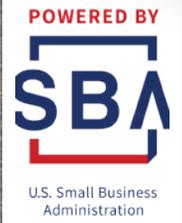




Alaska Small Business  
Development Center

UAA BUSINESS ENTERPRISE INSTITUTE

# Alaska SBDC 2020 Annual Report



Statewide data collected between October 1, 2019 - September 30, 2020



# From Our DIRECTOR

## Alaska SBDC and small businesses are taking on the pandemic together

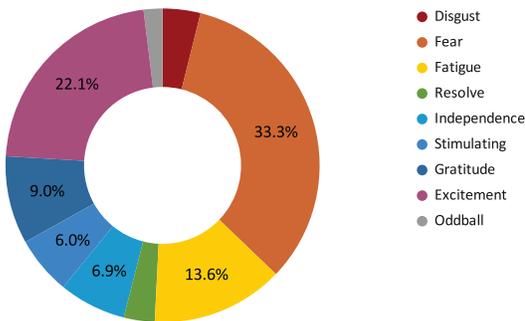


**Jon Bittner**

Alaska SBDC Executive Director



Single Word Responses by Emotional Category



This past year has been one of the most challenging I have ever witnessed. COVID-19 has had such an unbelievable impact worldwide that it's almost impossible to sum up what that has meant for Alaska. From a business perspective, this has been the worst year most have ever seen. Revenues down between 25% and 95% from previous years, customers afraid to shop, thousands unemployed.

But this past year has also been one of amazing generosity and resilience. Within days of COVID-19 shutting down our economy, thousands of Alaskans took to the internet to help support local businesses, nonprofits developed programs to handle the influx of people needing help. Neighbors rallied around neighbors and frontline workers were hailed as heroes for putting themselves in harm's way.

Federal, state, and local governments allocated funds, developed new programs, and deployed grants on a level not seen since the last World War in a matter of weeks, a political feat that would have been deemed impossible before COVID-19. Thousands of Alaskans, businesses, and nonprofits benefited from those programs which deployed over \$4 billion over six months.

All of this stress and turmoil has had a profound effect on Alaskans. Our annual Small Business Survey showed businesses highly pessimistic about their prospects and their general emotional state could best be described as "tense". It is clear that additional funding will be required to get them through the next few months if we want to save this crucial part of our economy.

This need has been reflected in the Alaska SBDC's performance for 2020. Due to the unprecedented number of businesses that sought our help this year, we have set records in every one of our performance metrics. We helped nearly 2,000 businesses raise \$52.3 million in new funding and create 161 new businesses while supporting over 7,000 jobs through existing businesses. This is in the face of the worst economic recession Alaska has seen in living memory.

I cannot thank the Alaska SBDC Business Advisors and Staff enough for their passion, dedication, and professionalism. None of this would have been possible without them and the number of businesses that they were able to save through their hard work is nothing short of amazing. Like so many Alaskans, when they realized how serious COVID-19 was and what it was going to mean for their communities and neighbors, they stepped up and did what was necessary to help.

There are a great many insights you can glean from the data in this report, but first and foremost I hope that it helps to show how many different people, organizations, government agencies, and individuals came together in our time of need to do what needed to be done for all of us.

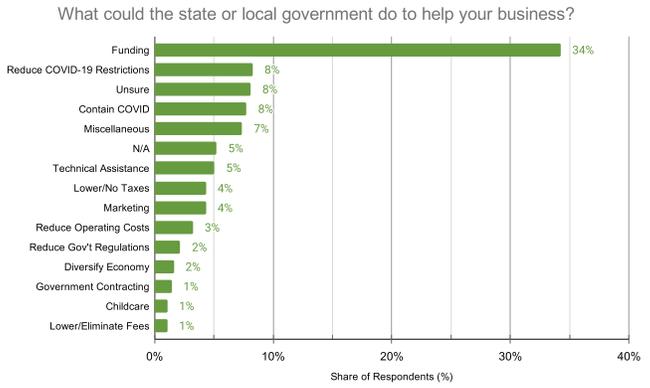


# Small Business SURVEY DATA

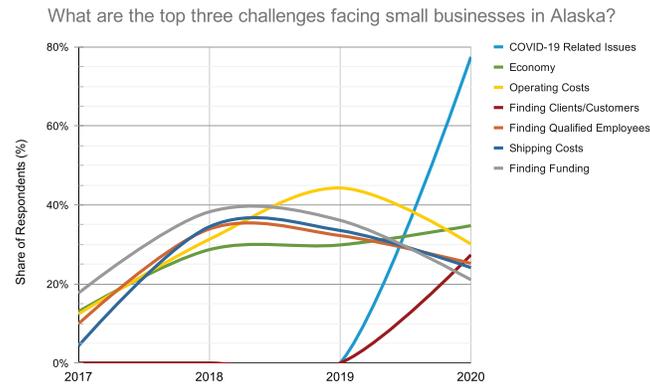


The Alaska SBDC's Small Business Survey provides insight from over 550 business owners into what it's like to operate a business in the state. Conducting this survey during the pandemic gives us insight into how COVID-19 has impacted these small businesses. Concerns about their financial situation in 2021 were high. Over 20% of businesses said if they did not receive additional funding within six months they would be forced to close. Barriers to businesses focused more on COVID-19 and the impact on the economy. Revenues were lower than last year, even though nearly 80% of businesses were able to raise new funding (mainly through CARES Act). Nearly 70% felt it would be difficult to raise additional capital in 2021. For the first time in the survey's four-year history, businesses were pessimistic about the state's economic future.

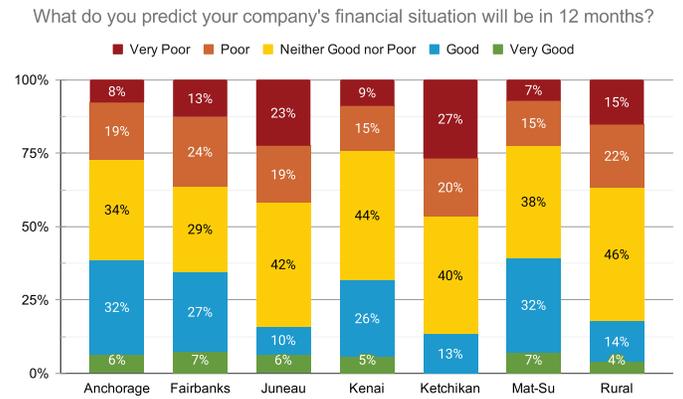
This year, it seemed more important than ever to ask what businesses needed from their state and local governments. Funding was the number one priority that businesses felt the government could help with. A total of 34%, more than the next five categories combined, indicated funding was what they needed most from the government. The percentage of businesses who wanted policymakers to reduce COVID-19 restrictions (8%) was the same as those asking for more COVID-19 containment measures (8%). Technical Assistance (5%), Lower/No taxes (4%), and Marketing Assistance (4%) rounded out the top five suggestions.



COVID-19 related issues and the economy were the top two barriers to business in Alaska. Last year's top barrier, operating costs, fell to number three followed by finding clients/customers. When asked what the biggest challenge they were facing this year, nearly 50% indicated adapting to COVID-19. The survey also included a question about how the lack of child care has impacted their business, either through their employees or their customers. Only 11% said it had a large impact while 20% said it had a mild impact. 66% indicated that it had no impact, or was not applicable.



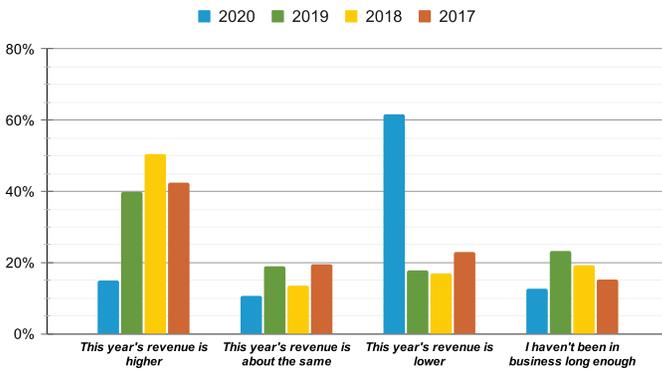
When it came to what businesses believed their financial situation would be in the next 12 months, this year's responses were drastically different from previous years. Only 6% of respondents indicated their business would be in "very good" financial condition compared to 16% the year before. Meanwhile, the percentage of respondents that indicated they would be doing "very poor" increased from 2% in 2019 to 11% in 2020. Across every industry, we saw a marked decrease in optimism for their business's financial future.





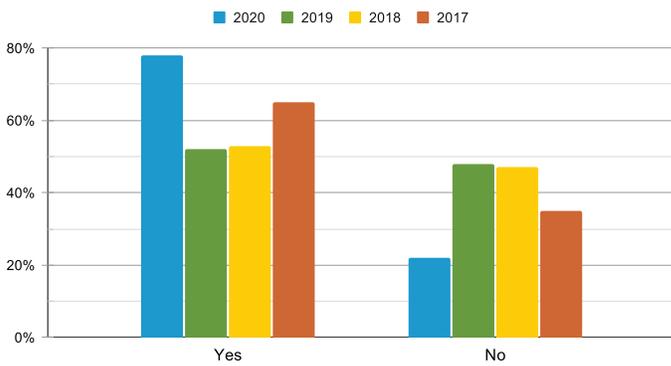
# Small Business SURVEY DATA

How has this year's revenue compared to last year's revenue?



Over 60% of respondents indicated their revenues were lower this year compared to last year. The percentages of businesses whose revenues were higher or the same had dropped significantly due to the economic recession brought on by COVID-19. This is in spite of the billions of dollars that were deployed to businesses through PPP, EIDL, AK CARES, and local government programs across the state. This loss of revenue coupled with the high cost of doing business in Alaska, especially in the rural parts of the state, have been a one-two punch to small businesses. This reduction in revenues has resulted in record unemployment and a higher than usual sense of uncertainty regarding future workloads, access to clients/customers, and the ability to raise capital.

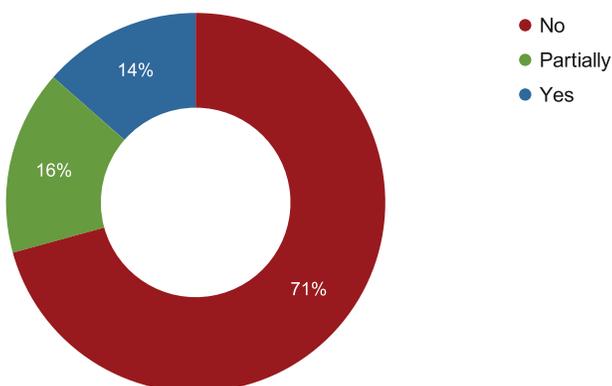
Were you successful in obtaining capital?



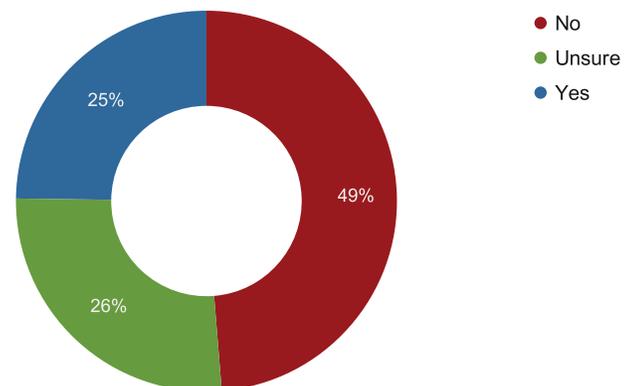
On the bright side, the unprecedented flow of federal funding into the state has resulted in 80% of those businesses that sought funding in 2020 successfully receiving funding. This is an increase of over 20% over previous years. The types of funding that businesses applied for and received changed dramatically over previous years with traditional bank funding dropping from the top source of funding in previous years to fourth in 2020. The PPP was the top source of funding (40%), followed by the AK CARES program (21%) and local CARES Act funded grant programs (16%). The majority of the respondents were seeking between \$100,000 and \$499,999.

One of the biggest hurdles and most necessary pivots for businesses in every industry and geographic region has been the transition to more of an online operating model. Whether it is conducting online sales, allowing employees to work remotely, meeting with customers and vendors through online video platforms or marketing through social media and websites, businesses are confronting their lack of a digital presence and infrastructure. Of the businesses surveyed, only 46% currently sold their products or services online. Another 22% would like to start but needed help. Difficulty with marketing and finding clients/customers was a running theme throughout the survey responses and pivoting business models due to COVID-19 was the top challenge to operating a business in 2020.

Did you start selling online due to COVID-19?



Would you like to start selling your products or services online?





# CARES Act DATA

The CARES Act passed by Congress in 2020 was the largest peacetime relief bill ever passed in US history. The \$2.2 trillion package provided funding for several existing and new programs meant to prevent an economic collapse due to the COVID-19 pandemic. The PPP, EIDL and EIDL Advance programs provided over \$2 billion through 36,000 loans and grants to small businesses across Alaska. Additionally, individual payments of up to \$1,200 per person and unemployment insurance supplements of \$600 per payment were made to individuals to help them through difficult financial times. The Alaska SBDC collected as much business-related CARES funding data as possible to show the impact it had on various regions of the state.

While Anchorage received the bulk of the funding, the Kenai Peninsula, Mat-Su and Fairbanks also received a significant portion of the funds. Rural communities received over \$300 million in business funding as well, which was an amazing infusion of capital to those businesses. All in all, these funds were crucial to keeping Alaska's economy going and preventing what would have been an unprecedented wave of business closures across the state. With another round of funding being distributed as this report is being released, the Alaska SBDC is hopeful that businesses will finally be able to move past the current economic downturn.

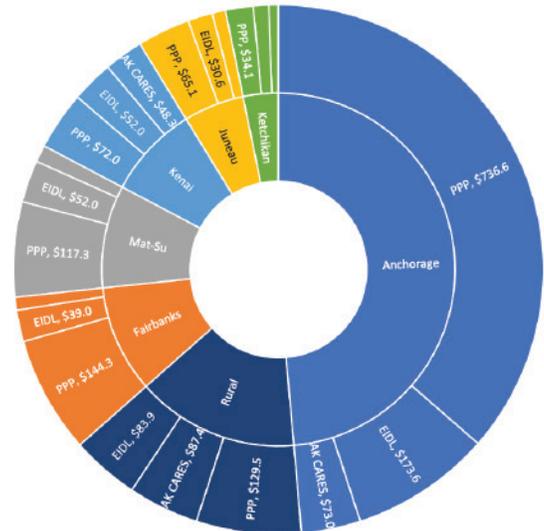
By far the largest portion of funding in Alaska came from the PPP. \$1.3 billion of the roughly \$2 billion in funding was directly attributed to the PPP program, followed by EIDL at \$484 million and AK CARES at 274 million making up the rest. It is estimated that local government business grant programs accounted for around \$75-\$100 million in additional funding. Over 36,000 applications to these programs were approved in a matter of months.

The PPP program's success was in large part to the SBA's partnership with local financial institutions. The top five PPP application processors in the state were Northrim Bank (2,827 loans worth \$360 million), First National Bank Alaska (2,392 loans worth \$335 million), Alaska USA FCU (1,514 loans worth \$74 million), Wells Fargo Bank (1,172 loans worth \$79 million) and First Bank (842 loans worth \$50 million). Altogether, over 250 lending institutions processed Alaskan PPP applications.

Lender Name	Loan Count	Total \$	Average Loan	Jobs Reported	\$ Per Job
Northrim Bank	2827	\$360,119,956	\$127,386	35,718	\$10,082
First National Bank AK	2392	\$335,275,412	\$140,165	29,913	\$11,208
Alaska USA FCU	1514	\$74,903,846	\$49,474	9,800	\$7,643
Wells Fargo Bank	1172	\$79,937,431	\$68,206	-	-
First Bank	842	\$50,649,721	\$60,154	5,049	\$10,032

The EIDL program and associated EIDL Advance accounted for much smaller funding distributions, especially outside of Anchorage. This is most likely due to the fact that the EIDL is more of a traditional loan and not a grant, which some businesses may not have been willing or able to take on in the face of uncertain economic times. This funding was beneficial to those who received it, especially as a cushion against uncertain revenue flows, since there is no time constraints on spending EIDL funds, unlike the PPP.

All CARES Distributions - By Region and Program (\$Millions)



The AK CARES fund was a business grant program created by the State of Alaska and managed by AIDEA and the Alaska Department of Commerce, Community and Economic Development. This program was launched after the majority of PPP and EIDL funds had been disbursed and served as an important source of bridge funding between the CARES Act programs and the current relief funds being distributed.

As shown in the tables below, the various funds were distributed in a fairly even manner across Alaska, when factoring in population and number of businesses. While the average PPP disbursement for Anchorage seems much higher than for regions outside of Anchorage, that is largely due to a higher average number of employees, as well as the presence of more high paying jobs in Alaska's largest city. Because the total PPP amount a business was eligible for is based on average monthly payroll, this caused Anchorage PPP loans to be slightly larger than in other parts of the state.

	Disbursement Total (\$M)			
	PPP	EIDL	AK CARES	Region Total
Anchorage	\$ 736.6	\$186.8	\$ 73.0	\$ 996.5
Fairbanks	\$ 144.3	\$ 42.8	\$ 16.1	\$ 203.2
Mat-Su	\$ 117.3	\$ 55.8	\$ 21.0	\$ 194.1
Juneau	\$ 65.1	\$ 32.5	\$ 16.5	\$ 114.1
Kenai	\$ 72.0	\$ 55.7	\$ 48.3	\$ 175.9
Ketchikan	\$ 34.1	\$ 19.8	\$ 11.9	\$ 65.8
Rural	\$ 129.5	\$ 90.9	\$ 87.4	\$ 307.8
	\$1,298.8	\$484.4	\$274.2	\$ 2,057.4

	Disbursement Count (#)			
	PPP	EIDL	AK CARES	Region Count
Anchorage	5,041	7,043	1,438	13,522
Fairbanks	1,404	1,845	309	3,558
Mat-Su	1,229	2,304	499	4,032
Juneau	667	1,086	338	2,091
Kenai	962	2,401	1,009	4,372
Ketchikan	372	623	238	1,233
Rural	2,090	3,397	1,752	7,239
	11,765	18,699	5,583	36,047

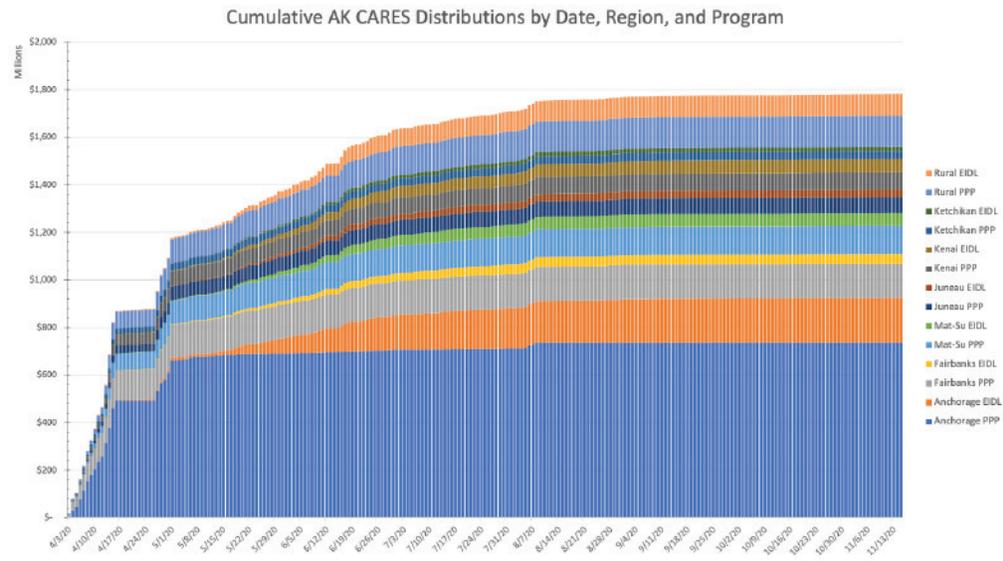
	Disbursement Average (\$)			
	PPP	EIDL	AK CARES	Region Avg
Anchorage	\$146,123	\$26,529	\$50,796	\$73,694
Fairbanks	\$102,768	\$23,201	\$51,999	\$57,099
Mat-Su	\$95,416	\$24,232	\$42,024	\$48,132
Juneau	\$97,670	\$29,899	\$48,793	\$54,571
Kenai	\$74,809	\$23,205	\$47,828	\$40,243
Ketchikan	\$91,634	\$31,796	\$49,941	\$53,352
Rural	\$61,949	\$26,760	\$49,907	\$42,522
	\$110,398	\$25,904	\$49,105	\$57,074



## Cumulative CARES Act Distribution by Date, Region and Program

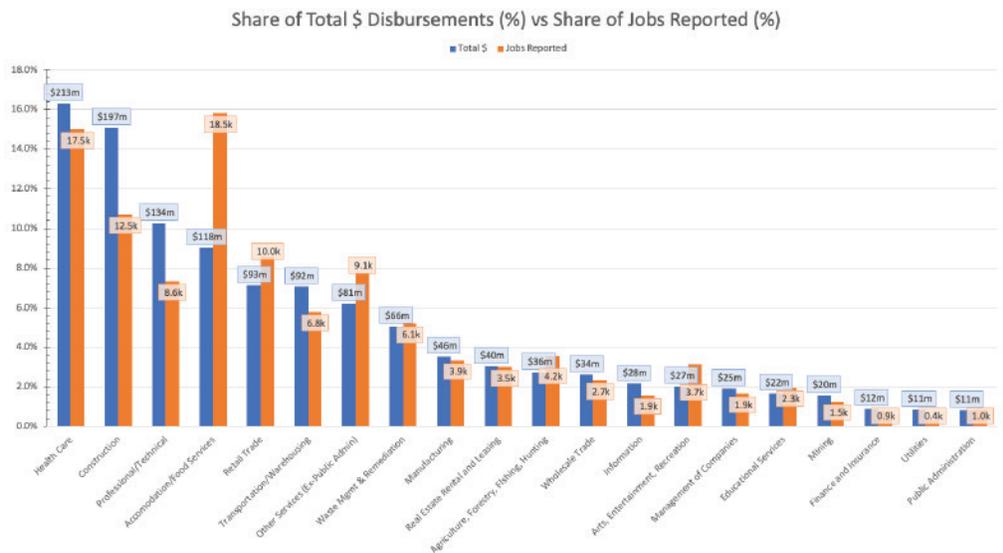
This graph shows the distribution of the various funding sources over time. It's interesting to note that the bulk of the PPP funds that Alaskans received were deployed by the end of April and the majority of EIDL loans were received by the end of June. The next most significant source of funding was the AK CARES program, which provided much needed capital in the form of grants to help businesses. This additional \$270 million in grant funding was desperately needed and helped keep businesses going until this latest round of relief funding could be disbursed.

Going forward, it may be worth factoring in this issue of timing into future emergency funding programs. Building in staggered application periods, multi-stage funding programs, and other techniques to help spread the funding over a longer period of time may help smooth out some of the financial issues we saw this time around, with most of the funding going out early and uncertainty around the availability of future funding.



## Jobs Supported by Industry

As shown in the graph, certain industries received more funding than others. Additionally, different industries used the funding to preserve differing numbers of jobs. Healthcare for example, received the highest amount of funding and used those funds to preserve the second-highest number of jobs. In contrast, Accommodation and Food Services received the fourth-highest amount of funding from CARES Act programs, but used those funds to preserve more jobs than any other industry. Construction, Professional Scientific and Technical Services and Retail rounded out the top five industries by funding and collectively preserved 67,100 jobs. These are jobs that presumably would otherwise have been eliminated and gone on the Unemployment Insurance program.



# Alaska SBDC FY20 STATEWIDE RESULTS



The Alaska SBDC experienced an unprecedented amount of demand for its services in 2020. With the COVID-19 pandemic impacting the economy, new assistance programs coming online, and new technologies being deployed to try and address the changing world, our advisors were more needed than ever before. We helped advise a record-setting 1,900 clients raise \$52 million in new capital and support 7,100 jobs. Even in the face of the worst economic recession the state has ever seen, our advisors helped entrepreneurs start 161 new businesses. Our workshops were attended by 6,300 Alaskans, and were provided to them free of charge during the pandemic so they could focus on their businesses and not on fees.

The [Alaska SBDC COVID-19 Resource page](#) was the top-rated resource for businesses looking for COVID-19 related assistance. Our staff also created the only Daily Briefing hosted by an Alaska SBDC in the nation to provide Alaskans with direct access to representatives from the Alaska SBDC, SBA, IRS, Alaska Department of Commerce, Community and Economic Development, The Foraker Group and others to answer questions and provide up to the minute information. Our staff assisted federal, state, and local governments in understanding the needs of businesses and developed assistance programs based on that information. The Alaska SBDC's unique position as a nexus between the private sector, government agencies and economic development organizations gave us the ability to provide assistance and support to dozens of partner organizations across Alaska.



**1,885**

All Clients Served



**791**

New Clients



**7,129**

Advising Hours



**161**

New Businesses Created



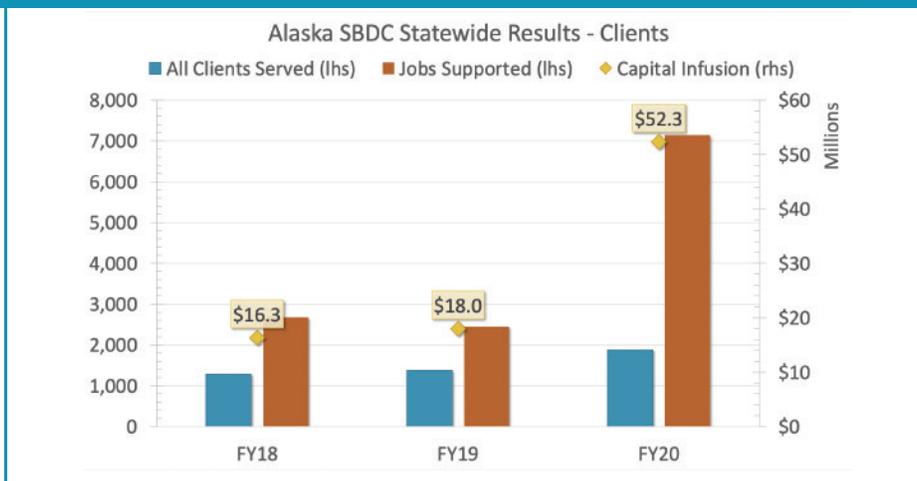
**7,145**

Jobs Supported

Total Capital Raised  
**\$52,317,489**

CARES Act = \$39,482,936  
Non-CARES Act = \$12,834,553

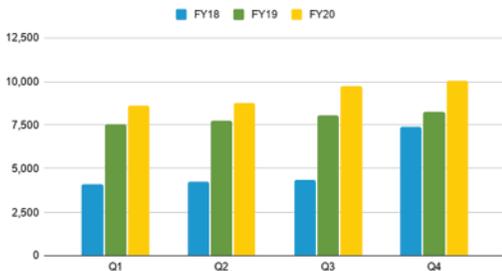
## Communities Assisted: 101



# Alaska SBDC FY20 STATEWIDE RESULTS



Cross-Platform Audience Growth by Fiscal Year



25%

The record-setting growth in web traffic due to the Alaska SBDC COVID-19 Resource page, which was considered a top-trusted business resource aiding thousands of businesses in Alaska.

17%

Average increase across our digital media audiences, making our commitment to serving our clients across the state a great success. This, in connection with our increase of offered online workshops, meant we engaged with and supported more businesses than ever before, at a time when they needed it most.

## Collaboration:

Together with the State of Alaska, local governments, economic development organizations, and nonprofits, our outreach and impact has increased exponentially to best serve Alaskan businesses.

## Keep an eye out!

A new and enhanced website and tools should ensure that these growth trends continue into 2021!

## Top 3 Visited Webpages

- [COVID-19 Resource Center](#)
- [Alaska SBDC Workshops](#)
- [Alaska SBDC COVID-19 Briefings](#)

37

The number of client stories we told highlighting small business perseverance in navigating COVID-19. Read them for yourself in our [digital catalog!](#)

# Statewide Workshop Program



354

Total Workshops Offered



6,189

Workshop Attendees From 112 Communities



338

Number of On-Demand Offered

The Alaska SBDC wants to recognize and thank those who serve our country. In 2020, a new program was launched to offer all workshops free to veterans, active duty, reserve, and spouses in an effort to assist transitioning military families establish and run a business with every potential resource at their fingertips.

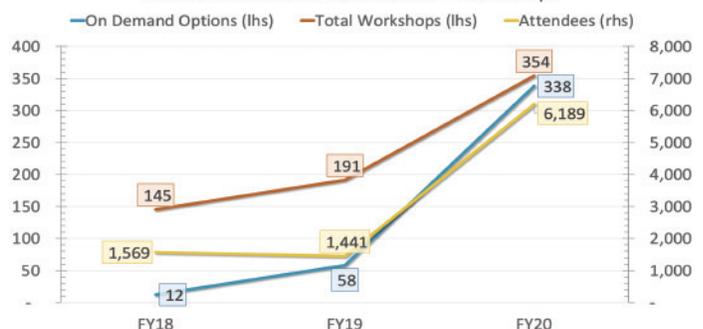
## Early on during the COVID-19 pandemic

The Alaska SBDC recognized the financial strain this would put on Alaskan businesses across the state. In order to make our assistance as accessible as possible to as many people as possible, the Alaska SBDC made all of our workshops (over \$5,000 value) free for all Alaskans.

## Most Attended Topics:

- COVID-19
- Business Start-Up
- Marketing and Social Media
- Bookkeeping
- Legal Issues

Alaska SBDC Statewide Results - Workshops



# Anchorage REGION



**604**

All Clients Served



**272**

New Clients



**1,700**

Advising Hours



**35**

New Businesses Created



**2,388**

Jobs Supported



Total Capital Raised  
**\$11,065,843**

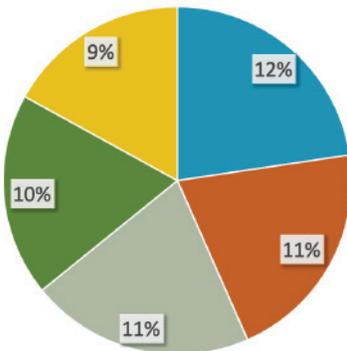
**CARES Act: \$9,962,833**

- EIDL/EIDL Advance: \$3,921,100
- AK CARES: \$154,236
- PPP: \$5,847,497
- Local: \$40,000

**Non-CARES Act: \$1,103,010**

## Top five industries advised:

- Professional/ Technical
- Accommodation/ Food Service
- Retail
- Manufacturer/ Producer
- Healthcare



Allan Carraway  
Anchorage Center Director



Julie Nelson  
Anchorage Business Advisor



Tammy Gray  
Anchorage Business Advisor

“My advisor was more knowledgeable and experienced than I anticipated. I left with more confidence and preparation to proceed in my endeavors than I had going in. Thank you.”

Sol Soul Kinetic - Alysia Gelis

“Thank you so much for all your help! Your insights and professional knowledge was extremely helpful in helping me map out the next steps in my possible business venture.”

Reel Brother's Tacos & Catering - Deonta I. McGraw

# Fairbanks REGION



**219**

All Clients Served



**95**

New Clients



**1,347**

Advising Hours



**38**

New Businesses Created



**543**

Jobs Supported



**Total Capital Raised**  
\$6,576,133

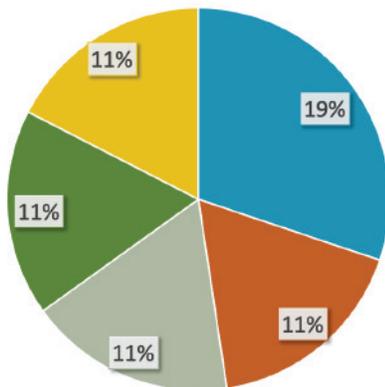
**CARES Act: \$2,710,453**

- EIDL/EIDL Advance: \$1,728,398
- State Grants: \$251,000
- PPP: \$731,055

**Non-CARES Act: \$3,865,680**

## Top five industries advised:

- Retail
- Service
- Accommodation/ Food Service
- Manufacturer/ Producer
- Professional/ Technical



Russell Talvi  
Fairbanks Center Director



Alexis Amstutz, MBA  
Fairbanks Business Advisor

“Alexis was very helpful and enthusiastic. She was able to really help clarify a few areas I was unsure of, and I feel much more confident moving forward. Thanks Alexis and Alaska SBDC!”

*Tots Proper - Liann Peryea*

“We came to Russ looking for help with starting our small business, we walked away from our meeting full of knowledge and helpful tips for us to get started! Thank you Alaska SBDC for making this move fun and informative!”

*RN Gym - Lydia Pulido*

# Juneau REGION



**153**

All Clients Served



**81**

New Clients



**778**

Advising Hours



**13**

New Businesses Created



**1,129**

Jobs Supported



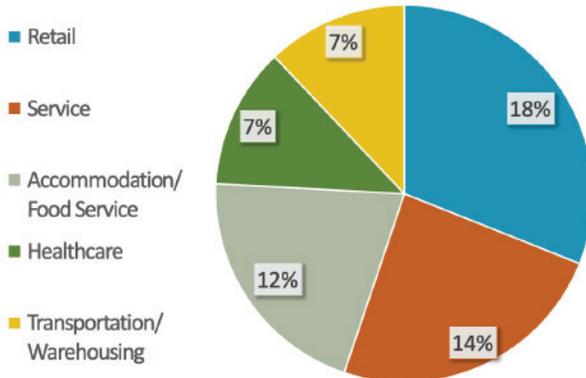
Total Capital Raised  
**\$5,366,509**

## CARES Act: \$5,208,254

- EIDL/EIDL Advance: \$3,214,100
- Local Grants: \$79,256
- PPP: \$1,895,230
- Other: \$19,668

## Non-CARES Act: \$158,255

### Top five industries advised:



Ian Grant  
Juneau Center Director

“This has got to be the one of the best ways to start a business. Having an experienced business mentor helping me succeed is awesome.”

*Mountain Man Tours - Wade A. Voigt*

“Great advice on how to organize my small retail business. Learning how to create a business plan, cost etc. Ian Grant has been of great help and resourceful.”

*Wisdom Jewlery - Karen Gabriela Sequeira Morales*



# Kenai Peninsula REGION



**230**

All Clients Served



**86**

New Clients



**1,034**

Advising Hours



**29**

New Businesses Created



**914**

Jobs Supported



Total Capital Raised  
**\$10,722,671**

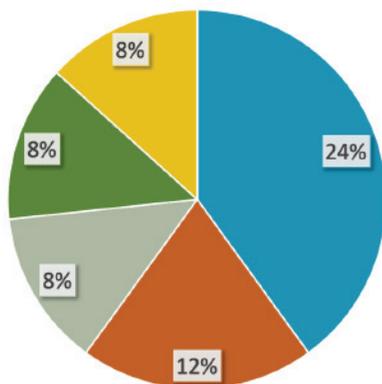
## CARES Act: \$8,898,871

- EIDL/EIDL Advance: \$4,741,600
- PPP: \$3,731,051
- State Grants: \$75,000
- Local Grants: \$337,500
- Other: \$13,720

## Non-CARES Act: \$1,823,800

## Top five industries advised:

- Accommodation/ Food Service
- Healthcare
- Arts/ Entertainment
- Manufacturer/ Producer
- Retail



Cliff Cochran, MBA  
Kenai Peninsula Center Director



Robert Green  
Homer Business Advisor

“Cliff is absolutely incredible. I know he was swamped with work but ALWAYS returned my calls and gave sound advice and resources.”

*Beluga Air LLC - Angela A. Head*

“Cliff was very responsive and I felt like my business mattered even though I know there are probably thousands of others asking similar questions.”

*Real Life Rentals, LLC - Casie Warner*

# Ketchikan REGION



55

All Clients Served



33

New Clients



257

Advising Hours



5

New Businesses Created



269

Jobs Supported



Total Capital Raised  
**\$1,214,395**

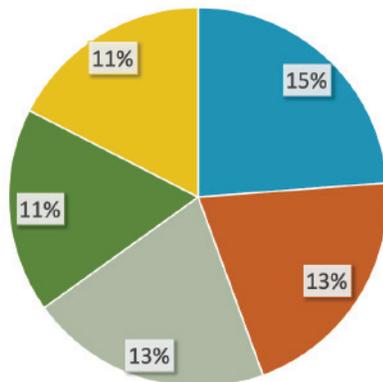
## CARES Act: \$894,900

- EIDL/EIDL Advance: \$401,600
- PPP: \$300,300
- State Grants: \$85,000
- Local Grants: \$103,000
- Other: \$5,000

## Non-CARES Act: \$319,495

## Top five industries advised:

- Retail
- Accommodation/ Food Service
- Arts/ Entertainment
- Manufacturer/ Producer
- Service



Shelly Hill  
Ketchikan Business Advisor

Great, clear, comprehensive advice.  
Excellent communications. An overall enjoyable experience!

*Designz Pal - Lynne Anne George*

I am working on scoping document for the enterprise and look forward to working with Shelly Hill in Ketchikan to develop a business plan.

*Industrial Development Service, LLC. - Doug Ward*



# Mat-Su REGION



**194**

All Clients Served



**82**

New Clients



**761**

Advising Hours



**21**

New Businesses Created



**772**

Jobs Supported



Total Capital Raised  
**\$8,751,014**

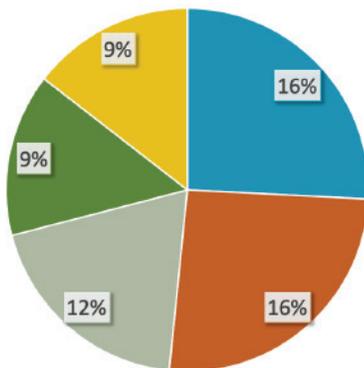
## CARES Act: \$4,279,075

- EIDL/EIDL Advance: \$2,115,200
- PPP: \$2,082,447
- State Grants: \$31,718
- Local Grants: \$29,710
- Other: \$20,000

## Non-CARES Act: \$4,471,939

### Top five industries advised:

- Accommodation/ Food Service
- Service
- Construction
- Manufacturer/ Producer
- Retail



Julie Nolen  
Matanuska-Susitna Regional Director & Assistant State Director



Trisha Sims  
Mat-Su Business Advisor

*“You gave me the insight and inspiration to start a business here in the Mat-Su. Thank you and we will meet again!”*

*The Drop In - Bear Rafter*

*“The staff at Alaska SBDC listened closely to my plans, goals, and concerns as first time business owner, providing encouragement and guidance to get me moving in the right direction from that start.”*

*Spirited Journeys Counseling LLC - Bryan McInnis*



242

All Clients Served



143

New Clients



1,253

Advising Hours



21

New Businesses Created



771

Jobs Supported



Total Capital Raised  
\$8,620,924

CARES Act: \$7,528,550

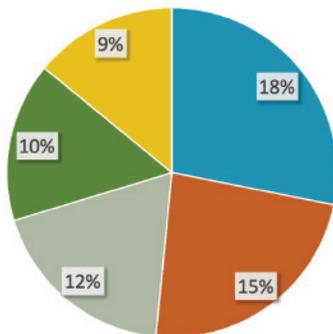
- EIDL/EIDL Advance: \$4,567,100
- State Grants: \$801,064
- PPP: \$2,140,385
- Local Grants: \$20,000

Non-CARES Act: \$1,092,374

Communities Assisted: 63

Top five industries advised:

- Retail
- Agriculture, Forestry, Fishing/ Hunting
- Accommodation/ Food Service
- Arts/Entertainment
- Manufacturer/ Producer



Jennifer Adams, MBA  
Director of Rural Program Development



Jade Greene, MBA, PHR, SHRM-CP  
Northern and Rural Business Advisor

“My advisor was understanding and made me feel like my obstacles were valid. It was helpful to not feel all alone in trying to find my solutions.”

Thor’s Fitness, LLC - Jessica Breyer

“Alaska SBDC was very helpful in helping our cooperative navigate financial issues caused by The extraordinary events of 2020.”

Island Artists Gallery - Pat Kehoe

# In Memoriam

## In Memory of Alexander Salov, Anchorage Business Advisor



Alex Salov, Anchorage Business Advisor

In August 2020, we at the Alaska SBDC were saddened to announce the passing of Alexander Salov, Business Advisor and valued member of our Anchorage Center.

Prior to joining the Alaska SBDC, Alex built a well-respected 15-year career as the Business Operations Manager of World Trade Center Alaska.

Alex was an esteemed member of the Alaska SBDC team who brought extensive economic development, international trade experience, and a genuine passion for helping others to the organization. This experience naturally complemented his personal advising touch for small businesses in Anchorage.

Over his well-rounded and well-traveled career, Alex was a champion for locally-owned businesses and assisted hundreds of clients in their pursuit of success locally, nationally, and globally. He took great pride in what his clients accomplished and spoke highly of everyone he had the pleasure of working with. His enthusiasm and uplifting nature made a significant difference to countless entrepreneurs.



Alex Salov, Anchorage Business Advisor and Jon Bittner, Alaska SBDC Executive Director testing out Kicksled Alaska's product!

Multi-lingual (English, Russian and Japanese), an adjunct Languages professor with the University of Alaska Anchorage, a member of the Consular Office of Japan in Anchorage, and a talented board member of the Anchorage Classical Guitar Society, Alex was deeply immersed in university life and advocated for creative activities and community events. Despite his productive schedule, he always took the time to connect with his coworkers personally, giving the same dedicated attention to each colleague and client as he did to his students and friends. Never one to miss an opportunity to share a good joke or story, Alex's talents, professionalism, sense of humor, and humility will be remembered fondly and with deep respect.

The Alaska SBDC team lost a dear friend and valued teammate. Our thoughts, prayers, and support are always extended to Alex's family.

# Partner Organizations



## Alaska Small Business Development Center

ANCHORAGE | SOLDOTNA | HOMER | FAIRBANKS | MAT-SU | JUNEAU | KETCHIKAN



# We Grow Small Business!

With nearly 35 years under our belt, the Alaska SBDC provides no-cost business coaching and low-cost workshops throughout the state of Alaska via our eight centers.



[www.aksbdc.org](http://www.aksbdc.org)



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