

Illinois Department of Commerce and Economic Opportunity
IEN Report for September

	September	CY08	FY09	HISTORICAL TO DATE	TOTALS 03-TO DATE
Total SBDC Network Customers Served	5,437	27,194	10,798	655,383	227,165
SBDC Customers Served (all activities)					
SBDC Clients Counseled: (One time)	0	2,047	0	178,675	33,857
SBDC Counseling Hours: (One time)	0	3,803	0	229,654	76,263
SBDC Clients Counseled: (Continuous)	0	1,451	0	98,090	26,809
SBDC Counseling Hours: (Continuous)	0	10,383	0	780,214	297,872
Total SBDC Clients Counseled:	1,278	8,305	3,249	276,765	65,473
Total SBDC Counseling Hours:	3,901	46,416	12,362	1,009,868	406,365
Average Hours Per Case:	3.05	5.59	3.80	3.65	6.21
SBDC Training Attendees:	1,123	10,654	3,411	301,647	113,685
Minority Clients Counseled: (all sessions)	372	2,444	931	45,256	17,238
Minority Training Attendees:	126	2,814	1,128	53,235	19,929
Women Clients Counseled: (all sessions)	490	3,067	1,227	80,244	24,506
Women Training Attendees:	428	4,054	1,267	118,631	41,745
Procurement Technical Assistance Centers					
PTAC Clients Counseled	635	1,733	1,060	12,237	10,893
Initial PTAC Counseling Sessions	115	601	266	18,161	3,632
All PTAC Counseling Sessions	986	5,524	2,282	45,002	37,133
Total PTAC Counseling Hours:	1,284	7,615	3,178	61,249	51,389
Average Hours Per Case:	2.02	4	3.00	5.01	4.72
Total PTAC Clients Trained:	2,286	5,901	2,812	39,119	26,028
Minority Businesses Counseled: (all sessions)	213	2,001	678	33,848	10,446
Women Businesses Counseled: (all sessions)	590	2,101	1,033	37,775	13,580
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	248	3,168	748	66,834	20,204
SBDC Jobs Retained:	285	5,009	692	84,197	29,638
SBDC Total Loans Secured:	28	347	99	8,583	2,709
SBDC Loan Dollars Assisted: \$	\$3,540,880	\$81,481,486	\$19,261,128	\$1,471,892,319	\$514,902,227
SBDC Total Non Debt Financing:	36	508	130	3,851	3,207
SBDC Non Debt Financing: \$	\$2,118,325	\$46,586,787	\$9,103,889	\$349,005,657	\$271,295,456
SBDC New Business Starts:	21	237	61	9,815	2,195
SBDC Existing Business Expansions:	8	154	26	3,845	994
PTAC Jobs Created:	106	1,583	1,096	11,753	5,019
PTAC Jobs Retained:	265	2,501	1,637	33,967	12,688
PTAC Contracts Assisted:	189	5,174	401	48,309	17,181
PTAC Contract \$ Assisted:	\$170,215,709	\$957,635,467	\$416,137,700	\$6,304,933,505	\$3,565,570,405
ITC Sales Assisted: \$	\$8,807,482	\$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
First Stop:					
Start up Kits:	0	0	0	75,957	25,442
Regulatory / Assistance Information:	722	7,470	2,313	189,188	94,023
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	30	343	104	9,163	2,254
Draft Regulations Commented On:	6	76	25	1,273	556
Environmental Assistance Program:					
Total Businesses Assisted:	59	8,116	154	122,289	15,601
Total Helpline Calls Received:	59	531	139	11,241	4,159

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Breakdown of Funding Sources**

	September	CY08	FY09	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
International Trade Center Clients Served:					
ITC Clients Counseled:(One Time)	0	130	0	3,353	1,724
ITC Clients Counseled: (Continuous)	0	96	0	5,200	2,310
Total ITC Clients Counseled:	43	500	187	9,598	4,308
Total ITC Counseling Hours:	402	4,520	1,318	50,837	38,946
Average Hours Per Case	9	9	7		55
ITC Clients Trained:	26	425	26	11,726	4,425
Minority Clients Counseled: (all sessions)	4	48	10	545	434
Women Clients Counseled: (all sessions)	4	67	17	690	546
ITC Jobs Created	6	287	7	1,111	866
ITC Jobs Retained	26	562	156	2,652	1,656
Nafta Opportunity Trade Center Clients Served:					
NOC Clients Counseled:(One Time)	0	59	0	1,327	799
NOC Clients Counseled: (Continuous)	0	43	0	1,973	1,139
Total NOC Clients Counseled:	2	132	13	3,330	1,968
Total NOC Counseling Hours:	12	1,862	100	21,291	17,750
Average Hours Per Case	6	14	8		60
NOC Clients Trained:	8	69	8	4,794	3,580
Minority Clients Counseled: (all sessions)	0	6	0	132	105
Women Clients Counseled: (all sessions)	0	21	2	319	257
NOC Jobs Created	0	72	0	617	564
NOC Jobs Retained	0	21	0	2,077	1,621
SBDC Day Care Center Clients Served:					
Day Care Clients Counseled:(One time)	0	22	0	279	210
Day Care Clients Counseled: (Continuous)	0	7	0	168	97
Total Day Care Clients Counseled	5	50	13	468	328
Total Day Care Counseling Hours	11	164	37	1,491	1,038
Average Hours Per Case	2	0	3	3	8
Day Care Clients Trained	0	303	0	5,258	3,876
Minority Clients Counseled (all sessions)	2	28	4	269	191
Women Clients Counseled (all sessions)	3	40	10	401	267
Entrepreneurship Center Clients Served					
EC Clients Assisted	50	557	178	7,454	7,454
EC Clients # of Challenge Grants	5	148	26	706	706
EC Clients \$ Vallue of Challenge Grants	\$28,800	\$894,482	\$162,887	\$3,977,084	\$3,977,084
EC Clients Capital Leveraged	\$2,915,988	\$65,796,808	\$41,888,488	\$349,302,869	\$349,302,869
EC Clients Jobs Created	20	1,578	562	6,687	6,687
EC Clients Jobs Retained	64	2,920	743	8,778	8,778