

**State of Alaska
FY2023 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 receive state match and report through the suite of programs housed within the UAA Business Enterprise Institute (BEI). The UAA Business Enterprise Institute's (UAA BEI) mission is to develop and diversify Alaska's economy. The UAA BEI vision is to position the University of Alaska as a "go-to" industry partner. Through business and economic development, engagement to advance our economy and communities across Alaska. Additional programs that report through the UAA BEI include the UA Center for Economic Development, the Alaska Manufacturing Extension Partnership (Alaska MEP), the Alaska Cooperative Development Center (ACDC), the Center for Corporate and Professional Development (CCPD), the Applied Environmental Research Center (AERC), and then Center for Strategic Partnerships and Research (CSPR).

The Alaska Small Business Development Center (SBDC) has provided a direct link between UAA and businesses, entrepreneurs, and leaders throughout Alaska since 1986, offering free and confidential business advising, workshops, and online resources. Its mission is to celebrate, grow, and connect businesses in Alaska through experienced business coaching and innovative programs. The Alaska SBDC contributes directly to UA and UAA's mission by forming productive partnerships with public entities and private industries and enhancing Alaska's communities and economic growth. SBDC network programs include BuyAlaska, Alaska Lemonade Day, and the Technology Research and Development Center. With offices in Anchorage, Fairbanks, Juneau, Ketchikan, Soldotna, Homer, Seward, and Wasilla, the SBDC's statewide and rural outreach supports businesses and entrepreneurs at all levels of development to find pathways to sustainable growth.

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 and has offices in Anchorage and Fairbanks, delivering services across the state. A member of the National Association of Procurement Technical Assistance Centers, the Alaska PTAC provides businesses with personalized counseling, workshops and training, and the tools necessary to compete and perform successfully on federal, state, and local government contracts. Alaska PTAC has helped companies across the state navigate the often complex and challenging process of qualifying for and winning government contracts with its up-to-date market research, award-winning Bid Match program, ongoing technical support, a national network of procurement specialists, and targeted government program assistance. It serves to raise awareness of contracting opportunities at federal, state, and local levels.

Core Services

- Provide one-on-one counseling, informational seminars, resource referral, and affiliate program introductions.
- Provide real-time and online demand training to over 5,000 Alaskan businesses annually.
- Coordinate public and private resources to strengthen the overall business community.
- Use industry-leading software and resources to conduct market research tailored to client needs.
- Encourage in-state purchases of goods and services through a multi-media public awareness campaign (BuyAlaska) and by assisting Alaskan businesses, government entities and consumers in finding competitive, local sources for goods and services previously purchased outside Alaska. Partners include Norwegian Cruise Lines, Royal Caribbean Cruises, ACS, FedEx, Constant Contact, QuickBooks, and over 50 other local and national partners. BuyAlaska has been promoted globally through mailing lists.
- Provide entrepreneurial training to K-12 youth via the Alaska Lemonade Day program in over 50 communities statewide. Over 65 percent of the participants are Alaska Native.
- 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.

Major Component Accomplishments in 2021

In addition to items included in the University of Alaska Anchorage (RDU), additional effort was given to the reskilling, recovery, and supporting the private and public sector through COVID-19:

Leveraging Applied Learning via Apprenticeships: The Center for Strategic Partnerships and Research (CSPR) is working with the United States Department of Labor (USDOL) to help expand access to registered apprenticeship programs at UAA. CSPR will create campus-wide engagement and advance a “reskilling and recovery network” to provide career pathways for students who have completed registered apprenticeship programs to transfer their on-the-job training and related technical instruction toward college credit, expediting degree completion. This initiative includes multiple businesses, along with industry and education leaders, to identify current issues, develop solutions, and provide career trajectories for individuals who have suffered unemployment and financial turmoil during the pandemic. The CSPR serves as an authorized sponsor for multi-occupation apprenticeships for the UA system, meaning that the UA system can now establish USDOL registered apprenticeships for any occupation.

Providing applied learning opportunities: The Applied Environmental Research Center (AERC) operates with zero general funds. AERC leverages a Cooperative Agreement between the University and the U.S. Army Corps of Engineers (USACE) and Department of Defense (DoD). The Center serves to advance jobs and opportunities for Alaska. AERC employs University of Alaska faculty, staff, and students in a variety of applied research activities. AERC contracts focus on studying the impact of environmental changes and species survival, population dynamics, pollutants, and the interactions between humans, wildlife, and the environment. AERC also contracts with local Alaska businesses and industry partners. For example, Green Earth Landworks LLC (GEL) is an 8A women-owned company in Anchorage that provides heavy construction equipment and personnel for restoring land on JBER. Additionally, AERC established the first registered apprenticeship program for research technicians, where students are offered positions in applied research after successful completion.

Supporting the public sector during COVID-19: The Center for Economic Development (CED), beginning in March 2020, convened a weekly information-sharing forum that consisted of statewide economic development practitioners, legislators, municipal officials, Department of Commerce, Community, and Economic Development (DCCED) and Division of Community and Regional Affairs (DCRA), and others. The CED has also continued to provide expert testimony to the State Legislature: House Labor and Commerce, House State Affairs, and House Health and Social Services on matters about COVID-19 and the resulting economic impacts.

The Alaska Small Business Development Center created a COVID-19 business (private sector) resource page (<https://aksbdc.org/covid19/>), now referred to as one of the top COVID-19 resources in Alaska. Alaska SBDC staff also created the Daily Briefing in partnership with the SBA, the Foraker Group, and the State of Alaska. The Briefings were a series of online presentations and Q&A sessions with various federal, state, and local experts to get crucial information out. In all, the Alaska SBDC had over 6,300 attendees for their different COVID-19 training sessions, which helped their clients secure over \$76 million in COVID-19 relief funding. The Alaska SBDC also partnered with the Foraker Group to help hundreds of nonprofits who needed help in the face of COVID-19. The State of Alaska contracted the SBDC to serve as a technical advisor, and business resource for their AK CARES business grant program, providing how-to video guides, direct business assistance, and various informational resources facilitating the deployment of \$250 million to businesses statewide. The Alaska SBDC, in collaboration with municipalities, helped deploy over \$4 million in CARES Act and assisted over a dozen communities and Boroughs in Alaska in developing their COVID-19 relief-funded business relief programs, outreach, and economic development efforts.

The Alaska MEP serves to advance manufacturing in Alaska by providing services directly to manufacturers. During the COVID-19 pandemic, the Alaska MEP became a PPE matchmaker connecting healthcare providers to local manufacturers making PPE or other items demanded by a reduced supply chain. The Alaska MEP facilitated the matchmaking of PPE as discussed in the Anchorage RDU section.

Key Component Challenges

See University of Alaska Anchorage RDU

Significant Changes in Results to be Delivered in FY2023

See University of Alaska Anchorage RDU

Statutory and Regulatory Authority

No statutes and regulations.

Contact Information
<p>Contact: Michelle Rizk, Vice President, University Relations Phone: (907) 450-8187 E-mail: marizk@alaska.edu</p>

Component Detail All Funds
University of Alaska

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

Non-Formula Component

	FY2021 Actuals	FY2022 Conference Committee	FY2022 Authorized	FY2022 Management Plan	FY2023 Governor	FY2022 Management Plan vs FY2023 Governor	
71000 Personal Services	1,738.1	2,436.2	2,436.2	2,436.2	2,436.2	0.0	0.0%
72000 Travel	0.4	32.0	32.0	32.0	32.0	0.0	0.0%
73000 Services	1,195.3	1,091.4	1,091.4	1,091.4	1,091.4	0.0	0.0%
74000 Commodities	51.1	125.0	125.0	125.0	125.0	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%
Totals	2,984.9	3,684.6	3,684.6	3,684.6	3,684.6	0.0	0.0%
Fund Sources:							
1002 Fed Rcpts (Fed)	495.6	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)	98.9	550.0	550.0	550.0	550.0	0.0	0.0%
1174 UA I/A (Other)	520.2	725.0	725.0	725.0	725.0	0.0	0.0%
1265 COVID Fed (Fed)	910.6	0.0	0.0	0.0	0.0	0.0	0.0%
Unrestricted General (UGF)	959.6	959.6	959.6	959.6	959.6	0.0	0.0%
Designated General (DGF)	98.9	550.0	550.0	550.0	550.0	0.0	0.0%
Other Funds	520.2	975.0	975.0	975.0	975.0	0.0	0.0%
Federal Funds	1,406.2	1,200.0	1,200.0	1,200.0	1,200.0	0.0	0.0%
Positions:							
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 FY2022 Conference Committee To FY2022 Authorized *****												
FY2022 Conference Committee												
ConfCom		3,684.6	2,436.2	32.0	1,091.4	125.0	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											
Subtotal		3,684.6	2,436.2	32.0	1,091.4	125.0	0.0	0.0	0.0	0	0	0
***** Changes From FY2022 Management Plan To FY2023 Governor *****												
Totals		3,684.6	2,436.2	32.0	1,091.4	125.0	0.0	0.0	0.0	0	0	0

