



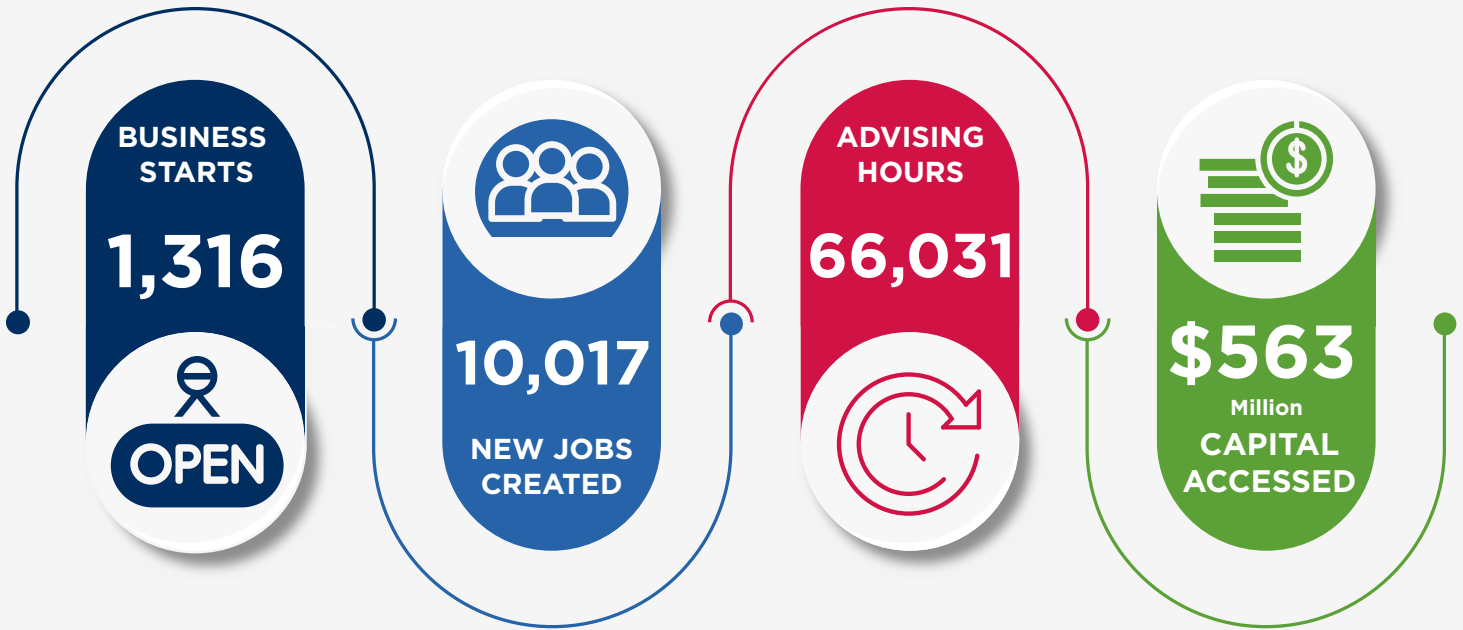
ECONOMIC IMPACT

2020 - 2024



ALABAMA SMALL BUSINESS DEVELOPMENT CENTER NETWORK

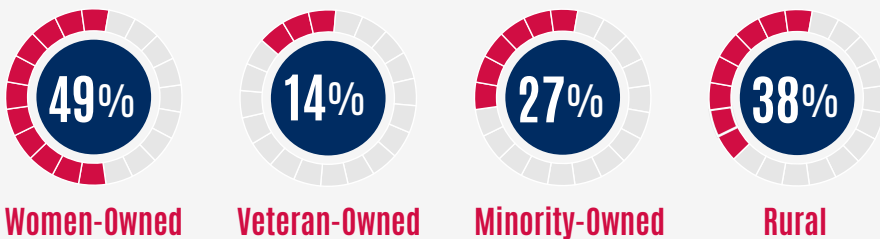
As the **largest statewide provider** of entrepreneurial and business development services, Alabama SBDCs play a vital role in Alabama's economic development by assisting entrepreneurs in **every stage of the business life cycle**.



The Alabama SBDC Network provides emerging and established businesses with the expertise and resources needed to succeed.

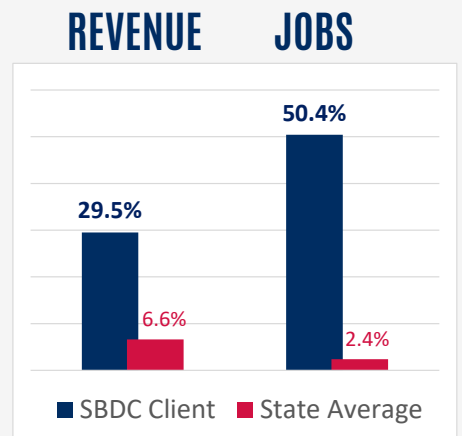
A TRUSTED PARTNER IN EVERY COUNTY, FOR EVERYONE

The Alabama SBDC helps create opportunities for ALL small businesses by providing them with expert advice, training, and resources that level the playing field with larger competitors. The Alabama SBDC provided confidential, one-on-one assistance to **3,095 clients** in 2024, including:



Efficient & Effective

2024 RESULTS: Companies that access SBDC services outperform peers.



CY24 Performance Data; All data is **client-verified** as a result of SBDC assistance. Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

Growing Alabama's Economy, One Small Business at a Time



ALABAMA SBDC NETWORK Constituent Testimonials



The Alabama SBDC team is **very knowledgeable**. I have had the opportunity to collaborate with some amazing advisors and staff that have placed me in a position to have the **opportunity to accomplish many goals**. - Rhonda Johnson, TekGek Technology LLC, Montgomery

My SBDC advisor was amazing to work with. She went above and beyond to help; because of her help **we were able to secure funding** for our new business. - Hughlena Obar Kay, Copper Pines, Rainbow City

Business owner for 15 years; figured I knew it all. Went to my first event and never imagined I would **learn so much**. Very thankful for these programs. - Leo Helton, Silverhill

My advisor was absolutely **PHENOMENAL**, she helped me figure everything out that I needed help with and more!! - Madeline Rittich-Watts, Dolce Vita Charters LLC, Orange Beach

Invaluable assistance for a small business trying to improve internal business processes and get on a path to growth. - Stella Ashley, RD Jackson Law Office LLC, Birmingham

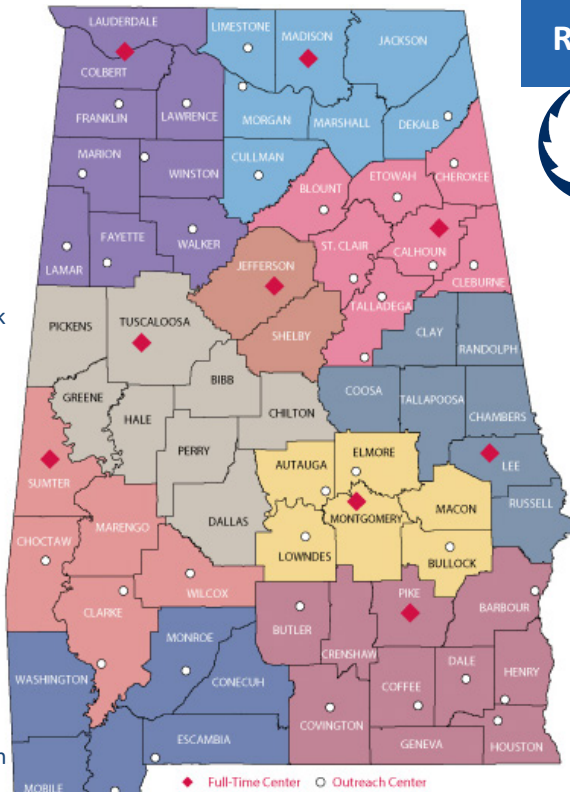
Mentorships and knowledgeable individuals are becoming increasingly expensive. This type of service is **immensely valuable beyond comprehension**. - Marquette Chapman, Out of the Ashes, Tuscaloosa

My advisor has been an absolute treasure to our business! I have recommended so many people the ASBDC! I can't believe that these resources are available to all small business owners. Her help with my business has truly been **life changing and I'm forever grateful** for the ASBDC and Leah's knowledge. - Katie Fine, Jubilee Coffee and Wine Bar, Cullman

[The Alabama SBDC] made **the dream of starting up my own business a much easier and attainable goal**. The gentleman was very knowledgeable and had no problems answering my questions and I hope this kind of help stays for future generations. - Kevin Wade, Anniston

I really appreciated how the Business Advisor I met with immediately felt like he was **invested in helping me with my business**- he really jumped right into ideas and brainstorming with me in ways that I can improve my business immediately and then gave me next steps to complete before my next appointment. - Margaret May, Rose Hill Workshop LLC, Florence

Working with my advisor has been an absolute game-changer for us. For the first time, we feel like **someone genuinely prioritizes the success of our business**, our family, and us as individuals. - Carrie Williams, Southern Target, Saraland



Program is very beneficial. Would strongly support continued funding of these efforts.
- Jonathan Hill, Lifecycle Defense Solutions LLC, Madison

ROI



What does the SBDC return to Alabama?

- Every federal dollar invested in the Alabama SBDC program:
- Returns \$3.63 to the state and federal government in new / additional tax revenue.
 - Facilitates \$103 in debt & equity growth capital for SBDC clients.

Full Suite of Business Services

- Market Research & Assessment
- Business Strategy & Planning
- Market & Revenue Growth Strategy
- Capital Access & Loan Packaging
- Financial Analysis & Assessment
- Feasibility Analysis & Start-up
- Technology Commercialization Strategy

In addition to the core service offerings of no-cost consulting, training, and business research, Alabama SBDCs provide a **comprehensive toolkit of specialized services** for businesses looking to accelerate market growth, including:

- International Trade
- Government Contracting
- Capital Access
- Business Continuity / Disaster Assistance

Partners

The **Alabama SBDC Network** is a partnership program with the US Small Business Administration, the State of Alabama, and Alabama's higher education institutions.

Statewide presence with 10 locations, and over 40 outreach locations. The University of Alabama, Auburn University, Alabama State University, Jacksonville State University, Troy University, University of Alabama in Huntsville, University of North Alabama, Innovation PortAL, University of West Alabama, Greater Birmingham SBDC (at Innovation Depot), & Alabama International Trade Center.

Funded in part through a Cooperative Agreement with SBA; hosted by the University of Alabama; and nationally accredited by the Association of SBDCs.

