

# Alaska SBDC KETCHIKAN

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 the participants' chosen charities.

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 Alaska SBDC continues its efforts to meet the business advising needs of Southeast Alaska. As many may already know, Ketchikan Center Director Kimberlee Hayward has moved on to pursue other professional opportunities, and her talent and expertise will be sorely missed. Despite this challenging loss, Alaska SBDC still assisted 16 Ketchikan-area entrepreneurs and small businesses over the last quarter, celebrated a new business-start in the area, and observed at least three additional jobs created by this activity.

While Alaska SBDC has actively sought a Ketchikan business advisor to fill the vacancy left by Kimberlee, to date we have been unsuccessful. We will continue to look into other options that allow us to maintain our presence in the Ketchikan office. One alternative currently being explored involves establishing partnerships with area organizations to create a blended position that would bring

mutual value to the sponsoring organizations and the community.

The Alaska SBDC remains committed to serving the business needs of the Ketchikan community, and we will continue to look for ways to maintain our presence in the region during this time of transition. If you are a business needing assistance, please don't hesitate to contact our Alaska SBDC Client Coordinator Harley Tennant at [harley.tennant@aksbdc.org](mailto:harley.tennant@aksbdc.org) to connect with a business advisor who can meet your needs. In the meantime, our staff looks forward to helping inform, inspire and connect Ketchikan businesses so they can continue to thrive.

## FROM THE KETCHIKAN CENTER DIRECTOR

We remain committed to serving the business needs of Ketchikan



**Ketchikan, Alaska**



## KETCHIKAN CENTER UPDATE

April - June, 2018

### Third quarter highlights for Ketchikan

#### KETCHIKAN Q3 AT A GLANCE

4/1/18- 6/30/18

##### Number of Clients Advised

Current Quarter: 16  
FY2018\*: 47

##### Jobs Created

Current Quarter: 3  
FY2018\*: 12

##### Business Starts

Current Quarter: 1  
FY2018\*: 4

##### Capital Infusion

Current Quarter: \$0  
FY2018\*: \$10,000

##### Training Events

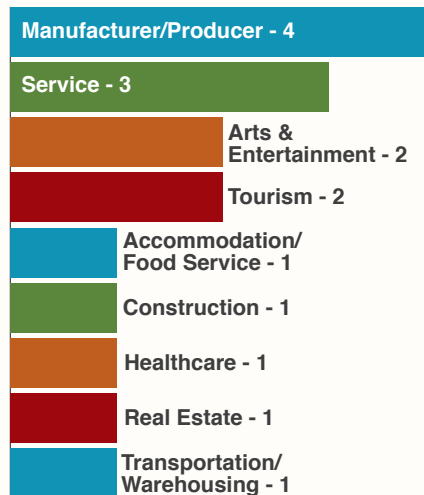
FY2018\*: Online webinars served 8 Ketchikan-area attendees.

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

#### Ketchikan Primary Areas of Advising - Q3



#### Ketchikan Clients By Industry - Q3



#### Services

Of the 16 Ketchikan entrepreneurs who received advising assistance during the third quarter of FY2018, four were in the preventure phase, seven were startups and five had established businesses.

Most of our advising hours were focused on startup assistance and managing a business, although clients also sought help with business accounting, marketing, business planning, financing and financial planning.

Manufacturer/producer clients represented the largest number of businesses we served this past quarter, followed by those in the service and arts & entertainment industries.

#### New Jobs

During the third quarter of FY2018, two Alaska SBDC clients reported the creation of three new jobs: two in accommodation/food service and at a manufacturing/producing establishment.

#### New Clients

The Alaska SBDC Ketchikan Center on-boarded three new clients during the third quarter of FY2018. Of those, the accommodation/food service, arts & entertainment, and manufacturing/producing industries were each represented.

#### Alaska SBDC Ketchikan Center Activity - Historical Comparison

	FY2017 Q3	FY2017 Q4	FY2018 Q1	FY2018 Q2	FY2018 Q3
New Businesses Created	4	3	1	2	1
Jobs Created	12	9	5	4	3
Loans (in dollars)	\$70,000	\$0	\$0	\$0	\$0
Total Capital (loans + equity)	\$88,500	\$2,500	\$10,000	\$0	\$0
New Clients	9	8	12	7	3
Total Clients	29	27	27	26	16
Total Advising Hours	157.41	114.33	118.16	125.66	67.67

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**

1901 Bragaw Street, Suite 199 | Anchorage, Alaska, 99508 | [www.aksbdc.org](http://www.aksbdc.org) | [info@aksbdc.org](mailto:info@aksbdc.org)