



Alaska Small Business
Development Center

UNIVERSITY *of* ALASKA ANCHORAGE

U.S. Small Business Administration



FY26 FUNDING REQUEST

CLIFF COCHRAN, CENTER DIRECTOR



KENAI PENINSULA CENTER

- Center Director
 - Cliff Cochran, MBA

- Homer Business Advisor
 - Robert Green

- Seward Business Advisor
 - KellyAnn Cavaretta, MBA





ALASKA SBDC

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



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We grow small business

BUSINESS ADVISING

■ Top Topics in FY24	Hours	%
1. Startup Assistance	727.8	39.0
2. General Assistance	428.4	23.0
3. Financing/Capital	233.4	12.5
4. Buy/Sell Business	212.2	11.4
5. Business Planning	102.7	5.5



*Jill Zank, MS, CCC-SLP,
Changing Tides
Therapy Services*

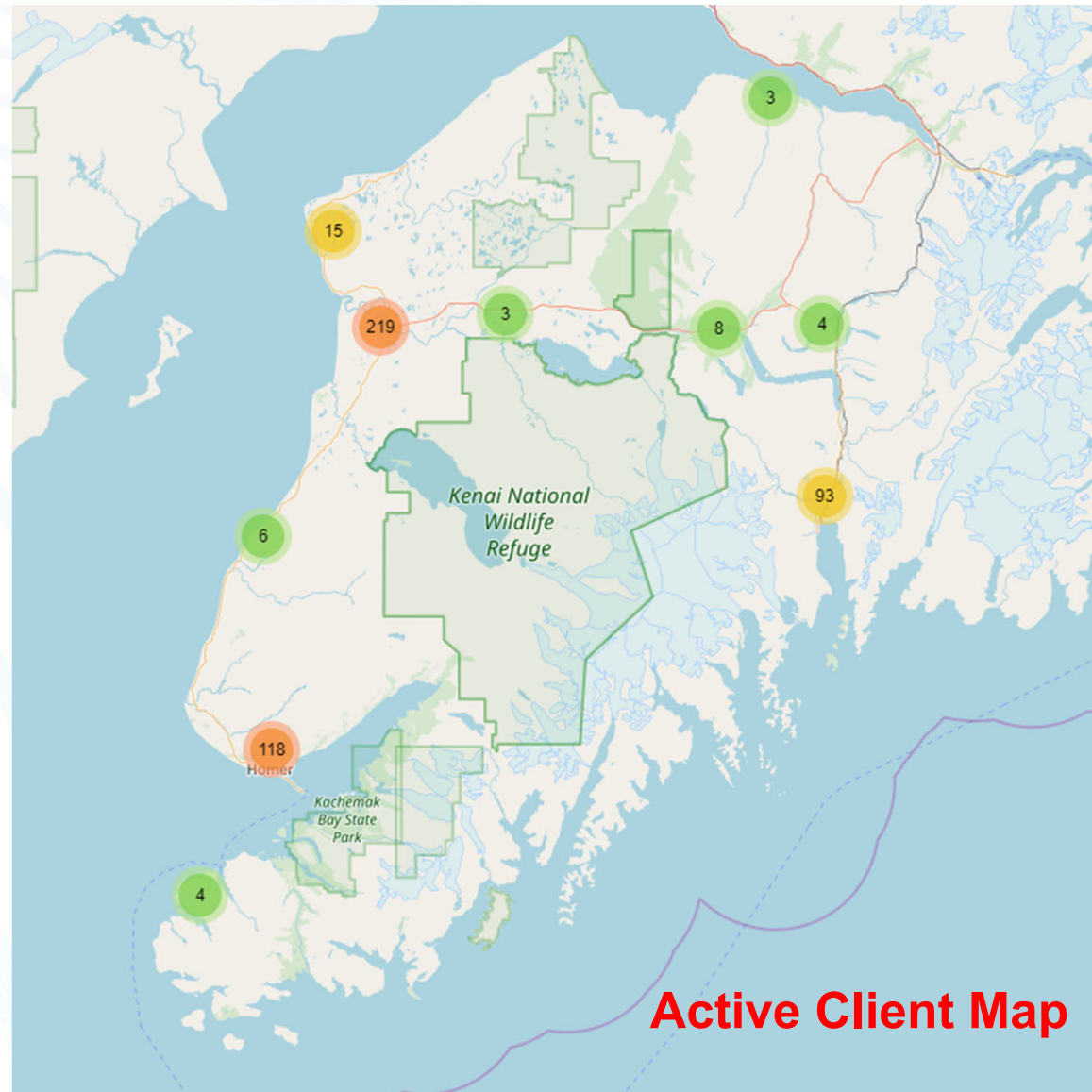
BUSINESS ADVISING

■ Top Industries in FY24	Hours	%
1. Food Services	365.0	19.7
2. Accommodations	227.7	12.2
3. Retailers	203.6	10.9
4. Manufacturers	157.5	8.4
5. Services	149.3	8.0

*Katy Settlemyer,
Kenai River Shave Ice*



BUSINESS ADVISING



WORKSHOPS

- Over 80 Topics Include
 - Starting a Business
 - Bookkeeping Basics
 - LLCs in Alaska



ON-DEMAND

HOW TO GET A BUSINESS LICENSE IN ALASKA

PRESENTED BY:
Victoria Hofmann, MBA

Alaska Small Business Development Center
SBDC UAA BUSINESS ENTERPRISE INSTITUTE

POWERED BY
SBA

AMERICA'S
SBDC
ACCREDITED MEMBER

The workshop cover features a circular inset image of a wooden sign that reads "Welcome to Alaska" and "and the Gateway to the Klondike" with a map of Alaska. The background of the cover is a geometric pattern of light blue and white triangles.

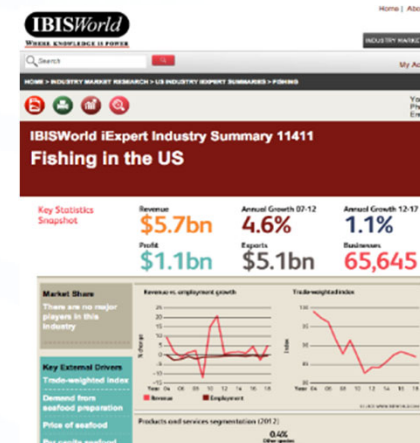


Ratio	Formula	Year One	Year Two	Year Three	Industry (NAICS): 722515	Significance
Liquidity						
Current Ratio	$= \frac{\text{Current Assets}}{\text{Current Liabilities}}$	0.79	2.04	2.82	2.75	Measures solvency: A ratio of 1.50 means that for every \$1 of current liabilities, the company has \$1.50 in current assets with which to pay.
Quick Ratio (Acid Test)	$= \frac{(\text{Cash} + \text{Accounts Receivable})}{\text{Current Liabilities}}$	0.38	1.41	1.96	1.81	Measures liquidity: A ratio of 1.50 means that for every \$1 of current liabilities, the company has \$1.50 in cash and AR with which to pay.
Safety						
Debt-to-Equity Ratio	$= \frac{\text{Total Liabilities}}{\text{Total Equity}}$	2.17	0.51	0.34	2.81	Measures financial risk: A ratio of 0.75 means that for every \$1 of equity, the company owes \$0.75 to its creditors.
Interest Coverage Ratio	$= \frac{\text{Earnings Before Interest \& Taxes}}{\text{Interest Expense}}$	4.49	19.26	35.18	4.95	Measures safety: A ratio of 15 means that for every \$1 of interest owed, the company has \$15 in earnings in which to pay.

RESOURCES

- IBISWorld Subscription
 - 700+ industry reports
 - Updated 6-12 months
 - \$995 value each

- ProfitCents Subscription
 - 1,400+ industry benchmarks
 - Ratio analysis and business valuation capabilities
 - \$2,750 value each



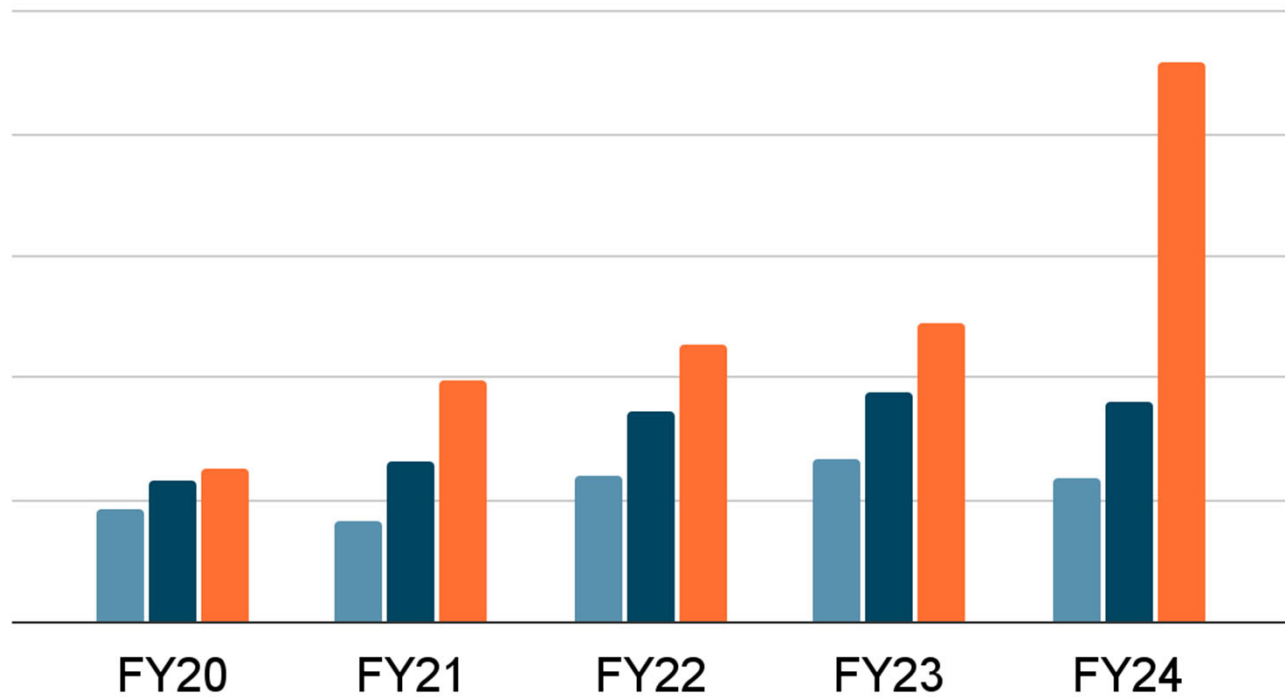
INDUSTRY FINANCIAL DATA AND RATIOS
Green: Company metrics highlighted in green are within the top 20% of the industry.
 Red: Company metrics highlighted in red are within the bottom 20% of the industry.

Industry Data (Number of Financial Statements)					
Industry-Specific Key Performance Indicators (KPIs)	Company Data	Recent 12 Months	Distance from Industry	2016	2005-Present
Direct Labor Ratio	0.00%	—	—	—	—
Maintenance and Repairs to Sales	5.26%	—	—	—	4.50% (7)
Utilities to Sales	10.43%	—	—	—	8.80% (10)
Revenue per Employee	\$17,082	—	—	—	\$17,008 (8)

Financial Metric	Company Data	Recent 12 Months (M)	Distance from Industry	2016 (M)	2005-Present (M)
Current Ratio	—	6.69	—	7.36	3.37
Quick Ratio	—	5.93	—	6.52	2.67
Gross Profit Margin	94.34%	97.95%	3%	96.25%	95.09%
Net Profit Margin	11.08%	5.67%	95%	10.24%	6.77%
Inventory Days	0.00	—	—	—	17.62
Accounts Receivable Days	0.00	13.27	-100%	23.23	5.54
Accounts Payable Days	0.00	8.63	-100%	3.69	25.67
Interest Coverage Ratio	2.87	1.58	63%	1.72	4.11
Debt-to-Equity Ratio	0.81	9.78	-91%	5.09	3.80
Return on Equity	5.46%	5.88%	-6%	12.10%	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%	99%	-3.27%	3.96%
Profit Growth	27.05%	75.23%	-64%	75.23%	11.06%

RESULTS

■ Client Hours ■ New Businesses ■ Capital Infusion

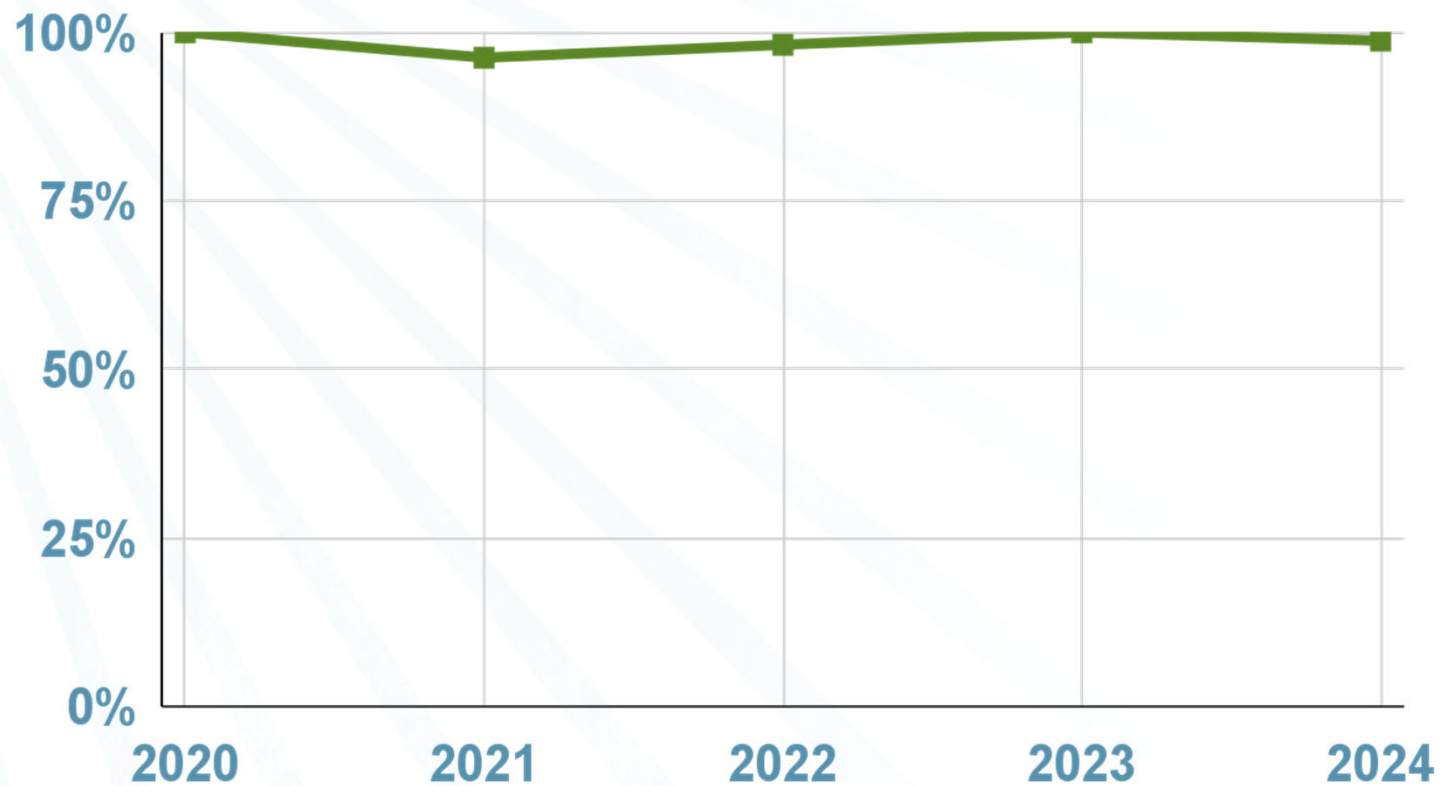


Kenai Peninsula Year-Over-Year Comparison

RESULTS

Five-year trend for level of client satisfaction

Positive Surveys



SUCCESS STORIES

“Cliff was our first professional stop. The wide range of resources he has at his fingertips was pretty incredible. It helped us determine the local market and what we could expect from the business performance standpoint.”

- Lela Rosin
KB Laser Wash, Soldotna



SUCCESS STORIES



“The SBDC’s guidance was instrumental in helping us expand our vision and capabilities. The consultations around our commercial kitchen and catering objectives opened up new revenue streams that have significantly enhanced our business model.”

- Jeremy Greening,
Homer Inn and Spa

SUCCESS STORIES



“KellyAnn was amazing to work with. She helped us understand the value of the business and, more importantly, helped the bank understand. The projections that KellyAnn provided were instrumental in convincing the bank that we were worth taking a risk on for a significant loan.”

- Nicole Lawrence
Breeze Inn, Seward

SUCCESS STORIES

“It’s one thing to have an idea, but having someone like Cliff help us see the numbers and the reality was invaluable. His insights gave us the confidence to dive into this new venture headfirst.”

- Shelby Oden
Kenai Freight
Forwarders





PROPOSAL

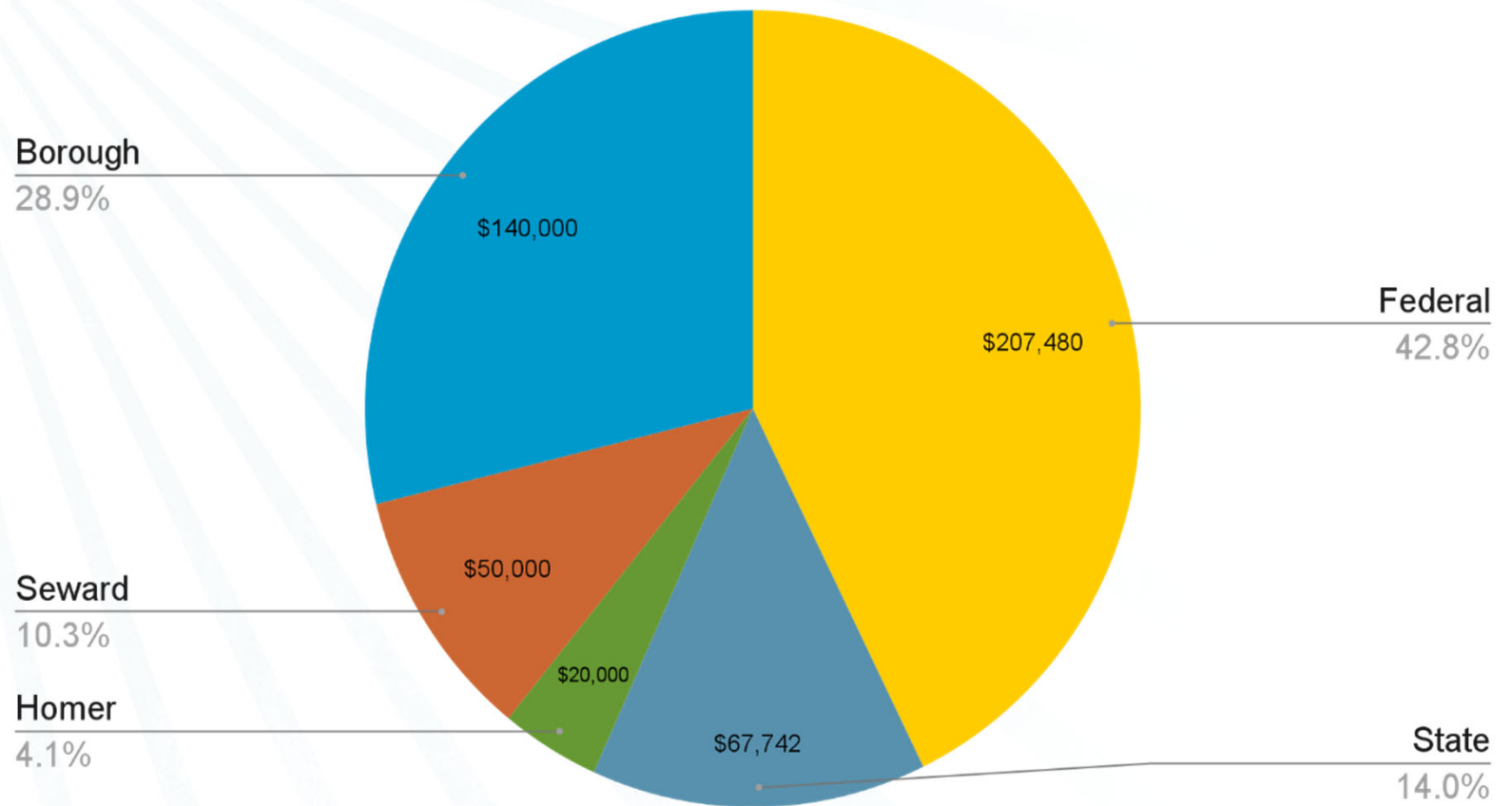
Deliverables for FY26

Advising Hours	2,200
Clients Advised	300
Businesses Started & Bought	40
Jobs Supported	500
Capital Infusion	\$4.4 million



PROPOSAL

FY26 Budget: \$485,222





THANK YOU

Cliff Cochran
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