

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

	<b>December</b>	<b>CY07</b>	<b>FY08</b>	<b>HISTORICAL TO DATE</b>	<b>TOTALS 03-TO DATE</b>
<b>Total SBDC Network Customers Served</b>	2,093	31,987	14,937	632,439	199,414
<b>SBDC Customers Served (all activities)</b>					
SBDC Clients Counseled: (One time)	827	5,543	3,097	176,628	31,810
SBDC Counseling Hours: (One time)	5,245	15,495	6,117	225,851	72,460
SBDC Clients Counseled: (Continuous)	293	4,703	2,306	96,639	25,358
SBDC Counseling Hours: (Continuous)	1,973	52,831	21,038	769,831	287,489
Total SBDC Clients Counseled:	1,120	10,246	5,403	273,267	57,168
Total SBDC Counseling Hours:	7,218	68,326	27,155	995,682	359,949
Average Hours Per Case:	6.44	6.67	5.03	3.64	
SBDC Training Attendees:	684	14,749	5,964	290,993	103,031
Minority Clients Counseled: (all sessions)	283	2,937	1,510	42,812	14,794
Minority Training Attendees:	71	2,930	1,004	50,421	17,115
Women Clients Counseled: (all sessions)	440	4,103	2,147	77,177	21,439
Women Training Attendees:	379	5,973	2,324	114,577	37,691
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	238	2,000	1,239	10,504	9,160
Initial PTAC Counseling Sessions	29	529	248	17,560	3,031
All PTAC Counseling Sessions	392	8,044	3,699	39,478	31,609
Total PTAC Counseling Hours:	481	10,658	4,931	53,634	43,774
Average Hours Per Case:	2	5	4		24
Total PTAC Clients Trained:	22	4,463	2,083	33,218	20,127
Minority Businesses Counseled: (all sessions)	149	2,550	1,245	31,847	8,445
Women Businesses Counseled: (all sessions)	154	3,245	1,689	35,674	11,479
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	255	4,569	2,558	63,666	17,036
SBDC Jobs Retained:	194	5,610	1,663	79,188	24,629
SBDC Total Loans Secured:	43	515	228	8,236	2,362
SBDC Loan Dollars Assisted: \$	\$6,683,040	\$84,731,130	\$31,534,136	\$1,390,410,833	\$433,420,741
SBDC Total Non Debt Financing:	54	579	249	3,343	2,699
SBDC Non Debt Financing: \$	\$12,443,504	\$48,386,757	\$27,460,872	\$302,418,870	\$224,708,669
SBDC New Business Starts:	25	360	150	9,578	1,958
SBDC Existing Business Expansions:	19	184	76	3,691	840
PTAC Jobs Created:	14	825	230	10,170	3,436
PTAC Jobs Retained:	213	2,855	2,041	31,466	10,187
PTAC Contracts Assisted:	190	2,440	1,120	43,135	12,007
PTAC Contract \$ Assisted:	\$8,642,033	\$638,258,055	\$373,852,011	\$5,347,298,038	\$2,607,934,938
ITC Sales Assisted: \$	\$18,072,500	\$126,180,813	\$45,512,500	\$938,106,135	\$535,177,809
NOC Sales Assisted: \$	\$1,068,000	\$41,174,765	\$13,368,000	\$329,648,900	\$228,348,731
<b>First Stop:</b>					
Start up Kits:	0	2,930	841	75,957	25,442
Regulatory / Assistance Information:	528	11,609	4,102	181,718	86,533
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	15	365	160	8,820	1,911
Draft Regulations Commented On:	3	107	56	1,197	480
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	187	1,407	606	114,173	7,485
Total Helpline Calls Received:	59	545	604	10,710	3,628

**Illinois Department of Commerce and Economic Opportunity**  
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**Breakdown of Funding Sources**

	December	CY07	FY08	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
<b>International Trade Center Clients Served:</b>					
ITC Clients Counseled:(One Time)	70	282	208	3,223	1,594
ITC Clients Counseled: (Continuous)	27	384	228	5,104	2,214
Total ITC Clients Counseled:	97	666	436	9,098	3,808
Total ITC Counseling Hours:	332	6,023	2,330	46,317	34,426
Average Hours Per Case	3	9	5		46
ITC Clients Trained:	51	444	304	11,301	4,000
Minority Clients Counseled: (all sessions)	11	57	40	497	386
Women Clients Counseled: (all sessions)	11	94	56	623	479
ITC Jobs Created	20	206	46	824	579
ITC Jobs Retained	62	328	121	2,090	1,094
<b>Nafta Opportunity Trade Center Clients Served:</b>					
NOC Clients Counseled:(One Time)	13	127	56	1,268	740
NOC Clients Counseled: (Continuous)	9	130	64	1,930	1,096
Total NOC Clients Counseled:	22	257	120	3,198	1,836
Total NOC Counseling Hours:	111	2,792	555	19,429	15,888
Average Hours Per Case	5	11	5		46
NOC Clients Trained:	10	120	10	4,725	3,511
Minority Clients Counseled: (all sessions)	2	13	5	126	99
Women Clients Counseled: (all sessions)	1	39	12	298	236
NOC Jobs Created	0	178	0	545	492
NOC Jobs Retained	2	552	2	2,056	1,600
<b>SBDC Day Care Center Clients Served:</b>					
Day Care Clients Counseled:(One time)	3	25	8	257	188
Day Care Clients Counseled: (Continuous)	1	4	4	161	90
Total Day Care Clients Counseled	4	29	12	418	278
Total Day Care Counseling Hours	27	167	80	1,327	874
Average Hours Per Case	7	0	7	3	8
Day Care Clients Trained	66	637	121	4,955	3,573
Minority Clients Counseled (all sessions)	1	20	7	241	163
Women Clients Counseled (all sessions)	4	23	8	361	227
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	71	599	185	6,897	6,897
EC Clients # of Challenge Grants	6	104	37	558	558
EC Clients \$ Vallue of Challenge Grants	\$29,875	\$657,275	\$263,900	\$3,082,602	\$3,082,602
EC Clients Capital Leveraged	\$226,562	\$16,196,372	\$9,718,900	\$283,506,061	\$283,506,061
EC Clients Jobs Created	6	149	69	5,109	5,109
EC Clients Jobs Retained	7	80	36	5,858	5,858