

Agency	Department Of Commerce And Economic Opportunity
Program Name	Advantage Illinois - Business Finance
Program Description	Advantage Illinois encourages institutional lending to businesses and leverages private investment. This program accelerates investment and job creation through subordinated bank loan participation to businesses which would not otherwise qualify for traditional bank financing.
Target Population	"Collateral short" borrowers with strong cash flow Small businesses Institutional lenders
Activities	Promote institutional lending to growing small businesses
Goals	Increased employment Increased private investment leveraged Attract, retain and grow business activity
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
53,816	53,811.9	53,812.8

MEASURES

Value of business financing assistance leveraged (\$ millions)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$90.0M **Source :** Internal

Baseline : \$48.3M **Baseline Date :** 6/30/2001

Methodology : Source: loan documents

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
30.8	44.7	90.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	24.3	0.1	6.4
2019	16.4	6.5	9.3	12.5

Number of jobs created through business financing

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 400 **Source :** Internal

Baseline : 792 **Baseline Date :** 6/30/2012

Methodology : Source: loan documents

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
245	433	400	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	210	13	22
2019	73	50	162	148

Number of businesses assisted with financing

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 32 **Source :** Internal

Baseline : 522 **Baseline Date :** 6/30/2001

Methodology : Source: loan documents

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
13	38	40	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	10	1	2
2019	6	7	8	17

Agency	Department Of Commerce And Economic Opportunity
Program Name	Business Information Center
Program Description	The BIC is a single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information through a toll-free helpline (800-252-2923). Center staff provides professional guidance to entrepreneurs by linking them to State and local resources. The Regulatory Flexibility Program examines proposed rules and regulations affecting the small business community, and through impact analyses recommends ways of making the rules more flexible, cost effective or less restrictive for small business. Helping Illinois' small businesses bring their concerns to the rulemaking process and requiring agencies to consider the prospective impact of proposed regulation on small entities, is the role of the BIC's Office of Regulatory Flexibility. The Office of Regulatory Flexibility continues to advocate against the disproportionate burden of regulations on small businesses.
Target Population	Entrepreneurs Small Businesses
Activities	Counsel and provide technical assistance to small businesses Counsel and provide technical assistance to prospective entrepreneurs
Goals	Increased business starts Greater success for new businesses
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
1,507.6	1,427.5	1,445.9

MEASURES

Number of customers assisted

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 5,200 **Source :** Internal

Baseline : 14,636 **Baseline Date :** 6/30/2001

Methodology : Number of unique customers assisted by Small Business Information staff, per Knowledgebase System tracking database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
10,819	6142	7,500	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	1,989	2,870	2,768	3,192
2019	1,597	1,850	1,254	1441

Agency	Department Of Commerce And Economic Opportunity
Program Name	Community Development Block Grant Program
Program Description	Provides federal funding to non-entitlement local governments for projects to improve housing, water, sewer, and living conditions and economic opportunities, with an emphasis on helping low-income individuals and families
Target Population	Local governments and communities
Activities	Administer grants for water projects Administer grants for sewer projects Administer grants for housing projects
Goals	Improved local infrastructure Better living conditions Enhanced economic growth
Outcome	Improve Infrastructure

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
163,733.8	163,585.9	163,620

MEASURES

Number of individuals served by public infrastructure improvements to water and sewer systems

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 11,000 **Source :** Internal

Baseline : 100,690 **Baseline Date :** 6/30/2002

Methodology : Source: Grant closeouts (final quarterly report) Note: Switched from "projected" to "actual" persons served beginning FY15

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
10,338	11,495	21,440	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	2,895	3,758	2,096	1,589
2019	4,805	531	5,314	845

Number of homes rehabilitated

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 120 **Source :** Internal

Baseline : 358 **Baseline Date :** 6/30/2002

Methodology : Source: Grant closeouts (final report)

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
205	51	160	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	149	11	45
2019	16	11	24	0

Number of low to moderate income individuals served by public infrastructure improvements to water and sewer systems
(New program-based measure for FY2017.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 5,620 **Source :** Internal

Baseline : **Baseline Date :**

Methodology : Data source: Grant closeouts (final quarterly report)

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
7,039	8,088	13,880	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	1,972	2,443	1,391	1,233
2019	3,328	358	3,757	645

Agency	Department Of Commerce And Economic Opportunity
Program Name	Community Services Block Grant
Program Description	The Community Services Block Grant (CSBG) provides funds to reduce poverty, provide for the revitalization of low-income communities, and empowerment of low income families and individuals to become self-sufficient.
Target Population	Individuals and families living at or below 125% of the federal poverty level
Activities	Provide funding to Community Action Agencies, who offer a wide array of services to low-income individuals and families to increase stability
Goals	Increased well-being and self-sufficiency of low-income individuals and families Reduced prevalence unemployment, inadequate housing, poor nutrition, lack of workforce skills, and other factors that trap individuals and families in poverty
Outcome	Increase Individual and Family Stability and Self-Sufficiency

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
61,522.2	61,498.2	71,503.7

MEASURES

Individuals who have increased their employment capacity
(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 1,300 **Source :** internal

Baseline : N/A **Baseline Date :**

Methodology : Extracted from database using Community Action Agency (CAA) reports to DCEO

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
949	1,122	1,000	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	292	433	167	57
2019	230	609	104	179

Individuals obtaining education and cognitive development opportunities
(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 1,900 **Source :** internal

Baseline : N/A **Baseline Date :**

Methodology : Extracted from database using Community Action Agency (CAA) reports to DCEO

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
2,414	4,246	2,650	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	1,503	500	90	321
2019	1,845	1,970	102	329

Individuals with enhanced income management and asset building skills
(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 3,100 **Source :** internal

Baseline : N/A **Baseline Date :**

Methodology : Measures client success in meeting asset-management milestones following budgeting class. Data extracted from database using Community Action Agency (CAA) reports to DCEO.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
3,362	4,989	6,500	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	471	672	76	2,143
2019	1,691	1,423	908	967

Individuals who have experienced stabilization in their housing situation

(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator** : Yes **Desired Direction** : Increase**Benchmark** : 40,000 **Source** : internal**Baseline** : N/A **Baseline Date** :**Methodology** : Extracted from database using Community Action Agency (CAA) reports to DCEO

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
39,540	17,249	12,000	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	26,334	10,066	1,497	1,643
2019	4,404	5,377	3,054	4,414

Individuals who have improved health and social/behavioral development

(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator** : Yes **Desired Direction** : Increase**Benchmark** : 205,000 **Source** : internal**Baseline** : N/A **Baseline Date** :**Methodology** : Extracted from database using Community Action Agency (CAA) reports to DCEO

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
293,679	200,811	300,000	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	38,093	137,725	15,060	102,801
2019	51,931	118,892	14,053	15,935

Agency	Department Of Commerce And Economic Opportunity
Program Name	DCEO Job Training Program
Program Description	
Target Population	
Activities	
Goals	
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended

MEASURES

None

Agency	Department Of Commerce And Economic Opportunity
Program Name	Disaster Assistance
Program Description	The Disaster Recovery program is funded through supplemental disaster recovery Community Development Block Grant (CDBG) funds provided through the U.S. Department of Housing and Urban Development. Funds were awarded as part of the Consolidated Security, Disaster Assistance, and Continuing Appropriations Act of 2009, with an appropriation of \$6.5 billion funneled through the CDBG program. Funds were designated for necessary expenses related to disaster relief, long-term recovery, and restoration of infrastructure, housing, and economic revitalization in areas affected by hurricanes, floods, and other natural disasters that occurred during 2008, for which the President declared a major disaster.
Target Population	Units of local government in FEMA-designated counties Residents and businesses in affected areas
Activities	Improving and repairing infrastructure Property buy-outs Local planning and economic development
Goals	Rebuilt/improved infrastructure in communities affected by natural disasters Enhanced economic stability in communities affected by natural disasters Increased economic growth in communities affected by natural disasters
Outcome	Improve Infrastructure

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
100,266	100,261.9	100,262.8

MEASURES

Number of individuals provided disaster assistance

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 322,753 **Baseline Date :** 6/30/2011

Methodology : Source: grant closeouts; Introduced as "actual" metric with new definitions in FY 2015

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
7,426	602	N/A	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	489	6,097	840	0
2019	0	0	0	602

Number of low to moderate income individuals served by disaster assistance services
(New program-based measure for FY2017.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 1,203 **Baseline Date :**

Methodology : Data source: grant closeouts (final quarterly report)

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
4,590	295	N/A	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	388	3,657	545	0
2019	0	0	0	295

Agency	Department Of Commerce And Economic Opportunity
Program Name	Employer Training Investment Program (ETIP)
Program Description	ETIP assists Illinois companies in training their workforce to increase the productivity and competitiveness for Illinois businesses in the global economy. ETIP enhances job opportunities for employees in Illinois and keeps workers' skills on pace with the latest technologies and business practices.
Target Population	Businesses Workers Training providers, including Community Colleges and Economic Development associations
Activities	Administer grants to provide skills training for employees of single or multiple companies
Goals	Increased worker productivity Increased employment opportunities and earnings for trainees Increased investment in facilities including modernization and/or expansion
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
3,475.8	2,587.3	2,596.2

MEASURES

Number of trainees

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 27,335 **Baseline Date :** 6/30/2001

Methodology : Source: grant agreements

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
10,820	14,438	5,951	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	8,700	0	2,120
2019	0	0	7,920	6,518

Agency	Department Of Commerce And Economic Opportunity
Program Name	Employment Opportunities Grant Program (EOGP)
Program Description	The Employment Opportunities Grant Program (EOGP) seeks to expand the number of individuals in historically underrepresented populations who enter and complete building trades apprenticeship programs and/or obtain employment in the building trades industry. Working with educational institutions and community-based organizations, EOGP addresses the demand for a skilled workforce by preparing participants for placement in high-wage construction jobs throughout the State.
Target Population	Minorities Women Community Based Organizations Unions Businesses
Activities	Participants provided skills training Participants provided literacy training
Goals	Participants receiving training credentials Increased placement in union apprenticeships Increased placement in building trades employment Increased placement in other employment Improved labor force productivity
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
929.5	763.9	769.4

MEASURES

Number of individuals who completed the program
(EOGP was last funded in FY2015.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 340 **Baseline Date :** 6/30/2011

Methodology : Source: quarterly Grantee Reports

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
0	0	0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	0	0	0
2019	0	0	0	0

Number of participants placed in building trades employment
(EOGP was last funded in FY2015.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 114 **Baseline Date :** 6/30/2011

Methodology : Source: quarterly Grantee Reports

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
0	0	0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	0	0	0
2019	0	0	0	0

Number of participants entering non-building trades employment
(EOGP was last funded in FY2015.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 114 **Baseline Date :** 6/30/2011

Methodology : Source: quarterly Grantee Reports

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
0	0	0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	0	0	0
2019	0	0	0	0

Agency	Department Of Commerce And Economic Opportunity
Program Name	Film Production Business Development
Program Description	Film promotes Illinois as a center for film, television and commercial production in order to create and retain jobs, as well as bring revenue into the state. Administers the Illinois Film Tax Credit Incentive Program.
Target Population	Film studios, networks, streaming services and production companies Producers, Directors and screenwriters Film production workers, trade unions and vocational programs Academic film programs at Illinois universities and colleges Infrastructure stakeholders in finance, equipment and professional services
Activities	Administer Film Tax Credit Incentive Program Provide assistance to film production stakeholders, including navigation of necessary government services, location scouting and production services directory Business and Workforce Development Community Outreach Administer Live Theatre Tax Credit program (Note: Program sunset in June 2017; renewal provided in SB 852 of the 100th General Assembly and signed by the Governor 8/25/17 Public Act 100-00415)
Goals	Increase Film production expenditures in Illinois Enhance Diversity training and employment Sustainable film industry employment and infrastructure Integrated Creative Arts economy
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
2,890.3	2,611.3	2,651.8

MEASURES

Film industry expenditures (\$ millions)

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$409.9.0M **Source :** Internal

Baseline : \$116.7M **Baseline Date :** 6/30/2011

Methodology : Source: analysis of Film Tax Credit applications

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
319.4	477.5	550.0	

Illinois film wages (\$ millions)

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$210.0M **Source :** Internal

Baseline : \$136.9 **Baseline Date :** 6/30/2013

Methodology : Source: analysis of Film Tax Credit applications

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
191.8	297.0	309.9	

Live theater expenditures (\$ millions)

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$6.0M **Source :** Internal

Baseline : \$6.3M **Baseline Date :** 6/30/2014

Methodology : Source: analysis of Live Theater Tax Credit applications

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
8.0	6.0	6.2	

Live theater wages (\$ millions)**Reported** : Annually **Key Indicator** : Yes **Desired Direction** : Increase**Benchmark** : \$3.5M **Source** : Internal**Baseline** : \$3.4M **Baseline Date** : 6/30/2014**Methodology** : Source: analysis of Live Theater Tax Credit applications

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
5.0	3.5	3.4	

Agency	Department Of Commerce And Economic Opportunity
Program Name	Grant Management
Program Description	Administer grants selected by either legislative or executive branch that build, repair, and upgrade critical infrastructure, or otherwise encourage job growth and enhance economic well-being.
Target Population	Units of local government Educational institutions Not-for-profit entities
Activities	Administer grants
Goals	Create jobs Retain jobs Improve local infrastructure
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
13,224.6	17,718.3	12,705

MEASURES

Number of actual permanent jobs created as reported by grantees
 (Due to the nature of these grants, the department is unable to set estimates or projections for this program.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : NA **Source :** NA

Baseline : 1,034 **Baseline Date :**

Methodology : Source: Quarterly Grantee reports.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
0	N/A	N/A	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	0	0	0
2019	0	0	0	

Agency	Department Of Commerce And Economic Opportunity
Program Name	Grants and Loans to Social Equity Applicants
Program Description	
Target Population	
Activities	
Goals	
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended

MEASURES

None

Agency	Department Of Commerce And Economic Opportunity
Program Name	Illinois Small Business Development Centers
Program Description	Illinois Small Business Development Centers (SBDC) provide businesses with professional management, marketing and financial guidance to help them succeed. The Centers assist in the development of business and marketing plans, along with improving business ownership skills, financial analysis of businesses, accessing specialized services including export and government marketing, and other business management needs. The Illinois SBDC International Trade Centers (ITC) provide existing business owners with professional advice and resources to enter the global marketplace. The Centers help identify specific foreign markets in which a company's product or service would have the greatest demand, provide guidance in meeting U. S. government export criteria and foreign government requirements, and assist in obtaining visas, licenses, copyrights and patents.
Target Population	Small businesses Entrepreneurs Local SBDC partners, including Universities, Community Colleges, Chambers of Commerce, etc.
Activities	Provide technical assistance and one-on-one business guidance to small business clients Conduct training and workshops
Goals	Create jobs Retain jobs Increase access to capital Increase investment leveraged Increase new businesses Increase business expansions Increase export sales
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
18,112.9	18,142.7	18,149.7

MEASURES

Number of actual jobs created attributable to Small Business Development Centers

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 1,800 **Source :** Internal

Baseline : 2,068 **Baseline Date :** 6/30/2001

Methodology : Source: data reported by client to grantee and entered into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
2,182	2262	2,250	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	343	860	326	653
2019	532	1146	255	329

Number of actual jobs retained attributable to Small Business Development Centers

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 2,000 **Source :** Internal

Baseline : 2,220 **Baseline Date :** 6/30/2001

Methodology : Source: data reported by client to grantee and entered into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
3,140	1,618	2,800	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	288	1,977	276	599
2019	343	1007	57	211

Value of capital accessed attributable to Small Business Development Center assistance (\$ millions)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$160.0M **Source :** Internal

Baseline : \$86.2M **Baseline Date :** 6/30/2001

Methodology : Source: data submitted by client to grantee and entered into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
66.3	233.2	206.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	7.3	34.4	7.1	17.5
2019	105.5	93.1	7.9	26.7

Number of new business starts attributable to Small Business Development Centers

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 400 **Source :** Internal

Baseline : 236 **Baseline Date :** 6/30/2001

Methodology : Source: data submitted by client to grantee and entered into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
433	365	600	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	76	98	97	162
2019	86	106	58	115

Agency	Department Of Commerce And Economic Opportunity
Program Name	International Trade
Program Description	International Trade provides technical assistance and outreach opportunities through domestic staff and foreign trade offices to Illinois companies interested in exporting goods and services abroad, and to foreign companies interested in investing in Illinois.
Target Population	Current and potential Illinois exporters Foreign-owned companies considering investment in Illinois Communities/companies seeking foreign direct investment
Activities	Provide technical assistance to current and potential exporters Provide technical assistance to potential FDI investors Coordinate and provide financial support for trade shows and trade missions
Goals	Increased exports Increased Foreign Direct Investment Jobs created Jobs retained
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
9,688.1	8,945.3	8,975.6

MEASURES

Number of companies participating in trade missions

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 150 **Source :** Internal

Baseline : 253 **Baseline Date :** 6/30/2012

Methodology : Source: monthly reports submitted by Foreign Trade Offices.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
167	138	150	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	43	17	30	77
2019	13	28	47	50

Value of Illinois export sales (\$ billions)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$64.0B **Source :** Internal

Baseline : \$31.8B **Baseline Date :**

Methodology : Source: WISER database
Data delayed by one quarter.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
66.4	64.0	64.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	16.1	16.7	16.0	17.5
2019	16.0	15.9	15.4	

Number of jobs added due to foreign companies locating in Illinois

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 200 **Source :** Internal

Baseline : 422 **Baseline Date :** 6/30/2012

Methodology : Source: analysis of monthly reports submitted by Foreign Trade Offices. Will overlap with Business Development jobs created if company receiving incentives

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
22	60	200	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	14	4	0	4
2019	50	6	4	0

Agency	Department Of Commerce And Economic Opportunity
Program Name	Low Income Home Energy Assistance Program
Program Description	LIHEAP provides financial assistance to low-income households to provide relief with energy bills and, in some cases, repair or replacement of inefficient or defective HVAC equipment.
Target Population	Low income households
Activities	Provide financial assistance to low income households to make utility payments Provide financial assistance to low income households to make heating equipment repairs Provide financial assistance to low income households to pay for emergency reconnection
Goals	Ensure safety of low income households, especially during winter heating season Reduce delinquency of energy accounts Lower the energy consumption of low income households Repair defective furnaces in low income households
Outcome	Meet the Needs of the Most Vulnerable

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
434,064.2	433,984.1	434,002.5

MEASURES

Number of households that received heating assistance

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 379,790 **Source :** Internal

Baseline : 415,670 **Baseline Date :** 6/30/2009

Methodology : Source: local agency data submitted to LIHEAP.net database.; May include double-counting across quarters and across program components.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
307,793	275,364	379,790	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	23,242	149,262	98,946	36,343
2019	22,945	139,161	73,302	39,956

Number of households that received emergency reconnection for heating assistance

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 49,039 **Source :** Internal

Baseline : 65,204 **Baseline Date :** 6/30/2009

Methodology : Source: local agency data submitted to LIHEAP.net database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
33,126	78,402	37,039	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	7,778	10,225	15,123
2019	0	27,260	17,913	33,229

Number of heating systems repaired/replaced

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 1,051 **Source :** Internal

Baseline : 2,805 **Baseline Date :** 6/30/2009

Methodology : Source: local agency data submitted to LIHEAP.net database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
886	856	1,051	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	115	409	362
2019	0	168	326	362

Agency	Department Of Commerce And Economic Opportunity
Program Name	Market Development
Program Description	The Market Development program coordinates Illinois' business recruitment and retention efforts. This includes fielding inquiries from businesses interested in economic development incentives, pursuing leads provided by the Regional Economic Development (RED) team and local units of government, conducting due diligence of prospective business incentive deals on behalf of the Director, administering DCEO business incentive programs, and fulfilling the agency's obligations under the Corporate Accountability for Tax Expenditures Act.
Target Population	Companies considering a new location or expansion
Activities	Provide information and technical assistance for companies looking to identify new Illinois sites Conduct due diligence assessments Administer and award tax incentives
Goals	Ensure that Illinois is at the top of the list when companies consider locations for expansion and growth Create jobs Retain jobs Leverage private investment Enhance economic growth
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
7,720.7	10,799.9	7,587.9

MEASURES

Number of jobs created (The original EDGE Credit sunset April 30, 2017. The revised EDGE 2.0 Credit became effective in September 2017.)
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Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 4,000 **Source :** Internal

Baseline : 4,907 **Baseline Date :**

Methodology : Source: Incentive agreements with the company. Results are counted when the first program component is agreed to.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
748	2,111	4,000	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	7	22	538	181
2019	865	444	484	318

Value of private investment leveraged (\$ millions) (The original EDGE Credit sunset April 30, 2017. The revised EDGE 2.0 Credit became effective in September 2017.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$1,600.0M **Source :** Internal

Baseline : \$3.5B **Baseline Date :**

Methodology : Source: incentive package documents. Results are counted when the first program component is accepted.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
1,184.6	2,214.6	1,600.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	150.0	650.0	51.9	332.6
2019	633.5	892.9	320.9	367.3

Agency	Department Of Commerce And Economic Opportunity
Program Name	Procurement Technical Assistance Centers
Program Description	Illinois Procurement Technical Assistance Centers (PTAC) assist existing business owners in doing business with the federal, state and local governments. The Centers provide general procurement counseling, access to bid specifications, assistance in identifying government markets, help in reviewing bid packages, and also provide information about contract administration and other contracting assistance services.
Target Population	Businesses seeking government contracts Local PTAC partners, including Community Colleges, Local Chambers of Commerce, etc.
Activities	Provide confidential, professional counseling to businesses seeking assistance Conduct training and provide workshops
Goals	Jobs created Jobs retained Contracts secured
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
1,375.8	1,385.6	1,636.8

MEASURES

Number of actual jobs created attributable to Procurement Technical Assistance Centers

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase
Benchmark : 500 **Source :** Internal
Baseline : 376 **Baseline Date :** 6/30/2001
Methodology : Source: reports submitted by clients and entered by local partners into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
290	539	400	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	100	114	32	44
2019	6	138	85	310

Number of actual jobs retained attributable to Procurement Technical Assistance Centers

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase
Benchmark : 800 **Source :** Internal
Baseline : 2,628 **Baseline Date :** 6/30/2001
Methodology : Source: reports submitted by clients and entered by local partners into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
584	693	500	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	272	172	73	67
2019	18	509	26	140

Value of secured contracts attributable to Procurement Technical Assistance Centers assistance (\$ millions)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase
Benchmark : \$700.0M **Source :** Internal
Baseline : \$229.0M **Baseline Date :** 6/30/2001
Methodology : Source: data provided by client to grantee and entered into Neoserra database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
886.0	1,122.6	600.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	84.8	295.6	394.3	111.3
2019	76.5	622.3	323.9	99.9

Agency	Department Of Commerce And Economic Opportunity
Program Name	Promotion of Illinois Tourism
Program Description	Tourism promotes Illinois as Travel Destination, both domestically and internationally, to increase awareness of Illinois as a travel destination.
Target Population	Domestic and international travelers Visitor-oriented businesses and related industries Convention and visitors bureaus Local communities
Activities	Promote/advertise Illinois as a travel destination both domestically and interenationally to raise awareness Provide grants to communities and attractions to market their destinations Provide grants to develop and/or enhance toursim attractions Provide Illinois travel information to the public
Goals	Increased visitation to Illinois Increased visitor expenditures in Illinois Increased travel-related employment Enhanced tax base Improved community amenities and quality of life for residents
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
74,086.8	62,758.8	63,189.1

MEASURES

Illinois Hotel/Motel Tax receipts (\$ millions)
(New methodology for calculating Hotel/Motel Tax receipts became effective in FY2018.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$290.0M **Source :** Internal

Baseline : \$173.5M **Baseline Date :**

Methodology : Source: IDOR's monthly adjusted hotel/motel tax receipts report. Data is lagged by one quarter

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
280.7	296.3	297	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	86.4	83.4	45.2	65.8
2019	96.1	85.2	46.0	69

Illinois travel-related employment

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 345,000 **Source :** Internal

Baseline : 293,600 **Baseline Date :** 6/30/2001

Methodology : Source: annual analysis conducted by US Travel Association Annual data only

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
337,100	342,300	350,000	

Travel expenditures (\$ billions)

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : \$40.0B **Source :** Internal

Baseline : \$21.9B **Baseline Date :** 6/30/2001

Methodology : Source: annual analysis conducted by US Travel Association; Annual data only

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
39.7	41.8	41.5	

Number of international visitors to Illinois (millions)

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 2.3M **Source :** Internal

Baseline : 1.2M **Baseline Date :** 6/30/2004

Methodology : Source: US Dept. of Commerce

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
2.3	2.3	2.3	

Number of domestic travelers to and within Illinois (millions)

Reported : Annually **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 116.0M **Source :** Internal

Baseline : 79.3M **Baseline Date :** 6/30/2001

Methodology : Source: annual analysis conducted by DK Shifflet & Associates; Annual data only

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
111.5	114.6	117.0	

Agency	Department Of Commerce And Economic Opportunity
Program Name	Small Business Environmental Assistance Program
Program Description	Small Business Environmental Assistance Program (SBEAP) provides free confidential information and services to small business to help them understand their environmental obligations. Services include a toll-free helpline (800-252-3998), compliance assistance workshops, newsletters, publications, a directory of environmental consultants, and links to federal, state and other environmental resources.
Target Population	Small businesses
Activities	Conduct workshops Counsel small businesses Distribute information to small business community
Goals	Reduced environmental compliance costs Improved environmental compliance More stable small businesses
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
1,106.9	1,097.5	1,099.6

MEASURES

Number of small businesses receiving environmental counseling

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 1,200 **Source :** Internal

Baseline : 1,792 **Baseline Date :** 6/30/2012

Methodology : Source: internal tracking

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
876	849	1,200	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	172	219	222	263
2019	202	283	152	212

Number of small businesses receiving environmental training

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 200 **Source :** Internal

Baseline : 787 **Baseline Date :** 6/30/2012

Methodology : Source: internal tracking

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
135	70	200	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	95	0	40
2019	0	0	70	0

Web-based assistance provided
(New program-based measure for FY2019.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 8,000 **Source :** Internal

Baseline : N/A **Baseline Date :**

Methodology : Count of unique page views (sessions) of SBEAP informational resources by the public per Google Analytics reports.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
N/A	6,969	12,000	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2019	2,571	N/A	2,218	2180

Agency	Department Of Commerce And Economic Opportunity
Program Name	Urban Weatherization
Program Description	The state-funded Urban Weatherization Initiative provides training, jobs and weatherization services for economically-distressed communities and under/unemployed individuals.
Target Population	Low income households in identified communities Underemployed and unemployed adults in identified communities Local community-based organizations Training institutions (Community Colleges, etc.) Local contractors and small businesses
Activities	Provide training to potential workers on conducting home audits and installing cost-effective energy conservation measures Educate low income households on energy saving opportunities Assess housing structures of income eligible participants to identify energy efficiency opportunities Weatherize homes
Goals	Enhanced skill sets and employment opportunities for trainees Energy savings for low income households Increased economic stability for low income neighborhoods
Outcome	Increase Individual and Family Stability and Self-Sufficiency

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
800	791.7	868.6

MEASURES

Number of homes weatherized under the Urban Weatherization Initiative (UWI)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 0 **Source :** Internal

Baseline : 0 **Baseline Date :** 6/30/2013

Methodology : Source: quarterly Grantee Reports

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
0	0	0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	0	0	0
2019	0	0	0	0

Agency	Department Of Commerce And Economic Opportunity
Program Name	Weatherization
Program Description	Through Local Administering Agencies and/or Community Action Agencies, weatherization conducts energy audits and weatherizes homes of low income households increasing energy efficiency resultings in savings to the household.
Target Population	Low income households
Activities	Conduct home audits to identify cost-effective energy measures Administer grants to implement cost-effect energy-saving investments for low income households Counsel low income households on managing and conserving home energy Install energy saving retrofits
Goals	Increased energy efficiency Decrease energy burden for low-income households
Outcome	Increase Individual and Family Stability and Self-Sufficiency

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
92,298.3	92,277.4	92,282.2

MEASURES

Number of units weatherized under the Illinois Home Weatherization Assistance Program

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 4,212 **Source :** Internal

Baseline : 7,854 **Baseline Date :** 6/30/2009

Methodology : The total number of housing units that have received weatherization services, been inspected, costs reported and approved and closed out, per local agency data submitted to Weatherworks database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
2,068	2,568	4,212	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	320	573	1,175
2019	254	441	687	1,186

Number of hours of training provided

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 5,000 **Source :** Internal

Baseline : NA **Baseline Date :** 6/30/2014

Methodology : hours of training conducted times the number of attendees of that training for all trainings conducted, per Training Logs submitted

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
6,807	11,914	6,000	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	2,387	1,670	902	1,848
2019	1,755	3,990	3,390	2,779

Energy savings from Weatherization (million BTU)
(New program-based measure for FY2017.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 101,762 mmBtu **Source :** Internal

Baseline : N/A **Baseline Date :**

Methodology : Estimated using Weatherworks database analysis of projected 12-month savings from weatherization investments

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
62,375	87,833	101,762	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	0	7,209	23,137	32,029
2019	12,647	19,552	20,403	35,231

Agency	Department Of Commerce And Economic Opportunity
Program Name	Workforce Innovation and Opportunity Act (WIOA)
Program Description	WIOA is a federally funded workforce development program where individuals can obtain job skills training necessary to advance or start a new career. Services are provided through local Illinois workNet American Job Centers, and are tailored to the needs of the individuals and the opportunities and needs present in the local economy. WIOA encompasses the Trade Adjustment Assistance (TAA) program, which assists workers displaced by foreign trade.
Target Population	Dislocated workers Adult workers Youth Incumbent workers Local Workforce Innovation Areas Community Colleges Employers
Activities	Individual counseling and assessments Training workshops Occupational skills training Basic skills training
Goals	Improved workforce skills Improved education skills Increased attainment of occupational credentials Increased job placement Increased job retention Increased income growth Improved work force productivity
Outcome	Increase Employment and Attract, Retain and Grow Businesses

PROGRAM FUNDING

Appropriations (\$ thousands)		
FY18 Actual	FY19 Enacted	FY20 Recommended
286,437.1	286,254.9	311,296.9

MEASURES

Number of workers completing training

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 8,400 **Source :** Internal

Baseline : 15,642 **Baseline Date :** 6/30/2011

Methodology : Source: real-time data submitted by LWIAs into Illinois Workforce Development System database

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
8,499	8,400	8,400	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	2,253	1,472	2,025	2,749
2019	2,457	3,575	1,978	

Adult employment rate second quarter after exit
(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 76.0% **Source :** Negotiations with US DOL

Baseline : N/A **Baseline Date :**

Methodology : Analysis of Illinois Workforce Development System database with raw data entered by LWIAs. Data delayed by one quarter.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
77.3	76.0	76.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	77.5	77.2	79.6	77.5
2019	79.1	78.6	79.0	

Adult employment rate fourth quarter after exit
(New program-based measure for FY2019.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 73.0% **Source :** Negotiations with US DOL

Baseline : N/A **Baseline Date :**

Methodology : Analysis using Illinois Workforce Development System database; raw data entered by LWIAs
Data entered with delay.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
N/A	73.0	73.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	N/A	N/A	N/A	N/A
2019	76.6	76.1	76.9	

Dislocated worker employment rate second quarter after exit
(New program-based measure for FY2018.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 80.5% **Source :** Negotiations with US DOL

Baseline : N/A **Baseline Date :**

Methodology : Analysis using Illinois Workforce Development System database with raw data entered by LWIAs
Data entered with delay.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
83.6	80.5	80.5	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	82.1	83.5	84.5	83.7
2019	84.1	84.9	85.5	

Dislocated worker employment rate fourth quarter after exit
(New program-based measure for FY2019.)

Reported : Quarterly **Key Indicator :** Yes **Desired Direction :** Increase

Benchmark : 79.0% **Source :** Negotiations with US DOL

Baseline : N/A **Baseline Date :**

Methodology : Analysis using Illinois Workforce Development System database with raw data entered by LWIAs
Data entered with delay.

FY 2018	FY 2019	FY 2020 Est.	FY 2021 Proj.
N/A	79.0	79.0	

FY	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2018	N/A	N/A	N/A	
2019	84.2	82.9	84.0	