

**State of Alaska
FY2013 Governor's Operating Budget**

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

RDU/Component: Small Business Development Center

(There is only one component in this RDU. To reduce duplicate information, we did not print a separate RDU section.)

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. The Alaska SBDC provides one on one confidential business counseling to these entrepreneurs. Each of our five regional centers offer computer access as well as a business library which houses current editions on topics important to starting, developing and running a business.

The Alaska SBDC has five partner programs: Buy Alaska, the Procurement Technical Assistance Center (PTAC), the Technology Research and Development Center (TREND), the Alaska Performance Excellence Center (APEX), and Rural Outreach for Entrepreneurs (ROPE). These programs are designed to assist the Alaska SBDC in their mission to meet Alaska's businesses at any level of development and assist them in finding pathways to sustainable growth.

The outreach of the Alaska SBDC programs extends UA's role as a public square improving the university's outreach by providing a tangible link between the UA system and Alaska's business community providing affordable business education and technical assistance. This enhanced outreach is accomplished through affordable business education, area business libraries, valuable technical assistance, and local resource/referral information.

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.

Key Component Challenges

The greatest challenge to the SBDC network of programs continues to be funding, not only to sustain the program, but to retain highly professional and experienced business advisors. Currently, the SBDC is a minimally federal-funded entity. With such a vast geographic area, large and diverse rural communities, and limited match funding, outreach relies heavily on new funding streams. To counteract this challenge, SBDC continuously nurtures and expands funding relationships with both government and private entities throughout Alaska. Unfortunately, despite these best efforts, sustainable and continuous funding remains a significant challenge to maintain a positive and proactive presence as a community partner and business leader.

Significant Changes in Results to be Delivered in FY2013

The ROPE (Rural Outreach Program for Entrepreneurs) program was not funded for FY2012 through the State of Alaska Department of Labor. This will create an overall network reduction of clients counseled, training events/attendees, jobs created and capital infusion attained.

The SBDC received a portion of the Jobs Act funding that was distributed earlier in 2011. Part of this funding will be used for a long-awaited business advisor position in Seward. This position has received local funding to support SBDC efforts as well as continued support from the Kenai Borough.

Major Component Accomplishments in 2011

The Small Business Development Center (SBDC) collaborated with over 40 agencies/organizations to provide

services throughout the State of Alaska. Training events ran the gamut from single-day workshops, including website development, QuickBooks, business planning, bookkeeping systems, IRS requirements, and customer services; to higher-end, multi-day workshops offering Profit Mastery (a financial management/literacy, 16-hour workshop) and NX Level (a business planning, 12-week workshop) training to Alaska business owners.

Major accomplishments include:

- Total number of Alaskans assisted: 3,578
- Alaskans counseled: 1,312
- Jobs created: 231
- New businesses: 99
- Training activities: 297
- Number of training attendees: 2,345
- Capital infusion: \$16,436,451

BUY ALASKA

Buy Alaska encourages in-state purchases of goods and services through a multi-media public awareness campaign and by assisting Alaskan businesses, government entities, as well as individual consumers in locating competitive, Alaska sources for goods and services previously purchased "outside."

BuyAlaska major accomplishments:

- Secured a three-year funding commitment with First National Bank Alaska.
- Recruited nearly 3,500 members
- Recorded 90,000 website visits and site searches from every state in the nation, with almost 80% of those visitors being new to the site.
- Reported \$80,000 in contracts awarded as a direct result of information contained in the newsletter.
- Exceeded social media outreach goals of Twitter followers and Facebook fans.
- Exceeded annual newsletter distribution goal of 5,000 by 473.

PTAC (Procurement Technical Assistance Center)

The Alaska PTAC guides Alaska businesses in selling products and services to federal, state, and local governments. PTAC staff is experienced in government contracting and offer a wide range of services including classes and seminars, individual counseling, access to bid opportunities, contract specifications, procurement histories, a free Bid Match program, and other information necessary to successfully compete for government contracts. Highlights include:

- Active client base of 590 and provided over 1,500 counseling sessions.
- PTAC clients responding to quarterly surveys reported receiving a total of 348 contract awards by local, state, and federal agencies and 114 subcontract awards. The economic impact of these government contract awards totaled \$204,751,681.
- Over 60 workshops were delivered to businesses statewide and a new focus on providing assistance to government purchasing personnel was implemented.

TREND (Technology Research and Development Center)

TREND provides an opportunity to expand the services delivered by PTAC to clients seeking opportunities to develop rather than sell products and services for government agencies, primarily through the Small Business Innovation Research and the Small Business Technology Transfer (SBIR/STTR) program. Highlights include:

- Active client base of 24 and provided 56 counseling sessions (these numbers are down due to the SBIR/STTR political climate and companies' reluctance to engage in the SBIR when uncertainty about the program's future is high).
- Phase 0 Program is a supplemental fund for Alaska companies pursuing SBIR/STTR opportunities. Two levels of funding are available: up to \$5,000 for first-time competitors and up to \$20,000 for companies with existing Phase I, II, or III projects. Two Phase 0 proposals and two bridge grant proposals were awarded.

ROPE (Rural Outreach Program for Entrepreneurs):

The ROPE program provides small business development services to rural and remote areas of Alaska through fully-funded projects. Highlights include:

- 1,036 Alaskans assisted through training and counseling activities
- 81 clients counseled
- 42 jobs created
- 4 new businesses
- Capital infusion totaled \$13,557,000.

Statutory and Regulatory Authority

No statutes and regulations.

| Contact Information |
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| <p>Contact: Michelle Rizk, Associate Vice president Phone: (907) 450-8187 Fax: (907) 450-8181 E-mail: marizk@alaska.edu</p> |

**Small Business Development Center
Component Financial Summary**

All dollars shown in thousands

| | FY2011 Actuals | FY2012 Management Plan | FY2013 Governor |
|-------------------------------------|-----------------------|-----------------------------------|------------------------|
| Non-Formula Program: | | | |
| Component Expenditures: | | | |
| 71000 Personal Services | 1,948.1 | 1,978.2 | 1,978.2 |
| 72000 Travel | 110.0 | 226.6 | 226.6 |
| 73000 Services | 499.3 | 316.9 | 316.9 |
| 74000 Commodities | 74.1 | 119.5 | 119.5 |
| 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 |
| Expenditure Totals | 2,631.5 | 2,641.2 | 2,641.2 |
| Funding Sources: | | | |
| 1002 Federal Receipts | 976.3 | 1,200.0 | 1,200.0 |
| 1004 General Fund Receipts | 807.2 | 807.2 | 807.2 |
| 1007 Inter-Agency Receipts | 210.6 | 0.0 | 0.0 |
| 1048 University Restricted Receipts | 637.4 | 634.0 | 634.0 |
| Funding Totals | 2,631.5 | 2,641.2 | 2,641.2 |

**Summary of Component Budget Changes
From FY2012 Management Plan to FY2013 Governor**

All dollars shown in thousands

| | <u>Unrestricted Gen (UGF)</u> | <u>Designated Gen (DGF)</u> | <u>Other Funds</u> | <u>Federal Funds</u> | <u>Total Funds</u> |
|-------------------------------|-----------------------------------|---------------------------------|--------------------|--------------------------|--------------------|
| FY2012 Management Plan | 807.2 | 634.0 | 0.0 | 1,200.0 | 2,641.2 |
| FY2013 Governor | 807.2 | 634.0 | 0.0 | 1,200.0 | 2,641.2 |

Component Detail All Funds
University of Alaska

Component: Small Business Development Center (2911)
RDU: Small Business Development Center (564)

| | FY2011 Actuals | FY2012 Conference Committee | FY2012 Authorized | FY2012 Management Plan | FY2013 Governor | FY2012 Management Plan vs FY2013 Governor | |
|-----------------------------------|----------------|-----------------------------|-------------------|------------------------|-----------------|---|-------------|
| 71000 Personal Services | 1,948.1 | 778.2 | 778.2 | 1,978.2 | 1,978.2 | 0.0 | 0.0% |
| 72000 Travel | 110.0 | 26.6 | 26.6 | 226.6 | 226.6 | 0.0 | 0.0% |
| 73000 Services | 499.3 | 1,816.9 | 1,816.9 | 316.9 | 316.9 | 0.0 | 0.0% |
| 74000 Commodities | 74.1 | 19.5 | 19.5 | 119.5 | 119.5 | 0.0 | 0.0% |
| 75000 Capital Outlay | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0% |
| 77000 Grants, Benefits | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0% |
| 78000 Miscellaneous | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0% |
| Totals | 2,631.5 | 2,641.2 | 2,641.2 | 2,641.2 | 2,641.2 | 0.0 | 0.0% |
| Fund Sources: | | | | | | | |
| 1002 Fed Rcpts (Other) | 976.3 | 1,200.0 | 1,200.0 | 1,200.0 | 1,200.0 | 0.0 | 0.0% |
| 1004 Gen Fund (UGF) | 807.2 | 807.2 | 807.2 | 807.2 | 807.2 | 0.0 | 0.0% |
| 1007 I/A Rcpts (Other) | 210.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0% |
| 1048 Univ Rcpt (DGF) | 637.4 | 634.0 | 634.0 | 634.0 | 634.0 | 0.0 | 0.0% |
| Unrestricted General (UGF) | 807.2 | 807.2 | 807.2 | 807.2 | 807.2 | 0.0 | 0.0% |
| Designated General (DGF) | 637.4 | 634.0 | 634.0 | 634.0 | 634.0 | 0.0 | 0.0% |
| Other Funds | 210.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0% |
| Federal Funds | 976.3 | 1,200.0 | 1,200.0 | 1,200.0 | 1,200.0 | 0.0 | 0.0% |
| Positions: | | | | | | | |
| Permanent Full Time | 0 | 0 | 0 | 0 | 0 | 0 | 0.0% |
| Permanent Part Time | 0 | 0 | 0 | 0 | 0 | 0 | 0.0% |
| Non Permanent | 0 | 0 | 0 | 0 | 0 | 0 | 0.0% |

Change Record Detail - Multiple Scenarios With Descriptions
University of Alaska

Component: Small Business Development Center (2911)

RDU: Small Business Development Center (564)

| Scenario/Change Record Title | Trans Type | Totals | Personal Services | Travel | Services | Commodities | Capital Outlay | Grants, Benefits | Miscellaneous | Positions | | NP |
|--|------------|----------------|-------------------|--------------|----------------|--------------|----------------|------------------|---------------|-----------|----------|----------|
| | | | | | | | | | | PFT | PPT | |
| ***** Changes From FY2012 Conference Committee To FY2012 Authorized ***** | | | | | | | | | | | | |
| FY2012 Conference Committee | | | | | | | | | | | | |
| ConfCom | | 2,641.2 | 778.2 | 26.6 | 1,816.9 | 19.5 | 0.0 | 0.0 | 0.0 | 0 | 0 | 0 |
| 1002 Fed Rcpts | | 1,200.0 | | | | | | | | | | |
| 1004 Gen Fund | | 807.2 | | | | | | | | | | |
| 1048 Univ Rcpt | | 634.0 | | | | | | | | | | |
| Subtotal | | 2,641.2 | 778.2 | 26.6 | 1,816.9 | 19.5 | 0.0 | 0.0 | 0.0 | 0 | 0 | 0 |
| ***** Changes From FY2012 Authorized To FY2012 Management Plan ***** | | | | | | | | | | | | |
| ADN45-2-1008 Budget Implementation Revision | | | | | | | | | | | | |
| LIT | | 0.0 | 1,200.0 | 200.0 | -1,500.0 | 100.0 | 0.0 | 0.0 | 0.0 | 0 | 0 | 0 |
| Transfers within the allocation that University management and the Board of Regents have deemed necessary to accurately reflect revenue and expenditure levels for FY2012. | | | | | | | | | | | | |
| Subtotal | | 2,641.2 | 1,978.2 | 226.6 | 316.9 | 119.5 | 0.0 | 0.0 | 0.0 | 0 | 0 | 0 |
| ***** Changes From FY2012 Management Plan To FY2013 Governor ***** | | | | | | | | | | | | |
| Totals | | 2,641.2 | 1,978.2 | 226.6 | 316.9 | 119.5 | 0.0 | 0.0 | 0.0 | 0 | 0 | 0 |

Personal Services Expenditure Detail
University of Alaska

Scenario: FY2013 Governor (9494)
Component: Small Business Development Center (2911)
RDU: Small Business Development Center (564)

Note: If a position is split, an asterisk (*) will appear in the Split/Count column. If the split position is also counted in the component, two asterisks (**) will appear in this column.
[No valid job title] appearing in the Job Class Title indicates that the PCN has an invalid class code or invalid range for the class code effective date of this scenario.