

Illinois Department of Commerce and Economic Opportunity
IEN Report for November

	November	CY07	FY08	HISTORICAL TO DATE	TOTALS 03-TO DATE
Total SBDC Network Customers Served	3,121	30,690	13,570	631,044	198,019
SBDC Customers Served (all activities)					
SBDC Clients Counseled: (One time)	933	5,313	2,797	176,398	31,580
SBDC Counseling Hours: (One time)	1,512	14,922	5,370	225,278	71,887
SBDC Clients Counseled: (Continuous)	390	4,435	2,016	96,371	25,090
SBDC Counseling Hours: (Continuous)	2,515	46,178	14,567	763,178	280,836
Total SBDC Clients Counseled:	1,323	9,748	4,813	272,769	56,670
Total SBDC Counseling Hours:	4,027	61,100	19,937	988,456	352,723
Average Hours Per Case:	3.04	6.27	4.14	3.62	
SBDC Training Attendees:	1,209	14,065	5,280	290,309	102,347
Minority Clients Counseled: (all sessions)	335	2,775	1,348	42,650	14,632
Minority Training Attendees:	303	2,859	933	50,350	17,044
Women Clients Counseled: (all sessions)	388	3,622	1,753	76,696	20,958
Women Training Attendees:	527	5,594	1,945	114,198	37,312
Procurement Technical Assistance Centers					
PTAC Clients Counseled	496	1,936	1,197	10,440	9,096
Initial PTAC Counseling Sessions	36	500	219	17,531	3,002
All PTAC Counseling Sessions	779	7,652	3,307	39,086	31,217
Total PTAC Counseling Hours:	939	10,177	4,720	53,153	43,293
Average Hours Per Case:	2	5	4		24
Total PTAC Clients Trained:	57	4,441	2,061	33,196	20,105
Minority Businesses Counseled: (all sessions)	71	2,401	1,096	31,698	8,296
Women Businesses Counseled: (all sessions)	324	3,091	1,535	35,520	11,325
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	206	4,247	2,263	63,344	16,714
SBDC Jobs Retained:	170	5,427	1,482	79,005	24,446
SBDC Total Loans Secured:	31	460	174	8,181	2,307
SBDC Loan Dollars Assisted: \$	\$2,642,200	\$77,322,517	\$24,160,523	\$1,383,002,220	\$426,012,128
SBDC Total Non Debt Financing:	51	521	188	3,285	2,641
SBDC Non Debt Financing: \$	\$3,245,118	\$35,655,653	\$14,895,408	\$289,687,766	\$211,977,565
SBDC New Business Starts:	18	303	104	9,521	1,901
SBDC Existing Business Expansions:	8	159	53	3,666	815
PTAC Jobs Created:	44	811	216	10,156	3,422
PTAC Jobs Retained:	289	2,642	1,828	31,253	9,974
PTAC Contracts Assisted:	383	2,250	930	42,945	11,817
PTAC Contract \$ Assisted:	\$108,670,962	\$629,616,022	\$365,209,978	\$5,338,656,005	\$2,599,292,905
ITC Sales Assisted: \$	\$3,940,000	\$108,108,313	\$27,440,000	\$920,033,635	\$517,105,309
NOC Sales Assisted: \$	\$0	\$40,106,765	\$12,300,000	\$328,580,900	\$227,280,731
First Stop:					
Start up Kits:	0	2,930	841	75,957	25,442
Regulatory / Assistance Information:	676	11,081	3,574	181,190	86,005
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	30	350	145	8,805	1,896
Draft Regulations Commented On:	13	104	53	1,194	477
Environmental Assistance Program:					
Total Businesses Assisted:	181	1,220	419	113,986	7,298
Total Helpline Calls Received:	78	486	207	10,651	3,569

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Breakdown of Funding Sources**

	November	CY07	FY08	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
International Trade Center Clients Served:					
ITC Clients Counseled:(One Time)	109	278	203	3,219	1,590
ITC Clients Counseled: (Continuous)	43	368	204	5,088	2,198
Total ITC Clients Counseled:	152	646	407	9,078	3,788
Total ITC Counseling Hours:	498	5,696	1,999	45,990	34,099
Average Hours Per Case	3	9	5		45
ITC Clients Trained:	80	393	253	11,250	3,949
Minority Clients Counseled: (all sessions)	13	55	37	495	384
Women Clients Counseled: (all sessions)	12	87	48	616	472
ITC Jobs Created	11	186	26	804	559
ITC Jobs Retained	33	266	59	2,028	1,032
Nafta Opportunity Trade Center Clients Served:					
NOC Clients Counseled:(One Time)	16	124	54	1,265	737
NOC Clients Counseled: (Continuous)	6	128	61	1,928	1,094
Total NOC Clients Counseled:	22	252	115	3,193	1,831
Total NOC Counseling Hours:	40	2,680	443	19,317	15,776
Average Hours Per Case	2	11	4		46
NOC Clients Trained:	0	110	0	4,715	3,501
Minority Clients Counseled: (all sessions)	1	12	4	125	98
Women Clients Counseled: (all sessions)	0	34	11	293	231
NOC Jobs Created	0	178	0	545	492
NOC Jobs Retained	0	550	0	2,054	1,598
SBDC Day Care Center Clients Served:					
Day Care Clients Counseled:(One time)	1	23	6	255	186
Day Care Clients Counseled: (Continuous)	0	3	3	160	89
Total Day Care Clients Counseled	1	26	9	415	275
Total Day Care Counseling Hours	5	140	53	1,300	847
Average Hours Per Case	5	0	6	3	8
Day Care Clients Trained	39	571	55	4,889	3,507
Minority Clients Counseled (all sessions)	1	20	7	241	163
Women Clients Counseled (all sessions)	1	20	5	358	224
Entrepreneurship Center Clients Served					
EC Clients Assisted	26	501	185	6,799	6,799
EC Clients # of Challenge Grants	1	82	37	536	536
EC Clients \$ Vallue of Challenge Grants	\$5,000	\$541,900	\$263,900	\$2,967,227	\$2,967,227
EC Clients Capital Leveraged	\$15,000	\$15,806,900	\$9,718,900	\$283,116,589	\$283,116,589
EC Clients Jobs Created	0	143	63	5,103	5,103
EC Clients Jobs Retained	0	73	29	5,851	5,851