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Alaska Small Business  
Development Center  
UAA BUSINESS ENTERPRISE INSTITUTE

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# ALASKA SBDC SERVICES AND PROGRAMS

JON BITTNER, STATE DIRECTOR  
ALASKA SBDC

# HOW CAN THE AK SBDC HELP?

## Business Advising

- Free and confidential
- SBDC Advisors are all certified SBA Foreign Trade Specialists
- Partnerships with the SBA, University of Alaska, State of Alaska, Export-Import Bank and others

## In-Person and Online Training

- Nearly 100 classes from financing to marketing and beyond
- Many available online, on-demand
- Don't see what you need? Let us know!

## Market Research and Tools

- SBDC provides several market and economic data sets
- Access free business, marketing and financial tools
- Variety of other online resources and reports

## Special Programs

- BuyAlaska, TREND, SSBCI, local partnerships, contract services



# We grow small business

## New to the Alaska SBDC?



### Advising

We offer no-cost, confidential, one-on-one business coaching. Our advisors assist with pre-launch, growth, recovery, buying & selling, funding assistance, and more.



### Workshops

We provide free and low-cost business workshops, both as on-demand self-service videos and via live webinars.



### Tools

Explore our collection of free documents, spreadsheets and templates that our advisors use on a regular basis.

Ready?

Let's Get Started



# Tools

Alaska SBDC tools are documents, spreadsheets and templates that our advisors use on a regular basis. You are welcome to access these resources to get started on business planning, financials, loan proposals, etc. Some of these resources may be self-explanatory, while others might require the assistance of an Alaska SBDC Advisor to ensure you are successful in your endeavors.

If you need assistance, [contact the Alaska SBDC](#) office nearest you.

SHOW: **All** Pre-Launch Already in Business Exit Stage

POPULAR

## 20 Questions Before Starting a Business

This is a perfect starting point to help explore the details of starting a new business.

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## Business Plan Outline

Whether you are starting a new business or preparing to apply for a loan, a business plan is a vital part of the process.

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## Financial Model Worksheets

Our most popular tool, the Financial Model, makes it easy to crunch numbers in any stage of business.

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## IBIS World Industry Research Report

Take a deep-dive into specific areas of your industry with an IBIS World report.

## 14 Steps to Reduce Bookkeeping Problems

Bookkeeping is vital to the success of any small business. Here are some tips to minimizing bookkeeping errors.



Suite of Services > Training

# Industry Toolkits

Our Industry Toolkits were designed to provide an in-depth overview of how to start a business within a specific industry. Each toolkit includes curated tools, links and resources important to help you navigate the areas specific to a particular industry.

## Opening a Bed and Breakfast in Alaska

📅 Added 8/17/21

## Opening a Body Art Shop in Alaska

📅 Added 8/17/21

## Opening a Brewery in Alaska

📅 Added 8/17/21

## Opening a Child Care Center in Alaska

📅 Added 8/17/21

## Opening a Construction Company in Alaska

📅 Added 8/17/21

## Opening a Food Business in Alaska

📅 Added 8/17/21

## Opening a Janitorial Service in Alaska

THINK LOCAL ▾

ALASKA BUSINESS DIRECTORY ▾



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# LOOK LOCAL FIRST

When local businesses succeed, Alaska thrives.

FIND A LOCAL BUSINESS

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- LOCAL BUSINESS SEARCH -





https://buyalaska.com/gifts/

80%



Started Alaska SBDC - Calend...

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# 'TIS THE SEASON TO SHOP LOCAL

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- GIFT CERTIFICATES
- JEWELRY

- ECO-FRIENDLY
- FOR HER
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- HANDCRAFTED
- PERSONAL CARE AND RELAXATION

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★ Business: [Equipment Source Inc](#)

📁 JHD36A Heavy duty 180 watt stereo App Ready – Control main functions from most Bluetooth®-enabled devices with the JENSEN




### JCB Kids toy

[Buy Now](#)

★ Business: [Equipment Source Inc](#)

📁 This JCB 86C-1 Midi Excavator perfectly replicated in 1:32 scale is a great addition to any collection. This model features [Read](#)

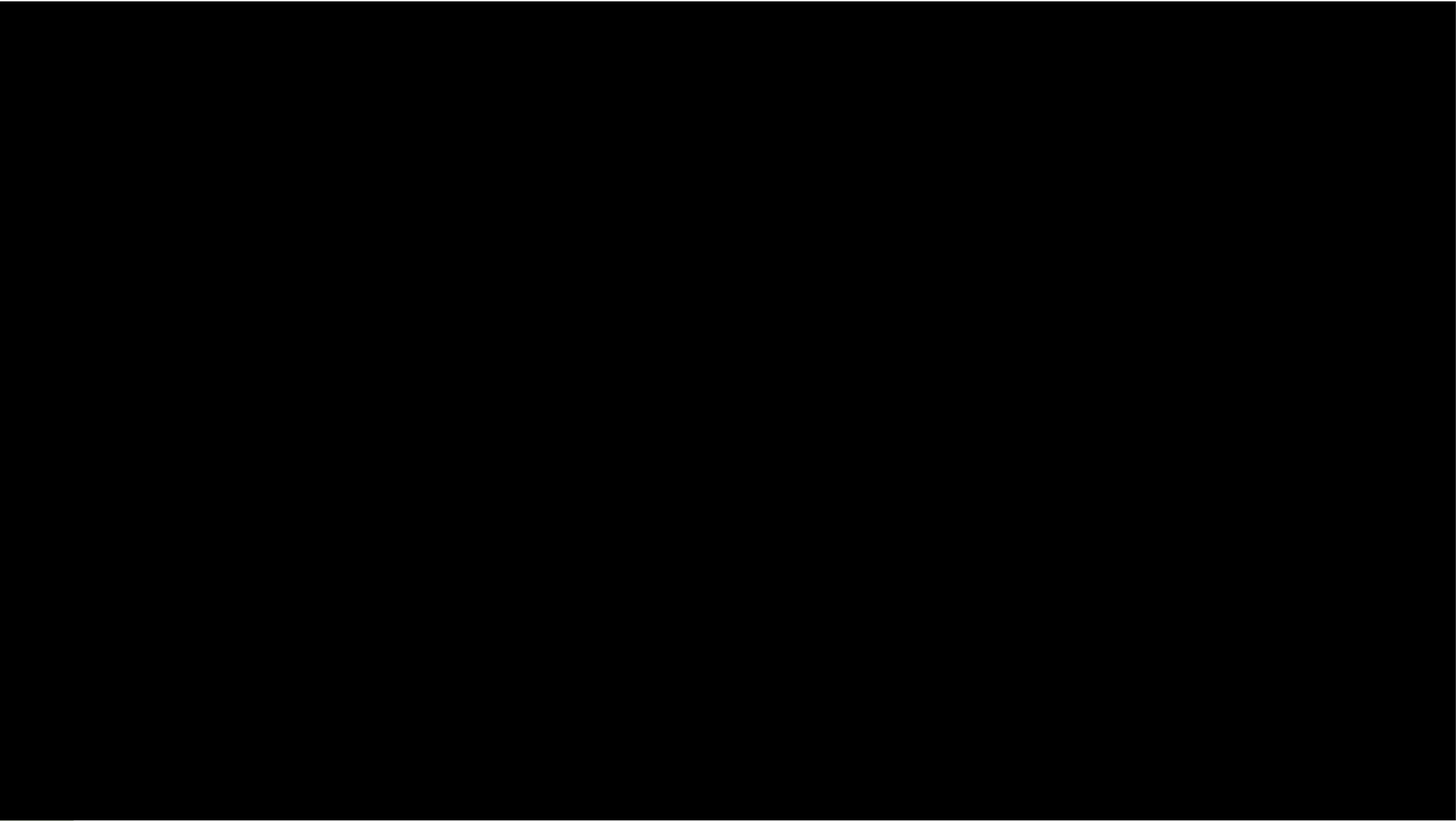


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# State Small Business Credit Initiative (SSBCI)

on this page:

- Overview
- Funding Programs
- Requirements
- Priorities & Objectives

## Overview

On March 11, 2021, President Biden signed The American Rescue Plan Act (ARPA), which reauthorized and funded the State Small Business Credit Initiative (SSBCI). The new version of the SSBCI program provides a combined \$10 billion to states, the District of Columbia, territories, and Tribal governments to empower small businesses to access capital needed to invest in job-creating opportunities as the country emerges from the pandemic.

The funds will also support promoting American entrepreneurship and democratizing access to startup capital across the country, including in rural and underserved communities.

### AT A GLANCE

#### SSBCI in Alaska

Alaska is allocated to receive roughly \$59,000,000 over the course of the 10-year program. The AK SBDC is the administrative lead on the program for the state and will deploy the funding to lenders and investment funds.

The Alaska SSBCI program is deploying it's \$59 million in funding through the following funding

# ALASKA SBDC'S SSBCI PROGRAM PROPOSALS

## Alaska SSBCI Program - \$59 million

- The State of Alaska asked the Alaska SBDC to develop and deploy Alaska's SSBCI funding
- State program will include loan guarantee, loan collateral, loan participation and equity
- Funding will be deployed statewide
- Loan guarantees and loan collateral will be in the form of CDs deposited at the lending institution
- Program will run for at least ten years

## Alaska Tribal SSBCI Program - \$93 million (may change based on tribal applications)

- The Alaska SBDC has gathered 129 of the 140 eligible tribes into a consortium proposal
- This is the largest Tribal SSBCI consortium in the country (next largest is around 12)
- Funds will be deployed through Loan Guarantee, Loan Participation, Loan Collateral and Equity
- Program will run for around 10 years
- Funding will prioritize tribal member owned businesses anywhere in US and businesses in tribal communities
- Funds will be returned to the tribes minus operating costs and losses after 10 years

## SSBCI PROGRAM OVERVIEWS

### **Loan Guarantee - \$32 million State/\$40 million Tribal**

- Guarantees will average around 50% of total loan (up to 80% in certain circumstances)
- The guarantee will be in the form of a CD deposited with the lending institution
- This program will be best for higher risk loans and businesses that have struggled due to COVID or economy

### **Loan Collateral - \$2 million State/\$16 million Tribal**

- Collateral will average around 20% (up to 25% in certain circumstances)
- The guarantee will be in the form of a CD deposited with the lending institution
- This program will be best for commercial fishing, tourism and other hard to collateralize industries

### **Loan Participation - \$15 million State/\$12 million Tribal**

- Loan participation will average around 50% of the total loan
- The SSBCI funds will be used to provide a lower interest and sometimes longer-term loan alongside bank loan
- This program will be best for businesses that might have difficulty making monthly payments at bank rates

### **Equity - \$10 million State/\$25 million Tribal**

- This program will be a fund-to-fund model offering to match private sector money 1:1
- The Tribal funds will also be used to develop non-traditional funding options

# THANK YOU

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**VISIT AKSBDC.ORG**

For small business tools, resources, workshops, and no-cost advising

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On social media @AlaskaSBDC

