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# ARRC Contact Information

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## Alaska Railroad Real Estate Department

### Address

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**Office:** 327 West, Ship Creek Avenue, Anchorage

### Phone

**Leasing:** (907) 265-2325, or (907) 265-2466

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## Our Board of Directors



ARRC's Board of Directors pictured left includes public and commercial representatives who establish ARRC policy and approve leases. L to R: Governor Bill Sheffield, Marc Luiken, John Binkley, Chris Hladick, Linda Leary (Board Chair), Jon Cook, and Jack Burton.





## **"An Act relating to the sale, other disposal, leasing and encumbrance of Alaska Railroad Corporation land"**

### **Benefits**

- **ARRC**

- ARRC will be able to monetize non-performing land assets such as remote areas, unusable small or irregularly shaped parcels or parcels subject to long-term leases that are generating below-market rent due to rent caps.
- Monetizing non-performing real estate assets will allow investments in real estate infrastructure that will enhance the overall value of the ARRC real estate portfolio.
- ARRC will be able to react much more quickly with respect to real estate opportunities that could potentially be funded by sale or encumbrance of ARRC land. Under the current situation, delays due to waiting for legislative approval can reduce the benefits of such transactions or completely scuttle or prevent prospective deals.
- Efficient sales and encumbrances of ARRC land will generate cash flow to respond to opportunities in the real estate market and ensure ARRC complies with its mandate to be self-sufficient.
- ARRC will be more efficient in engaging with land exchanges with other State entities, such as the DOT-ARRC land exchange currently being discussed.

Additionally potential beneficiaries:

- **LOCAL GOVERNMENT:**

- Sale of ARRC land could increase private development and will increase local tax base.

- **ARRC CUSTOMERS:**

- Existing ARRC customers acquiring land would benefit from elimination of rental payments and ARRC lease administration.

- **PUBLIC:**

- Sale of ARRC land will provide the opportunity for individuals to acquire investment and recreational property promoting economic growth and development.
- Sale of ARRC land will benefit its shareholder, the State of Alaska.



## **"An Act relating to the sale, other disposal, leasing and encumbrance of Alaska Railroad Corporation land"**

### **Overview**

Senate Bill 86 will change the current requirements under AS 42.40.285 to authorize the Alaska Railroad Board of Directors (ARRC Board) to sell, dispose of and encumber the entire interest of the Alaska Railroad Corporation (ARRC) in its land, and to issue leases of more than 95 years, without authority from the Alaska State Legislature (Legislature) and the Governor of Alaska (Governor).

This legislation will allow the ARRC Board to streamline real estate transactions and make decisions in a timely manner as to whether the sale or other disposal of ARRC property, or leases longer than 95 years, are in the best interest of ARRC. This is the same ability held by other state entities such the Department of Transportation and Public Facilities (DOT&PF), the Department of Natural Resources (DNR), the Alaska Mental Health Lands Trust, and the University of Alaska.

SB 86 will allow ARRC to work more efficiently with those same state entities, particularly DOT&PF, on land sales or exchanges needed for state road or facility projects. It will also allow ARRC to monetize non-performing land assets, generate cash flow to respond to opportunities in the real estate market, and enhance the overall real estate portfolio while complying with the statutory mandate to remain self-sufficient.

In 1985, the federal government transferred land reserves of approximately 36,000 acres to ARRC in order to provide the land base to build infrastructure for transportation services and to generate revenue. Approximately 18,000 acres are devoted to railroad right-of-way and operations, such as rail yards. The remaining 18,000 acres are available for lease, permit, sale or exchange.

Since transfer, ARRC land holdings have been very important to fulfilling the statutory mandate to remain self-sufficient. In 2015, real estate leasing revenues provided 15% of operating revenues and more than 80% of corporate net income. Proceeds from leasing and permitting have provided a steady, reliable source of funds to invest in capital projects that do not qualify for federal funding and to provide a buffer for lean years when train operations revenues do not cover expenses.

The ARRC Board consists of seven members appointed by the Governor: four public members, two state commissioners, and one ARRC employee member. All decisions to lease or sell land occur in publicly noticed and open meetings.

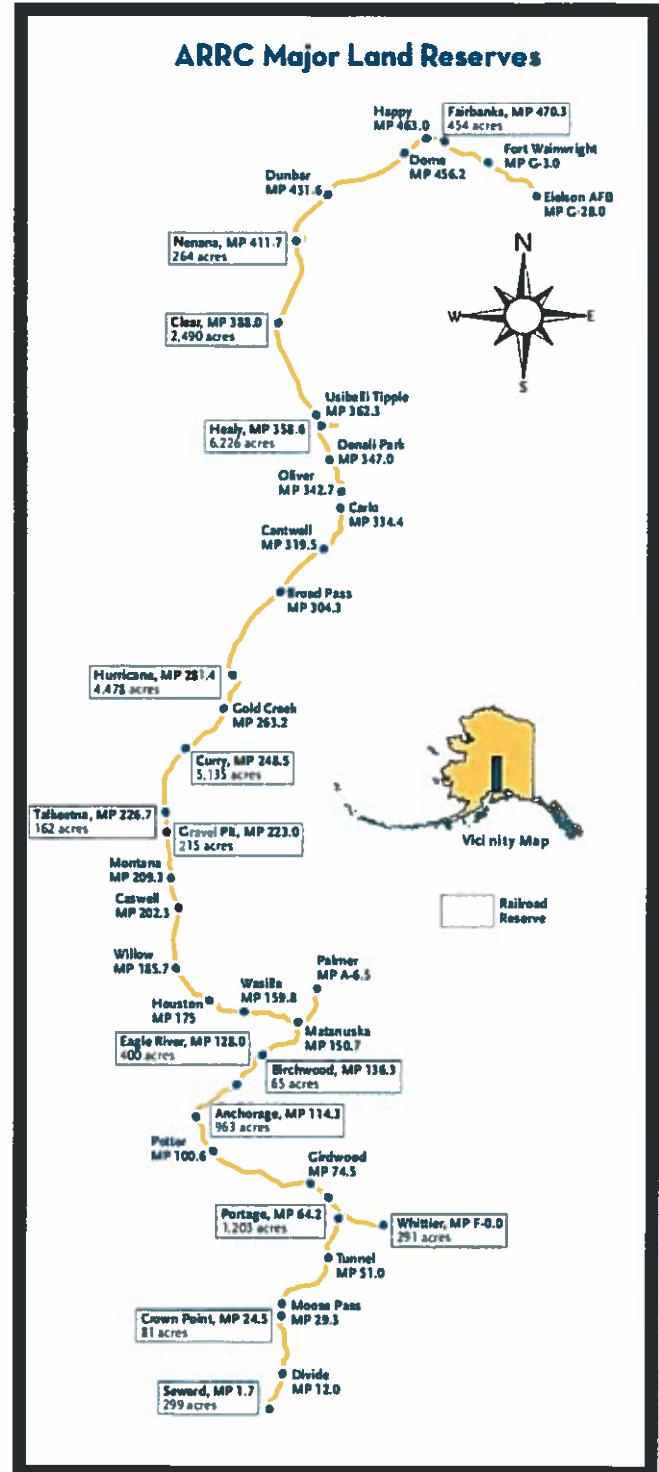
**"An Act relating to the sale, other disposal, leasing and encumbrance of Alaska Railroad Corporation land"**

**Alaska Railroad Real Estate**

In 1985, the federal government transferred land reserves of approximately 36,288 acres to ARRC in order to provide the land base to build infrastructure for transportation services and to generate revenue. As part of the legal structure for ARRC, established by the Alaska State Legislature in the Alaska Railroad Corporation Act (ARCA), ARRC is only allowed to lease, for up to 95 years, or permit land but is prohibited from selling land without the approval of the Legislature and Governor.

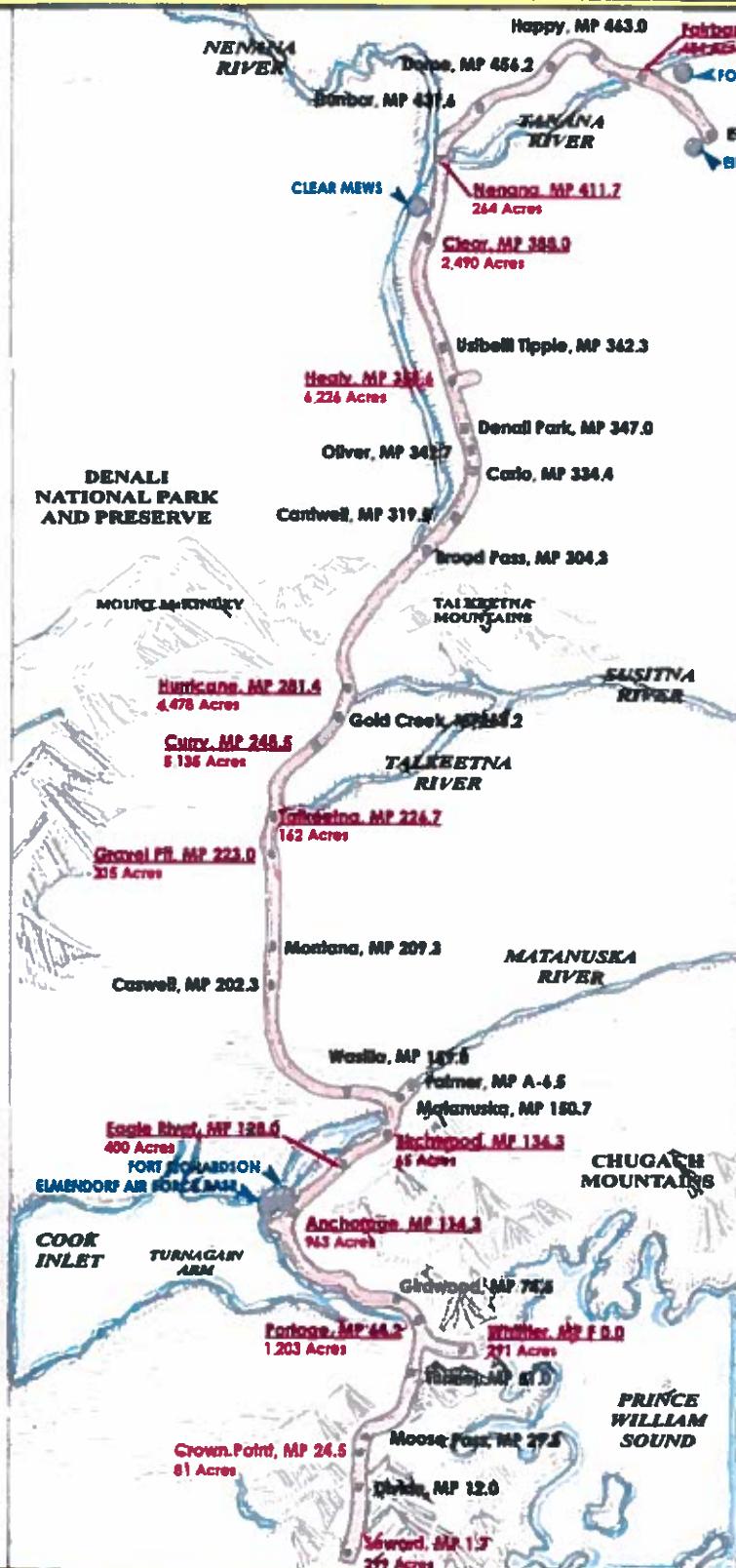
In addition to the right-of-way (ROW) that typically extends 100 feet on either side of the track, ARRC also owns land reserves in Seward, Crown Point, Portage, Whittier, Anchorage, Birchwood, Eagle River, Talkeetna, Curry, Hurricane, Healy, Clear, Nenana, Fairbanks, and Valdez. (See Map) Of this land, roughly 4,520 acres (12%) are devoted to the track bed and ROW and another 13,738 acres (38%) are used for railroad operations, such as rail yards in Seward, Anchorage, Whittier and Fairbanks. The remaining 17,970 acres (50%) are available for lease or sale, subject to the restrictions noted above.

Real estate has been very important to fulfilling the statutory mandate for ARRC to remain self-sufficient. In 2015, real estate leasing revenues provided 15% of operating revenues, excluding grants. More than 80% of corporate net income is derived from real estate.





# ALASKA RAILROAD MAJOR LAND RESERVES



LEGEND  
— ALASKA RAILROAD  
▲ MILITARY INSTALLATION



DATE: JULY 31, 2001

## Land Reserves Map:

ARRC was deeded land reserves along its mainline by the federal government.

The major reserves, shown here, provide the ARRC with the land base to provide transportation services into the future, and income through land leases and permit revenue.

# ARRC Land Use

## Planning for the Long Term

As a state-owned entity, many of ARRC's land management policies are dictated by Alaska statutes. For example, ARRC is prohibited from selling, exchanging, or otherwise conveying a complete interest in its land.

However, ARRC may lease non-operating lands for up to 35 years as a source of funds for sustaining the railroad's transportation assets. Lease terms are intended to ensure that the railroad can meet and balance its changing transportation and land use needs over time. In several specific areas, such as in Fairbanks, Seward, and the Ship Creek redevelopment sites in Anchorage, an extension of these lease terms to 55 years is under consideration.

ARRC has approximately 275 long term leases, and a history of successful relationships with communities and businesses throughout the

years. In a number of communities, ARRC has endeavored to plan for the highest and best uses of specific areas, and has made capital improvements that support area-specific public and economic objectives. Recent examples of this in Anchorage include the **Ship Creek Development Master Plan**, and pedestrian safety improvements in the rail depot area.

In general terms, ARRC recognizes four classifications of land uses that have specific characteristics, infrastructure needs, and future land use goals. The main classification, **Rail Right-of-Way and Operating Lands** covers fifty percent of ARRC's lands. These lands are dedicated to rail-specific and transportation uses, as described below.

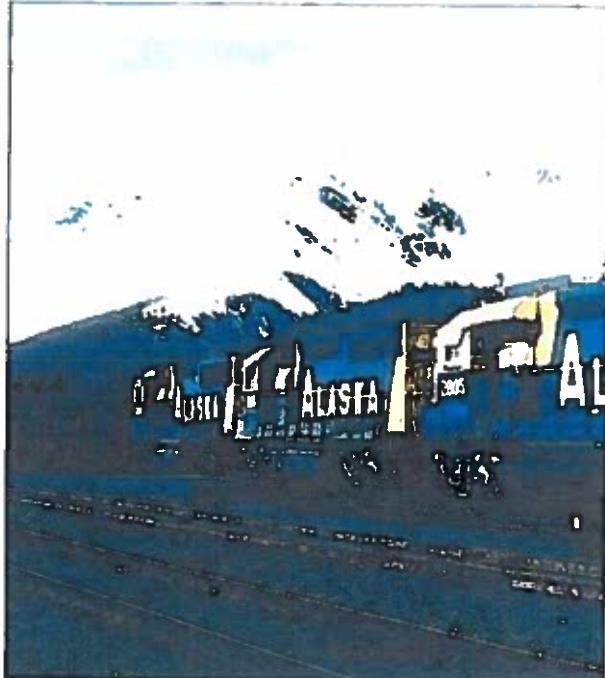
Lease lands are considered "non-operating" and generally host three categories of use, as described on page 4:

- **Commercial-Industrial Activities;**
- **Passenger Related / Tourism Uses; and**
- **Commercial Mix / Redevelopment Uses.**



## Rail Right-of-Way and Operating Lands

Half of ARRC's land is dedicated to supporting and maintaining the corporation's primary activity-freight and passenger transportation services. Although modern transportation technology allows for more efficient use of these lands, unforeseeable future demands must be met by their use.





## Commercial-Industrial Activities

Industrial and commercial uses are well served by locating next to rail corridors and rail port junctions. ARRC appreciates the needs of its business partners, and seeks to maintain access, transportation links, and delivery systems that help its partners to succeed and grow.



## Passenger Related / Tourism Uses

ARRC's passenger service provides access to spectacular scenery and the state's railbelt communities. Growth in the tourism sector means significant co development opportunities for strategic ARRC lands including retail and resort uses. New transportation services developed by ARRC in the future-including rail service connecting the airport to downtown Anchorage-will create additional development opportunities.



## Commercial Mix / Redevelopment

ARRC recognizes the untapped potential of some of its highly visible vacant and/or underdeveloped lands. Anchorage's waterfront along Ship Creek and the Chena Landings area in Fairbanks are examples of priority areas for mixed use redevelopment. ARRC planning efforts for these areas are ongoing and have attracted significant community interest.

# Lease Process & Timeline

## Working with ARRC

As a state-owned corporation, ARRC has a fair and open process for establishing leases. The key steps in this process, which can take two months or more to complete, are as follows:

### Five Steps to Leasing

- 1. Submit lease application.** Completely fill out all information called for by ARRC in the lease application packet, and submit with a \$500 non-refundable administrative fee (subject to change).
- 2. Administrative review.** ARRC's Real Estate Department performs a credit check, conducts a business plan review, and verifies that the information provided in the application is complete.
- 3. Land Appraisal.** ARRC hires an independent appraiser to assess the fair market value of the land for lease to establish the lease rent.
- 4. Public Review.** As a public entity, ARRC must advertise the proposed lease, and allow time for public comment prior to Board Approval of the lease.
- 5. ARRC Board of Directors Consideration.** The ARRC Board of Directors meets at least quarterly, and at that time considers all leases that have been through the administrative review process. After approval, the lease is finalized through ARRC's legal department and executed.

### Lease Application Timeline

Below is a typical timeline for ARRC's lease application process. Some applications may take three to four months to finalize because of the public-owned corporation's stringent requirements.



### ARRC: A State-Owned Asset

As a public entity, ARRC is required to provide public notice regarding proposed leases and land use changes.

ARRC leases are subject to federal, state, and local regulations (i.e., zoning, environmental laws, etc.), and property taxes.



Above: In some cases, such as during this Ship Creek public workshop, planning efforts between ARRC and the local community help determine the best outcome for all interested parties.



**Above: Businesses leasing sites from the Alaska Railroad own and sell their improvements. The photos above show the many diverse businesses supported by ARRC lands in the Ship Creek area.**

# **Commercial Leases**

## **Application Information Requirements**

The following information must be submitted for a lease request to be considered. All financial information supplied to the ARRC will be stamped "Confidential" and will not be released for public scrutiny under applicable Public Records statutes.

### **EXISTING BUSINESSES**

#### **Sole Proprietorship**

- Lease application
- Credit application
- Personal guaranty
- Statement of business purpose, prior experience of management or business owners
- Business financial statements: last two years plus most recent (signed and dated)
- Business tax returns: last two years
- Business license
- Written explanation of any significant financial changes over the last two years

#### **Partnership**

- Lease application
- Credit application
- List of partners and percentage of ownership
- Social Security Numbers of partners
- Statement of business purpose, prior experience of management or business owners
- Business financial statements: last two years plus most recent (signed and dated)
- Business tax returns: last two years
- Business license
- Written explanation of any significant financial changes over the last two years

#### **Corporation**

- Lease application
- Credit application
- Personal guaranty
- List of shareholders and percentage of ownership
- Statement of business purpose. Prior experience of management or business owners
- Business financial statements: last two years plus most recent (signed and dated)
- Business tax returns: last two years
- Business license
- Written explanation of any significant financial changes over the last two years
- If this information has been submitted within the past year, please submit updated information only.

### **NEW BUSINESSES**

- Lease application
- Credit application
- Personal guaranty
- List of partners or shareholders and percentage of ownership
- Statement of business purpose, prior experience of management or business owners
- Pro forma two-year income statement
- Pro forma two-year balance sheet
- Business plan available

## Examples of Public Entity Leases

### Municipality of Anchorage

- Tony Knowles Coastal Trail, 2.18 acres
- Greenbelt lease, 30 acres
- Residential lease lot, <1 acre for two original ARRC houses donated to MOA

### City of Whittier

- 160 acres (revenue sharing agreement for subleases executed by City of Whittier)

### City of Palmer

- City Park and depot site, 3.5 acres

### City of Wasilla

- Depot site, 0.5 acres

### Matanuska Susitna Borough

- Parking lot and town square, 1.5 acres in Talkeetna
- Flood control project, 20.12 acres
- Chase Trail

### Denali Borough

- Otto Lake Park, 13 acres

### City of Nenana

- ARRC depot building, section house and other buildings donated to city.

### Department of Natural Resources

- Tri Valley Cemetery in Healy, 6 acres
- Talkeetna boat launch, 10 acres
- Potter Historic Site

### DOT/PP

- Whittier, Healy, Seward Airports, approximately 85 acres total
- Whittier Alaska Marine Highway Terminal, 3.3 acres
- Fairbanks Geist Road Project, approximately 50 acres total

# Public Leases

## Working with Communities

ARRC has always been a good corporate citizen by leasing and permitting a portion of its properties to government entities at under fair market value for public interest land uses.

ARRC currently has over twenty contracts to public entities for various land uses which cover more than 575 acres of land (this total does not include permits to State DOT and the various local communities for roads, crossings, and a multitude of utilities).

Communities interested in working with ARRC should contact the Real Estate Department to initiate negotiations.



Above: ARRC has provided leases to railbelt communities, such as Nenana (pictured top) for public interest uses. The flower gardens outside the Palmer Depot (pictured above) are an example of a public lease.

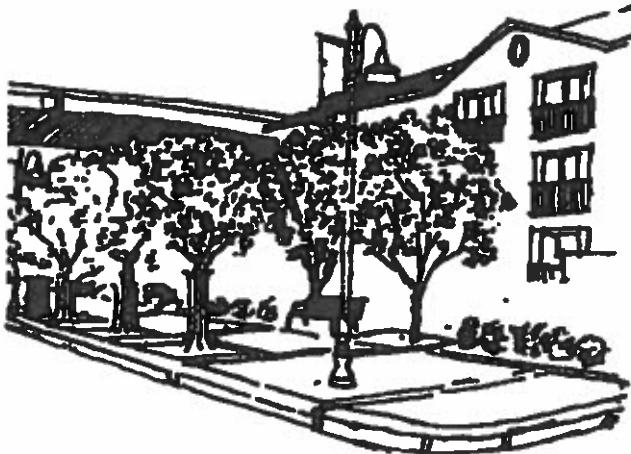
# **Development Opportunities**

## **ARRC Looking to the Future**

ARRC is steward of some of Alaska's most visited and visible lands. For example, more than half a million rail passengers travel through the Anchorage depot annually.

Some prime ARRC lands have significant untapped potential, which the corporation seeks to demonstrate to developers and the public. Areas with exciting mixed development opportunities at present include Anchorage's Ship Creek, Chena Landings along the Fairbanks riverfront, the Seward waterfront, and land adjacent to the Seward Airport.

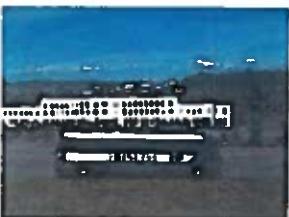
As Alaska grows, ARRC seeks to attract the kind of developers and business partners that will continue to improve our economy, our visitor industry, and our communities' quality of life.



**Above: The Comfort Inn along Anchorage's Ship Creek is one example of development that takes advantage of tourism opportunities in a growing market.**

# Ship Creek

## Transportation-Oriented Development on Anchorage's Waterfront



Anchorage's urban waterfront has been identified by the public and the Railroad as a priority area for economic redevelopment. Lower Ship Creek Valley represents what is unique to Anchorage-its spectacular setting, its economic and industrial activities, its tent city heritage, and its people and cultures, past and present.

Public investment and improvements are under way in the area to support successful redevelopment:

- New Intermodal Facility - ARRC's historic Depot is being upgraded to host rail service from the airport to downtown, and potentially, commuter service.
- Intermodal facility co-development of parking and an enclosed pedestrian connection to downtown featuring business nodes and atriums is partially funded.
- ARRC is investing in pedestrian amenities to support year-round access, along with a strong sense of area identity and safety.
- Ship Creek access and trail improvements are funded to enhance recreational use of the area.
- Public investments are under way to improve area roads, the port, and other access infrastructure.
- Potentially, a new Anchorage Civic and Convention Center, could bring new activity and investments into the area.

Prime parcels located around the rail depot, Intermodal Facility, and south of Ship Creek provide an immediate opportunity for development. ARRC has performance-oriented design guidelines for these redevelopment sites which allow flexibility, yet also to give ARRC and developers improved economic returns over the long-term, while protecting the state's interests and helping Anchorage to realize its desire for quality waterfront development.

### Key Features:

- Adjacent to downtown
- Waterfront access, scenic views
- Improved Intermodal Facility with rail, pedestrian, and bus access
- Future airport to downtown and commuter service
- Planned for quality development



*Seattle's Pike Street Market points to the potential of Anchorage's urban waterfront.*



# Chena Landings

## Fairbanks Riverfront Development

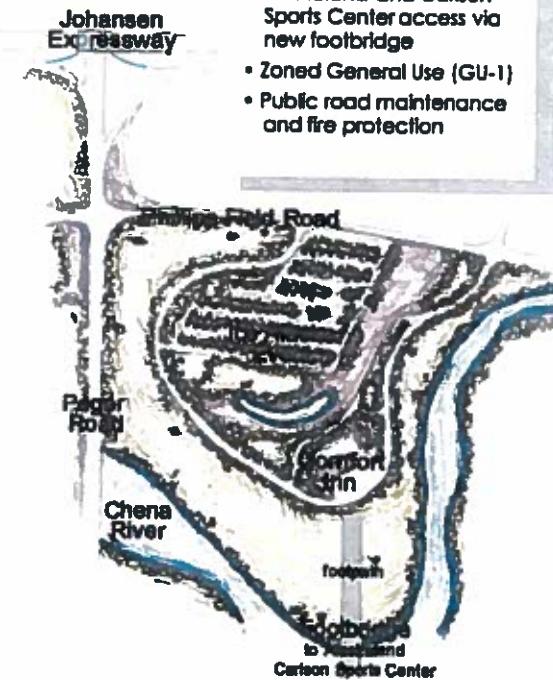
ARRC's Chena Landings is located on the riverfront in the heart of Fairbanks. Easy access and visual exposure from major roads (the Johansen Expressway and Peger Road) is complemented by direct pedestrian access over a new bridge to Alaskaland and the Carlson Sports Center.

Leases are available on 50+ acres with good drainage and level topography. The area is zoned General Use (GU-1) and is served by public fire protection and road maintenance.

One mile northwest of downtown, Chena Landing's visibility and easy access could support a retail outlet, or large department store. Co-development with the existing Comfort Inn, the Ice Alaska Championship Ice Carving Event, or with the nearby Alaskaland and the Carlson Sports Center, could take advantage of the riverfront's tourism potential.

### Key Features:

- Riverfront setting
- Visual exposure to/from Johansen Expressway
- Alaskaland and Carlson Sports Center access via new footbridge
- Zoned General Use (GU-1)
- Public road maintenance and fire protection



# Seward's Waterfront

## Tourism and Industrial Sites

Tourism and industrial uses are both in full swing at the Railroad's terminus on the Seward waterfront. As the gateway to the Kenai Fjords National Park, Seward's waterfront annually hosts thousands of visitors and attracts over 100 cruise ship dockings.

Additionally, the Alaska Railroad brings over 700,000 tons of cargo transit each year through the port. In this busy waterfront context, ARRC has 26 acres available for lease.

A key attraction of the area is its direct access to the port, rail, and airport and just a short distance from the small boat harbor and downtown Seward.

### Key Features:

- Unique intermodal access: port, rail, road, and airport
- Co-development opportunities with existing waterfront tourism and industrial activities

