


**Alabama
Small Business Development Center
Network**

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SEPTEMBER 2016



THE UNIVERSITY OF
ALABAMA

**AMERICA'S
SBDC** **Nationwide Footprint**
ACCREDITED MEMBER

②

Most comprehensive small business assistance network in the United States and its territories.

- About 1,000 service centers nationwide, covering rural, urban, and suburban locations.
- SBDC's helped clients obtain \$4 billion in financing in 2013.
- Last year, SBDC clients received 2.8 million total hours of consulting and training services.




**AMERICA'S
SBDC** **Serving All Sectors**
ACCREDITED MEMBER

③

SBDC's serve women, minorities, and America's veterans.

Last year:

- **45%** of SBDC consulting clients were **women**,
- **22%** were **minorities**,
- And **8%** were **veterans**.



Statewide Operation

4

The slide features a map of Alabama divided into regions, with logos for several universities: University of North Alabama, JSU, Auburn University, LIWA, USA, and Troy University. A small circle with the number 4 is positioned above the map.

Core Services

5

- No-Cost, Confidential, One-on-One Counseling and Training
 - Start Your Business
 - ✦ Online Training: SmallBizU, Pitch-then-Plan, Money Training Academy
 - ✦ Alabama's Answers: *Small Business Guide for Alabama*
 - Grow Your Business
 - Finance Your Business
- Workshops
 - Free or low-cost
 - Management, Marketing, Finance

The slide lists core services under two main categories: 'No-Cost, Confidential, One-on-One Counseling and Training' and 'Workshops'. A small Alabama state seal logo is located at the bottom center.

Specialty Programs: Government Procurement

6

- **Procurement Technical Assistance Center (PTAC)**
 - Statewide coverage with 7 locations
 - Certified Contracting Specialists
 - Set-Aside Program for Small Businesses, Minorities
- **Free Bid-Matching System**

The slide includes the Alabama PTAC Program logo and a sticky note with a checklist: 'Save time', 'Find more bids', and 'Win more contracts!'. A small Alabama state seal logo is at the bottom center.

Specialty Programs: **Capital Access**

7

- **Capital Access Program**
 - SBA loan guaranty programs
504 and 7a programs
 - State Small Business Credit Initiative (ADECA)
 - Revolving loan programs
 - USDA Rural Development
 - Micro-lending institutions
 - Certified Development Financial Institutions
 - Private equity – venture development



Impact / Results

8

- **Over the last 5 years, ASBDC counselors:**
 - Worked 1-on-1 with 3,200 AL small businesses **per year.**
 - Provided training to 11,600 people per year.
- **Last year, the Capital Access Program:**
 - Helped clients with \$27 million in small business loans
 - Helped clients with \$54 million in equity funding
- **Clients working with the Procurement Program:**
 - Were awarded over \$2.2 Billion in contracts over the last 3 years.



Where do I start?

9

Call 877-825-7232

- Alabama SBDC Network
 - ASBDC.org
- ASBDC Procurement Program (PTAC)
 - AL-PTAC.org