

Alaska SBDC JUNEAU

QUARTERLY REPORT
APRIL - JUNE, 2018



Vitalize Alaska Business Conference
June 27, 2018



FROM THE STATEWIDE DIRECTOR

Building a better economic future for Alaskans



Jon Bittner
Executive Director

With summer in full swing, the Alaska SBDC has had an exceptionally busy quarter, as our centers continue to see a high volume of new and returning clients. Additionally, we have launched our new Rural Business Development Program designed to further enhance our support of rural communities and entrepreneurs across the state. Our dedicated rural business adviser, Ian Grant, is based out of Juneau and has conducted workshops, advising sessions and community outreach in a variety of communities with great success. We look forward to offering even more opportunities and resources to rural Alaskans through this program in the future!

Alaska SBDC Client Coordinator and Lemonade Day Manager Harley Tennant did an outstanding job organizing Lemonade Day Alaska in June! Over 1,500 kids from nearly 40 communities across the state, from Skagway to Utqiagvik, launched lemonade stands as part of this year's program, and by doing so developed financial literacy, entrepreneurship

and leadership skills. Not only is this program a great way for kids to raise money for themselves, over the life of the program hundreds of thousands of dollars have been raised through these lemonade stands and donated to charities of the participants' choosing.

The Alaska SBDC also recently partnered with the University of Alaska Center for Economic Development to host our first Vitalize Alaska business conference. This action-packed, multi-faceted event brought together over 70 speakers, 15 panel discussions, seven keynote speakers and 300 conference attendees to celebrate, educate and connect Alaska businesses. For more information and to see pictures from the event, check out the write up on the back of this report.

As always, the team here at the Alaska SBDC remains committed to working together with all of you to build a better economic future for all Alaskans.

The Juneau SBDC office continues to attract a broadening array of businesses at every stage of the business life-cycle, from pre-venture and those seeking start-up assistance to existing businesses looking to forward their enterprise. During the third quarter, we worked with 21 Juneau entrepreneurs and provided more than 90 advising hours to support small business development and economic growth in our region.

In June, we hosted the SBA Office of Advocacy on their visits to Juneau businesses in an effort to provide relief from federal regulatory burdens on small business. Juneau businesses requested relief from federal regulations such as OSHA, federal wage and hour regulations, the migrant and seasonal workers and protection act, the contract work hours and safety standards act, and federal trucking/shipping regulations that can hinder small business. If there are federal regulations that affect your business, we can help you bring those concerns to the SBA Office of Advocacy.

Several Alaska SBDC clients are finalists in the 2018 Path to Prosperity business plan competition by Spruce Root. This

contest is open to Southeast Alaska entrepreneurs, and winners can receive up to \$25,000 in seed funding for consulting/technical assistance. Good luck to all the finalists!

On June 25, Alaska SBDC's Juneau Center participated in the Intrastate Crowdfunding workshop and the after-hours Entrepreneur Meetup held by the State of Alaska Department of Commerce, Community and Economic Development (DCCED). This event featured guest speaker Amy Pearl from Hatch Oregon, and offered insights on how Alaska entrepreneurs can leverage smaller individual donations from large numbers of people to raise capital. We look forward to working with the DCCED and our state's entrepreneurs as the crowdfunding concept continues to expand into Alaska.

We are excited to continue championing Juneau's small business community, as we promote opportunities to grow Alaska's economy through small business development. Keep an eye out for upcoming Juneau workshops as we work to provide more learning opportunities and resources to Juneau's small businesses!

FROM THE JUNEAU CENTER DIRECTOR

Championing Juneau's small business community



Jennifer Adams
Juneau Center Director

JUNEAU CENTER UPDATE

April - June, 2018

Third quarter highlights for Juneau

JUNEAU Q3 AT A GLANCE

4/1/18- 6/30/18

Number of Clients Advised

Current Quarter: 21
FY2018*: 75

Jobs Created

Current Quarter: 2
FY2018*: 25

Business Starts

Current Quarter: 2
FY2018*: 3

Capital Infusion

Current Quarter: \$0
FY2018*: \$104,553

Training Events & Attendees

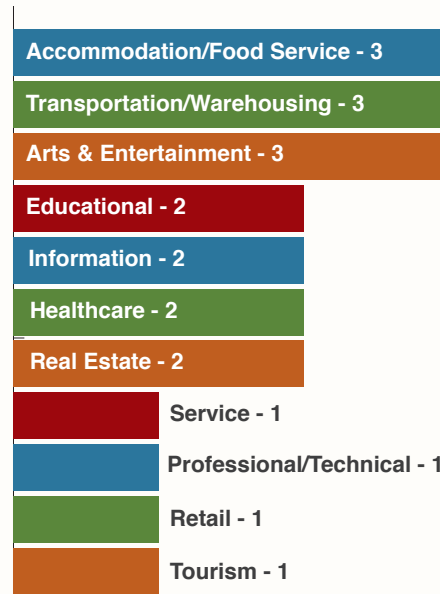
FY2018*: Online webinars served 12 Juneau-area attendees.

*FY2018: Oct. 1, 2017 - Sept. 30, 2018

Juneau Primary Areas of Advising - Q3



Juneau Clients - Q3 Total Number By Industry



Services

Over the third quarter of 2018, the Juneau Center provided services and support to more than 20 businesses. Of these, the accommodation/food service, arts & entertainment, and transportation/warehousing industries were most strongly represented, followed by businesses falling in the fields of education, healthcare, information and real estate.

New Jobs

Of the new jobs reported by Alaska SBDC clients during the third quarter of 2018, one was in the accommodation/food service industry while the other was in healthcare.

New Clients

The Alaska SBDC on-boarded 12 new clients during the third quarter of FY2018. Of these, the transportation/warehousing industry was most strongly represented with three new clients, followed by information and real estate with two new clients each. Businesses falling within the accommodation/food service, arts & entertainment, health care, professional/technical services, and tourism industries also sought services and assistance from Alaska SBDC over the past quarter.

Alaska SBDC Juneau Center Activity - Historical Comparison

	FY2017 Q3	FY2017 Q4	FY2018 Q1	FY2018 Q2	FY2018 Q3
New Businesses Created	1	5	1	0	2
Jobs Created	2	14	12	11	2
Loans (in dollars)	\$0	\$205,000	\$0	\$55,000	\$0
Total Capital (loans + equity)	\$0	\$209,074	\$0	\$104,553	\$0
New Clients	3	18	13	23	12
Total Clients	14	34	30	46	21
Total Advising Hours	89.25	149.98	128.23	235.83	91.58

Alaska SBDC FY2018 Q3

VITALIZE ALASKA

Alaska's Premier Business Conference

The Alaska SBDC was proud to partner with the University of Alaska Center for Economic Development to host the first Vitalize Alaska business conference! Created to educate, celebrate and connect Alaska businesses, nearly 300 attendees converged on June 27, 2018 at the Hotel Captain Cook in Anchorage to learn through a robust series of panel discussions, keynote presentations and workshops centered around finance, marketing, media, entrepreneurship, and more.



Some of the highlights of the conference included presentations from Michael Houlihan, founder of Barefoot Wines; Kyle Walker from Amazon.com; Amy Cortese, New York Times writer and author of Locavesting;

Lemonade Day National President Stephen Gordon; University of Alaska President Jim Johnsen; and Anchorage Mayor Ethan Berkowitz. Three breakout sessions and fifteen interactive panel discussions offered attendees a chance to engage in a wide variety of subjects to suit their needs and interests.

After the conference, attendees also got a chance to participate in a homegrown version of the popular TV show Shark Tank. Local entrepreneurs pitched their businesses to



local investors and Shark Tank producer Mindy Zemrak, as the audience indulged in a fun filled evening at the 49th State Brewery celebrating and supporting Alaska entrepreneurship and innovation.



This year's Vitalize Alaska conference is just the beginning of an exciting approach to small business development in our state. As an organization committed to growing, connecting, and celebrating small businesses in

Alaska, our goal is to build on the energy and enthusiasm generated by Vitalize Alaska by creating new and innovative programs that support Alaska's small businesses and entrepreneurs. Please contact us if your organization or community is interested in partnering with us to "vitalize" small business development in your region!



Alaska Small Business Development Center

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