



# Alaska Small Business Development Center

UAA BUSINESS ENTERPRISE INSTITUTE

Statewide Quarterly Report | January - March, 2018



## Alaska SBDC - Statewide Q2 - AT A GLANCE

### Number of Clients Advised

Current Quarter: 559  
FY2018\*: 801

### Jobs Created by Clients

Current Quarter: 131  
FY2018\*: 386

### Business Starts

Current Quarter: 36  
FY2018\*: 64

### Capital Infusion

Current Quarter: \$3,478,219

- SBA Loans: \$1,483,491
- Non-SBA: \$2,123,491
- Non-Debt Financing: \$1,354,728

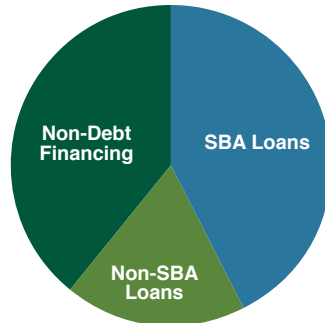
FY2018\*: \$7,610,269

### Training Events & Attendees

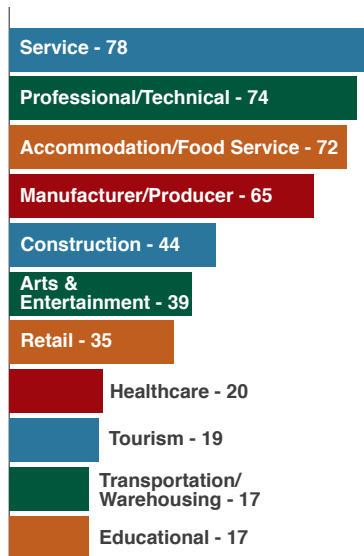
73 in-person and online webinars served 717 Alaska attendees.

\*FY2018: Oct. 1, 2017 - Sept. 30, 2018  
FY2018 Q2: Jan. 1, 2018 - Mar. 31, 2018

## Alaska SBDC Statewide Clients Capital Infusion - Q2



## Alaska SBDC Statewide Clients Top 11 Industries - Q2



## Services

Across the state, there has been an uptick in the number of small business owners and entrepreneurs seeking assistance from Alaska SBDC. In fact, the total number of clients we assisted this quarter increased by 27% over last quarter and more than 50% over the second quarter of FY2017.

Of the diverse range of industries served by Alaska SBDC, it is particularly interesting to note an increase in the number of manufacturer/producer clients we are seeing. Alaska is not traditionally considered a manufacturing state, so an upward trend of this nature is both surprising and worth watching.

## New Clients

The Alaska SBDC onboarded a total of 243 new clients during the second quarter of FY2018. This represents a 25% increase over the first quarter of the fiscal year and more than double the second quarter of FY2017.

## Workshops & Community Outreach

More than 717 people attended Alaska SBDC workshops around the state. These workshops were offered in both in-person and online formats, and subjects included: Starting a Business; Business Plan; Employee vs. Independent Contractor; Legal Aspects: LLC; Profit Mastery; Quickbooks; and more.

## Alaska SBDC Statewide Activity - Historical Comparison

|                                       | FY2017 Q2   | FY2017 Q3   | FY2017 Q4   | FY2018 Q1   | FY2018 Q2   |
|---------------------------------------|-------------|-------------|-------------|-------------|-------------|
| <b>New Businesses Created</b>         | 40          | 29          | 62          | 28          | 36          |
| <b>Jobs Created</b>                   | 141         | 110         | 151         | 255         | 131         |
| <b>Loans (in dollars)</b>             | \$2,187,000 | \$2,589,000 | \$3,766,486 | \$2,025,000 | \$1,354,728 |
| <b>Total Capital (loans + equity)</b> | \$3,680,278 | \$3,512,800 | \$4,423,943 | \$4,132,050 | \$3,478,219 |
| <b>New Clients</b>                    | 112         | 147         | 141         | 194         | 242         |
| <b>Total Clients</b>                  | 368         | 383         | 404         | 441         | 559         |
| <b>Total Advising Hours</b>           | 1,500       | 1,699       | 1,400       | 1,705       | 2,411       |

# Alaska SBDC

Clients by Location

FY2018 - Q2 (January - March, 2018)

