

**Illinois Department of Commerce and Economic Opportunity**  
**IEN Report for October**

	<b>October</b>	<b>CY08</b>	<b>FY09</b>	<b>HISTORICAL TO DATE</b>	<b>TOTALS 03-TO DATE</b>
<b>Total SBDC Network Customers Served</b>	3,644	29,679	13,371	657,253	229,790
<b>SBDC Customers Served (all activities)</b>					
Total SBDC Clients Counseled:	1,634	9,060	4,218	276,765	66,228
Total SBDC Counseling Hours:	4,734	51,198	17,121	1,009,868	411,147
Average Hours Per Case:	2.90	5.65	4.06	3.65	6.21
SBDC Training Attendees:	1,396	12,050	4,642	303,043	115,081
Minority Clients Counseled: (all sessions)	470	2,682	1,218	45,494	17,476
Minority Training Attendees:	381	3,195	1,434	53,616	20,310
Women Clients Counseled: (all sessions)	609	3,354	1,577	80,531	24,793
Women Training Attendees:	603	4,657	1,796	119,234	42,348
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	352	1,808	1,174	12,312	10,968
Initial PTAC Counseling Sessions	72	670	335	18,230	3,701
All PTAC Counseling Sessions	583	5,961	2,746	45,439	37,570
Total PTAC Counseling Hours:	736	8,238	3,807	61,872	52,012
Average Hours Per Case:	2.09	5	3.24	5.03	4.74
Total PTAC Clients Trained:	190	6,091	3,002	39,309	26,218
Minority Businesses Counseled: (all sessions)	197	2,196	873	34,043	10,641
Women Businesses Counseled: (all sessions)	226	2,185	1,144	37,859	13,664
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	1,004	4,183	1,759	67,849	21,219
SBDC Jobs Retained:	677	5,707	1,390	84,895	30,336
SBDC Total Loans Secured:	28	375	127	8,611	2,737
SBDC Loan Dollars Assisted: \$	\$6,329,679	\$87,811,165	\$25,590,807	\$1,478,221,998	\$521,231,906
SBDC Total Non Debt Financing:	52	560	182	3,903	3,259
SBDC Non Debt Financing: \$	\$2,557,077	\$49,143,964	\$11,660,966	\$351,562,834	\$273,852,633
SBDC New Business Starts:	17	273	89	9,851	2,231
SBDC Existing Business Expansions:	14	169	41	3,860	1,009
PTAC Jobs Created:	2	1,585	1,098	11,755	5,021
PTAC Jobs Retained:	92	2,593	1,729	34,059	12,780
PTAC Contracts Assisted:	188	5,362	589	48,497	17,369
PTAC Contract \$ Assisted:	\$162,667,723	\$1,095,103,190	\$553,605,423	\$6,442,401,228	\$3,703,038,128
ITC Sales Assisted: \$	\$0	\$170,298,222	\$9,917,482	\$1,108,404,357	\$705,476,031
NOC Sales Assisted: \$	\$0	\$33,200,000	\$0	\$362,848,900	\$261,548,731
<b>First Stop:</b>					
Start up Kits:	0	0	0	75,957	25,442
Regulatory / Assistance Information:	615	8,085	2,928	189,803	94,638
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	31	374	135	9,194	2,285
Draft Regulations Commented On:	12	88	37	1,285	568
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	74	8,190	228	122,363	15,675
Total Helpline Calls Received:	74	605	213	11,315	4,233

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**Breakdown of Funding Sources**

	October	CY08	FY09	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
<b>International Trade Center Clients Served:</b>					
Total ITC Clients Counseled:	74	524	225	9,622	4,332
Total ITC Counseling Hours:	311	4,832	1,629	51,149	39,258
Average Hours Per Case	4	9	7		55
ITC Clients Trained:	9	434	35	11,735	4,434
Minority Clients Counseled: (all sessions)	6	50	12	547	436
Women Clients Counseled: (all sessions)	12	73	24	696	552
ITC Jobs Created	0	287	7	1,111	866
ITC Jobs Retained	0	562	156	2,652	1,656
<b>Nafta Opportunity Trade Center Clients Served:</b>					
Total NOC Clients Counseled:	14	140	25	3,338	1,976
Total NOC Counseling Hours:	130	1,993	230	21,422	17,881
Average Hours Per Case	9	14	9		60
NOC Clients Trained:	8	77	16	4,802	3,588
Minority Clients Counseled: (all sessions)	1	7	1	133	106
Women Clients Counseled: (all sessions)	1	22	3	320	258
NOC Jobs Created	0	72	0	617	564
NOC Jobs Retained	0	21	0	2,077	1,621
<b>SBDC Day Care Center Clients Served:</b>					
Total Day Care Clients Counseled	4	54	17	472	332
Total Day Care Counseling Hours	9	173	46	1,500	1,047
Average Hours Per Case	2	0	3	3	8
Day Care Clients Trained	37	340	37	5,295	3,913
Minority Clients Counseled (all sessions)	4	32	8	273	195
Women Clients Counseled (all sessions)	3	43	13	404	270
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	61	697	238	7,594	7,594
EC Clients # of Challenge Grants	0	148	26	706	706
EC Clients \$ Vallue of Challenge Grants	\$0	\$894,482	\$162,887	\$3,977,084	\$3,977,084
EC Clients Capital Leveraged	\$200,000	\$106,312,803	\$42,088,488	\$389,818,864	\$389,818,864
EC Clients Jobs Created	1	1,963	560	7,072	7,072
EC Clients Jobs Retained	21	3,052	730	8,910	8,910