



Alaska Small Business
Development Center

UNIVERSITY *of* ALASKA ANCHORAGE

U.S. Small Business Administration



Your Small Business Resource

ALASKA SBDC

ROBERT GREEN

HOMER BUSINESS ADVISOR



ALASKA SBDC

- What We Provide
 - No-cost, confidential business advising
 - Low-cost business workshops and webinars
 - Online resources and business tools

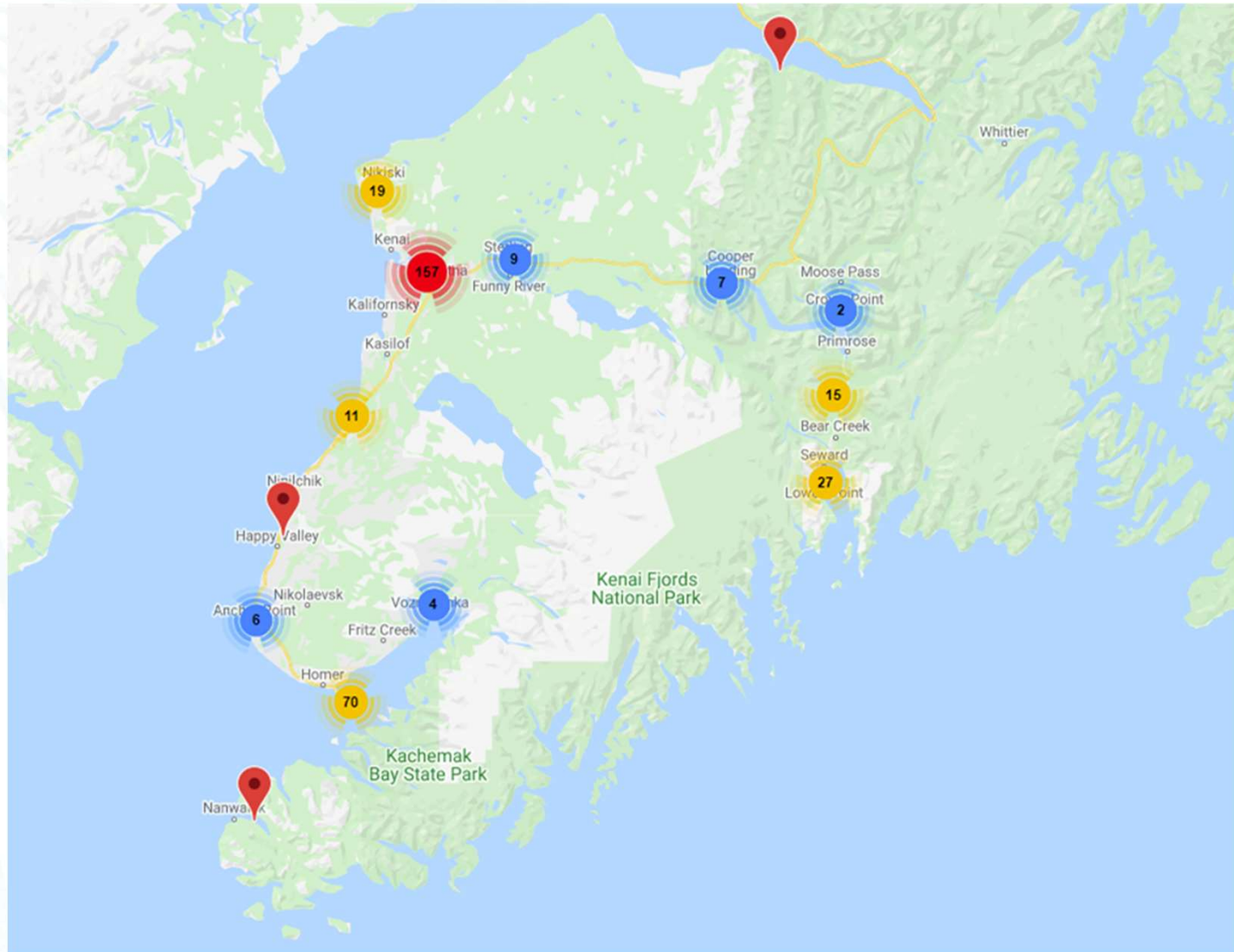




BUSINESS ADVISING

■ Top 10 Topics	Hours	%
1) Disaster Assistance	339.4	24.3
2) Startup Assistance	289.1	20.7
3) Financing/Capital	205.5	14.7
4) Managing a Business	154.7	11.1
5) Buy/Sell Business	109.0	7.8
6) Business Planning	62.0	4.4
7) Legal Issues	17.7	1.3
8) Marketing/Sales	12.1	0.9
9) Financial Planning	11.5	0.8
10) Accounting/Budgeting	9.0	0.6

BUSINESS ADVISING



WORKSHOPS

- All workshops free in FY21
 - LLCs in Alaska (\$50 value)
 - Business Insurance (\$50 value)
 - Creating Financial Projections (\$50 value)



ON-DEMAND

**How to Get a
Business License
in Alaska**

PRESENTED BY



RESOURCES

- Website: aksbdc.org
 - Excel financial projection model
 - Business planning checklists
 - COVID-19 Resource Center

A screenshot of the Alaska SBDC website's COVID-19 Resource Center page. The page has a clean, professional layout with a blue and green color scheme. At the top, there is a navigation bar with the text "Visit our COVID-19 Resource Center". Below this is the main header area, which includes the Alaska SBDC logo, the tagline "we grow small business", and a search bar. The main content area features a prominent heading "COVID-19 Resource Center" followed by a paragraph of introductory text. Below the text, there are three columns of links: "Funding Resources", "SBDC Daily Briefings", and "News".

Visit our COVID-19 Resource Center

Alaska Small Business Development Center
SBDC UAA BUSINESS ENTERPRISE INSTITUTE

we grow small business

SEARCH HERE ...

HOME BUSINESS LIFE CYCLE WORKSHOPS TOOLS ADVISING FAQ

NEWS CLIENT PROFILES ABOUT US CONTACT US DONATE

COVID-19 Resource Center

The impact of Coronavirus disease (COVID-19) on Alaskan communities and businesses is changing daily. The Alaska SBDC is here to support and prepare small businesses in the days, weeks, and months to come. Here you will find guidance, updates, and resources to help adapt in an unpredictable situation.

Though the EIDL and PPP loan programs both ran out of appropriations money; meaning they cannot accept *new* applications unless those programs are replenished, **applicants who have already submitted their applications will continue to be processed on a first-come, first-served basis.** To follow-up on your application, connect with the SBA Disaster Assistance Customer Service Center at 1-800-659-2955 (TTY: 1-800-877-8339) or [by e-mail](#).

[Funding Resources](#) [SBDC Daily Briefings](#) [News](#)



RESOURCES

- IBISWorld Subscription
 - 700+ industry reports
 - Updated 6-12 months
 - \$925 value each

- ProfitCents Subscription
 - 1,400+ industry benchmarks
 - Ratio analysis and business valuation capabilities
 - \$2,400 value each



INDUSTRY FINANCIAL DATA AND RATIOS
 Green: Company metrics highlighted in green are within the top 20% of the industry.
 Red: Company metrics highlighted in red are within the bottom 20% of the industry.

Industry-Specific Key Performance Indicators (KPIs)	Industry Data (Number of Financial Statements)				
	Company Data	Recent 12 Months	Distance from Industry	2016	2000-Present
Direct Labor Ratio	0.00%	--	--	--	--
Maintenance and Repairs to Sales	5.26%	--	--	--	4.90% (7)
Utilities to Sales	10.43%	--	--	--	8.80% (30)
Revenue per Employee	\$31,082	--	--	--	\$71,005 (16)

Financial Metric	Industry Data (Number of Financial Statements)				
	Company Data	Recent 12 Months (16)	Distance from Industry	2016 (14)	2000-Present (467)
Current Ratio	--	6.69	--	7.36	3.37
Quick Ratio	--	5.93	--	6.52	2.67
Gross Profit Margin	94.74%	97.65%	-2%	96.35%	95.99%
Net Profit Margin	11.08%	5.67%	95%	10.24%	4.77%
Inventory Days	0.00	--	--	--	17.62
Accounts Receivable Days	0.00	13.27	-100%	23.23	9.54
Accounts Payable Days	0.00	8.63	-100%	3.69	29.87
Interest Coverage Ratio	2.57	1.58	62%	1.77	4.13
Debt-to-Equity Ratio	0.81	9.28	-91%	9.09	3.80
Return on Equity	5.46%	5.81%	-6%	12.50%	8.85%
Return on Assets	3.02%	1.64%	84%	3.79%	3.87%
Gross Fixed Asset Turnover	0.26	0.40	-35%	0.46	0.63
Profit per Employee	\$3,443	--	--	--	\$2,856
Sales Growth	16.32%	-3.27%	599%	-3.27%	3.96%
Profit Growth	27.05%	75.23%	-64%	75.23%	11.06%

SUCCESS STORIES



“Every time we have had a major decision to make in the last 15 years, we have consulted first with the Alaska SBDC. We have grown our business slowly but steadily over this time. We have had every plan and financial projection for every growth step first edited by the counselor there.

- Jess Tenhoff
Nomad Shelter



SUCCESS STORIES

“We’re so grateful for the guidance SBDC has offered our small business. We’ve had them review our financials regularly to help us see where we’re meeting industry standards, where we can cut back and improve our systems for long-term success. We’re so grateful for the SBDC team and the resources they offer to our state’s small business community.”

- Emma Teal Laukitis
Salmon Sisters





THANK YOU

Robert Green
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