

**State of Alaska  
FY2021 Governor's Operating Budget**

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

**Component: Small Business Development Center**

## **Contribution to Department's Mission**

The Alaska Small Business Development Center and the Alaska Procurement Technical Assistance Center each report through the suite of programs housed within the UAA Business Enterprise Institute (BEI). The BEI serves as a bridge between expertise and talents linking the University (faculty, staff, and students across all disciplines) to address community and business development needs across Alaska and the globe.

The Alaska Small Business Development Center (SBDC) program has provided a direct link between UAA and businesses, entrepreneurs, and leaders throughout Alaska since 1986. This link, and the successful results of the SBDC, are tangible evidence of UAA's impacts locally, regionally and statewide. The Alaska SBDC contributes directly to UAA's 2018 strategic plan in its collaborative efforts to form productive partnerships with public entities and private industries and to enhance Alaska's communities and economic growth. The SBDC network serves the needs of Alaska's business community and nascent entrepreneurs by providing free and confidential business advising, workshops, computer labs, and business resource libraries. In addition, the SBDC network is comprised of programs including: Buy Alaska, Alaska Lemonade Day, and the Technology Research and Development Center (TREND). The Alaska SBDC has offices in Anchorage, Fairbanks, Juneau, Ketchikan, Homer, Soldotna and Wasilla. Through its statewide outreach the Alaska SBDC supports businesses at all levels of development in finding pathways to sustainable growth and through these efforts enhances a more sustainable economy across Alaska.

The Alaska Procurement Technical Assistance Center (PTAC) was established in 1986 as part of the Procurement Technical Assistance Program (PTAP) created by the U.S. Department of Defense. A member of the national Association of Procurement Technical Assistance Centers (APTAC), the Alaska PTAC provides businesses with the training and tools needed to compete and perform successfully on federal, state, and local government contracts. Since its founding, the Alaska PTAC has contributed to the growth of its client firms and Alaska's economy by providing personalized counseling and procurement assistance of the highest quality and relevance. Utilizing up-to-date market research, its award-winning Bid Match program, on-going technical support, its national network of procurement specialists, and by supplying targeted government program assistance, Alaska PTAC has helped businesses across the state navigate the often complex and difficult process of qualifying for and winning government contracts. The Alaska PTAC has offices in Anchorage and Fairbanks, and delivers services throughout the state.

## **Core Services**

- Provide one-on-one counseling, informational seminars, resource referral, and affiliate program introductions.
- Coordinate public and private resources to strengthen the overall business community.
- Conduct market research tailored to client needs.
- Encourage in-state purchases of goods and services through a multi-media public awareness campaign (BUY ALASKA) and by assisting Alaska businesses, government entities and consumers in finding competitive, local sources for goods and services previously purchased outside Alaska.
- Provide entrepreneurial training to K-12 youth via the Alaska Lemonade Day program.
- Provide procurement training, counseling, and solicitation support throughout the state, and help inform Alaskan businesses of government contracting opportunities through our award-winning Bid Match program.
- Key Outcomes
- Long-term business development assistance: high-value, one-on-one and long-term relational assistance is key to generating positive economic impacts.
- SBDC and PTAC counselors work with thousands of Alaskans annually. Through these ongoing efforts, greater efficiencies are found and stronger impacts result from consistent high-quality assistance delivery.
- SBDC and PTAC professionals are results oriented having both personal and organizational metrics to delivery on monthly, quarterly and annually. All professionals are graded on the impacts their individual clients provide to our collective economy.

## **Major Component Accomplishments in 2019**

See University of Alaska Anchorage RDU

### **Key Component Challenges**

See University of Alaska Anchorage RDU

### **Significant Changes in Results to be Delivered in FY2021**

See University of Alaska Anchorage RDU

### **Statutory and Regulatory Authority**

No statutes and regulations.

Contact Information
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**Component Detail All Funds**  
**University of Alaska**

**Component:** Small Business Development Center (2911)  
**RDU:** University of Alaska Anchorage (235)

Non-Formula Component

	FY2019 Actuals	FY2020 Conference Committee	FY2020 Authorized	FY2020 Management Plan	FY2021 Governor	FY2020 Management Plan vs FY2021 Governor	
71000 Personal Services	1,197.4	2,430.0	2,430.0	2,430.0	2,430.0	0.0	0.0%
72000 Travel	40.2	53.0	53.0	53.0	53.0	0.0	0.0%
73000 Services	1,256.1	1,033.0	1,033.0	1,033.0	1,033.0	0.0	0.0%
74000 Commodities	17.5	168.6	168.6	168.6	168.6	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%
<b>Totals</b>	<b>2,511.2</b>	<b>3,684.6</b>	<b>3,684.6</b>	<b>3,684.6</b>	<b>3,684.6</b>	<b>0.0</b>	<b>0.0%</b>
<b>Fund Sources:</b>							
1002 Fed Rcpts (Fed)	712.2	1,200.0	1,200.0	1,200.0	1,200.0	0.0	0.0%
1004 Gen Fund (UGF)	959.6	959.6	959.6	959.6	959.6	0.0	0.0%
1007 I/A Rcpts (Other)	0.0	250.0	250.0	250.0	250.0	0.0	0.0%
1048 Univ Rcpt (DGF)	189.2	550.0	550.0	550.0	550.0	0.0	0.0%
1174 UA I/A (Other)	650.2	725.0	725.0	725.0	725.0	0.0	0.0%
<b>Unrestricted General (UGF)</b>	<b>959.6</b>	<b>959.6</b>	<b>959.6</b>	<b>959.6</b>	<b>959.6</b>	<b>0.0</b>	<b>0.0%</b>
<b>Designated General (DGF)</b>	<b>189.2</b>	<b>550.0</b>	<b>550.0</b>	<b>550.0</b>	<b>550.0</b>	<b>0.0</b>	<b>0.0%</b>
<b>Other Funds</b>	<b>650.2</b>	<b>975.0</b>	<b>975.0</b>	<b>975.0</b>	<b>975.0</b>	<b>0.0</b>	<b>0.0%</b>
<b>Federal Funds</b>	<b>712.2</b>	<b>1,200.0</b>	<b>1,200.0</b>	<b>1,200.0</b>	<b>1,200.0</b>	<b>0.0</b>	<b>0.0%</b>
<b>Positions:</b>							
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:** University of Alaska Anchorage (235)

Scenario/Change Record Title	Trans Type	Totals	Personal Services	Travel	Services	Commodities	Capital Outlay	Grants, Benefits	Miscellaneous	Positions		NP
										PFT	PPT	
***** Changes From FY2020 Conference Committee To FY2020 Authorized *****												
<b>FY2020 Conference Committee</b>												
ConfCom		3,684.6	2,430.0	53.0	1,033.0	168.6	0.0	0.0	0.0	0	0	0
1002 Fed Rcpts	1,200.0											
1004 Gen Fund	959.6											
1007 I/A Rcpts	250.0											
1048 Univ Rcpt	550.0											
1174 UA I/A	725.0											
<b>Subtotal</b>		<b>3,684.6</b>	<b>2,430.0</b>	<b>53.0</b>	<b>1,033.0</b>	<b>168.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>
***** Changes From FY2020 Management Plan To FY2021 Governor *****												
<b>Totals</b>		<b>3,684.6</b>	<b>2,430.0</b>	<b>53.0</b>	<b>1,033.0</b>	<b>168.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>

Personal Services Expenditure Detail  
University of Alaska

**Component:** Small Business Development Center (2911)

**RDU:** University of Alaska Anchorage (235)

Notes:

1. 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 the column.
2. "Pool" PCN refers to UA temporary positions, such as adjunct faculty; student employees; and other non-permanent staff. Multiple incumbents share the same labor pool position number and pooled budget.

PCN	Job Class Title	Location	Time Status	Split/Count	Employee Class	Benefit Rate	Annual Budgeted Salary	Annual Benefits	Total Costs	UGF Estimate
POOL	UA Labor Pool	Anchorage	PT	*	Labor Pool	0.0%	2,430,000	0	2,430,000	340,200
<b>Total Position Costs</b>							2,430,000	-	2,430,000	340,200
Full Time Positions:		-								
Part Time Positions:		-								
<b>Positions in Component:</b>		-								
							Federal Receipts (1002)		1,238,400	
							General Fund Receipts (1004)		340,200	
							Interagency Receipts (1007)		258,000	
							University Receipts (1048)		567,600	
							UA Intra-agency Transfers (1174)		25,800	
							<b>UA Funding</b>		<b>2,430,000</b>	