



ECONOMIC IMPACT



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**.

New Businesses Started

231

1,288 over the last 5 years



Capital Accessed \$82.7M

\$417.7M over the last 5 years



Jobs Created in Alabama

864

12,169 over the last 5 years



Advising Hours

13,248

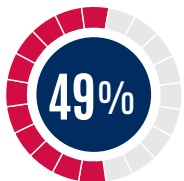
65,282 over the last 5 years



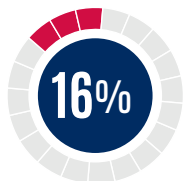
The Alabama SBDC Network provides emerging and established businesses with the expertise and resources needed to succeed.

A TRUSTED PARTNER IN EVERY COUNTY, FOR EVERYONE

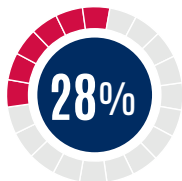
The Alabama SBDC helps create opportunities for small businesses by providing them with expert advice, training, and resources that level the playing field with larger competitors. The Alabama SBDC provided confidential, one-on-one assistance to **2,902 clients** last year, including:



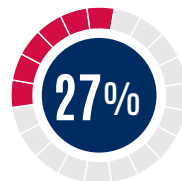
Women-Owned



Veteran-Owned

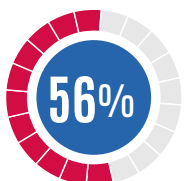


Minority-Owned

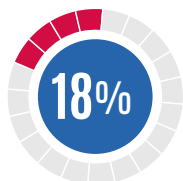


Rural

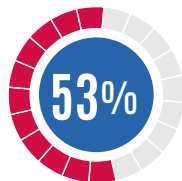
Over **4,700** attendees participated in SBDC training events statewide in 2023:



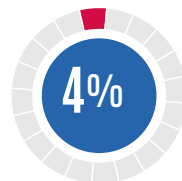
Women



Veterans



Minorities



Hispanic/Latino

JOBS

25.2%

9.9%

REVENUE

22.4%

2.3%

■ SBDC Client ■ State Average

In Alabama - and throughout the US, SBDC clients outperform the average small business.

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

CY23 Performance Data; All data is client-verified as a result of SBDC assistance.

POWERED BY



U.S. Small Business Administration

Client Testimonials

My advisor was able to recommend avenues and options for my approach to R&D and marketing, and he helped me with a commercialization strategy for my utility patent. Above all, I felt his sincerity and commitment to me as if he had known me for years. Thanks much.
- Derrick Scott, Dscott Tech Solutions LLC, Mobile

The Alabama SBDC has been the one organization that I have truly felt like **their only concern was the wellbeing of my business**. They have been extremely helpful with keeping our 110+ year old family business going as it is passed to the next generation.
- Dovie Turner, Carter's Hardware, Munford

I am so impressed with the depth of understanding and quick response time offered by my advisor. **This program is remarkable!**
- Amoreena Brewton, Sea Star Dreams LLC, Foley

Top notch service providers. Beyond professional and helpful. Answered every question that I had. **I have recommended to several people already.**
- Rebecca Moon, Southern Diversity Consulting, LLC, Florence

My advisor is AWESOME! He continues to provide advice and carefully **invests time and genuine effort in growing and expanding my business**. I am truly thankful for the guidance and assistance he has offered!
- Krystle White, Revive Counseling and Wellness Services, Tuscaloosa

Thanks to all the help from SBDC **my business has grown**. You have an excellent work team and I recommend you 100%.
- Michelle Marcano, AM Wood Design, Enterprise

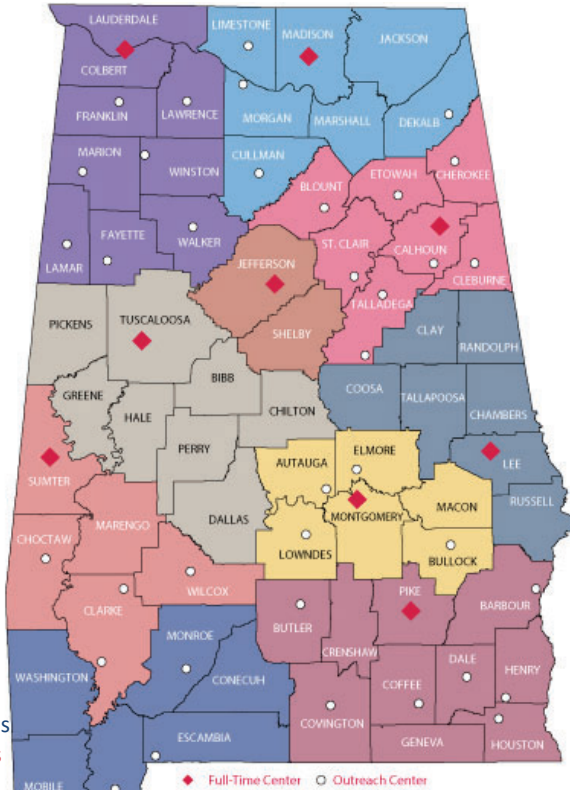
When anyone asks me about my advisor, I tell people she is a Rock Star! I found her advice valuable and honestly **I don't know if we could do this business or get started without her.**
- Annie Abbott, Cypress Creek Enterprises dba The Stables at Cypress Creek, Tuscaloosa

The service was exceptional. I truly appreciated everything ASBDC did to assist my business.
- Kala R. Dennis, Kay's Print Shop & Technologies, Union Springs

My advisor is phenomenal! We had an amazing, informative, unrushed, and enlightening conversation on a Saturday morning! He's easy to talk to and the source of a great wealth of information! Many takeaways from our conversation! **Practical advice that changed my entire approach and perspective!** Thank you for all you do for startups like mine!
- Bernée Long, GENersection, McCalla

My advisor is continuing to help us **secure funding for a planned renovation**. She has helped us understand that we have options as borrowers that we were not aware of. If her efforts are successful, we will be saving [over \$100,000].
- Michael Kilgore, Homewood Veterinary Services, PC d/b/a Homewood Animal Hospital, Homewood

My advisor is **always fantastic to work with.**
- Jimmy Wright, Wright Food Solutions, Opelika



I will highly recommend this service to anyone in need of assistance with their SBA loan package.
- Charmaine Dock, Haus of Charm, Bessemer

Net Promoter Score: Would you recommend?



The creators of the NPS metric, Bain & Company, say that although an NPS score above 0 is good, above 20 is great and above 50 is amazing.

Anywhere above 80 is the top percentile.

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 the U.S. SBA; hosted by the University of Alabama; and nationally accredited by the Association of SBDCs.