

BUSINESS AND ECONOMIC DEVELOPMENT 2008/2009

	2009-2010 GOALS	OCT-DEC 09	JAN-MAR 10	APR-JUN 10	JUL-SEPT 10	YR to DATE	% YTD
Jobs Created/Retained	610						0%
International Marketing Program							
Number of companies assisted with international marketing efforts	325					0	0%
Number of client visits	80					0	0%
Number of new clients	30					0	0%
Number of training events	4					0	0%
Number of attendees participating in training events	80					0	0%
Number of foreign missions/trade shows (NW Commission)	0					0	#DIV/0!
Number of outreach events attended	10					0	0%
Number of companies participating in missions/shows	24					0	0%
\$ Volume of international contracts / Enterprise Dev. Reports	100,000,000					0	0%
\$ Volume of intern.contracts / CTD *) FYJuly1st '08-June30 '09	33,000,000					0	0%
Letters of support	24					0	0%
Number of success stories	4					0	0%
Government Contracting Program							
Number of client visits	150					0	0%
Number of initial counseling sessions (per SCAA, #s 11 &12)	104					0	0%
Number of follow-up counseling sessions (SCAA - 14 & 15)	670					0	0%
Active client base (SCAA - 7)	420					0	0%
Number of PTAC sponsored workshops (SCAA - 8)	7					0	0%
Number of workshop participants (SCAA - 10)	50					0	0%
# of gov't contract awards reported by clients (SCAA - 17 & 19)	200					0	0%
Dollar volume of government contracts (SCAA - 18 & 20) (contract information reported from previous quarter)	15,000,000					0	0%
Dollar volume of government contracts/Enterprise Development						0	#DIV/0!
Number of outreach events attended	6					0	0%
Letters of support	24					0	0%
Number of PTAC success stories	3					0	0%
Business Finance Program							
Number of client visits	100					0	0%
Number of referrals to other agencies	95					0	0%
Meetings with bankers/partners and others to market loans	15					0	0%
Number of Entrepreneur Club events	5					0	0%
Number of Revolving Loan Fund (RLF & Micro) loans closed	15					0	0%
\$ Volume of RLF loans closed	1,300,000					0	0%
Number of Small Business First (SBF or FIF) loans closed	15					0	0%
\$ Volume of SBF loans closed	2,000,000					0	0%
\$ Volume of monies leveraged	7,500,000					0	0%
Number of outreach events attended	10					0	0%
Number of loan applications sent	115					0	0%
Letters of support	24					0	0%
Number of finance success stories	4					0	0%
Business Attraction Program							
Number of hits to the website	3,000					0	0%
Number of trade shows/missions	3					0	0%
Number of contacts made at trade shows/missions	40					0	0%
Number of leads generated overall	25					0	0%
Leads generated from trade shows/missions only	15					0	0%
Number of proposals sent to leads	5					0	0%
Number of face-to-face meetings with prospects	10					0	0%
Number of prospects visiting the region	5					0	0%
Number of recruited businesses to the region	2					0	0%
Number of jobs created	10					0	0%
Number of outreach events attended	5					0	0%
Amount of private investment as a result of recruited businesses	\$500,000					0	0%
Amount of public investment as a result of recruited businesses	\$500,000					0	0%
Number of KOZ inquiries	3					0	0%

* *Contacts* - those you made contact

* *Leads* - those you made contact with a project

* *Prospect* - business or site selector

Keystone Innovation Zone Program							
Number of companies receiving KIZ assistance	20					0	0%
Number of new start-ups	6					0	0%
Number of full-time jobs created	10					0	0%
Number of jobs retained	40					0	0%
Number of entrepreneurs provided with research assistance	50					0	0%
Number of university-corporate research partnerships	5					0	0%
Amount of investment into KIZ companies or projects	\$750,000					0	0%
Number of outreach events attended	5					0	0%