

Illinois Department of Commerce and Economic Opportunity
IEN Report for March

	March	CY08	FY08	HISTORICAL TO DATE	TOTALS 03-TO DATE
Total SBDC Network Customers Served	3,571	8,460	21,849	641,032	208,007
SBDC Customers Served (all activities)					
SBDC Clients Counseled: (One time)	1,039	2,047	4,256	178,675	33,857
SBDC Counseling Hours: (One time)	1,859	3,803	8,405	229,654	76,263
SBDC Clients Counseled: (Continuous)	517	1,451	3,595	98,090	26,809
SBDC Counseling Hours: (Continuous)	3,004	10,383	32,935	780,214	297,872
Total SBDC Clients Counseled:	1,556	3,498	7,851	276,765	60,666
Total SBDC Counseling Hours:	4,863	14,186	41,340	1,009,868	374,135
Average Hours Per Case:	3.13	4.06	5.27	3.65	6.17
SBDC Training Attendees:	1,315	3,289	9,253	294,282	106,320
Minority Clients Counseled: (all sessions)	419	1,021	2,280	43,833	15,815
Minority Training Attendees:	255	611	1,615	51,032	17,726
Women Clients Counseled: (all sessions)	536	1,232	3,016	78,409	22,671
Women Training Attendees:	535	1,394	3,718	115,971	39,085
Procurement Technical Assistance Centers					
PTAC Clients Counseled	283	660	1,400	11,164	9,820
Initial PTAC Counseling Sessions	54	143	392	17,703	3,174
All PTAC Counseling Sessions	566	1,596	4,890	41,074	33,205
Total PTAC Counseling Hours:	727	2,176	6,716	55,810	45,950
Average Hours Per Case:	3	3	4.80	5.00	4.68
Total PTAC Clients Trained:	363	870	2,953	34,088	20,997
Minority Businesses Counseled: (all sessions)	287	698	1,930	32,545	9,143
Women Businesses Counseled: (all sessions)	179	547	1,847	36,221	12,026
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	243	693	3,439	64,359	17,729
SBDC Jobs Retained:	111	1,154	2,852	80,342	25,783
SBDC Total Loans Secured:	48	130	358	8,366	2,492
SBDC Loan Dollars Assisted: \$	\$6,769,571	\$21,284,053	\$52,818,189	\$1,411,694,886	\$454,704,794
SBDC Total Non Debt Financing:	33	153	402	3,496	2,852
SBDC Non Debt Financing: \$	\$2,435,168	\$10,368,573	\$37,829,445	\$312,787,443	\$235,077,242
SBDC New Business Starts:	26	63	220	9,641	2,021
SBDC Existing Business Expansions:	7	51	130	3,742	891
PTAC Jobs Created:	147	324	554	10,494	3,760
PTAC Jobs Retained:	139	410	2,452	31,876	10,597
PTAC Contracts Assisted:	137	612	1,732	43,747	12,619
PTAC Contract \$ Assisted:	\$101,453,142	\$222,396,138	\$596,248,149	\$5,569,694,176	\$2,830,331,076
ITC Sales Assisted: \$	\$34,040,040	\$38,080,540	\$98,033,540	\$976,186,675	\$573,258,349
NOC Sales Assisted: \$	\$0	\$0	\$17,904,000	\$329,648,900	\$228,348,731
First Stop:					
Start up Kits:	0	0	841	75,957	25,442
Regulatory / Assistance Information:	824	2,552	6,654	184,270	89,105
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	31	142	302	8,962	2,053
Draft Regulations Commented On:	11	27	83	1,224	507
Environmental Assistance Program:					
Total Businesses Assisted:	202	7,048	7,654	121,221	14,533
Total Helpline Calls Received:	44	221	825	10,931	3,849

Illinois Department of Commerce and Economic Opportunity
IEN Report for March
Breakdown of Funding Sources

	March	CY08	FY08	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
International Trade Center Clients Served:					
ITC Clients Counseled:(One Time)	89	130	228	3,353	1,724
ITC Clients Counseled: (Continuous)	38	96	304	5,200	2,310
Total ITC Clients Counseled:	127	226	532	9,324	4,034
Total ITC Counseling Hours:	512	1,366	3,696	47,683	35,792
Average Hours Per Case	4	6	7		52
ITC Clients Trained:	43	110	414	11,411	4,110
Minority Clients Counseled: (all sessions)	9	23	55	520	409
Women Clients Counseled: (all sessions)	12	28	72	651	507
ITC Jobs Created	76	87	165	911	666
ITC Jobs Retained	0	129	260	2,219	1,223
Nafta Opportunity Trade Center Clients Served:					
NOC Clients Counseled:(One Time)	24	59	68	1,327	799
NOC Clients Counseled: (Continuous)	18	43	95	1,973	1,139
Total NOC Clients Counseled:	42	102	163	3,300	1,938
Total NOC Counseling Hours:	217	1,037	1,592	20,466	16,925
Average Hours Per Case	5	10	10		56
NOC Clients Trained:	26	52	62	4,777	3,563
Minority Clients Counseled: (all sessions)	1	3	5	129	102
Women Clients Counseled: (all sessions)	3	15	22	313	251
NOC Jobs Created	0	0	0	545	492
NOC Jobs Retained	0	0	2	2,056	1,600
SBDC Day Care Center Clients Served:					
Day Care Clients Counseled:(One time)	18	22	28	279	210
Day Care Clients Counseled: (Continuous)	3	7	12	168	97
Total Day Care Clients Counseled	21	29	40	447	307
Total Day Care Counseling Hours	120	176	256	1,503	1,050
Average Hours Per Case	6	0	6	3	8
Day Care Clients Trained	74	74	195	5,029	3,647
Minority Clients Counseled (all sessions)	15	19	26	260	182
Women Clients Counseled (all sessions)	20	25	32	386	252
Entrepreneurship Center Clients Served					
EC Clients Assisted	60	133	185	7,030	7,030
EC Clients # of Challenge Grants	1	8	37	566	566
EC Clients \$ Value of Challenge Grants	\$5,000	\$40,000	\$263,900	\$3,122,602	\$3,122,602
EC Clients Capital Leveraged	\$53,350	\$1,319,850	\$9,718,900	\$284,825,911	\$284,825,911
EC Clients Jobs Created	0	17	86	5,126	5,126
EC Clients Jobs Retained	8	45	81	5,903	5,903