

# BUSINESS AND ECONOMIC DEVELOPMENT 2006/2007

|  | GOAL         |
|--|--------------|
| Jobs Created/Retained  | 1000         |
| <b>International Marketing Program</b>   |              |
| Number of companies assisted with international marketing efforts                              | 300          |
| Number of client visits  | 120          |
| Number of new clients  | 40           |
| Number of training events  | 6            |
| Number of attendees participating in training events   | 120          |
| Number of foreign missions/trade shows (NW Commission)   | 2            |
| Number of companies participating in missions/shows  | 20           |
| \$ Volume of international contracts / Enterprise Dev. Reports                                 | \$70,000,000 |
| \$ Volume of international contracts / Center for Trade Development                            | \$14,350,000 |
| Letters of support   | 24           |
| Number of successful international projects  | 24           |
| <b>Government Contracting Program</b>  |              |
| Number of client visits  | 125          |
| Number of initial counseling sessions  | 80           |
| Number of follow-up counseling sessions  | 650          |
| Contact with active client base  | 225          |
| Number of PTAC sponsored workshops   | 8            |
| Number of workshop participants  | 50           |
| Number of government contract awards reported by clients                                       | 170          |
| Dollar volume of government contracts<br>(contract information reported from previous quarter) | \$15,000,000 |
| Letters of support   | 24           |
| Number of PTAC success stories   | 24           |
| <b>Business Finance Program</b>  |              |
| Number of client visits  | 100          |
| Number of referrals to other agencies  | 95           |
| Meetings with bankers and others to market loans   | 24           |
| Meetings with agriculture & tourism partners   | 24           |
| Number of FIF loans closed   | 4            |
| Number of Entrepreneur Club events   | 6            |
| Number of Revolving Loan Fund (RLF & Micro) loans closed                                       | 13           |
| \$ Volume of RLF loans closed  | \$1,900,000  |
| Number of Small Business First (SBF) loans closed  | 11           |
| \$ Volume of SBF loans closed  | \$1,800,000  |
| \$ Volume of monies leveraged  | \$12,000,000 |
| Number of loan applications sent   | 130          |
| Letters of support   | 24           |
| Number of finance success stories/loans closed   | 24           |
| <b>Business Attraction Program</b>   |              |
| Number of hits to the website  | 300,000      |
| Number of trade shows/missions   | 4            |
| Number of contacts made at trade shows/missions  | 80           |
| Number of leads generated overall  | 30           |
| Leads generated from trade shows/missions only   | 15           |
| Number of proposals sent to leads  | 30           |
| Number of referrals to other agencies  | 10           |
| Number of face-to-face meetings with prospects   | 30           |
| Number of prospects visiting the region  | 10           |
| Number of recruited businesses to the region   | 2            |
| Number of jobs created   | 100          |
| Amount of private investment as a result of recruited businesses                               | \$5,000,000  |
| Amount of public investment as a result of recruited businesses                                | \$5,000,000  |

9 new items  
17 changes

\* *Contacts* - those you made contact

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

\* *Prospect* - business or site selector