



**KENAI PENINSULA BOROUGH
GRANTS MANAGEMENT**

M E M O R A N D U M

TO: Mike Navarre, Mayor
FROM: Brenda Ahlberg, Community & Fiscal Projects Manager
DATE: 14 November 2014 2014
SUBJECT: **FY15-1Q Non-department Grant Reports**

Attached are the FY15 first quarter grant reports for non-departmental awards.

CARTS – Central Area Rural Transit System
KPEDD – Kenai Peninsula Economic Development District
KPTMC – Kenai Peninsula Tourism Marketing Council
SBDC – Small Business Development Center



KENAI PENINSULA BOROUGH
 144 North Binkley Street • Soldotna, Alaska 99669-7599
 PHONE: (907) 714-2153 • FAX: (907) 714-2377
 EMAIL: bahiberg@kpb.us

FROM: CARTS
KPB ACCOUNT: 100.94910.CARTS.43010

Contract Amount: \$50,000
Ending: June 30, 2015

Financial / Progress Report

Submit Report To: Brenda Ahlberg
 Community & Fiscal Projects Manager
 Kenai Peninsula Borough
 144 N. Binkley St., Soldotna, AK 99669

Project Name: Public Transportation
Date: 10/12/14
Report No.: 1
Quarter From: 07/01/14
To: 09/30/14

GRANTS

OCT 12 2014

RECEIVED

FINANCIAL REPORT:

Cost Category	Authorized Budget	Expenditures from Last Report	Expenditures This Period	Total Expenditures to Date	Balance of Funds
Personnel	\$ 20,868.00	-	6,413.09	6,413.09	\$ 14,454.91
Travel		-	-	-	\$ -
Contractual	\$ 21,132.00	-	4,056.45	4,056.45	\$ 17,075.55
Supplies	\$ 8,000.00	-	2,375.00	2,375.00	\$ 5,625.00
Equipment		-	-	-	\$ -
		-		-	\$ -
TOTALS	\$ 50,000.00	-	\$ 12,844.54	\$ 12,844.54	\$ 37,155.46
Payment Request					\$ 12,844.54

PROGRESS REPORT: Describe activities that have occurred during this reporting period. Describe any challenges you may have experienced, any foreseen problems, and/or any special requests. Attach additional pages.

CARTS delivered 11,973 trips between July 1 and September 30. This brings the grand total of CARTS trips to 679,071. Work remains the leading reason customers ride with us –31% of our passengers are traveling back and forth to work or work related training. Next is personal/shopping and recreational pursuits. CARTS is continually working to be as efficient and effective as possible. Recently we signed up for FlashAlert which we will use to distribute service messages to customers in a timelier manner – such as service or office closures due to weather etc. We have learned from past experience this will be a valuable service for our customers.

This period 986 of the trips provided were in the Homer area. 59% of the trips in Homer are paid for by the person taking the ride, the remainder are trips purchased by an agency for their client. The number of trips is growing each quarter – this reporting period saw an increase of 11%. We are currently working on updating the Memorandum of Agreement between all partner agencies to better meet FTA requirements.

Grantee Certification: I certify that the above information is true and correct, and that expenditures have been made for the purpose of, and in accordance with, applicable grant agreement terms and conditions.

Signature: *Jennifer Beckmann* Date: 10/12/14
 Printed Name and Title: Jennifer Beckmann, Executive Director



KENAI PENINSULA BOROUGH
 144 North Binkley Street • Soldotna, Alaska 99669-7599
 PHONE: (907) 714-2153 • FAX: (907) 714-2377
 EMAIL: bahlberg@borough.kenai.ak.us

FROM: Kenai Peninsula Economic Development District **Contract Amount:** \$50,000.00
KPB ACCOUNT: 100.94910.KPRDD.43009 **Ending:** 6/30/15

Financial / Progress Report

Submit Report To:

Brenda Ahlberg
 Community & Fiscal Projects Manager
 Kenai Peninsula Borough
 144 N. Binkley St., Soldotna, AK 99669

Project Name: Kenai Peninsula Economic Development District

Date: October 9, 2014
Report No.: 1 of 4
Quarter From: July 1, 2014
To: September 30, 2014



FINANCIAL REPORT:

Cost Category	Authorized Budget	Expenditures from Last Report	Expenditures This Period	Total Expenditures to Date	Balance of Funds
Personnel	\$ 50,000.00	-	12,500.00	12,500.00	\$ 37,500.00
Travel		-	-	-	\$ -
Contractual					\$ -
Supplies		-	-	-	\$ -
Equipment		-	-	-	\$ -
TOTALS	\$ 50,000.00	-	\$ 12,500.00	\$ 12,500.00	\$ 37,500.00

Advance funding	\$ -
Expenditures applied to advance	-
Remaining Advance Balance	\$ -

PROGRESS REPORT: Describe activities that have occurred during this reporting period. Describe any challenges you may have experienced, any foreseen problems, and/or any special requests. Attach additional pages.

See Attached

Grantee Certification: I certify that the above information is true and correct, and that expenditures have been made for the purpose of, and in accordance with, applicable grant agreement terms and conditions.

Signature: *Rick A. Roeske*

Date: 10/9/14

Printed Name and Title: Rick A. Roeske, Executive Director

Kenai Peninsula Economic Development District

Kenai Peninsula Borough Quarterly Progress Report

KPB Account: 100.94910.KPRDD.43009

Report Period July 1, 2014 to September 30, 2014

SCOPE OF WORK

Economic Development Partnerships

9/30/14

KPEDD provides administrative and accounting support to the Kenai Peninsula Construction Academy (KPCA) a 501(c)(3).

KPEDD was approved by the State of Alaska, Alaska Commission Postsecondary Education Authorization of Operate a Postsecondary Educational Institution through June 21, 2014.

The Small Business Development Center (SBDC) partners with KPEDD by referring potential clients for the QuickBooks Training.

The State of Alaska has purchased a database program called Business Retention and Expansion (BRE) for all ARDORS and Sub-Licenses to conduct interviews with local businesses and enter them into the system. There will be a limited, restricted use by the licenses holders and sublicense holders.

Negotiating, gathering and assembling, researching the data sets for the Situations and Prospects projects. Also, working in the community and small business support and development within the Kenai Peninsula Borough. Travel to Homer, Seward including the unincorporated areas between gathering information for the Business Retention and Expansion (BRE) project and Comprehensive Economic Development Strategy (CEDS).

Small Business Assistance

9/30/14

KPEDD is continuing to support the community by offering the QuickBooks training and will travel to any Kenai Peninsula area with an interest in working with the local agencies.

KPEDD is still continuing to offer support to clients with the first hour of service free to evaluate the scope of work and a plan of action. Client time ranges from 2 to 10 hours for one on one support and training.

KPEDD is in the process of BRE training and will be gathering information to assist the small businesses on the Kenai Peninsula for Business Retention and Expansion. The information gathered will be used exclusively to assist small businesses be efficient and successful.

Workshops and Forums

9/30/14

KPEDD is in the planning stages of the 2015 Industry Outlook Forum that will be held in Kenai on January 7 & 8, 2015. We are incorporating the theme of "Cook Inlet Renaissance Continues" -"The Impacts of Success"

KPEDD would like to plan a community forum outside of Kenai or Soldotna to bring awareness of the projects going on in that area for the upcoming year. Last year KPEDD attempted to have the City of Seward as our first Community Forum, however planning and time constraints prevented it from being completed. We will work toward 2015 to attempt another forum.



KENAI PENINSULA BOROUGH
 144 North Binkley Street • Soldotna, Alaska 99669-7599
PHONE: (907) 714-2153 • **FAX:** (907) 714-2377
EMAIL: bahlberg@borough.kenai.ak.us

FROM: KPTMC
KPB ACCOUNT: 100.94910.KPTMC.43021

Contract Amount: \$300,000
Ending: June 30, 2015

Financial / Progress Report

Submit Report To:
 Brenda Ahiberg
 Community & Fiscal Projects Manager
 Kenai Peninsula Borough
 144 N. Binkley St., Soldotna, AK 99669

Project Name: Tourism Marketing/Peninsula Promotion
Date: October 15, 2014
Report No.: 1
Quarter From: July 1, 2014
To: September 31, 2014

GRANTS

OCT 15 2014

RECEIVED

FINANCIAL REPORT:

Cost Category	Authorized Budget	Expenditures from Last Report	Expenditures This Period	Total Expenditures to Date	Balance of Funds
Personnel	\$ 42,200.00		\$ 10,046.13	\$10,046.13	\$ 32,153.87
Travel	\$ 15,200.00		\$ 3,052.44	\$ 3,052.44	\$ 12,147.56
Adv/Marketing	\$ 242,600.00		\$ 95,102.16	\$ 95,102.16	\$ 147,497.84
					\$ -
TOTALS		\$ -	\$ 108,200.73	\$ 108,200.73	\$ 191,799.27
Payment Request					\$ 108,200.73

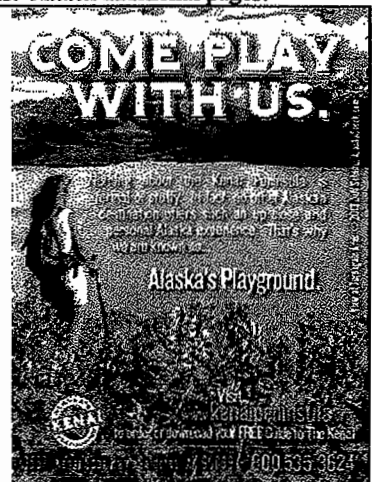
PROGRESS REPORT: Describe activities that have occurred during this reporting period. Describe any challenges you may have experienced, any foreseen problems, and/or any special requests. Attach additional pages.

Situation Analysis: Alaska Visitors Reach an All-Time High

A recent report highlights the positive impact Alaska Travel Industry Association (ATIA) members and partners have in strengthening Alaska's economy and in job creation across the state.

The State of Alaska Department of Commerce, Community, and Economic Development recently released the Alaska Visitor Statistics Program (AVSP) VI Interim Visitor Volume Report for Fall/Winter 2013-2014 which includes many positive travel industry indicators.

Interim AVSP Report Highlights:



- 2013-2014 full-year visitation was 1,966,700 people. The largest number of visitors to the State of Alaska in history.
- Summer 2013 visitation was up by 7 percent from summer 2012.
- Fall/winter visitor volume in 2013-2014 was up by 4 percent from 2012-2013.

“Alaska’s tourism industry enjoyed a robust 2013,” said Susan Bell, Department of Commerce, Community, and Economic Development (DCCED) Commissioner. “Increased cruise ship calls and new air service, including domestic and international routes, are driving the growth.”

The report highlights recovery in Alaska visitor numbers in recent years. More than six percent growth during the 2013-14 visitor season marks the most significant period of growth in a single year since 2005-06, and the third consecutive year of growth after the recession-impacted period of 2008-09 to 2010-11.

“We are seeing the benefits of an effective tourism marketing program,” said Bell, “exemplified by events like NBC’s recent broadcast of the Today Show from Juneau, which featured some of the state’s many travel attractions.”

A robust marketing program, combined with reasonable regulations and a positive business environment are all part of a comprehensive strategy to grow Alaska’s tourism industry.

Preliminary reports are estimating visitor numbers grew by another 2-3% during the 2014 summer season.

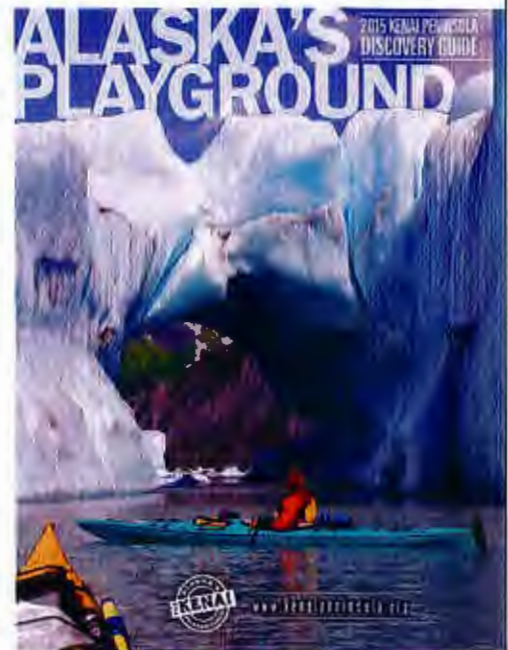
2015 Membership Campaign Overview:

Although revenues from membership dues were slightly down during our 2015 Membership Campaign cycle, guide advertising was slightly up and website advertising was up by more than 100%. The average transaction for the 2015 membership cycle (including membership, guide and web services) was \$760.98, compared to an average transaction amount of \$724.66 for the previous 2014 membership cycle. More revenue will continue to come in from our members as they sign up to participate in our Passport, travel show co-op and other programs over the course of the fall and winter.

The 2015 Discovery Guide will be available for distribution in early November.

Membership → \$34,800.00 (274 Members Total)
 Guide Sales → \$138,210.50
 Web Sales → \$21,800.00

2014 Membership Campaign Overview:
 Membership → \$36,300.00 (280 Members Total)
 Guide Sales → \$136,268.00
 Web Sales → \$9,100.00

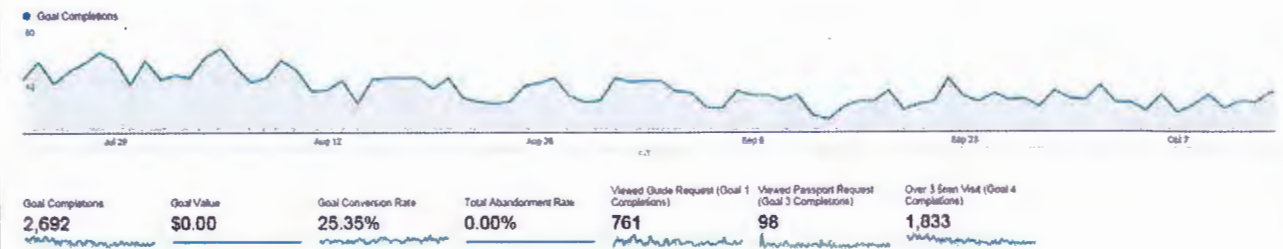


2014 www.kenaipeninsula.org Web Highlights:



In 2015 KPTMC spent less on pay-per-click advertising and online banner campaigns to direct traffic to the www.kenaipeninsula.org website than we did in 2013. Instead of channeling more money towards 3rd party traffic solutions, KPTMC chose to take a more hands-on, organic approach to increasing traffic by relying more on print, backlinks from our blog and social media and also by including more event details in our online calendar for increased Search Engine Optimization. The result was that our metrics were fairly flat. Our bounce rate and average session duration were within 1% of last year, while there was a drop of 6% for visits and 11% for total page views. Our percentage of new visitors did increase slightly, by about 1%.

Our conversion rate for www.kenaipeninsula.org remains high, with 25% of visits to our website resulting in the request of a guide, the request of a passport or a visit which lasts more than 3.5 minutes.



We Need YouTube

The Kenai, Alaska's Playground is continuing to overhaul on our digital media outreach and the good news is... We want everyone on The Kenai to join us! Recently, we renovated our YouTube. The Kenai, Alaska's Playground has added a trailer video, optimized our description with keyword heavy terms and interconnected relevant social media networks.

Our next steps are to reach out to our members and begin sharing through our networks.



Help us boost our visibility! Go to [YouTube.com/user/AKsplayground](https://www.youtube.com/user/AKsplayground) and **Subscribe**, **Give Our Videos a Thumbs Up**, **Leave a Comment!**

Social Media:

KPTMC is continuing to knock it out of the park with our Facebook efforts. Since the beginning of this reporting period we have grown over 9,500 fans, for a total of 28,828 likes.

We were recently recognized at the Alaska Travel Industry Association Convention as having one of the best run Facebook pages in the State of Alaska.

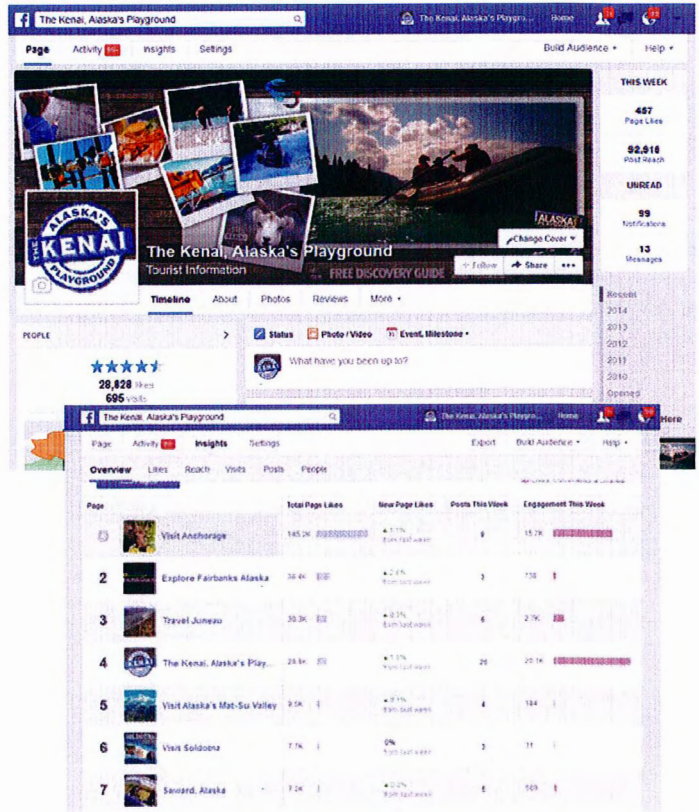
Our engagement (people interacting and sharing our posts) consistently beats the Visit Anchorage page with over 100,000 fans. This week alone we have had over 21,000 interactions with our posts.

Check out our page at:

- <https://www.facebook.com/thekenai>

And read our bi-weekly blog at:

- <http://thekenai.wordpress.com/>



Ram 1500 Stay & Play Raffle:

Soldotna, AK, September 18, 2014- The Kenai Peninsula Tourism Marketing Council (KPTMC) is happy to announce the winners of the RAM 1500 Stay & Play Raffle. This exciting raffle offered residents & visitors alike a vast array of enticing prizes, derived through a lucrative partnership with Stanley Chrysler, located in Soldotna, AK, who offered up a RAM 1500 vehicle donation, as well as many great sponsors including the Homer Chamber of Commerce, Kenai Chamber of Commerce & Visitor's Center, Seward Chamber of Commerce, Soldotna Chamber of Commerce, & Sportsman's Warehouse.

For the last 6 months tickets were sold at KPTMC, Stanley Chrysler, and all of the sponsoring locations for \$50.00 apiece.

Winners were drawn on Tuesday, September 16th at a joint Kenai and Soldotna Chamber of Commerce Luncheon. The top prize, a 2012 RAM 1500 Truck from Stanley Chrysler, went to a local Soldotna man, Mike Erstrom. Erstrom had bought two tickets just 3 days before at a Brown Bears Hockey game at the Soldotna Sports Complex. Erstrom stated that he was really just looking at the tickets as a way to donate money to a good cause, but he was thrilled to learn he had won.

A 14' Recreational Kayak with Thule Rack from Sportsman's Warehouse was awarded to Jo A. Earls of Homer, who said she has been looking at buying a Kayak for several years.

"Stay & Play" packages in Seward, Soldotna, Kenai and Homer were won by Roberta Quinturell, Lisa Beranek, Rod Perterkin and Rick Abbot. Linda Swarner took home a certificate for free auto detailing for a year from Stanley Chrysler, and Douglas Sherwood rounded out the winnings with free oil changes for a year, also from Stanley Chrysler.



"Because of these great partnerships and sponsors, we were beyond-thrilled to have the opportunity to offer residents & visitors such an exciting way to further enjoy, & get excited about The Kenai, Alaska's Playground®! We have the pleasure of falling in love with the Kenai Peninsula day after day through the work that we do and the relationships that we cultivate. But to have that same passionate response from so many other local businesses who are truly so passionate about their communities, is remarkable. The best part is that all of the money raised goes back into helping the Kenai Peninsula businesses, and overall economy grow & prosper!" – Shanon Hamrick, KPTMC

In addition to being outfitted with a bright red recreational kayak, the RAM 1500 truck that was raffled off has a full high-graphic vehicle wrap applied to it messaging the KPTMC's brand; The Kenai, Alaska's Playground®. With one side featuring a brown bear diving into the river after a sockeye salmon, and the other side displaying a patriotic bald eagle, the truck turned heads and drew some exciting attention to all that the Kenai Peninsula has to offer. Throughout the summer this truck was spotted cruising around to all of the largest events happening throughout the many communities on the Kenai Peninsula, or parked outside one of the sponsoring locations.

"We could not be more thrilled for this exciting opportunity! If by donating a truck and a couple of cool prizes, we can show our love, support, and pride for the Kenai Peninsula and all of the residents and visitors living, working, & enjoying The Kenai, Alaska's Playground® - mission accomplished. We are so prideful of our community and to have the opportunity to partner with KPTMC and all of the great sponsors to help spearhead such an exciting campaign is like a dream come true! To thank the community for buying local, we figured, why not give local?!" – Courtney Stanley, Stanley Chrysler

All of the money raised from this raffle will go back into marketing the entire Kenai Peninsula as Alaska's Playground.

Community Outreach: KPTMC is in the process of recruiting industry stakeholders and leaders to volunteer for the 2015 BOD. Prospective board members must have been a member of KPTMC for a minimum of six months and support the Council's mission: "To promote, develop and coordinate visitation to the Kenai Peninsula, and create an awareness and understanding of tourism's effect on, and enhancement of, the local economy and resident's quality of life."

We will also continue to educate the public on the importance of tourism to The Kenai's economy through efforts like the info graphic we created and distributed below.

TOURISM

IT'S EVERYONES BUSINESS

SOME OF THE TOP REASONS VISITORS CHOOSE ALASKA

98% of Alaska visitors are satisfied with their trip. Alaska gets high marks for tours and activities, but also for having **FRIENDLY RESIDENTS.**



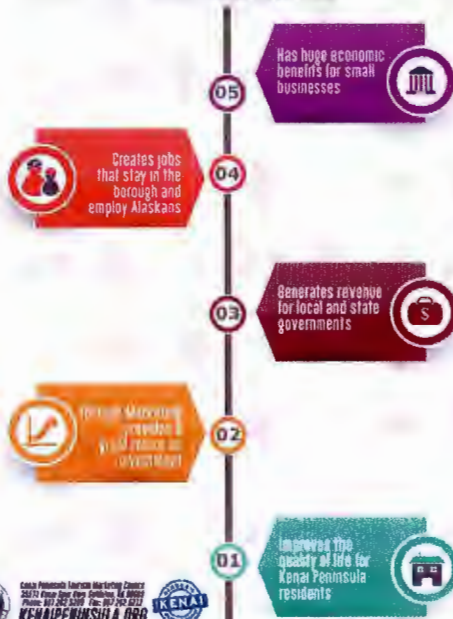
WHAT DOES TOURISM MEAN FOR YOU?

EACH U.S. HOUSEHOLD WOULD PAY **\$1,000** MORE IN TAXES WITHOUT THE REVENUE GENERATED BY TRAVEL AND TOURISM.

25% of Kenai Peninsula Borough Sales Tax comes from visitors.

YOU SHOULD KNOW...

Alaska's visitor industry is still unfolding, so keep supporting it. Kenai Peninsula tourism:



ALASKA'S

1.8 Million Annual visitors contribute more than **\$208 MILLION** annually to state and local governments in taxes and fees.

HOW CAN YOU HELP?



Kenai Peninsula Borough Marketing Council
25175 Kenai Spur Road, Kenai, AK 99550
Phone: 907.262.2500 Fax: 907.262.8112
KENAIPENINSULA.ORG

01 02 03 04 05

KPTMC's Executive Director, Shanon Hamrick, has been appointed to the Board of the Alaska Travel Industry Association.
Attachment B "Budget, Timeline of Deliverables and Reporting Form"

6 *SH* initials

Grantee Certification: I certify that the above information is true and correct, and that expenditures have been made for the purpose of, and in accordance with, applicable grant agreement terms and conditions.

Signature: _____ Date: October 15, 2014

Printed Name and Title: Shanon Hamrick, Executive Director



Alaska Small Business Development Center

SBDC UNIVERSITY of ALASKA ANCHORAGE

October 1, 2014

Mayor Mike Navarre
Kenai Peninsula Borough
144 N. Binkley Street
Soldotna, AK. 99669



Dear Mayor Navarre:

I'm pleased to offer the attached Alaska Small Business Development Center South West Region (SBDC-SW) report for your review. First quarter results are as follows:

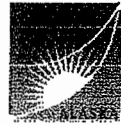
- Total # of clients counseled: 64
- New clients counseled: 27
- New businesses: 4
- Jobs created: 10
- Capital infusion: \$0

During the first quarter of FY15, in addition to providing ongoing services to business owners resulting in the above mentioned scorecard metrics, the SBDC-SW:

- Attended the National SBDC conference and provided a presentation to other SBDC's sharing information about the Alaska SBDC's continuing Baldrige journey.
- Continued operating under the umbrella of the UAA Business Enterprise Institute (BEI) thereby increasing services available to businesses. For example, BEI is working with the City of Seward, and the Seward Chamber of Commerce to offer an ongoing community participative effort known as "Strategic Doing".

Sincerely,

Bryan Zak
Assistant State Director
Alaska SBDC - South West Region
43335 Kalifornsky Beach Road, Suite 12
Soldotna, AK 99669



**Alaska Small Business
Development Center**

SBDC UNIVERSITY of ALASKA ANCHORAGE

**Alaska Small Business Development Center - Southwest Region
43335 Kalifornsky Beach Rd., Suite 12
Soldotna, AK 99669
(907)260-5629**

**First Quarter Report
FY2015
July 1, 2014 through September 30, 2014**

**Presented to:
Kenai Peninsula Borough
Mayor Mike Navarre
144 North Binkley Street
Soldotna, AK 99669**

October 1, 2014

The focus of the Alaska Small Business Development Center Southwest Region (SBDC-SW) is on existing businesses that are looking to grow, although we offer our services to all current and future business owners on the Kenai Peninsula.

Our mission is to advance small businesses in Alaska, and our vision is that our streamlined network of interactive tools and resources makes us the business community partner of choice helping businesses thrive and create a lasting impact. The hallmark to our services is the free, one-on-one, confidential advising to meet each client's needs. An advising session may cover a myriad of topics related to business, including business plan development and review, business projections, cash flow analysis, marketing, bookkeeping, loan packaging, licensing and permitting, to name a few.

The SBDC-SW also provides entrepreneurs access to business libraries at AVTEC in Seward, and at the SBDC offices in Soldotna and Homer. Additionally, computers with internet connections are available for conducting research, and business training is provided through no- and low-cost seminars, workshops, and webinars. The Offices in Soldotna, Homer, and Seward offer further assistance through SBDC-SW's partner program PTAC, which provides assistance with state, federal and local government procurement opportunities. Other available resources include a set of business tools at www.aksbdc.org, access to market research, and a statewide network of knowledgeable staff.

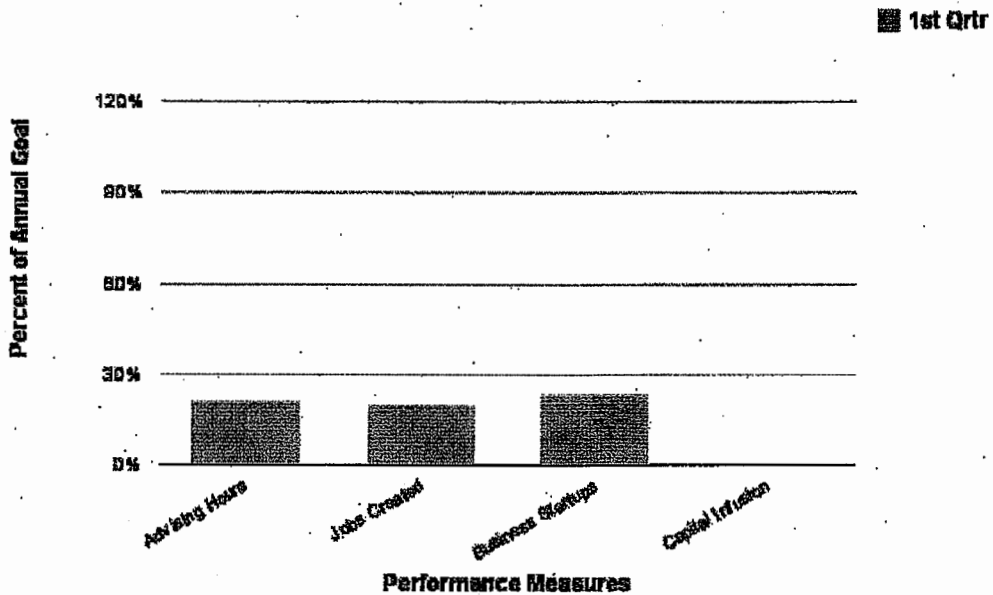
On the Kenai Peninsula the SBDC-SW has established collaborative relationships with the University of Alaska Center for Economic Development, the Kenai Peninsula Borough, all of the Chambers of Commerce, the cities of Homer and Seward, as well as the Kenai Peninsula Tourism Marketing Council and the Kenai Peninsula Economic Development District. These relationships provide a small amount of funding or in-kind services, and promote our workshops and advising in their newsletters, websites, and blogs. The South West SBDC director stays active as an individual within the Borough and was recognized by the community for his work in the Tourism industry during this year's 2014 Industry Appreciation Days.

In addition to the client-focused results highlighted below, the organization also continues to work on improving its performance and efficiency. Throughout the first quarter the Alaska SBDC continued its "Baldrige journey" working to achieve excellence in the services provided. In an effort to continually improve, in the second quarter the Alaska SBDC will be reviewing last year's results and setting increased goals, with accompanying action and performance plans.

Performance Indicators and Progress To-Date

The SBDC-SW performance measures for the first quarter FY2015 (7/1/2014 through 9/30/14) are depicted in the figure below and explained in this report. With the first quarter completed we are able to measure our progress against our strategic goals for business start-ups, clients advised, jobs created, and capital infusion. All measures indicate we are maintaining our significant high level of service to our clients and they in return have invested additional capital and created and retained jobs.

Kenai Peninsula Center (7/1/14 - 6/30/15)



Number of Clients advised Current Quarter: 64
YTD: 27 unique clients

During the first quarter, 64 clients received advising assistance. This represents 159.75 hours spent with clients in the quarter. Since the beginning of the fiscal year (YTD), 27 individual clients met with a business advisor one or more times. Of clients that are currently in business, 21 are women-owned businesses, 17 are male-owned and 16 have two or more owners.

Our free, confidential advising is offered to all individuals seeking assistance. Due to the volume of requests for advising, the SBDC-SW has segmented its clients into the following life cycles: Think, Launch, Grow, Reinvent and Exit. By understanding the stage of a client's business, both the client and the counselor work more efficiently and produce results more effectively.

In order to be considered a reportable advising session the client's initial advising session must be no less than one hour with the business advisor. Follow-up advising sessions can be any length of time. Although the Business Advisor offers information and advice to clients on an ongoing regular basis via telephone, email or in person, only the reportable sessions are listed.

The regional results reported below represent the SBDC-SW's Key Performance Indicators (KPI's) which are each tied to our Key Performance Measures. The trend for all KPI's continue to indicate a steady upward trend and we attribute this to our organization's Baldrige Journey to achieve performance excellence.

Jobs Created**Current Quarter: 10 new****YTD: 10**

During the first quarter, 10 new jobs were added and these jobs are associated with business in the following sectors:

- accommodation/food service (30%)
- service (30%)
- retail (20%)
- agriculture (10%)
- manufacturer/producer (10%)

Business Starts**Current Quarter: 4****YTD: 4**

Additionally, results for business starts shows a positive trend as business owners continue to take advantage of low interest rates and new business opportunities. An enterprise is considered "in-business" when all required licensing/permitting is acquired and has either payroll, acquired debt or equity capital, incurred business expenses, and/or has a sale. During the first quarter, we had 4 new businesses created in the following sectors: accommodation/food service, agriculture, retail and service establishment.

Capital Infusion**Current Quarter: \$0****YTD: \$0**

Capital Infusion was low in the first quarter as clients either closed and the capital infusion was reported at in the fourth quarter of FY 2014, or has not yet closed and will be reported in the second quarter of FY 2015.

TOTAL TO DATE:

SBA Loans: \$0

Non-SBA: \$0

Non-Debt Financing: \$0

Training Events & Attendees**YTD Events: 0****YTD Attendees: 0**

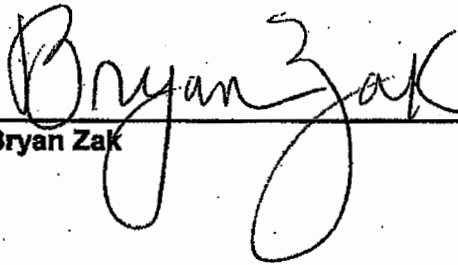
Training events, in the form of workshops and classes, are available through the SBDC-SW office. These trainings may be provided by the Business Advisor or other professionals. During the first quarter, the SW Alaska began using the State SBDC Center's webinars and communicating these through monthly newsletters. The training topics covered throughout the year include pre-business training, bookkeeping, cash flow management, and financing options.

The SBDC-SW workshops continue to be available via an online software, ReadyTalk. An individual needs only a computer, internet connection, and phone line to join the workshop. These workshops are also archived so our customers can view at times that are convenient for them. It is important for any client to be able to access our workshops anytime, and our actual attendance at our real time workshops has also continued to have strong attendance and

excellent customer feedback on the evaluations.

We anticipate many new improvements over the next fiscal year for workshops. It will be our pleasure to keep you posted on new developments and technology that will better assist business start-ups and growth.

I certify that to the best of my knowledge, the information contained herein is accurate and reflects the activities executed by the SBDC-SW during the first Quarter FY15.



Bryan Zak

10-1-2014

October 1, 2014