

**Illinois Department of Commerce and Economic Opportunity**  
**IEN Report for August**

	<b>August</b>	<b>CY09</b>	<b>FY10</b>	<b>HISTORICAL TO DATE</b>	<b>TOTALS 09-TO DATE</b>
<b>Total SBDC Network Customers Served</b>	4,051	23,851	6,528	676,045	23,851
<b>SBDC Customers Served (all activities)</b>					
Total SBDC Clients Counseled:	1,389	8,256	2,536	276,765	8,256
Total SBDC Counseling Hours:	3,867	45,513	7,994	1,009,868	45,513
Average Hours Per Case:	2.78	5.51	3.15	3.65	5.51
SBDC Training Attendees:	956	9,531	1,764	314,915	9,531
Minority Clients Counseled: (all sessions)	397	2,242	692	48,008	2,242
Minority Training Attendees:	385	1,661	458	55,787	1,661
Women Clients Counseled: (all sessions)	447	2,707	791	83,621	2,707
Women Training Attendees:	387	3,003	600	123,279	3,003
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	467	1,687	758	14,172	1,687
Initial PTAC Counseling Sessions	92	690	168	19,036	690
All PTAC Counseling Sessions	793	5,208	1,506	51,616	5,208
Total PTAC Counseling Hours:	1,025	6,965	1,852	70,180	6,965
Average Hours Per Case:	2.22	4.13	2.44	4.95	4.13
Total PTAC Clients Trained:	1,147	3,219	1,234	42,916	3,219
Minority Businesses Counseled: (all sessic	278	1,653	497	36,106	1,653
Women Businesses Counseled: (all sessic	263	1,705	494	39,858	1,705
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	146	2,096	317	70,519	2,096
SBDC Jobs Retained:	80	3,782	304	89,899	3,782
SBDC Total Loans Secured:	19	282	50	8,988	282
SBDC Loan Dollars Assisted: \$	\$1,312,552	\$142,265,982	\$9,868,497	\$1,635,224,883	\$142,265,982
SBDC Total Non Debt Financing:	35	566	97	4,660	566
SBDC Non Debt Financing: \$	\$2,364,100	\$38,414,162	\$5,446,110	\$400,440,214	\$38,414,162
SBDC New Business Starts:	10	223	40	10,170	223
SBDC Existing Business Expansions:	10	153	26	4,087	153
PTAC Jobs Created:	17	363	38	11,303	363
PTAC Jobs Retained:	168	2,342	391	36,664	2,342
PTAC Contracts Assisted:	155	1,671	389	50,348	1,671
PTAC Contract \$ Assisted:	\$29,854,617	\$1,269,845,655	\$81,198,897	\$7,723,258,802	\$1,269,845,655
ITC Sales Assisted: \$	\$0	\$206,470,953	\$11,407,710	\$1,317,108,417	\$206,470,953
NOC Sales Assisted: \$	\$0	\$62,176,000	\$0	\$425,024,900	\$62,176,000
<b>First Stop:</b>					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	866	7,213	1,620	198,151	7,213
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	20	228	42	9,477	228
Draft Regulations Commented On:	5	60	20	1,359	60
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	45	1,197	45	123,739	1,197
Total Helpline Calls Received:	36	641	36	12,084	641

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**Breakdown of Funding Sources**

	August	CY09	FY09	HISTORICAL TOTALS TO DATE	TOTALS 09-TO DATE
<b>International Trade Center Clients Served:</b>					
Total ITC Clients Counseled:	52	551	176	10,233	551
Total ITC Counseling Hours:	130	3,877	523	56,342	3,877
Average Hours Per Case	3	7	3	6	7
ITC Clients Trained:	0	58	0	11,921	58
Minority Clients Counseled: (all sessions)	7	45	12	599	45
Women Clients Counseled: (all sessions)	8	71	19	776	71
ITC Jobs Created	0	95	5	1,218	95
ITC Jobs Retained	0	704	49	3,514	704
<b>Nafta Opportunity Trade Center Clients Served:</b>					
Total NOC Clients Counseled:	15	64	17	3,455	64
Total NOC Counseling Hours:	43	1,332	81	23,572	1,332
Average Hours Per Case	3	21	5	7	21
NOC Clients Trained:	0	203	0	5,048	203
Minority Clients Counseled: (all sessions)	0	1	0	136	1
Women Clients Counseled: (all sessions)	1	7	1	332	7
NOC Jobs Created	0	41	0	658	41
NOC Jobs Retained	0	290	0	2,367	290
<b>SBDC Day Care Center Clients Served:</b>					
Total Day Care Clients Counseled	3	38	5	521	38
Total Day Care Counseling Hours	9	123	13	1,659	123
Average Hours Per Case	3	3	3	3	3
Day Care Clients Trained	0	137	0	5,564	137
Minority Clients Counseled (all sessions)	0	19	1	296	19
Women Clients Counseled (all sessions)	3	35	5	449	35
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	34	468	68	8,241	468
EC Clients # of Challenge Grants	4	73	14	790	73
EC Clients \$ Value of Challenge Grants	\$33,000	\$712,439	\$103,698	\$4,791,523	\$712,439
EC Clients Capital Leveraged	\$1,158,000	\$67,453,728	\$5,531,595	\$420,628,097	\$67,453,728
EC Clients Jobs Created	16	1,094	82	7,808	1,094
EC Clients Jobs Retained	24	3,760	41	13,003	3,760