

Illinois Department of Commerce and Economic Opportunity
Small Business Office Report for March

| | March | CY07 | FY07 | HISTORICAL TO DATE | TOTALS 03-TO DATE |
|--|--------------|--------------|---------------|-------------------------------|------------------------------|
| Total SBDC Network Customers Served | 4,398 | 11,794 | 29,771 | 605,349 | 172,324 |
| SBDC Customers Served (all activities) | | | | | |
| SBDC Clients Counseled: (One time) | 1,137 | 2,399 | 4,630 | 173,484 | 28,666 |
| SBDC Counseling Hours: (One time) | 2,328 | 8,557 | 13,114 | 218,913 | 65,522 |
| SBDC Clients Counseled: (Continuous) | 446 | 3,466 | 3,377 | 95,402 | 24,121 |
| SBDC Counseling Hours: (Continuous) | 2,558 | 35,619 | 34,852 | 752,619 | 270,277 |
| Total SBDC Clients Counseled: | 1,583 | 3,760 | 8,007 | 268,886 | 50,682 |
| Total SBDC Counseling Hours: | 4,886 | 44,176 | 47,966 | 971,532 | 335,799 |
| Average Hours Per Case: | 3.09 | 11.75 | 5.99 | 3.61 | |
| SBDC Training Attendees: | 1,689 | 3,879 | 16,268 | 280,123 | 92,161 |
| Minority Clients Counseled: (all sessions) | 393 | 944 | 2,095 | 40,819 | 12,801 |
| Minority Training Attendees: | 421 | 893 | 2,044 | 48,384 | 15,078 |
| Women Clients Counseled: (all sessions) | 560 | 1,349 | 2,939 | 74,423 | 18,685 |
| Women Training Attendees: | 846 | 1,891 | 5,110 | 110,495 | 33,609 |
| Procurement Technical Assistance Centers: | | | | | |
| PTAC Clients Counseled | 494 | 904 | 1,556 | 9,408 | 8,064 |
| Initial PTAC Counseling Sessions | 51 | 151 | 449 | 17,182 | 2,653 |
| All PTAC Counseling Sessions | 855 | 2,245 | 5,902 | 33,679 | 25,810 |
| Total PTAC Counseling Hours: | 1,034 | 2,993 | 7,897 | 45,969 | 36,109 |
| Average Hours Per Case: | 2 | 3 | 5 | | 22 |
| Total PTAC Clients Trained: | 581 | 995 | 3,491 | 29,750 | 16,659 |
| Minority Businesses Counseled: (all sessic | 243 | 671 | 1,992 | 29,968 | 6,566 |
| Women Businesses Counseled: (all sessic | 298 | 744 | 1,859 | 33,173 | 8,978 |
| Economic Impact of Assistance Provided | | | | | |
| SBDC Jobs Created: | 250 | 599 | 2,421 | 59,696 | 13,066 |
| SBDC Jobs Retained: | 199 | 586 | 2,687 | 74,164 | 19,605 |
| SBDC Total Loans Secured: | 47 | 122 | 388 | 7,843 | 1,969 |
| SBDC Loan Dollars Assisted: \$ | \$10,684,021 | \$20,239,514 | \$83,667,376 | \$1,325,919,217 | \$368,929,125 |
| SBDC Total Non Debt Financing: | 51 | 118 | 431 | 2,882 | 2,238 |
| SBDC Non Debt Financing: \$ | \$3,039,506 | \$7,062,456 | \$42,172,581 | \$261,094,569 | \$183,384,368 |
| SBDC New Business Starts: | 30 | 79 | 275 | 9,297 | 1,677 |
| SBDC Existing Business Expansions: | 11 | 21 | 115 | 3,528 | 677 |
| PTAC Jobs Created: | 179 | 274 | 465 | 9,619 | 2,885 |
| PTAC Jobs Retained: | 123 | 274 | 1,636 | 28,885 | 7,606 |
| PTAC Contracts Assisted: | 120 | 449 | 1,358 | 41,144 | 10,016 |
| PTAC Contract \$ Assisted: | \$47,278,432 | \$74,870,436 | \$492,884,314 | \$4,783,910,419 | \$2,044,547,319 |
| ITC Sales Assisted: \$ | \$18,049,997 | \$43,384,197 | \$91,084,915 | \$855,309,519 | \$452,381,193 |
| NOC Sales Assisted: \$ | \$0 | \$500,000 | \$29,399,835 | \$288,974,135 | \$187,673,966 |
| First Stop: | | | | | |
| Start up Kits: | 422 | 1,160 | 3,173 | 74,187 | 23,672 |
| Regulatory / Assistance Information: | 1,459 | 4,073 | 12,695 | 174,182 | 78,997 |
| Office of Regulatory Assistance | | | | | |
| Draft Regulations Reviewed: | 80 | 144 | 287 | 8,577 | 1,679 |
| Draft Regulations Commented On: | 8 | 23 | 69 | 1,109 | 397 |
| Environmental Assistance Program | | | | | |
| Total Businesses Assisted: | 53 | 640 | 1,356 | 113,398 | 6,243 |
| Total Helpline Calls Received: | 50 | 188 | 496 | 10,353 | 10,401 |

Illinois Department of Commerce and Economic Opportunity
Small Business Office Report for March
Breakdown of Funding Sources

| | March | CY07 | FY06 | HISTORICAL TOTALS TO DATE | TOTALS 03-TO DATE |
|--|-------|-------|-------|---------------------------------|----------------------|
| International Trade Center Clients Served | | | | | |
| ITC Clients Counseled:(One Time) | 120 | 183 | 208 | 3,124 | 1,495 |
| ITC Clients Counseled: (Continuous) | 27 | 97 | 369 | 4,817 | 1,927 |
| Total ITC Clients Counseled: | 147 | 280 | 577 | 8,712 | 3,422 |
| Total ITC Counseling Hours: | 350 | 1,104 | 4,514 | 41,398 | 29,507 |
| Average Hours Per Case | 2 | 4 | 8 | | 41 |
| ITC Clients Trained: | 50 | 82 | 444 | 10,939 | 3,638 |
| Minority Clients Counseled: (all sessions) | 8 | 16 | 48 | 456 | 345 |
| Women Clients Counseled: (all sessions) | 13 | 29 | 66 | 558 | 414 |
| ITC Jobs Created | 6 | 68 | 107 | 686 | 441 |
| ITC Jobs Retained | 22 | 46 | 291 | 1,808 | 812 |
| Nafta Opportunity Trade Center Clients Served | | | | | |
| NOC Clients Counseled:(One Time) | 11 | 43 | 90 | 1,184 | 656 |
| NOC Clients Counseled: (Continuous) | 15 | 50 | 143 | 1,850 | 1,016 |
| Total NOC Clients Counseled: | 26 | 93 | 233 | 3,034 | 1,672 |
| Total NOC Counseling Hours: | 107 | 430 | 1,830 | 17,067 | 13,526 |
| Average Hours Per Case | 4 | 5 | 8 | | 40 |
| NOC Clients Trained: | 0 | 33 | 147 | 4,638 | 3,424 |
| Minority Clients Counseled: (all sessions) | 3 | 7 | 13 | 120 | 93 |
| Women Clients Counseled: (all sessions) | 3 | 12 | 29 | 271 | 209 |
| NOC Jobs Created | 0 | 0 | 10 | 367 | 314 |
| NOC Jobs Retained | 0 | 0 | 111 | 1,504 | 1,048 |
| SBDC Day Care Center Clients Served: | | | | | |
| Day Care Clients Counseled:(One time) | 13 | 13 | 19 | 245 | 176 |
| Day Care Clients Counseled: (Continuous) | 0 | 0 | 1 | 157 | 86 |
| Total Day Care Clients Counseled | 13 | 13 | 20 | 402 | 262 |
| Total Day Care Counseling Hours | 66 | 66 | 98 | 1,226 | 773 |
| Average Hours Per Case | 5 | 0 | 5 | 3 | 8 |
| Day Care Clients Trained | 0 | 93 | 109 | 4,411 | 3,029 |
| Minority Clients Counseled (all sessions) | 0 | 9 | 15 | 230 | 152 |
| Women Clients Counseled (all sessions) | 0 | 11 | 15 | 349 | 215 |