

Illinois Department of Commerce and Economic Opportunity
IEN Report for October

	October	CY07	FY08	HISTORICAL TO DATE	TOTALS 03-TO DATE
Total SBDC Network Customers Served	3,439	28,579	11,177	622,134	189,109
SBDC Customers Served (all activities)					
SBDC Clients Counseled: (One time)	993	5,011	2,408	176,096	31,278
SBDC Counseling Hours: (One time)	1,846	14,349	4,680	224,705	71,314
SBDC Clients Counseled: (Continuous)	429	4,110	1,641	96,046	24,765
SBDC Counseling Hours: (Continuous)	2,460	42,724	11,229	759,724	277,382
Total SBDC Clients Counseled:	1,422	9,121	4,049	272,142	56,043
Total SBDC Counseling Hours:	4,307	57,073	15,909	984,429	348,696
Average Hours Per Case:	3.03	6.26	3.93	3.62	
SBDC Training Attendees:	1,217	12,837	4,052	289,081	101,119
Minority Clients Counseled: (all sessions)	397	2,613	1,154	42,488	14,470
Minority Training Attendees:	176	2,548	622	50,039	16,733
Women Clients Counseled: (all sessions)	542	3,432	1,529	76,506	20,768
Women Training Attendees:	446	5,057	1,408	113,661	36,775
Procurement Technical Assistance Centers					
PTAC Clients Counseled	260	1,774	890	10,278	8,934
Initial PTAC Counseling Sessions	40	463	182	17,494	2,965
All PTAC Counseling Sessions	579	6,872	2,527	38,306	30,437
Total PTAC Counseling Hours:	708	9,238	3,511	52,214	42,354
Average Hours Per Case:	3	5	4		24
Total PTAC Clients Trained:	500	4,384	2,004	33,139	20,048
Minority Businesses Counseled: (all sessions)	205	2,252	947	31,549	8,147
Women Businesses Counseled: (all sessions)	196	2,617	1,061	35,046	10,851
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	167	3,963	2,008	63,060	16,430
SBDC Jobs Retained:	221	5,239	1,294	78,817	24,258
SBDC Total Loans Secured:	32	424	141	8,145	2,271
SBDC Loan Dollars Assisted: \$	\$2,352,200	\$73,944,317	\$21,047,323	\$1,379,624,020	\$422,633,928
SBDC Total Non Debt Financing:	39	467	135	3,231	2,587
SBDC Non Debt Financing: \$	\$1,121,252	\$32,350,535	\$11,630,291	\$286,382,648	\$208,672,447
SBDC New Business Starts:	20	269	79	9,487	1,867
SBDC Existing Business Expansions:	11	150	45	3,657	806
PTAC Jobs Created:	24	767	172	10,112	3,378
PTAC Jobs Retained:	87	2,353	1,539	30,964	9,685
PTAC Contracts Assisted:	71	1,867	547	42,562	11,434
PTAC Contract \$ Assisted:	\$6,664,861	\$510,748,060	\$246,342,016	\$5,219,788,043	\$2,480,424,943
ITC Sales Assisted: \$	\$0	\$102,668,313	\$22,000,000	\$914,593,635	\$511,665,309
NOC Sales Assisted: \$	\$0	\$40,106,765	\$12,300,000	\$328,580,900	\$227,280,731
First Stop:					
Start up Kits:	269	2,930	841	75,957	25,442
Regulatory / Assistance Information:	822	10,405	2,898	180,514	85,329
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	29	320	115	8,775	1,866
Draft Regulations Commented On:	14	91	40	1,181	464
Environmental Assistance Program:					
Total Businesses Assisted:	66	1,039	238	113,805	7,117
Total Helpline Calls Received:	42	408	129	10,573	3,491

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Breakdown of Funding Sources**

	October	CY07	FY08	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
International Trade Center Clients Served:					
ITC Clients Counseled:(One Time)	85	246	151	3,187	1,558
ITC Clients Counseled: (Continuous)	54	341	171	5,061	2,171
Total ITC Clients Counseled:	139	587	322	9,019	3,729
Total ITC Counseling Hours:	516	5,198	1,501	45,492	33,601
Average Hours Per Case	4	9	5		46
ITC Clients Trained:	60	313	173	11,170	3,869
Minority Clients Counseled: (all sessions)	20	48	29	488	377
Women Clients Counseled: (all sessions)	14	81	40	610	466
ITC Jobs Created	0	173	13	791	546
ITC Jobs Retained	2	231	24	1,993	997
Nafta Opportunity Trade Center Clients Served:					
NOC Clients Counseled:(One Time)	14	124	57	1,265	737
NOC Clients Counseled: (Continuous)	16	126	55	1,926	1,092
Total NOC Clients Counseled:	30	250	112	3,191	1,829
Total NOC Counseling Hours:	126	2,640	404	19,277	15,736
Average Hours Per Case	4	11	4		46
NOC Clients Trained:	0	110	0	4,715	3,501
Minority Clients Counseled: (all sessions)	2	12	4	125	98
Women Clients Counseled: (all sessions)	2	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	22	5	254	185
Day Care Clients Counseled: (Continuous)	3	3	3	160	89
Total Day Care Clients Counseled	4	25	8	414	274
Total Day Care Counseling Hours	28	135	48	1,295	842
Average Hours Per Case	7	0	6	3	8
Day Care Clients Trained	0	532	16	4,850	3,468
Minority Clients Counseled (all sessions)	4	19	6	240	162
Women Clients Counseled (all sessions)	1	19	4	357	223
Entrepreneurship Center Clients Served					
EC Clients Assisted	18	475	159	6,773	6,773
EC Clients # of Challenge Grants	11	80	35	534	534
EC Clients \$ Vallue of Challenge Grants	\$64,000	\$531,900	\$253,900	\$2,957,227	\$2,957,227
EC Clients Capital Leveraged	\$5,034,000	\$15,786,900	\$9,698,900	\$283,096,589	\$283,096,589
EC Clients Jobs Created	17	143	63	5,103	5,103
EC Clients Jobs Retained	0	73	29	5,851	5,851