

**State of Alaska**  
**FY2010 Governor's Operating Budget**

**University of Alaska**  
**Small Business Development Center**  
**Component Budget Summary**

## Component: Small Business Development Center

### Contribution to Department's Mission

The Alaska Small Business Development Center (SBDC) serves to assist the needs of Alaska's business community offering continuing education units (CEU) certifications and opportunities for continuous learning for Alaska's business communities and nascent entrepreneurs.

Specific programs such as Buy Alaska, the Procurement Technical Assistance Center (PTAC), the Technology Research and Development Center (TREND), and the Alaska Performance Excellence Center (APEX) are designed to meet Alaska's businesses at any level of development and assist them in finding pathways to sustainable growth. The outreach of these programs extends UA's role as a public square by improving the university's outreach through a tangible link between the UA system and Alaska's business community and providing affordable business education and technical assistance.

### Core Services

- Coordinate all available resources from both the public and private sectors to strengthen the small business community;
- Encourage in-state purchases of goods and services through a multi-media public awareness campaign (BUY ALASKA) and by assisting Alaskan businesses, government entities and consumers in finding competitive, local sources for goods and services previously purchased outside Alaska. The BUY-ALASKA program provides direct assistance through the BUYER-SELLER network which matches Alaska's buyers with sellers statewide, and provides free in-state sourcing for buyers and sales referrals to suppliers.
- Provide one-on-one counseling, informational seminars, resource referral, and affiliate programs.

### FY2010 Resources Allocated to Achieve Results

<b>FY2010 Component Budget: \$887,200</b>	<b>Personnel:</b>	
	Full time	0
	Part time	0
	<b>Total</b>	<b>0</b>

### Key Component Challenges

The greatest challenge to the Alaska SBDC is the base federal funding level it receives from the Small Business Administration (SBA). It is simply not sufficient funding to adequately serve the State of Alaska. The Alaska SBDC has developed funding relationships with both government and private entities throughout Alaska and provides services across Alaska but not at a level that would offer all proactive communities a regular SBDC presence.

While the Alaska SBDC has increased the overall number of private and public funding opportunities, these increases and community's capability to afford SBDC services have not kept pace with the cost to provide technical assistance in business across Alaska.

### Significant Changes in Results to be Delivered in FY2010

The Alaska SBDC is seeking to target clients with the greatest potential to grow and impact Alaska's economy while creating systematic approaches to guide entry-level clients in pursuit of entrepreneurial goals.

## Major Component Accomplishments in 2008

BuyAlaska: BuyAlaska encourages in-state purchases of goods and services through a multi-media public awareness campaign and by assisting Alaskan businesses, government entities and consumers in finding competitive, local sources for goods and services previously purchased outside Alaska. In 2007, BuyAlaska introduced a revamped website and with over 1,900 active members and is working towards 10,000 active listings.

Trend: Trend assists small businesses in accessing and applying technologies and assists Alaskan businesses competing for federal research and development dollars through proposal preparation and review. In 2007, four proposals generating over \$10,000,000 have been awarded. Effectively, every dollar invested in Trend generates 12 dollars from small business in Alaska.

Procurement Technical Assistance Center (PTAC): PTAC provides one-on-one counseling and training to small business owners in an effort to increase the level of Alaska business participation in state, federal and local government procurement activities. In 2007 PTAC had nearly a \$600,000,000 impact on Alaska's economy through 471 prime contract awards totaling \$571,454,753 for Alaskan owned businesses and 137 subcontract awards for \$28,245,849.

## Statutory and Regulatory Authority

No statutes and regulations.

### Contact Information

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**Small Business Development Center  
Component Financial Summary**

*All dollars shown in thousands*

	<b>FY2008 Actuals</b>	<b>FY2009 Management Plan</b>	<b>FY2010 Governor</b>
<b>Non-Formula Program:</b>			
<b>Component Expenditures:</b>			
71000 Personal Services	0.0	485.2	784.2
72000 Travel	0.0	21.0	26.6
73000 Services	0.0	32.8	56.9
74000 Commodities	0.0	11.0	19.5
75000 Capital Outlay	0.0	0.0	0.0
77000 Grants, Benefits	0.0	0.0	0.0
78000 Miscellaneous	0.0	0.0	0.0
<b>Expenditure Totals</b>	<b>0.0</b>	<b>550.0</b>	<b>887.2</b>
<b>Funding Sources:</b>			
1004 General Fund Receipts	0.0	0.0	807.2
1048 University Restricted Receipts	0.0	0.0	80.0
1175 Business License and Corporation Filing Fees and Taxes	0.0	550.0	0.0
<b>Funding Totals</b>	<b>0.0</b>	<b>550.0</b>	<b>887.2</b>

**Summary of Component Budget Changes  
From FY2009 Management Plan to FY2010 Governor**

*All dollars shown in thousands*

	<u>General Funds</u>	<u>Federal Funds</u>	<u>Other Funds</u>	<u>Total Funds</u>
<b>FY2009 Management Plan</b>	<b>0.0</b>	<b>0.0</b>	<b>550.0</b>	<b>550.0</b>
<b>Adjustments which will continue current level of service:</b>				
-U of A Small Business Development Center Fund Source Change	550.0	0.0	-550.0	0.0
-U of A Transfer Small Business Development Center Funding from Anchorage Campus	257.2	0.0	80.0	337.2
<b>FY2010 Governor</b>	<b>807.2</b>	<b>0.0</b>	<b>80.0</b>	<b>887.2</b>