

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

	<b>February</b>	<b>CY08</b>	<b>FY08</b>	<b>HISTORICAL TO DATE</b>	<b>TOTALS 03-TO DATE</b>
<b>Total SBDC Network Customers Served</b>	2,993	5,550	19,209	638,062	205,037
<b>SBDC Customers Served (all activities)</b>					
SBDC Clients Counseled: (One time)	963	1,517	3,888	178,145	33,327
SBDC Counseling Hours: (One time)	2,234	2,951	7,669	228,802	75,411
SBDC Clients Counseled: (Continuous)	470	964	3,158	97,603	26,322
SBDC Counseling Hours: (Continuous)	2,585	6,319	28,753	776,150	293,808
Total SBDC Clients Counseled:	1,433	2,481	7,046	275,748	59,649
Total SBDC Counseling Hours:	4,819	9,270	36,422	1,004,952	369,219
Average Hours Per Case:	3.36	3.74	5.17	3.64	6.19
SBDC Training Attendees:	995	1,966	7,930	292,959	104,997
Minority Clients Counseled: (all sessions)	423	740	2,039	43,552	15,534
Minority Training Attendees:	132	356	1,360	50,777	17,471
Women Clients Counseled: (all sessions)	498	858	2,718	78,035	22,297
Women Training Attendees:	452	859	3,183	115,436	38,550
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	327	507	1,305	11,011	9,667
Initial PTAC Counseling Sessions	43	89	338	17,649	3,120
All PTAC Counseling Sessions	521	1,030	4,324	40,508	32,639
Total PTAC Counseling Hours:	789	1,448	5,989	55,082	45,222
Average Hours Per Case:	2	3	4.59	5.00	4.68
Total PTAC Clients Trained:	195	507	2,590	33,725	20,634
Minority Businesses Counseled: (all sessions)	207	410	1,641	32,257	8,855
Women Businesses Counseled: (all sessions)	213	368	1,668	36,042	11,847
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	215	445	3,177	64,111	17,481
SBDC Jobs Retained:	790	1,043	2,722	80,231	25,672
SBDC Total Loans Secured:	44	82	310	8,318	2,444
SBDC Loan Dollars Assisted: \$	\$10,426,500	\$14,514,482	\$46,048,618	\$1,404,925,315	\$447,935,223
SBDC Total Non Debt Financing:	77	120	369	3,463	2,819
SBDC Non Debt Financing: \$	\$4,461,055	\$7,933,405	\$35,394,277	\$310,352,275	\$232,642,074
SBDC New Business Starts:	15	31	185	9,609	1,989
SBDC Existing Business Expansions:	29	44	121	3,735	884
PTAC Jobs Created:	11	177	407	10,347	3,613
PTAC Jobs Retained:	84	271	2,313	31,737	10,458
PTAC Contracts Assisted:	244	475	1,595	43,610	12,482
PTAC Contract \$ Assisted:	\$5,909,541	\$120,942,997	\$494,795,007	\$5,468,241,035	\$2,728,877,935
ITC Sales Assisted: \$	\$670,000	\$4,040,500	\$63,993,500	\$942,146,635	\$539,218,309
NOC Sales Assisted: \$	\$0	\$0	\$17,904,000	\$329,648,900	\$228,348,731
<b>First Stop:</b>					
Start up Kits:	0	0	841	75,957	25,442
Regulatory / Assistance Information:	789	1,728	5,830	183,446	88,281
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	78	111	271	8,931	2,022
Draft Regulations Commented On:	10	16	72	1,213	496
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	323	6,846	7,452	121,019	14,331
Total Helpline Calls Received:	94	177	781	10,887	3,805

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Breakdown of Funding Sources**

	February	CY08	FY08	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
<b>International Trade Center Clients Served:</b>					
ITC Clients Counseled:(One Time)	40	87	226	3,310	1,681
ITC Clients Counseled: (Continuous)	41	66	274	5,170	2,280
Total ITC Clients Counseled:	81	153	500	9,251	3,961
Total ITC Counseling Hours:	410	854	3,184	47,171	35,280
Average Hours Per Case	5	6	6		51
ITC Clients Trained:	59	67	371	11,368	4,067
Minority Clients Counseled: (all sessions)	12	19	52	516	405
Women Clients Counseled: (all sessions)	12	22	69	645	501
ITC Jobs Created	4	11	89	835	590
ITC Jobs Retained	7	129	260	2,219	1,223
<b>Nafta Opportunity Trade Center Clients Served:</b>					
NOC Clients Counseled:(One Time)	51	49	61	1,317	789
NOC Clients Counseled: (Continuous)	16	28	96	1,958	1,124
Total NOC Clients Counseled:	67	77	147	3,275	1,913
Total NOC Counseling Hours:	670	820	1,375	20,249	16,708
Average Hours Per Case	10	11	9		57
NOC Clients Trained:	26	26	36	4,751	3,537
Minority Clients Counseled: (all sessions)	3	3	5	129	102
Women Clients Counseled: (all sessions)	10	13	20	311	249
NOC Jobs Created	0	0	0	545	492
NOC Jobs Retained	0	0	2	2,056	1,600
<b>SBDC Day Care Center Clients Served:</b>					
Day Care Clients Counseled:(One time)	9	9	15	266	197
Day Care Clients Counseled: (Continuous)	2	2	7	163	92
Total Day Care Clients Counseled	11	11	22	429	289
Total Day Care Counseling Hours	56	56	136	1,383	930
Average Hours Per Case	5	0	6	3	8
Day Care Clients Trained	0	0	121	4,955	3,573
Minority Clients Counseled (all sessions)	6	6	13	247	169
Women Clients Counseled (all sessions)	8	8	15	369	235
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	58	73	185	6,970	6,970
EC Clients # of Challenge Grants	1	5	37	563	563
EC Clients \$ Vallue of Challenge Grants	\$5,000	\$25,000	\$263,900	\$3,107,602	\$3,107,602
EC Clients Capital Leveraged	\$899,000	\$1,266,500	\$9,718,900	\$284,772,561	\$284,772,561
EC Clients Jobs Created	11	17	86	5,126	5,126
EC Clients Jobs Retained	37	37	73	5,895	5,895