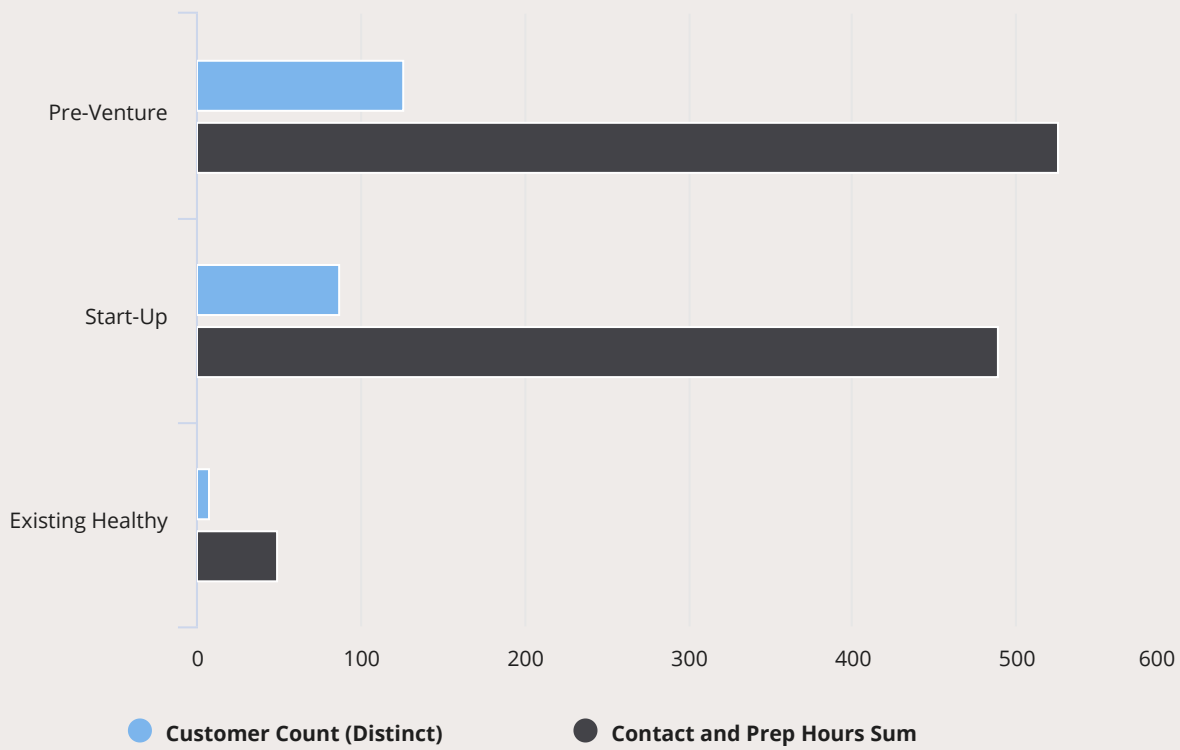
Business Status Segment	Customer Count (Distinct)	Contact and Prep Hours Sum	Percent Market Segment	Area of Counseling Main	Contact and Prep	Percent Area of

Business Status Segment	Customer Count (Distinct)	Contact and Prep Hours Sum	Percent Market Segment	Group Area of Counseling Main Group	Hours Sum Contact and Prep Hours Sum	Consulting Percent Area of Consulting
Pre-venture	141	613.39	57.74%	Access to Capital Debt	36.30	3.42%
Start up	31	112.97	10.63%	Access to Capital Equity	38.90	3.66%
Existing	62	336.01	31.63%	Accounting/Budget/Inventory Setup	72.00	6.78%
Total	220	1,062.37	100.00%	Business Planning	361.79	34.05%
				Business Start-Up	165.50	15.58%
				Buy Sell Business	25.75	2.42%
				Cash Flow Analysis & Management	1.50	0.14%
				Commercialization	3.90	0.37%
				Fed. and State Tech Prgrm.	2.00	0.19%
				Financial Analysis	131.97	12.42%
				Franchising	5.90	0.56%
				Government Contracting	35.50	3.34%
				Intellectual Property	6.30	0.59%
				Management/Leadership	16.31	1.54%
				Market Diversification	13.50	1.27%
				Marketing Planning	35.95	3.38%
				Op. Analysis & Planning	10.50	0.99%
				Regulatory Compliance	4.10	0.39%
				Small Bus. Inno. Research	4.50	0.42%
				Sources of Capital	63.60	5.99%
				Strategic Planning	10.95	1.03%
				Tax Planning	13.75	1.29%
				Technology	1.90	0.18%
				Total	1,062.37	100.00%

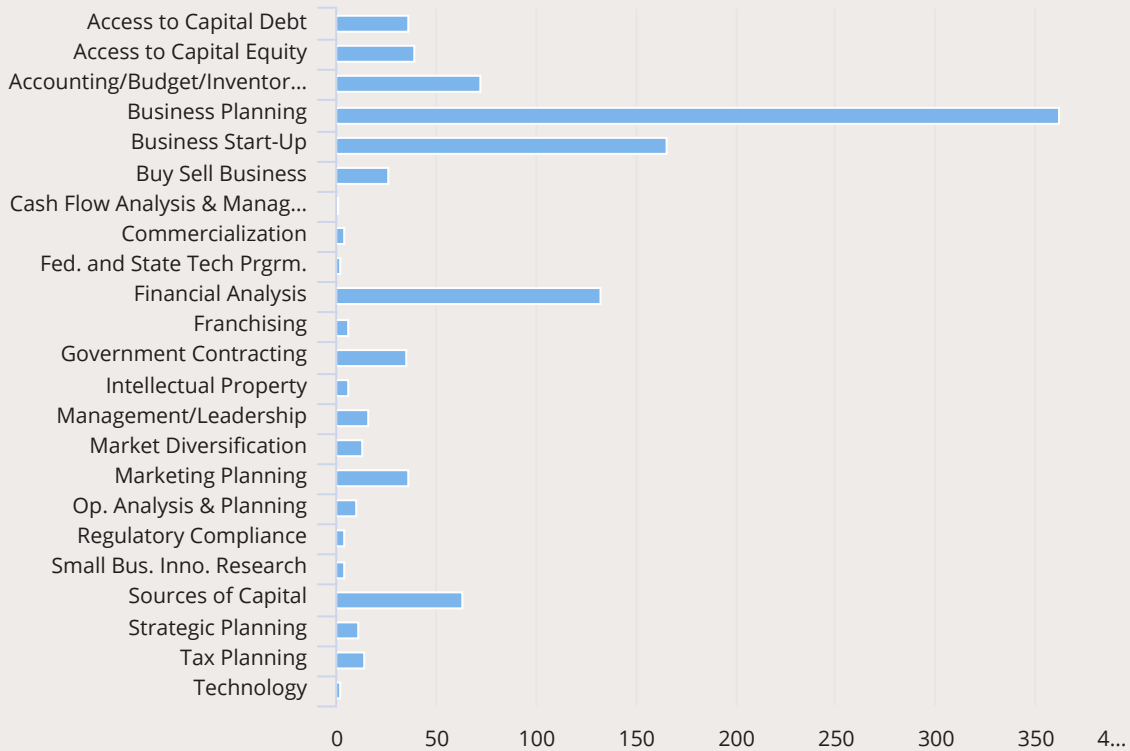
## Activity in Market Segment and AOC

### Hours Provided by Market Segment (CHART)





### Hours Provided by Area of Consulting (CHART)



Potential Impact Target [REDACTED] Clients

Possible Impact Target

Incomplete Clients

Missing Email

Sessions	More than (>)	15.00
<b>Σ Contact and Prep Hours Sum</b>		
Impact	Is Empty	
<b>Σ Capital Formation Sum</b>		
Customers	Is Not (≠)	Pre-Venture
<b>Business Status</b>		
Customers	Is Not (≠)	Non Clients
<b>Customer Status</b>		
<b>Center</b>	<b>Customer Count (Distinct)</b>	
11 CSCC		1
Total		1

Customers	Is False	
<b>Complete</b>		
<b>Customer: Last, First : Biz Name</b>	<b>Session Date, Last</b>	
Total		
Typically occurs if required data fields are missing or not set.		

Customers	Is Empty	
<b>E-mail</b>		
<b>Customer: First Last : Biz Name</b>	<b>Session Date, Last</b>	<b>Calculation</b>
Total		
Typically occurs if required data fields are missing or not set.		