

Illinois Department of Commerce and Economic Opportunity
IEN Report for December

	December	CY10	FY11	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total SBDC Network Customers Served	3,877	36,347	18,059	736,493	69,386
SBDC Customers Served (all activities)					
Total SBDC Clients Counseled:	1,551	10,356	5,523	305,090	21,668
Total SBDC Counseling Hours:	10,494	66,614	30,923	1,204,676	131,530
Average Hours Per Case:	6.77	6.43	5.60	3.95	6.07
SBDC Training Attendees:	1,356	18,266	8,807	338,053	32,669
Minority Clients Counseled: (all sessions)	400	2,784	1,461	51,713	5,947
Minority Training Attendees:	303	3,237	1,197	60,131	6,005
Women Clients Counseled: (all sessions)	573	3,475	1,852	88,118	7,204
Women Training Attendees:	578	5,646	2,295	130,596	10,320
Procurement Technical Assistance Centers					
PTAC Clients Counseled	326	2,176	1,335	16,837	4,352
Initial PTAC Counseling Sessions	38	690	332	20,015	1,669
All PTAC Counseling Sessions	512	7,416	3,675	61,672	15,264
Total PTAC Counseling Hours:	787	10,892	5,710	84,615	21,400
Average Hours Per Case:	2.41	5.01	4.28	5.03	4.83
Total PTAC Clients Trained:	447	4,498	1,772	47,807	8,110
Minority Businesses Counseled: (all sessic	162	2,592	1,177	39,560	5,107
Women Businesses Counseled: (all sessic	195	2,417	1,282	43,180	5,027
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	984	3,464	2,026	75,256	6,833
SBDC Jobs Retained:	1,557	6,049	2,792	98,466	12,349
SBDC Total Loans Secured:	52	386	180	9,519	813
SBDC Loan Dollars Assisted: \$	\$16,129,090	\$73,047,124	\$33,933,022	\$1,735,214,352	\$242,255,451
SBDC Total Non Debt Financing:	136	793	323	5,736	1,642
SBDC Non Debt Financing: \$	\$13,069,516	\$64,953,642	\$23,477,287	\$481,867,057	\$119,841,005
SBDC New Business Starts:	36	345	140	10,653	706
SBDC Existing Business Expansions:	46	223	101	4,388	454
PTAC Jobs Created:	306	3,151	2,017	14,799	3,859
PTAC Jobs Retained:	398	5,981	3,406	44,916	10,594
PTAC Contracts Assisted:	292	2,565	1,178	53,694	5,017
PTAC Contract \$ Assisted:	\$50,141,331	\$1,316,738,881	\$810,750,525	\$9,764,634,942	\$3,311,221,795
ITC Sales Assisted: \$	\$62,024,000	\$275,629,257	\$112,876,700	\$1,617,655,641	\$507,018,177
NOC Sales Assisted: \$	\$6,000,000	\$23,565,904	\$6,050,000	\$454,790,804	\$91,941,904
First Stop:					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	576	8,303	3,832	209,421	18,483
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	11	375	205	957	708
Draft Regulations Commented On:	5	126	58	1,512	213
Environmental Assistance Program:					
Total Businesses Assisted:	235	2,145	1,180	126,287	3,746
Total Helpline Calls Received:	185	1,100	540	13,441	1,998

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Breakdown of Funding Sources

	December	CY10	FY11	HISTORICAL TOTALS TO DATE	TOTALS 09-TO DATE
International Trade Center Clients Served:					
Total ITC Clients Counseled:	132	671	387	11,075	1,393
Total ITC Counseling Hours:	1,281	6,123	1,811	64,278	11,813
Average Hours Per Case	9.70	9.13	4.68	5.80	8.48
ITC Clients Trained:	86	1,271	559	13,242	1,379
Minority Clients Counseled: (all sessions)	15	78	48	696	142
Women Clients Counseled: (all sessions)	15	109	59	915	210
ITC Jobs Created	79	141	109	1,381	258
ITC Jobs Retained	332	690	395	4,296	1,486
Nafta Opportunity Trade Center Clients Served:					
Total NOC Clients Counseled:	62	173	118	3,705	314
Total NOC Counseling Hours:	762	2,549	1,291	26,998	4,758
Average Hours Per Case	12.29	14.73	10.94	7.29	15.15
NOC Clients Trained:	27	136	50	5,205	360
Minority Clients Counseled: (all sessions)	8	15	9	155	20
Women Clients Counseled: (all sessions)	7	27	18	368	43
NOC Jobs Created	214	222	214	885	268
NOC Jobs Retained	100	136	100	2,523	446
SBDC Day Care Center Clients Served:					
Total Day Care Clients Counseled	10	97	19	632	149
Total Day Care Counseling Hours	31	202	57	1,910	374
Average Hours Per Case	3.10	2.08	3.00	3.02	2.51
Day Care Clients Trained	91	1,020	91	6,667	1,240
Minority Clients Counseled (all sessions)	8	735	15	353	761
Women Clients Counseled (all sessions)	5	833	13	541	882
Entrepreneurship Center Clients Served					
EC Clients Assisted	159	361	290	8,691	918
EC Clients # of Challenge Grants	4	33	15	848	131
EC Clients \$ Value of Challenge Grants	\$20,000	\$179,125	\$88,375	\$5,151,898	1,072,814
EC Clients Capital Leveraged	\$3,909,110	\$47,446,913	\$39,077,888	\$473,024,301	119,849,932
EC Clients Jobs Created	17	355	306	8,541	1,827
EC Clients Jobs Retained	53	1,142	769	14,237	4,994
DAR Client Served					
Total DAR Clients Counseled	14	185	100	204	204
Total DAR Counseling Hours	76	582	251	623	623
Average Hours Per Case	5.43	3.15	2.51	5.30	3.05
Total DAR Client Trained	72	857	294	991	991
Minority Clients Counseled	1	49	35	72	52
Women Clients Counseled	5	69	9	54	74
DAR Jobs Created	0	0	0	0	0
DAR Jobs Retained	0	0	0	0	0