

Illinois Department of Commerce and Economic Opportunity
IEN Report for November

	November	CY08	FY09	HISTORICAL TO DATE	TOTALS 03-TO DATE
Total SBDC Network Customers Served	3,677	32,394	16,258	659,522	232,645
SBDC Customers Served (all activities)					
Total SBDC Clients Counseled:	1,354	9,646	4,957	276,765	66,814
Total SBDC Counseling Hours:	3,717	52,309	20,838	1,009,868	412,258
Average Hours Per Case:	2.75	5.42	4.20	3.65	6.17
SBDC Training Attendees:	1,622	13,672	6,264	304,665	116,703
Minority Clients Counseled: (all sessions)	336	2,823	1,384	45,635	17,617
Minority Training Attendees:	415	3,610	1,849	54,031	20,725
Women Clients Counseled: (all sessions)	447	3,554	1,811	80,731	24,993
Women Training Attendees:	739	5,396	2,535	119,973	43,087
Procurement Technical Assistance Centers					
PTAC Clients Counseled	284	1,894	1,281	12,398	11,054
Initial PTAC Counseling Sessions	51	725	388	18,285	3,756
All PTAC Counseling Sessions	490	6,465	3,248	45,943	38,074
Total PTAC Counseling Hours:	664	8,901	4,471	62,535	52,675
Average Hours Per Case:	2.34	5	3.49	5.04	4.77
Total PTAC Clients Trained:	366	6,457	3,368	39,675	26,584
Minority Businesses Counseled: (all sessions)	58	2,404	1,070	34,251	10,849
Women Businesses Counseled: (all sessions)	85	2,323	1,282	37,997	13,802
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	207	4,403	1,973	68,069	21,439
SBDC Jobs Retained:	257	5,980	1,648	85,168	30,609
SBDC Total Loans Secured:	38	413	165	8,649	2,775
SBDC Loan Dollars Assisted: \$	\$5,354,303	\$93,165,468	\$30,945,110	\$1,483,576,301	\$526,586,209
SBDC Total Non Debt Financing:	101	661	283	4,004	3,360
SBDC Non Debt Financing: \$	\$4,129,095	\$53,272,959	\$15,790,061	\$355,691,829	\$277,981,628
SBDC New Business Starts:	29	317	128	9,895	2,275
SBDC Existing Business Expansions:	13	183	54	3,874	1,023
PTAC Jobs Created:	4	1,595	1,108	11,765	5,031
PTAC Jobs Retained:	16	2,609	1,745	34,075	12,796
PTAC Contracts Assisted:	49	5,411	638	48,546	17,418
PTAC Contract \$ Assisted:	\$1,921,367	\$1,097,024,557	\$555,526,790	\$6,444,322,595	\$3,704,959,495
ITC Sales Assisted: \$	\$578,107	\$170,876,329	\$10,495,589	\$1,108,982,464	\$706,054,138
NOC Sales Assisted: \$	\$0	\$33,200,000	\$0	\$362,848,900	\$261,548,731
First Stop:					
Start up Kits:	0	0	0	75,957	25,442
Regulatory / Assistance Information:	571	8,656	3,499	190,374	95,209
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	12	386	147	9,206	2,297
Draft Regulations Commented On:	5	93	42	1,290	573
Environmental Assistance Program:					
Total Businesses Assisted:	99	8,289	327	122,462	15,774
Total Helpline Calls Received:	54	659	267	11,369	4,287

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Breakdown of Funding Sources

	November	CY08	FY09	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
International Trade Center Clients Served:					
Total ITC Clients Counseled:	59	550	258	9,648	4,358
Total ITC Counseling Hours:	246	5,078	1,876	51,395	39,504
Average Hours Per Case	4	9	7		55
ITC Clients Trained:	50	484	85	11,785	4,484
Minority Clients Counseled: (all sessions)	6	55	17	552	441
Women Clients Counseled: (all sessions)	12	77	30	700	556
ITC Jobs Created	6	293	13	1,117	872
ITC Jobs Retained	97	659	253	2,749	1,753
Nafta Opportunity Trade Center Clients Served:					
Total NOC Clients Counseled:	131	185	148	3,383	2,021
Total NOC Counseling Hours:	108	2,101	337	21,530	17,989
Average Hours Per Case	1	11	2		57
NOC Clients Trained:	0	77	16	4,802	3,588
Minority Clients Counseled: (all sessions)	7	9	8	135	108
Women Clients Counseled: (all sessions)	12	23	15	321	259
NOC Jobs Created	0	72	0	617	564
NOC Jobs Retained	0	21	0	2,077	1,621
SBDC Day Care Center Clients Served:					
Total Day Care Clients Counseled	6	59	22	477	337
Total Day Care Counseling Hours	14	187	60	1,514	1,061
Average Hours Per Case	2	0	3	3	8
Day Care Clients Trained	132	472	169	5,427	4,045
Minority Clients Counseled (all sessions)	3	34	10	275	197
Women Clients Counseled (all sessions)	5	47	17	408	274
Entrepreneurship Center Clients Served					
EC Clients Assisted	141	837	378	7,734	7,734
EC Clients # of Challenge Grants	1	149	27	707	707
EC Clients \$ Vallue of Challenge Grants	\$15,000	\$909,482	\$177,888	\$3,992,084	\$3,992,084
EC Clients Capital Leveraged	\$980,000	\$66,976,808	\$43,068,488	\$350,482,869	\$350,482,869
EC Clients Jobs Created	5	1,580	565	6,689	6,689
EC Clients Jobs Retained	69	2,976	799	8,834	8,834