

**State of Alaska
FY2025 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 funding and report through the suite of programs housed within the UAA Business Enterprise Institute (BEI). The 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. This engagement advances the economy and communities across Alaska through business and economic development. 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, The State Small Business Credit Initiative, 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. As 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.
- BuyAlaska partners include Norwegian Cruise Lines, Royal Caribbean Cruises, ACS, FedEx, Constant Contact, QuickBooks, and over 50 other local and national partners. BuyAlaska member businesses have been promoted globally through cruise ship mailing lists to millions of potential customers.
- Provide loan guarantees, loan collateral, loan participations, and equity fund investments to help lenders and investors provide new capital to Alaska's small businesses through the State Small Business Credit Initiative.
- Provide procurement training, counseling, and solicitation support throughout the state, and help inform Alaskan businesses of government contracting opportunities through its award-winning Bid Match program.

Major Component Accomplishments in 2023

Supporting Alaska's Businesses: The Alaska SBDC helped 1,634 clients in over 100 communities start 198 new businesses statewide, secure \$36 million in new private sector funding, and support 3,400 jobs. The SBDC provided

\$40,000 in grant funding to five Alaskan innovators to help them apply for Small Business and Innovation Research grants, resulting in over \$400,000 in federal funding for their projects. The SBDC also partnered with the State of Alaska to secure \$59 million in new funding for a loan guarantee, loan collateral, and loan participation funds to help underserved small businesses access private sector capital. Additionally, the SBDC created a collation of 129 Alaska tribes to secure \$93 million in Tribal State Small Business Credit Initiative (SSBCI) funds. These efforts have helped Alaskan entrepreneurs survive and thrive.

The Alaska APEX provided technical assistance to 486 businesses in over 60 communities statewide. Clients received 1,750 hours of training and education on contracting topics. Additionally, the Alaska APEX coordinated and hosted various Industry Day events. Industry Day events provide information on pending procurements, encourage competition, create a level playing field for all potential offerors, and educate businesses on procurement practices and policies. As a result of these core services, clients reported securing 2,062 government contracts worth \$1.08 billion.

In addition to the University of Alaska Anchorage (RDU), additional effort was given to reskilling, recovery, and supporting the private and public sector recovery efforts through other programs.

Leveraging Applied Learning via Apprenticeships: The Center for Strategic Partnerships and Research (CSPR) is working with the United States Department of Labor (USDOL) and the Alaska Department of Labor and Workforce Development (AKDOL&WD) to help expand access to registered apprenticeship programs for the University of Alaska system. CSPR is currently engaging with each of the colleges at UAA and developing career pathways for students to “earn while you learn.” Additionally, CSPR works directly with UAA’s Community and Technical College and provides pathways for individuals 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 and industry collaborations as well as 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. Current developments include “Peer Support Specialists”, Research Technicians, Line Cooks, Diesel and Heavy Equipment Mechanics, Automotive Service Technicians, as well as a new opportunity working across all UA universities to establish a new apprenticeship for teachers and educators who will serve the needs of the entire state and all education levels.

Providing Applied Learning Opportunities: The Applied Environmental Research Center (AERC) operates with zero general funds. AERC leverages a Cooperative Agreement between the university, the US Army Corps of Engineers (USACE), and the Department of Defense (DoD). The center serves to advance jobs and opportunities for Alaska. AERC employs University of Alaska faculty, staff, and students in various applied research activities. AERC contracts focus on studying environmental changes’ impact on species survival, population dynamics, pollutants, and the interactions between humans, wildlife, and the environment. Additionally, the AERC established the first registered apprenticeship program for research technicians, where students are offered positions in applied research after successful completion. The center was also recently awarded a new Cooperative Agreement with the National Park Service and performs similar environmental, wildlife, and climate change-related research to support the mission of the US Department of the Interior. The AERC has also been awarded funding to provide “teach the teacher” outreach and assist Alaska rural communities with curriculum development in Science, Technology, Engineering, and Mathematics (STEM) at the local level, as well as a new five year cooperative agreement with the US Department of Homeland Security through their Scientific Leadership Award where the Center provides a robust Arctic Summer Internship Program and is designing a new Fellowship program to engage underrepresented students in STEM programs and to engage them in active projects.

Key Component Challenges

See University of Alaska Anchorage Results Delivery Unit.

Significant Changes in Results to be Delivered in FY2025

See University of Alaska Anchorage Results Delivery Unit.

Statutory and Regulatory Authority

No statutes and regulations.

Contact Information
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Small Business Development Center Personal Services Information				
Authorized Positions			Personal Services Costs	
	<u>FY2024</u> <u>Management</u> <u>Plan</u>	<u>FY2025</u> <u>Governor</u>		
Full-time	2	2	Annual Salaries	0
Part-time	1	1	Premium Pay	0
Nonpermanent	0	0	Annual Benefits	0
			<i>Less % Vacancy Factor</i>	()
			Lump Sum Premium Pay	0
Totals	3	3	Total Personal Services	

Position Classification Summary					
Job Class Title	Anchorage	Fairbanks	Juneau	Others	Total
No personal services.					
Totals	0	0	0	0	0

Component Detail All Funds
University of Alaska

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

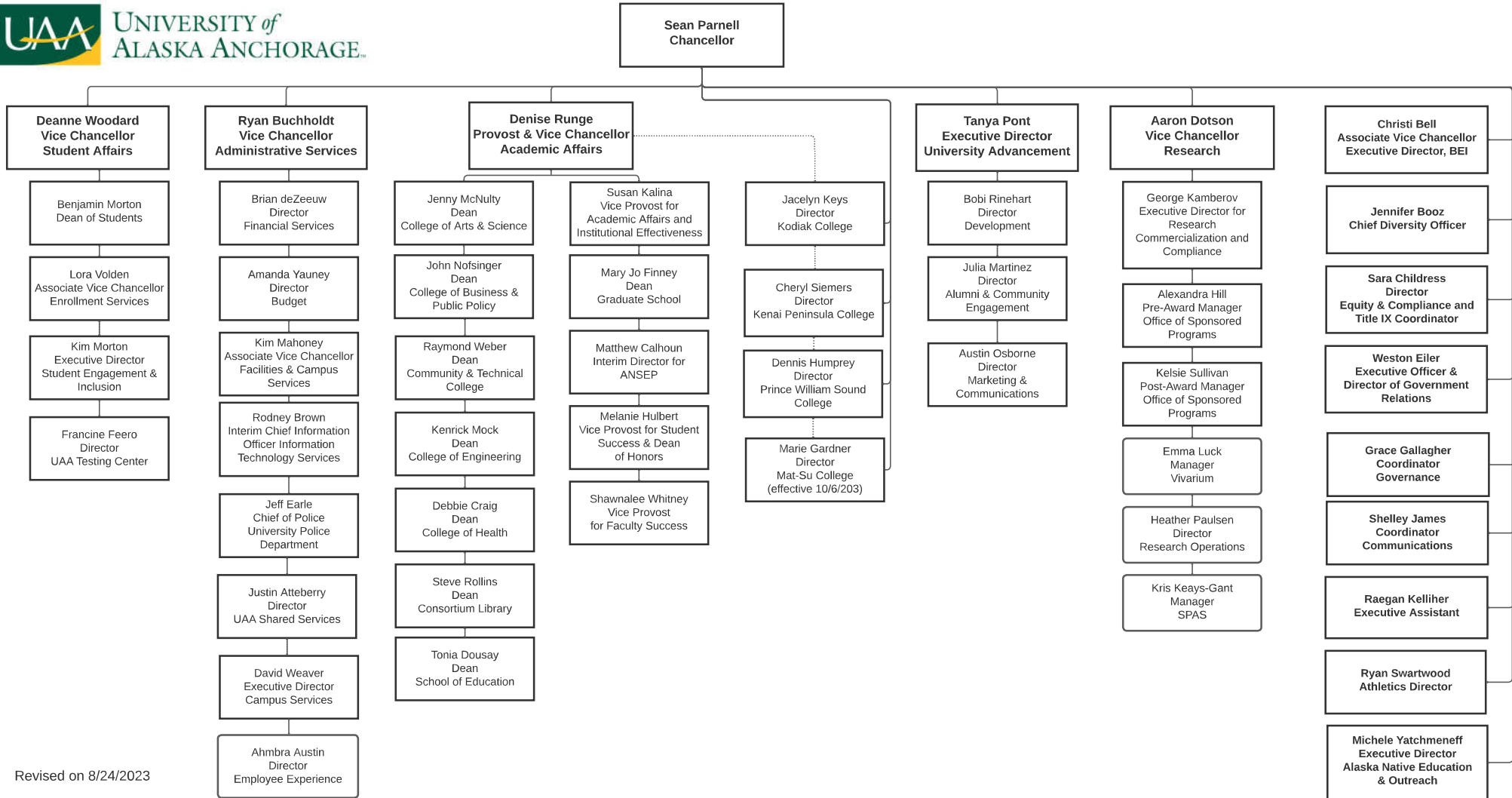
Non-Formula Component

	FY2023 Actuals	FY2024 Enrolled	FY2024 Authorized	FY2024 Management Plan	FY2025 Governor Adjusted Base	FY2025 Governor	FY2024 Management Plan vs FY2025 Governor		
1000 Personal Services	1,860.3	2,436.2	2,436.2	2,436.2	2,436.2	2,436.2	0.0	0.0%	
2000 Travel	14.6	32.0	32.0	32.0	32.0	32.0	0.0	0.0%	
3000 Services	1,080.3	1,091.4	1,091.4	1,091.4	1,091.4	1,091.4	0.0	0.0%	
4000 Commodities	6.2	125.0	125.0	125.0	125.0	125.0	0.0	0.0%	
5000 Capital Outlay	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0%	
7000 Grants, Benefits	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0%	
8000 Miscellaneous	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0%	
Totals	2,961.4	3,684.6	3,684.6	3,684.6	3,684.6	3,684.6	0.0	0.0%	
Fund Sources:									
1002 Fed Rcpts (Fed)	843.6	1,200.0	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	959.6	0.0	0.0%	
1007 I/A Rcpts (Other)	0.0	250.0	250.0	250.0	250.0	250.0	0.0	0.0%	
1048 Univ Rcpt (DGF)	505.9	550.0	550.0	550.0	550.0	550.0	0.0	0.0%	
1174 UA I/A (Other)	652.3	725.0	725.0	725.0	725.0	725.0	0.0	0.0%	
Unrestricted General (UGF)	959.6	959.6	959.6	959.6	959.6	959.6	0.0	0.0%	
Designated General (DGF)	505.9	550.0	550.0	550.0	550.0	550.0	0.0	0.0%	
Other Funds	652.3	975.0	975.0	975.0	975.0	975.0	0.0	0.0%	
Federal Funds	843.6	1,200.0	1,200.0	1,200.0	1,200.0	1,200.0	0.0	0.0%	
Positions:									
Permanent Full Time	0	0	0	2	2	2	0	0.0%	
Permanent Part Time	0	0	0	1	1	1	0	0.0%	
Non Permanent	0	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 FY2024 Enrolled To FY2024 Authorized *****												
FY2024 Enrolled												
Enrolled		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 FY2024 Authorized To FY2024 Management Plan *****												
Position Adjustments for Anticipated Position Count												
PosAdj	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2	1	0
Position adjustments deemed necessary to accurately reflect FY2024 Management Plan.												
Subtotal		3,684.6	2,436.2	32.0	1,091.4	125.0	0.0	0.0	0.0	2	1	0
***** Changes From FY2025 Governor Adjusted Base To FY2025 Governor *****												
Totals		3,684.6	2,436.2	32.0	1,091.4	125.0	0.0	0.0	0.0	2	1	0



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 may 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	Annual Benefits	Total Costs	UGF Estimate	
304120	Administrative Management 3	Anchorage	FT		APT - Exempt Employees	41.2%	113,000	46,556	159,556	159,556	
306350	Admin Specialist 3	Anchorage	PT		APT - Exempt Employees	41.2%	40,800	16,810	57,610	57,610	
309338	Administrative Management 4	Anchorage	FT		APT - Exempt Employees	41.2%	135,100	55,661	190,761	190,761	
Pool	UA Labor Pool	Anchorage	PT		Labor Pool	0.0%	2,028,312		2,028,312	657,920	
Total Position Costs							2,317,212	119,027	2,436,239	1,065,847	
							Federal Receipts (1002)		812,084		
							General Fund Receipts (1004)		1,065,847		
							Interagency Receipts (1007)		169,184		
							University Receipts (1048)		372,205		
							UA Intra-agency Transfers (1174)		16,918		
							UA Funding		2,436,239		

	Full Time Positions:	2
	Part Time Positions:	1
	Positions in Component:	3