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**SENATE COMMITTEE REF ORT**  
**First Committee of Referral**

DATE: 3/12/98

FURTHER: Finance

Date of 5-Day Notice: 4/23/98  
 (in accordance with Uniform Rule 23)

DATE TURNED  
 IN TO OFFICE: 5/4/98

Resources Committee considered      SENATE BILL NO. 342

"An Act approving the sale of Prudhoe Bay Unit royalty oil by the State of Alaska to Mapco Alaska Petroleum, Inc.; and providing for an effective date."

and recommends:

- be replaced with \_\_\_\_\_ CS \_\_\_\_\_ (\_\_\_\_\_)
- adopt previous \_\_\_\_\_ CS \_\_\_\_\_ (\_\_\_\_\_)
- attached amendment(s)
- adopt Letter of Intent by \_\_\_\_\_ Committee
- further referral to the \_\_\_\_\_ Committee

- Senate Bill:**
- same title
  - new title
- House Bill:**
- same title
  - technical title
  - new: SCR# \_\_\_\_\_

SIGNING/DO PASS	DP	OTHER RECOMMENDATIONS	NR	DNP	AM
<i>[Signature]</i>	<input checked="" type="checkbox"/>				
<i>[Signature]</i>	<input checked="" type="checkbox"/>	<i>[Signature]</i>	<input checked="" type="checkbox"/>		
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<i>[Signature]</i>	<input checked="" type="checkbox"/>				
<b>CHAIR:</b> <i>[Signature]</i>	<input checked="" type="checkbox"/>	<b>CHAIR:</b>			

**NEW FISCAL NOTE(S):**

Department      Date      Zero      Fiscal

<i>ENR / OIL &amp; GAS</i>	<i>3/10</i>		<i>760.2</i>

**PREVIOUS FISCAL NOTE(S):\***

Department      Date      Zero      Fiscal


APPROPRIATION -- no fiscal note

\*include fiscal notes accompanying Governor's bill

# FISCAL NOTE

No. 1  
 Bill Version: SB342  
 (S) Publish Date: 3/12/98

**STATE OF ALASKA**  
**1998 LEGISLATIVE SESSION**

Revision Date: \_\_\_\_\_ Dept Affected: Natural Resources  
 Title: MAPCO Royalty Oil Contract BRU: Resource Development  
 Component: Oil & Gas Development  
 Sponsor: Rules Committee  
 Requestor: Governor Component Serial No. 439

Expenditures/Revenues (Thousands of Dollars)

OPERATING EXPENDITURES	FY99	FY00	FY01	FY02	FY03	FY04
PERSONAL SERVICES						
TRAVEL						
CONTRACTUAL						
SUPPLIES						
EQUIPMENT						
LAND & STRUCTURES						
GRANTS, CLAIMS						
MISCELLANEOUS						
<b>TOTAL OPERATING</b>	0.0	0.0	0.0	0.0	0.0	0.0
<b>CAPITAL EXPENDITURES</b>	0.0	0.0	0.0	0.0	0.0	0.0
<b>CHANGE IN REVENUES (fund code)</b>	760.2	1,533.0	1,533.0	1,533.0	772.8	0.0

FUND SOURCE (Thousands of Dollars)

1002 Federal Receipts						
1003 GF Match						
1004 GF						
005 GF/Program Receipts						
1037 GF/Mental Health						
Other (Specify Type)						
<b>TOTAL</b>	0.0	0.0	0.0	0.0	0.0	0.0

Estimate of any current year (FY98) cost: \$ \_\_\_\_\_

**POSITIONS**

FULL-TIME	0	0	0	0	0	0
PART-TIME	0	0	0	0	0	0
TEMPORARY	0	0	0	0	0	0

**ANALYSIS:** (Attach a separate page if necessary)

Sale of royalty oil to Mapco from Jan 1, 1998, when first barrel is paid for, to Dec 31, 2003, at 28,000 bbl/day.

Prepared by: *Carol Annell* Phone: 465-4730  
 Division: LEGISLATIVE SERVICES DIVISION Date: 3/10/98  
 Approved by Commissioner: *Carol Annell* Date: 3/10/98  
 Agency: Natural Resources

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GOVERNOR



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STATE OF ALASKA  
OFFICE OF THE GOVERNOR  
JUNEAU

March 10, 1998

342

The Honorable Mike Miller  
Senate President  
Alaska State Legislature  
State Capitol  
Juneau, AK 99801-1182

*Mike*  
Dear President Miller:

I am transmitting a bill that provides for legislative approval of a royalty oil contract between the state and Mapco Alaska Petroleum, Inc. for the sale of Prudhoe Bay Unit royalty oil. A copy of the resolution of the Alaska Royalty Oil and Gas Development Advisory Board, recommending approval of that contract in accordance with AS 38.06.040(a)(3) and 38.06.050(a) and providing the report required by AS 38.06.070(c), is also being provided to the Legislature with this bill.

Under the contract, the state will receive a fair value for the royalty oil, while promoting in-state processing and petroleum product competition. Among the economic benefits to Alaska's citizens are competitive consumer prices for petroleum products, such as gasoline, diesel and jet fuels, and employment of Alaskans at Mapco's North Pole refinery.

Copies of the commissioner's preliminary finding and the draft contract have been sent to the legislature and made available to the public for review. The commissioner's final finding and the signed contract are attached.

I respect the Legislature's desire to have a direct voice in major disposals of royalty oil. Therefore, although this and previous administrations have consistently taken the position the statutory requirement of legislative approval of royalty oil contracts is unconstitutional, as a matter of comity, I am introducing a bill approving and ratifying the contract. The contract is consistent with provisions requiring approval by the Legislature before it takes effect.

I urge your prompt consideration and passage of this bill.

Sincerely,

A handwritten signature in cursive script, appearing to read "Tony Knowles".

Tony Knowles  
Governor

## MAPCO ALASKA PETROLEUM Inc. POSITION PAPER

### FIVE YEAR ROYALTY OIL CONTRACT WITH STATE OF ALASKA

March 24, 1998

MAPCO ALASKA PETROLEUM Inc. (MAPI) is seeking ratification of a new five year royalty oil contract from the Alaska State legislature. The contract was unanimously recommended for legislative approval by the Alaska Royalty Oil and Gas Development Advisory Board at their February 17, 1998, meeting. Approval of the contract is now before the legislature in the form of SB 329 and HB 469.

The contract has been signed by the Alaska Commissioner of Natural Resources and the President of MAPI. The contract calls for the sale of approximately 28,000 barrels per day (bpd) of North Slope royalty crude to MAPI. The contract will be effective December 1, 1998, and calls for MAPI to pay the State Royalty-in-Value price for the royalty oil plus a \$.15 per barrel premium. Over the five years of the contract, the State could receive an additional \$7.665 million in gross revenues over what they would receive from other Prudhoe Bay lessees for the royalty oil.

The effective date of December 1, 1998, coincides with the expiration of a current one year contract MAPI now has with the State for 13,000 bpd of royalty oil. The new contract will replace the volume in the one year contract and add the additional volume to provide feed-stock for the \$70 million refinery expansion currently underway at MAPI. The expansion will add a new third crude unit that should be ready to ship additional production by December 1, 1998.

The \$70 million expansion project currently has 50 Alaska workers on site. Construction employment will peak at about 375 workers this summer. Over 30 Alaskan vendors and contractors will be working on the refinery expansion. Once completed, the new crude unit will produce an additional 14,000 bpd of jet fuel for Alaska's growing air cargo and air passenger business. An additional 25 rail cars of jet fuel will be shipped daily on the Alaska Railroad from Fairbanks to Anchorage when the project is completed. Local property tax payments by MAPI will increase, revenues to GVEA will increase, and vendors and contractors will benefit from both the construction and the ongoing operation of the third crude unit. Also, 19 permanent new employees will be hired at the refinery and the Anchorage terminal to help operate the new crude unit and market the additional production.

MAPI has refining, marketing and retail activities throughout Alaska. MAPI employs 155 people in the refining and marketing business and about 300 workers at the 29 MAPCO Express retail stores in Alaska. MAPI spent approximately \$330 million with over 600 Alaskan vendors and contractors in 1997. In addition, MAPI provided approximately \$500,000 in funding to educational institutions, non profit organizations and for event sponsorships in 1997. MAPI has its refining headquarters at North Pole near Fairbanks and its marketing headquarters in Anchorage.

For more information contact Jeff Cook at (907) 488-5104

# FISCAL NOTE

(S) RES

STATE OF ALASKA  
1998 LEGISLATIVE SESSION

No. 1  
Bill Version: SB342  
(S) Publish Date: 3/12/98

Revision Date: \_\_\_\_\_ Dept Affected: Natural Resources  
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Component: Oil & Gas Development  
Sponsor: Rules Committee  
Requestor: Governor Component Serial No. 439

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GRANTS, CLAIMS						
MISCELLANEOUS						
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Estimate of any current year (FY98) cost: \$ \_\_\_\_\_

POSITIONS

FULL-TIME	0	0	0	0	0	0
PART-TIME	0	0	0	0	0	0
TEMPORARY	0	0	0	0	0	0

ANALYSIS: (Attach a separate page if necessary)

Sale of royalty oil to Mapco from Jan 1, 1998, when first barrel is paid for, to Dec 31, 2003, at 28,000 bbl/day.

Prepared by: *Carol Annall* Phone: 465-4730  
 Division: SUPPORT SERVICES Date: 3/10/98  
 Approved by Commissioner: *Carol Annall* Date: 3/10/98  
 Agency: Natural Resources

**Final Finding and Determination  
to Sell Royalty Oil  
to  
MAPCO Alaska Petroleum Inc.**

SENATE BILL NO. 342  
HOUSE BILL NO. 469



Alaska Department of  
**NATURAL  
RESOURCES**

**Division of Oil and Gas  
3601 "C" Street, Suite 1380  
Anchorage, Alaska 99503-5948**

**March 5, 1998**

**Final Finding and Determination To Sell Royalty Oil  
To MAPCO Alaska Petroleum Inc.  
March 5, 1998**

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Appendix A: Summary of Previous North Slope Royalty Oil Sales

Appendix B: AS 38.05.183(c) & (e), AS 38.06.050(c), AS 38.06.055, and AS 38.06.070(a)

Appendix C: Comments and Responses on the Preliminary Finding and Draft Contract

Appendix D: Changes to the Preliminary Finding and Draft Contract

1

**Final Finding and Determination to Sell Royalty Oil  
to  
MAPCO Alaska Petroleum Inc.**

**I. Summary**

The commissioner of the Department of Natural Resources, on behalf of the state of Alaska, proposes a five-year sale of approximately 28,000 barrels per day of the state's royalty oil to MAPCO Alaska Petroleum Inc. (MAPCO). MAPCO operates a refinery in North Pole in the Fairbanks North Star Borough and is one of the state's largest retailers of petroleum products. This document provides the final finding and determination required under AS 38.05.183 for the proposed sale.

The department distributed the preliminary finding and draft contract on January 30, 1998. The public comment period ended one month later on March 3, 1998. The department notified the public about the preliminary finding and draft contract and written comments were solicited by sending a notice of the sale or copies of the preliminary finding and draft contract to 200 citizens, special interest groups, industry and government representatives, and the media. The department also advertised through display advertisements in newspapers throughout Alaska. At the close of the comment period, the department received three letters. The letters are included as Appendix C to this finding.

The mailing and advertisements also notified the public of a meeting of the Alaska Royalty Oil and Gas Development Advisory Board (Royalty Board) that was held on February 17, 1998 at which the proposed sale was discussed and public comment was solicited. Except for the representatives from MAPCO, there was no public testimony at the Royalty Board meeting. However, a letter from Hal Whitley, owner of Wet Willy's Carwash in Fairbanks was faxed to the Royalty Board in the morning before the Royalty Board met. The Royalty Board considered Mr. Whitley's comments. Subsequently, the Royalty Board unanimously supported the sale and adopted the Commissioner's findings as its report to the legislature, and passed a resolution recommending approval of the sale by the legislature.

This is a final finding and final conclusions have been reached. The commissioner has determined that the proposed sale to MAPCO is in the state's best interest. The final finding, a copy of the signed contract, and the recommendation from the Royalty Board will be forwarded to the Legislature under AS 38.06.055.

**II. Background**

The state of Alaska receives a royalty of approximately 12.5 percent of the oil and gas produced from the Prudhoe Bay Unit. The state may take its share of oil production "in-kind or "in-value." When the state takes its royalty share of the oil in-kind (RIK), it assumes ownership of the oil, and the commissioner disposes of the oil through either competitive or non-competitive sales. When oil is taken in-value (RIV), the state's lessees who produce the oil market the state's share along with their own share of production. The lessees are obligated to pay the state the value of the state's RIV share.

MAPCO has a long history as a purchaser of RIK from the state. MAPCO has the longest running contract for ANS RIK. Deliveries under its long-term contract began in November 1979 for 35,000 barrels per day. This contract will not expire until December 2003. Through the end of 1997, MAPCO received approximately 205.8 million barrels of RIK.<sup>1</sup>

On August 26, 1997, the state agreed to sell to MAPCO an additional volume of royalty oil equal to 11.6 percent of the daily royalty oil production of the Prudhoe Bay Unit (PBU) for one year. Deliveries under this contract began on December 1, 1997 and will continue through November 30, 1998. By statute this contract may not be renewed without a specific recommendation of the Royalty Board to the legislature and the legislature's subsequent approval. Last October, MAPCO initiated negotiations with the department for a new royalty oil supply contract to begin deliveries when this contract expires.

At the date of this final finding, Williams Companies Inc. is in the final stages of acquiring Mapco Inc. This acquisition will become final when Williams Companies Inc. receives approval from the Federal Trade Commission. On November 24, 1997, the companies announced that they had entered into a definitive merger agreement providing for Williams to acquire MAPCO. On February 26, 1998, MAPCO shareholders approved the acquisition. Standard and Poor's (S&P) revised its outlook for both companies to positive from stable. Primarily, the outlook change reflects the strengthening fundamentals of the Williams' pipelines and prospects for improving earnings at Williams Communications Group and Williams Energy Group. The proposed acquisition of Mapco Inc. is also a positive factor in S&P's outlook change.<sup>2</sup> The \$3 billion acquisition price includes \$2.2 billion of Williams common stock and the assumption of about \$750 million of acquired company debt. The conservatively financed acquisition should diversify Williams' pipeline operations with a relatively successful downstream energy services company. The merger will have no affect on the proposed sale and contract terms.

This finding and determination and the attached copy of the sales contract represent the result of those negotiations. Much of what was written by way of background to the 1997 contract still applies today.

In the following section of this finding, the description of the contract focuses on how this proposed contract differs from the current one-year contract.

### **III. Discussion of Contract Provisions**

#### **Term**

First delivery of RIK oil is set for December 1, 1998 and will continue for five years. The contract will terminate December 31, 2003. This coincides with the termination date of MAPCO's current long-term, 25-year contract.

<sup>1</sup> Golden Valley Electric Association volumes are included in MAPCO's RIK deliveries.

<sup>2</sup> Standard & Poor's CreditWire dated November 24, 1997.

## Quantity

The state agreed to increase the percentage of royalty oil that MAPCO may purchase to assure MAPCO a relatively constant supply of RIK oil as production declines. Over the life of the contract the volume of RIK taken by MAPCO will remain fairly constant. This proposed contract will increase the percentage of PBU royalty oil that MAPCO now receives under the current one-year contract. MAPCO will purchase 27.0 percent of the state's royalty share in 1999 (about 28,000 barrels per day from the PBU). In the second, third, fourth and fifth years, MAPCO's RIK purchase percentage will increase slightly to 28.5 percent, 30.0 percent, 32.0 percent and 33.5 percent, respectively.

**Table 1: RIK Percentages and Maximum Quantities**

Year	RIK %	RIK Volume (Bpd)
1998	27.0	28,350
1999	27.0	28,350
2000	28.5	28,500
2001	30.0	28,200
2002	32.0	28,480
2003	33.5	28,475

When MAPCO's current long-term RIK contract with the state is considered with the proposed contract, the actual volume taken by MAPCO will increase to approximately 56.7 percent of the state's royalty oil from the PBU.

The percentage of royalty oil designated in the contract for each year is called the "Maximum Quantity." If MAPCO takes less than the Maximum Quantity, it will be subject to a per-barrel reservation fee on each barrel less than the Maximum Quantity. The per-barrel reservation fee is 0.75 percent of the full purchase price.<sup>3</sup> MAPCO may elect to decrease or increase the quantity of RIK oil it will actually purchase month-to-month subject to certain notice requirements. MAPCO also has the right to terminate the contract with one hundred days notice to cease deliveries. With the same notice period, MAPCO may elect one time annually to permanently reduce the Maximum Quantity required under the contract. However, once MAPCO issues an annual notice of its option to permanently reduce the Maximum Quantity, MAPCO may not reinstate the Maximum Quantity to the initial level. In addition, MAPCO may not ever increase the Maximum Quantity.

Because of the terms of the PBU Agreement in force among the producers and the state, the state combines royalty production from both the Prudhoe Bay field and royalty oil processed currently through the Lisburne Production Center. The 112,000 barrels per day of royalty crude

<sup>3</sup> The contract provides MAPCO with some operational flexibility. With the appropriate one hundred-day notice, MAPCO may take less than the Maximum Quantity, however, a reservation fee would apply to volumes less than the then applicable Maximum Quantity.

oil forecast for 1998 (Table 2) is the sum of the royalty offtake from PBU including both the Initial Participating Areas and the Greater Point McIntyre Area, i.e. Lisburne, Pt. McIntyre, West Beach, North Prudhoe Bay State, and the Niakuk/Alapah Participating Areas.<sup>4</sup>

Table 2 illustrates the present and future royalty crude oil supply from the PBU. The state is obligated to supply 35,000 barrels per day to MAPCO through 2003 and 30 percent of the PBU royalty oil to Tesoro through 1998. If the proposed MAPCO contract is awarded, the state will still keep approximately 13 percent of its royalty share of PBU production as RIV or about 40 percent of the total ANS royalty production in 1998. See Figure 1, titled "Total ANS Royalty and RIK Sale" for the percentage share of ANS RIK oil versus ANS RIV oil.

The state must reserve a sufficient percentage of its PBU royalty oil as RIV to insure that PBU lessees can deduct field costs as a credit from their RIV royalty for the royalty oil the state takes in-kind. The state's flexibility to nominate more RIK oil from the PBU will be limited after this RIK sale to MAPCO. However, there will be some flexibility for the state to offer additional royalty oil from other non-PBU fields on the North Slope as circumstances warrant.

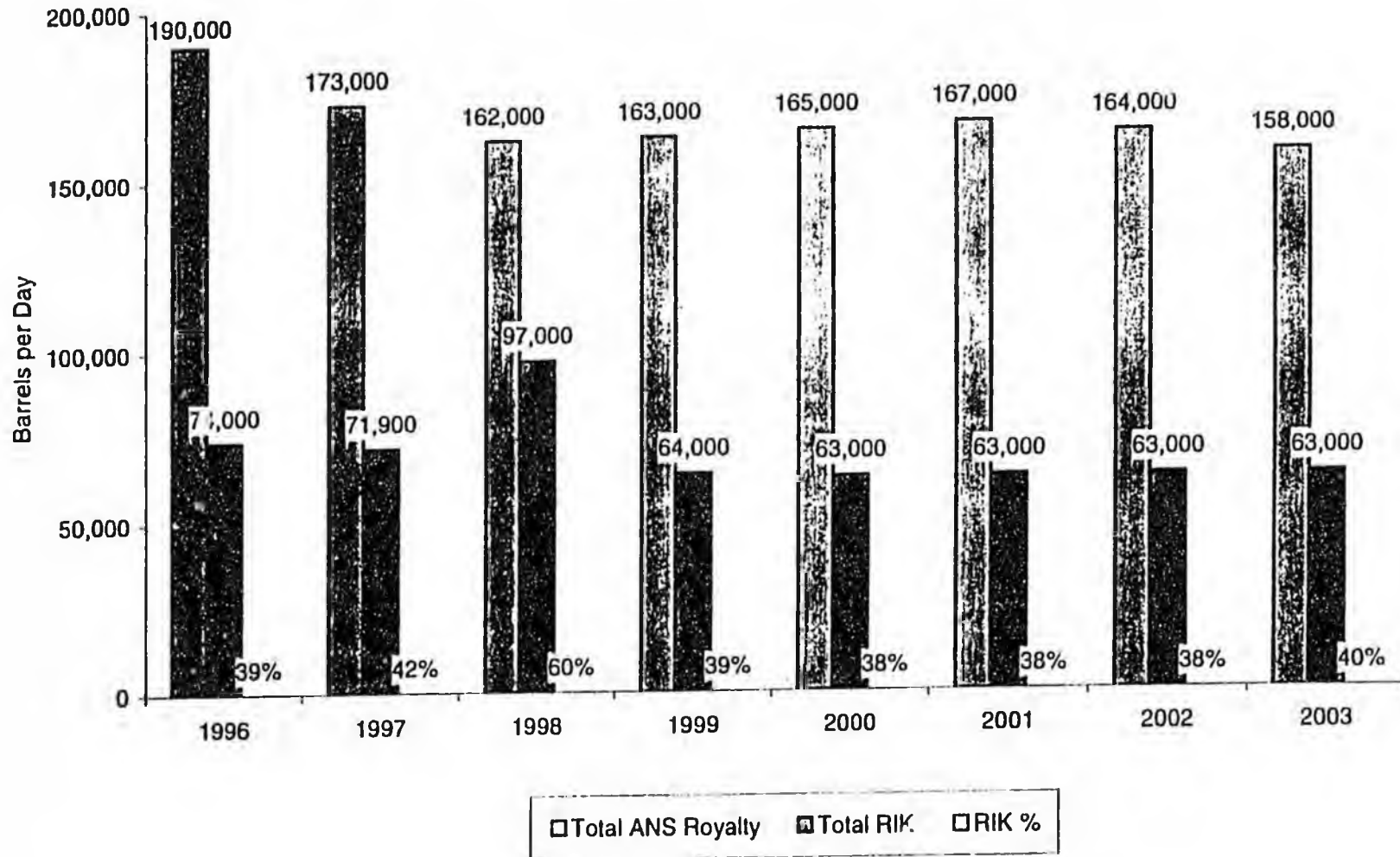
### Quality

MAPCO must accept the same quality of oil that the state receives from the producers at Pump Station No. 1. The existing contract with MAPCO does not distinguish between crude oil, condensate, or natural gas liquids (NGLs). MAPCO waives any claim that either condensate or NGLs blended with the crude oil by the lessees tendered to the state as royalty oil is not oil for the purposes of the contract. This waiver will protect the state against any future claim that MAPCO did not receive its full or correct volume of RIK by asserting that condensate or NGLs are not crude oil.

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<sup>4</sup>Under the proposed contract, the state reserves the right to supply 100 percent of MAPCO's volume from just the PBU Initial Participating Areas (IPA) rather than include the production from the Greater Point McIntyre Area, i.e., production processed through the Lisburne Production Center. In this case MAPCO would receive initially 33.8 percent of the PBU IPA production. MAPCO will be notified 90 days in advance if the commissioner, in his sole discretion, chooses to exercise this right.

Figure 1: Total ANS Royalty and RIK Sale  
(includes Proposed Mapco Contract)



**Table 2: North Slope Royalty Crude Oil Production Forecast**  
(MBOD)

	1998	1999	2000	2001	2002	2003	2004	2005	2006
Greater Point McIntyre Area	23	19	16	13	11	10	9	8	8
Lisburne	1	1	1	1	1	1	1	1	1
Niakuk	4	3	3	3	2	2	2	2	2
Point McIntyre	17	14	11	9	8	7	6	6	5
West Beach -N. Prudhoe Bay State	0	0	0	0	0	0	0	0	0
Prudhoe Bay a/	89	84	81	77	74	71	68	64	60
Satellites b/	0	2	3	4	4	4	5	5	4
Prudhoe Bay Unit	112	105	100	94	89	85	82	77	72
Kuparuk River Unit	33	35	36	34	33	32	29	27	25
Milne Point	8	9	10	11	12	13	13	12	11
Northstar	0	0	0	8	8	7	6	5	5
Other Onshore	0	0	0	0	4	4	4	4	4
Endicott	9	8	8	7	7	6	6	5	5
Badami	0	6	6	5	5	4	4	3	3
Alpine	0	0	6	6	6	6	6	5	5
<b>Total Royalty:</b>	<b>162</b>	<b>163</b>	<b>166</b>	<b>165</b>	<b>164</b>	<b>157</b>	<b>150</b>	<b>138</b>	<b>130</b>
<b>Minus RIV Req'd for Field Cost Allowance</b>									
Prudhoe Bay Unit	11	11	10	9	9	9	3	3	3
Kuparuk River Unit	3	3	3	3	3	3	3	3	3
Milne Point	0	0	0	0	0	0	0	0	0
Endicott	1	1	1	1	1	1	1	1	1
	15	15	14	13	13	13	7	7	7
<b>Minus Current RIK Contracts</b>									
MAPCO #1	35	35	35	35	35	35	0	0	0
MAPCO #2 c/	13	--	--	--	--	--	--	--	--
Tesoro	34	--	--	--	--	--	--	--	--
<b>Total Current RIK Obligation</b>	<b>85</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>ANS Royalty Oil Available to Supply New RIK Contracts:</b>									
	65	113	117	117	116	109	143	131	123
MAPCO's proposed 27.0% contract d/	28	28	28	28	28	28	--	--	--
<b>ANS Royalty Oil Remaining:</b>	<b>37</b>	<b>85</b>	<b>89</b>	<b>89</b>	<b>88</b>	<b>81</b>	<b>143</b>	<b>131</b>	<b>123</b>

a/ If the commissioner elects to sell MAPCO RIK from the Prudhoe Bay Initial Participating Area (IPA), then the price per barrel will be calculated on the basis of the volume weighted average of the Royalty Value received from just the IPA, plus \$.15. See Table 2.

b/ Satellites include wells penetrating several smaller, unnamed reservoirs.

c/ MAPCO's #2 contract expires November 30, 1998.

d/ MAPCO's proposed contract is expected to start December 1, 1998 and expires on December 31, 2003.

## Price

The proposed contract requires MAPCO to pay a price per barrel equal to the state's royalty value per barrel plus \$.15. The state's royalty value is defined as an amount equal to the per barrel value the state would have received from the Lessees for its royalty oil if the state had taken its royalty in-value instead of in-kind, plus any costs incurred by the state as a result of taking the royalty in-kind rather than in-value. This price meets the statutory requirement that the value of RIK is at least equal to or exceeds RIV. The proposed contract price is comparable to the one-year contract price and the value of RIV. Table 3 illustrates the calculation of MAPCO's price if it took deliveries under the proposed contract in January 1997.

**Table 3: Volume Weighted Average Price --All Producers  
Value of RIV**

<i>Producer</i>	<i>Gross Volume</i>	<i>PS-1 Value</i>	<i>Product of Volume Times PS-1 Value</i>	<i>Average Price</i>
<b>Lisburne Production Center a/ b/ c/</b>				
ARCO	1,803,528.68	\$19.50000	\$35,168,809.45	
BP Exploration	2,565,203.54	\$18.12000	\$46,481,488.14	
Exxon	2,167,463.77	\$18.73000	\$40,596,596.40	
<b>Prudhoe Bay IPA a/</b>				
ARCO	6,812,971.60	\$19.88000	\$135,441,875.41	
BP Exploration	9,731,640.80	\$18.64000	\$181,397,784.51	
Chevron	159,860.30	\$23.24800	\$3,716,432.25	
Exxon	7,700,737.40	\$19.58000	\$148,008,172.83	
Force	9,111.30	\$19.88000	\$181,132.64	
Mobil	362,126.20	\$19.82000	\$7,075,583.82	
Phillips	364,589.50	\$20.69000	\$7,543,356.76	
Texaco	100,129.00	\$18.95000	\$1,897,444.55	
<b>Totals</b>	<b>31,777,362.10</b>		<b>\$607,508,676.78</b>	
<b>Volume Weighted Average Value:</b>				<b>\$19.11766</b>
				<b>+ \$.15/bbl</b>
<b>Price of Sale Oil:</b>				<b>\$19.26766</b>

a/ Under the proposed contract, the state reserves the right to supply 100 percent of MAPCO's volume from just the Prudhoe Bay Unit Initial Participating Areas rather than include the production from the Greater Point McIntyre Areas, i.e., production processed through the Lisburne Production Center. This would imply that MAPCO would receive approximately 33.8 percent of the Prudhoe Bay Initial Participating Areas production. MAPCO will be notified 90 days in advance if the commissioner, in his sole discretion, chooses to exercise this right.

b/ Includes Larch, North Prudhoe Bay State and West Beach.

c/ Includes wells penetrating several smaller, unnamed reservoirs.

Like the current MAPCO and Tesoro contracts, the proposed contract price replaces the need for an escrow account and retroactive ANS Royalty Litigation<sup>5</sup> adjustments that appear in MAPCO's 1978 contract. MAPCO's proposed contract will have a more certain purchase price, subject to only minor subsequent adjustments. The ANS Royalty Settlement Agreements concluded the ANS Royalty Litigation and provided an agreed-upon valuation method that did not exist when MAPCO's 25-year royalty oil contract was signed. MAPCO's new RIK contract will rely upon agreed-upon valuation methods in the ANS Royalty Settlement Agreements to establish a contract price. Except for certain related adjustments contemplated under the

<sup>5</sup> ANS Royalty Litigation refers to the dispute between the state and the ANS lessees that was resolved in several settlement agreements (Case No. 77-847 Civil, June 1977).

settlement agreements with ARCO, BP, Exxon and the other PBU producers the MAPCO contract will not require an interim pricing method.

Previous RIK findings have described the so-called "displacement effect" and "competitive effect" that may occur with a state sale of RIK. Because the changes in the markets for ANS oil, these effects will be very minor.

The "displacement effect" theorizes that any RIK sale by the state to in-state refiners will replace ANS sales by North Slope lessees to West Coast destinations including Alaska. Although the total volume of ANS sold on the West Coast is the same without a RIK sale, the producers must show in their royalty reports that a larger proportion of their oil is placed in destination markets where netback values are less than the West Coast. The West Coast destinations yield a higher royalty value than the other destinations. The average royalty value, weighted by oil volumes to each destination, is lower when the proportion of oil reported by the lessees going to the non-West Coast destination increases. This proportion of deliveries to the West Coast and other destinations is also reflected in the netback value reported for severance tax purposes. In this way, selling RIK decreases the state's revenues from both RIV royalties and severance taxes.

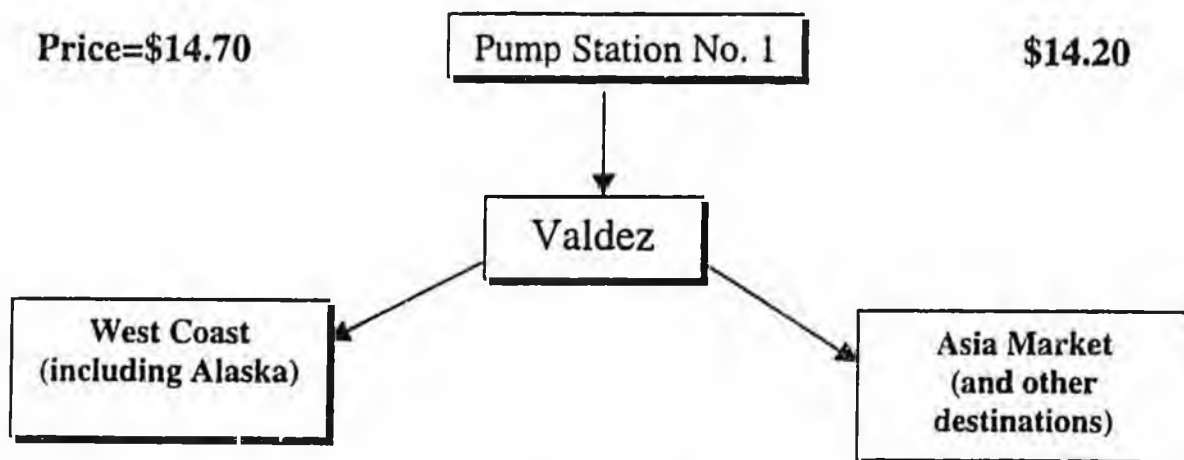
The potential for a "displacement effect" has diminished since the market of total ANS sold on the Gulf Coast has disappeared. The Gulf Coast's historically low royalty value contributed the biggest impact in calculating the displacement effect. There are now no more waterborne shipments of ANS to the Gulf Coast and the volumes shipped to the Mid-Continent or the Far East yield netbacks that are higher than the Gulf Coast netbacks.<sup>6</sup>

As shown in this example, (See Table 4) the displacement effect, is insignificant. The contract price is sufficient to compensate the state for any reduction in the royalty value of RIV oil.

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<sup>6</sup>Alaska Department of Revenue, Fall 1997 Revenue Sources Book, Forecast and Historical Data. Anchorage, Alaska, p.19. ANS movements to destinations in the Far East, the Caribbean and the U.S. Mid-Continent represented just 5 percent of total ANS production in FY 1997.

TABLE 4: DISPLACEMENT EFFECT



If the North Slope producers take all of our royalty oil "in-value," their shipments will look like this:

$$\begin{array}{rclclcl}
 28,000 & + & 922,000 & + & 50,000 & = & 1,000,000 \\
 \text{(Mapco)} & & \text{(CA and WA)} & & \text{(Asia Market)} & & \text{(Total)}
 \end{array}$$

In percentage terms:

$$\begin{array}{rclclcl}
 3\% & + & 92\% & + & 5\% & = & 100\%
 \end{array}$$

The calculation of royalty value (and severance tax) is:

$$(\$14.70 \times 3\%) + (\$14.70 \times 92\%) + (\$14.20 \times 5\%) = \$14.67$$

If the state sells oil to Mapco, the producer's placements on the West Coast are reduced by 28,000 barrels. Their shipments will now look like this:

$$\begin{array}{rclclcl}
 0 & + & 922,000 & + & 50,000 & = & 972,000 \\
 \text{(Mapco)} & & \text{(CA and WA)} & & \text{(Asia market)} & & 
 \end{array}$$

In percentage terms:

$$\begin{array}{rclclcl}
 0\% & + & 95\% & + & 5\% & = & 100\%
 \end{array}$$

The calculation of royalty value (and severance tax) is:

$$(\$14.70 \times 0\%) + (\$14.70 \times 95\%) + (\$14.20 \times 5\%) = \$14.67$$

In this example, the displacement effect has no effect on the state's royalty and severance tax revenue.

The "competitive effect" relies on the assumption that the price of ANS on the West Coast as reported in the producers' royalty value is higher than the price that would result from a purely competitive market. One North Slope producer dominates the ANS spot market and may be able to influence the price by its decision to transport oil to other destinations. When the state was selling nearly 210,000 barrels per day of RIK in 1986, (See Figure A-1) the state, as another seller in the market competing with the ANS producers, could conceivably contribute to a lower West Coast price. The "competitive effect" is probably immeasurable since ANS supply in the West Coast market is declining. Competitive market forces beyond the control of the ANS producers, including the state, now govern the price of ANS.

### **In-State Processing**

In the proposed contract, MAPCO has agreed that 80 percent of the RIK it will purchase will be processed in the North Pole refinery. This clause is designed to prevent MAPCO from re-selling RIK to a third party and possibly profiting from a favorable price charged to MAPCO by the state. The in-state processing clause assures that the state will enjoy the benefits described in Section IV below.

### **Purchase Price Reopener**

The contract provides no provision for either the state or MAPCO to renegotiate the price terms. Should the state pursue a price reopener as permitted by the ANS Royalty Settlement Agreements, the state is obligated only to inform MAPCO that negotiations have begun. MAPCO will pay based on whatever the Royalty Value the state and the producers may negotiate.

MAPCO also agrees that it will not intervene in any way in the negotiations or arbitration of a reopener between the state and the producers. If the new price terms that may result are disagreeable to MAPCO, it has the right to terminate the contract with one hundred days notice to cease deliveries.

### **Payments**

The proposed contract has specified the timing and due dates associated with the Production Month Invoice, Initial Adjustments, and Subsequent Adjustments. The timing of these invoices and due dates have been shortened somewhat to reduce the state's exposure to default risk as described below.

The state has agreed that any subsequent adjustments rendered more than six years after the date of delivery will bear interest for only six years from the due date of the initial billing. However, this six-year interest limitation does not apply to adjustments that result from regulatory decisions, reopeners, court proceedings, or true-up audits that are commenced during the six-

year period. This provision appears in both the current one-year MAPCO contract and Tesoro's current three-year contract.

### Termination Notice

The state requires at least one-hundred days notice of early termination of the contract or any reduction in the maximum quantity taken by MAPCO. This timing is based on the ANS Royalty Settlement Agreements and the PBU Agreement. Under the original PBU Agreement, the state has a right to "denominate" RIK deliveries with a six-month notice. However, under each of the ANS Royalty Settlement Agreements, the timing requirement was reduced to 90 days. The ANS Royalty Settlement Agreements provide that the lessees may claim *force majeure* if marine transportation is unavailable to transport any additional RIV for the first 90 days that the RIK has reverted back to the producers. During this up-to-90-day period that lessees could claim *force majeure*, the state must take full possession of its RIK and find customers to buy it and tankers to transport it. For this reason MAPCO must provide sufficient notice to terminate the contract or reduce its maximum quantity, up to six-months and ten days if necessary.

### Late Payment Penalty

If MAPCO fails to make full payment of its monthly obligation within three business days following the receipt of the invoice, a five percent penalty will be imposed. In MAPCO's one year contract, the same late payment penalty applies.

### Interest

Underpayments and overpayments are an unavoidable problem in any RIK sales contract. The contract price is based on Royalty Values calculated under provisions in the ANS Royalty Settlement Agreements that are subject to re-adjustments for true-up audits, regulatory decisions, reopeners, or court proceedings. Both the state and MAPCO agree to pay each other the statutory interest rate on readjustments made for overpayments or underpayments, respectively. The applicable rate is five percent over the annual rate charged member banks for advances by the 12<sup>th</sup> Federal Reserve Bank or 11 percent compounded quarterly, whichever is greater (AS 38.05.135(d)).

### Local Hire

Like MAPCO's one-year contract and virtually every RIK contract to in-state refineries, the proposed contract requires that MAPCO agree to employ Alaska residents and Alaska companies to the extent they are available, willing and qualified for the applicable work performed in Alaska in connection with the Agreement. An Alaska resident is defined as one who has resided in Alaska for one year at the time of employment and "Alaska companies" means companies incorporated in Alaska or whose principal place of business is in Alaska. If

this provision is determined to be unconstitutional, then MAPCO agrees to hire Alaska residents to the extent that the constitution allows.

### Security

The proposed contract requires an irrevocable stand-by letter of credit equivalent to the value of 75 days worth of RIK to secure the state in the event that MAPCO, for any reason, fails to pay its bills or to take delivery. The value of the letter of credit is calculated to protect the state from its exposure to "default risk" and "denomination risk." Default risk is the exposure the state faces if MAPCO fails to pay. Since MAPCO is billed on the first day of the month following the production month up to 39 days of RIK will be delivered to MAPCO before the state is in a position to declare the contract in default for failure to pay (See Table 5). In addition to the risk assumed by the state should MAPCO fail to pay, the state also runs a risk of losing full value of its RIK when it "denominates" the RIK volumes to RIV. As indicated above, the 90 day denomination notice period under the ANS Royalty Settlement Agreements plus 90 days should a lessee declare *force majeure* represents the amount of RIK oil subject to this risk. During this period, the state either has to organize a new RIK purchaser or negotiate with the lessees to take back the RIK. In either event, the state could be in a distress sale situation. The letter of credit instrument is intended to protect the state from losses for volumes delivered under the contracts or re-sold at a price less than the contract price.

The state's risk exposure is measured as follows:

**Table 5: Calculation of MAPCO's Letter of Credit**

	<b>Days</b>
<b>Default Risk</b>	
Days RIK tendered but not billed:	30
Days to Production Month Invoice:	2
Production Month Invoice Due:	3
Default Declared:	4
<b>Total Default Exposure</b>	<b>39</b>
<b>Denomination Risk</b>	
Volumes Subject to 90-day Denomination @ 100%	90 days
Probability that 90-day notice rights invoked @ 100%	90 days
Resale Value of denominated oil \$ .80 on the \$1	
<b>Number of days "at-risk" (20% X 90 days)</b>	<b>18</b>
Volumes Subject to 90-day Force Majeure @ 100%	90 days
Probability that 90-days notice rights invoked @ 100%	90 days
Resale Value of denominated oil \$ .80 on the \$1	
<b>Number of days "at-risk" (20% X 90 days)</b>	<b>18</b>
<b>Total Denomination Exposure</b>	<b>36</b>
<b>Total Risk Exposure</b>	<b>75</b>

The letter of credit is valued at the price of the RIK volume per day times the number of days of total risk exposure.

The proposed contract includes an alternative security provision if MAPCO so elects. This security provision requires that MAPCO provide the state with an irrevocable stand-by letter of credit for forty days of RIK oil, plus an irrevocable backup contract with a major oil company subject to approval by the Commissioner. The backup contract would assume MAPCO's full liability to the state to purchase RIK oil for a minimum of 90 days or a maximum of 180 days deliveries of RIK oil. Should MAPCO default, the state will draw from the 40 day letter of credit and the backup contract would immediately take effect for the RIK oil due MAPCO until the 90 day or 180 day (if producers invoke *force majeure* notice) denomination notice of the state's RIK oil became effective.

The concern for the state's exposure to default and denomination risk is driven by the state's previous experience. The security and other provisions of recent RIK contracts mitigate those risks. The Alpetco RIK sales contract, executed on February 22, 1978, a so-called in-state enhancement contract, was the worst performer recovering only 94.5% of the principal. Part of this difference were losses the state incurred on the royalty oil subject to "denomination risk." When Alpetco attempted to decrease its RIK purchases, the state realized only 78 percent of the contract price.

Over time, the Division has looked at some of the obvious problems with the Alpetco RIK contract and these problems have been mitigated or eliminated in the subsequent contracts. The proposed MAPCO contract avoids the following:

- Dispute clause that allowed Alpetco to unilaterally withhold any amounts Alpetco disputed without Alpetco's debt being called due and payable.

See MAPCO contract, page 15, line 11 (6.10 Disputed Payments) requires MAPCO to pay the full amount pending final resolution of the dispute.

- Ability to intervene in ANS Royalty Litigation allowed Alpetco the potential to disrupt the settlement if the state pursued litigation against Alpetco's parent company for claims.

See MAPCO contract, page 7, line 19 (2.5 Reopeners) stipulates that MAPCO shall not intervene or participate in any way regarding ANS Royalty Settlement Agreements or litigation with the lessees. This provision removes any leverage that MAPCO may have over the state.

- Failure to secure full value for its RIK oil resulted from the narrow marketing window imposed on the state when Alpetco could no longer take RIK volumes.

The MAPCO contract establishes the timing required for termination notices, notices to reduce the Maximum Quantity, and month-to-month deliveries volumes within the limits allowed in the ANS Royalty Settlement Agreements. The security clause requires a letter of credit and/or a backup contract so that the state can recover any losses due to premature denomination of RIK.

## IV. In-State Benefit Analysis

The commissioner considered the effects of the sale of RIK on the economy of the state and the projected benefits of refining or processing the RIK in the state (under AS 38.05.183). In short, the terms of the proposed RIK sale should: (1) assure that the state receives at least as much value for the RIK as it would have received for RIV; and (2) encourage in-state processing of RIK together with the attendant economic and social benefits. These benefits are measured in terms of jobs, taxes, and economic competition among the state's refineries for their products. The conclusions reached in the best interest finding that accompanied the current one-year contract are still applicable. Some of the information has been updated here.

In the following discussion of in-state benefits, there is one caveat: the degree to which these effects may be attributable to the sale depends on how important the sale is to the continued operation and expansion of MAPCO's North Pole refinery. The state can offer a somewhat unique crude oil supply contract whose terms might not be available from any other seller. Presumably, MAPCO would continue operations without this contract, but there are direct benefits MAPCO may derive in dealing with the state. To the extent that these benefits are translated into jobs, taxes, and more vigorous refined-products competition, the people of the state also benefit. By the same token, the degree to which the sale may contribute to the ongoing operation and expansion of the refinery must also be taken into account when describing the environmental effects of the refinery's operation.

### Economic Impacts

A \$70 million expansion and upgrade at the North Pole refinery is underway and will increase fuel production by 17,000 barrels per day. Recent upgrades at the North Pole refinery provide MAPCO the opportunity to expand its export markets in Western Canada and the Pacific Rim. In addition, the 1998 expansion will create 17 new jobs in North Pole and Anchorage.

MAPCO reports that it currently employs 120 people in the Fairbanks North Star Borough and 35 people in Anchorage who are directly associated with the North Pole refinery. In addition, MAPCO employs another 300 people statewide at their MAPCO express outlets.<sup>7</sup> This translates as one-fourth of the manufacturing jobs in the Fairbanks North Star Borough competing largely with mining and construction jobs. For the most part, these are also high-wage jobs with a payroll in the Fairbanks North Star Borough of over \$9.4 million in 1994.<sup>8</sup> Wages in the petroleum refinery and transportation sector averaged \$72,677 or more than twice the Fairbanks North Star Borough average. Income spent by workers in this sector contributes to an employment multiplier of over 2.5, i.e., for every job at MAPCO's North Pole refinery 2.5 jobs are created in the wider Fairbanks North Star Borough economy.

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<sup>7</sup> Communication with Keith Selby, MAPCO Alaska Petroleum, Inc. 1/23/98.

<sup>8</sup> Lee Huskey, ISER. November 1995. "Table 2: The Fairbanks Petroleum Sector Private Industry Wage and Employment Effects," of the "The Petroleum Industry and the Fairbanks Economy" report.

MAPCO's statewide marketing and distribution of petroleum products activities, together with the refinery, employs a total of 455 people statewide with a payroll (including benefits) of over \$19.5 million in 1997.<sup>9</sup>

### Consumption Effects

The market for crude oil and the market for retail petroleum products are different markets. While crude oil is a factor in the production of retail products (like electricity and labor), it is traded in a different market. Accordingly, lower prices of crude will not necessarily transfer immediately to a lower price for retail products. Wholesale product prices can move independently of ANS crude prices<sup>10</sup> because of the other factors. These other factors include such influences as refinery outages, changing gasoline specifications, gasoline inventory levels, the previous month's wholesale price, and other energy market effects.

As with other in-state refiners, the presence of MAPCO in the state provides competition to outside fuel sellers who import products to Alaska. California suppliers can capture the difference in state highway gasoline taxes of 22 cents per gallon between markets in Alaska and California. For Washington, the difference is 15 cents. All other things being equal, this difference in government take provides a business opportunity for outside suppliers to sell gas in Alaska. The presence of local suppliers of retail products in competition with imported petroleum products adds price competition to the retail market. In the same manner, imported products offer competition to local suppliers.

The presence of MAPCO's North Pole refinery as a local product supplier with lower transportation cost to markets and situated next to a crude oil pipeline provides price competition to imported petroleum products. MAPCO's healthy market share of the gasoline and jet fuel trade indicates that imported products sellers must consider MAPCO's price in setting their own.

Two investigations conducted in the mid-1980's by the Alaska Attorney General's office supports the important role of competition in the level of in-state gasoline prices.<sup>11</sup> Both studies report that higher profit margins stem from weak competition. In 1985, only one in-state refinery produced motor gasoline throughout the entire calendar year. That refiner enjoyed a decrease in its price for most of its crude feedstock while wholesale prices were increased by an average of 6.5 cents per gallon.<sup>12</sup> The Attorney General's report concluded, "... the refineries are charging more for refined gasoline, even though they are paying less for the crude oil they use to make the gasoline." With only one refiner producing gasoline for the entire calendar year, there was little competitive pressure to reduce wholesale prices at a time when their largest cost input, the price of crude feedstock, decreased. MAPCO began refining motor gasoline in the last quarter of 1985 and has provided competition in that market.

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<sup>9</sup> Communication with Keith Selby, MAPCO Alaska Petroleum Inc., Anchorage, Alaska 1/26/98.

<sup>10</sup> William W. Wade and Robert R. Trout. "Carb Gas Phase-In Price Spike: Collusion or Market Effects?" 1997

<sup>11</sup> Memo to M. Mike Miller, Chairman, House Judiciary Committee from Attorney General Norman C. Gorsuch. RE: Southeast Alaska Gasoline Price Investigation. May 13, 1985. Fairbanks Gasoline Report, February, 1986. An attachment to a memorandum to Governor Bill Sheffield from Attorney General Harold M. Brown, March 11, 1986.

<sup>12</sup> Fairbanks Gasoline Report, page 17.

This competition in the in-state gasoline sales market, along with other sellers, provides a dampening effect on prices. The effect of market competition on prices reported in the 1985 Attorney General's report explains that "The ...price difference [between wholesale prices in Anchorage and Southeast Alaska] appears to be due to a very low level of competition between wholesalers in Southeast Alaska, which permits higher profit margins."<sup>13</sup> Insofar as state refineries and product wholesalers can compete, the consumer can enjoy lower prices than would be the case if competition did not exist.

### Social Impacts

MAPCO paid 60 percent of the property tax revenues collected in 1996 by the City of North Pole. Until 1997, when the Ft. Knox Gold Mine came on line, MAPCO's North Pole refinery had the highest property assessment in the Fairbanks North Star Borough at \$94 million.<sup>14</sup> MAPCO's tax contribution will grow as a result of the refinery expansion. No incremental effects on land use, impacts on the local social infrastructure, i.e., schools, public safety, roads, and other government services, are anticipated as a result of this sale.

### Effect of Refinery Expansion

MAPCO's North Pole refinery is the largest refinery by volume in the state. Almost half of MAPCO's business is jet-fuel sales, and the company has about half the market at Anchorage International Airport which equals approximately 861,000 gallons per day in 1997. MAPCO's growth is being driven by the rapid expansion (about a 43% growth rate from 1995 levels), of jet-fuel sales in Anchorage as the growth in international air-cargo traffic continues. All of the additional jet fuel production due to the refinery expansion is projected to supplant foreign imports of jet fuel. Including purchased volumes, MAPCO supplies approximately 39% of the jet fuel used in Alaska. MAPCO's 1996 jet fuel production was 22,000 barrels per day or 924,000 gallons per day.<sup>15</sup>

Jet-fuel demand in Alaska has been growing at 7 to 8 percent a year and at least 4 percent growth is expected over the next few years.<sup>16</sup> Total Alaska jet-fuel demand is about 55,000 barrels per day, with all but 14,000 to 15,000 barrels of that supplied by the four Alaska refineries, mostly by MAPCO. Over 80% of North Pole refinery's production is consumed in the state of Alaska. MAPCO markets more than 40,000 barrels per day of these refined products to Alaska, Western Canada and the Pacific Rim. MAPCO processes only Alaska North Slope crude oil. In addition, the refinery markets 64% of its gasoline production through MAPCO Express stores in Alaska.

MAPCO estimates that its retention (i.e. oil taken from TAPS at the North Pole refinery but not returned to the pipeline) will be approximately 45,000 barrels per day. In future years MAPCO will retain approximately 64,000 barrels per day to produce MAPCO's produce slate. See Table

<sup>13</sup> Memo to M. Mike Miller, page 2.

<sup>14</sup> Lee Huskey, ISER. November 1995. "Table 2: The Fairbanks Petroleum Sector Private Industry Wage and Employment Effects," of the "the Petroleum Industry and the Fairbanks Economy" report.

<sup>15</sup> Communication with Keith Selby, MAPCO Alaska Petroleum Inc., Anchorage, Alaska 1/23/98.

<sup>16</sup> 1996 MAPCO Petroleum Inc. Annual Report.

6 and Figure 2 titled "North Pole Refinery Total Retention and State Royalty Volumes" for the amounts by year. For every barrel of oil that MAPCO retains in its refinery, MAPCO returns two barrels of residual oil to the TAPS. (See Table 6 and Figure 3 titled "MAPCO's Projected Product Slate" for the types and percentages of refined products). After the 1998 expansion, the maximum crude distillation capacity or processing capacity of the North Pole refinery will rise to 210,000 barrels per day.

### Quality Bank

MAPCO's expansion will increase its return flow by 63,000 barrels to a total of 159,000 barrels per day.<sup>17</sup> This increased return flow to the pipeline degrades the crude oil stream. MAPCO compensates for this degradation by making increased payments to the TAPS Quality Bank.

Any effect on ANS crude price due to increased degradation of the pipeline stream is compensated by the Quality Bank. The quality bank methodology, theoretically, equalizes value between crude streams by billing relatively lesser value streams and compensating relatively higher value ones.

### Environmental Impacts

Air quality issues: MAPCO has made timely a application and complied with all permit requirements required under Title V of the federal Clean Air Act amendments of 1990 and 1993 state legislation under which Alaska was delegated authority. MAPCO is in compliance with the applicable air quality regulations and Alaska Department of Environmental Conservation (ADEC) officials expressed no problems with the refinery.<sup>18</sup>

Industrial wastewater issues: MAPCO runs its treated discharges through filters then into the North Pole Wastewater System. This is done under the authority of a pretreatment permit. MAPCO sends monitoring information to ADEC through quarterly reports. MAPCO is in compliance with the applicable wastewater regulations.<sup>19</sup>

Contaminated site issue: MAPCO has an ongoing groundwater remediation program and is still cleaning contaminants from the aquifer. ADEC reports that MAPCO is fulfilling its responsibility and operating properly under the appropriate permits. When asked, ADEC responded that if the refinery ceased operation and discontinued the remediation program, it would be a detriment to the environment as natural degradation of remaining contaminants would be very slow.<sup>20</sup> However, even if the refinery abruptly ceased operations, MAPCO would remain liable as an operator or owner for any contamination that has occurred as a result of refinery operations.<sup>21</sup>

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<sup>17</sup> Communication with Keith Selby at MAPCO, Anchorage, Alaska 12/3/97.

<sup>18</sup> Communication with Jack Coutts, Alaska Department of Environmental Conservation, 12/18/97.

<sup>19</sup> Communication with Tim Wingerter, Alaska Department of Environmental Conservation, 12/18/97.

<sup>20</sup> Communication with Doug Bauer, Alaska Department of Environmental Conservation, 12/19/97.

<sup>21</sup> Communication with Mary Lundquist, Alaska Attorney General's Office, 1/22/98.

TABLE 6

Table 6: Mapco's Projected Product Slate (Percent of Total Refinery Throughput)

	1994	1995	1996	1997	1998	1999-2003
Gasoline Blendstock	9	13	15	15	13	9
Gasoline	11	12	12	11	14	10
Jet Fuel	54	52	50	50	49	57
Diesel	19	19	17	18	18	19
Heavy Atm. Gas Oil	5	2	4	5	5	4
Asphalt	2	2	2	1	1	1
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

## MAPCO Refinery Retention (barrels per day)

Total Retention	38,000	42,000	46,000	44,000	45,000	64,000
State Royalty Volume	35,000	35,000	35,000	35,000	45,000	57,000

Figure 2: North Pole Refinery Total Retention and State Royalty Volumes

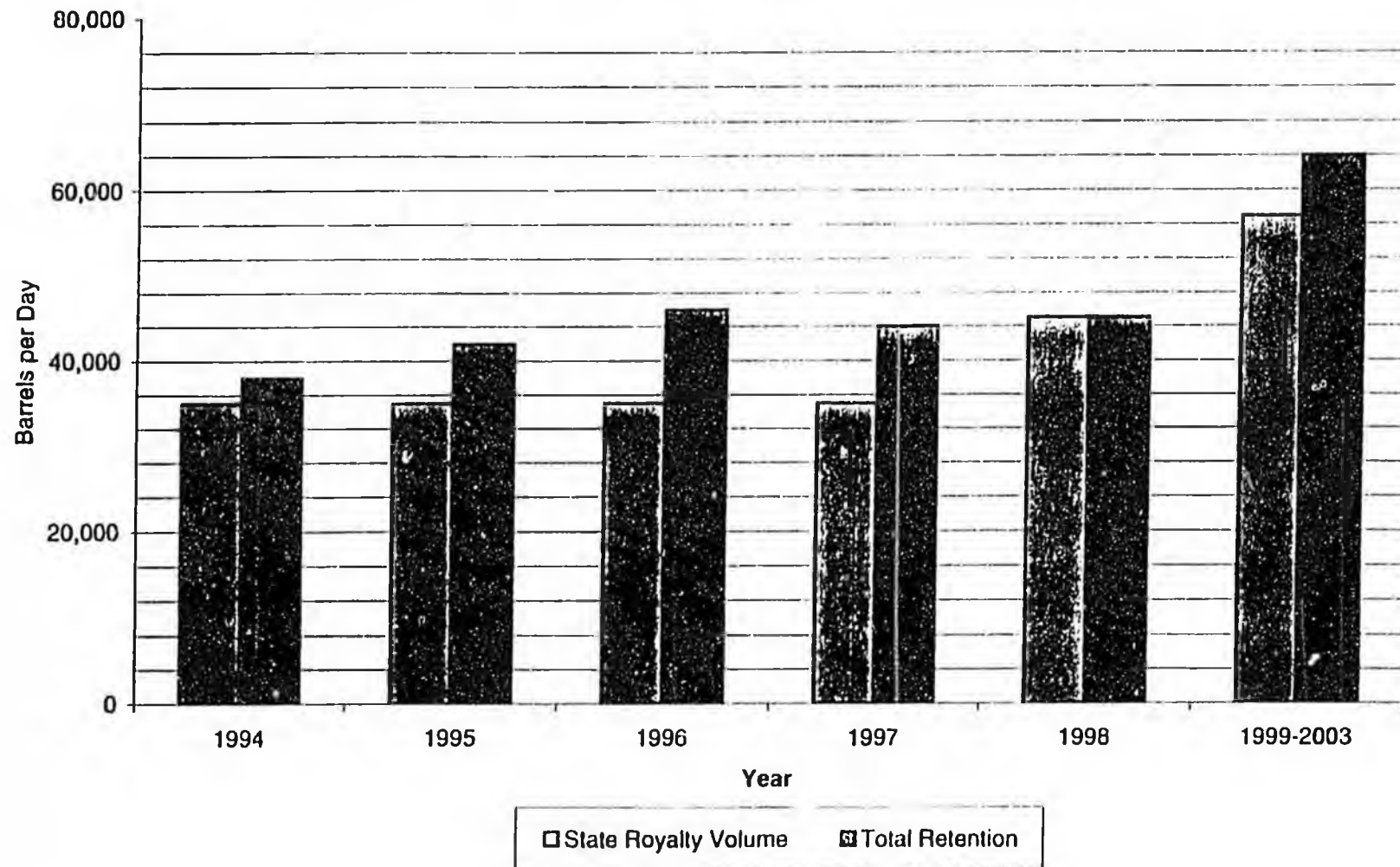
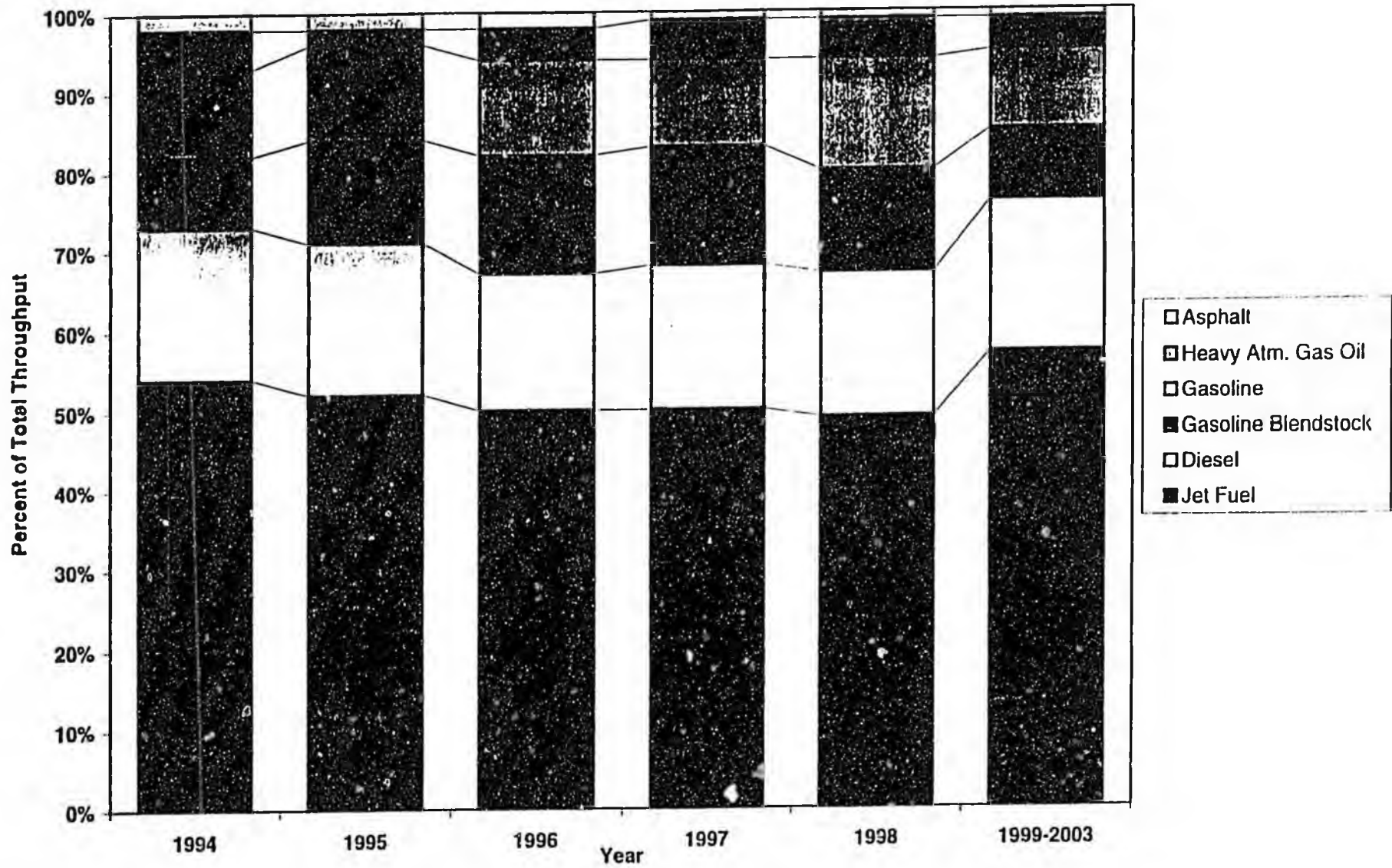


FIGURE 3: Mapco's Projected Product Slate



## V. Findings and Determination

In any disposition of RIK, the commissioner must conclude that the best interest of the state will be served by a non-competitive sale (AS 38.05.183(a)), and that, the non-competitive sale of RIK will be awarded to the prospective buyer whose proposal offers maximum benefits to the citizens of the state (AS 38.05.183(e)). The commissioner considered the criteria listed in AS 38.05.183(e) and AS 38.06.070(a). The criteria listed in AS 38.05.183(e) are: (1) the cash value offered; (2) the projected effects of the sale, exchange or other disposal on the economy of the state; (3) the projected benefits of refining or processing the oil in the state; (4) the ability of the prospective buyer to provide refined products or by-products for distribution and sale in the state with price or supply benefits to the citizens of the state; and (5) the criteria listed in AS 38.06.070(a). These are the same criteria that are to be considered by the Royalty Board in its review of the sale. The criteria listed in AS 38.06.070(a) are: (1) the revenue needs and fiscal condition of the state; (2) the local and regional requirements for petroleum products; (3) the desirability of localized capital investment, increased payroll, and secondary development effects; (4) the social impacts of the sale; (5) the additional costs to the state and local governments caused by the development related to the transaction; (6) the local and regional labor market; (7) environmental effects; and (8) the impact on existing private commercial enterprises and investment patterns. The commissioner also considered comments from the public received during the 30-day public notice period.

The applicable statutes and regulations are included in Appendix B.

### Competitive Bidding is Waived

As commissioner of the Department of Natural Resources, I have determined in accordance with AS 38.05.183(a) and 11 AAC 03.030 that the best interest of the state may be served by a sale without competitive bidding. The state is currently selling 71 percent of its PBU royalty oil under MAPCO's long term and one-year contracts and Tesoro's three-year contract. In 1999, Tesoro's three-year and MAPCO's one-year contracts expire.

By 1999, MAPCO will purchase approximately 60 percent of ANS royalty oil under its 25 year contract and the proposed contract. The state will retain 40 percent of its royalty, approximately 65,000 barrels per day for future RIK dispositions. Tesoro indicated verbally to the department an interest in a new one-year contract beginning in 1999.<sup>22</sup> The state will retain enough royalty oil to meet the needs of other RIK purchasers even with the proposed contract.

A copy of the Preliminary Finding and Determination was delivered to the Alaska Royalty Oil and Gas Development Board as notification under 11 AAC 03.040 that competitive bidding has been waived.

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<sup>22</sup> Communication with Ipe Chako, Tesoro Alaska Petroleum Company, December 12, 1997.

### The Sale is in the Best Interest of the State

In accordance with AS 38.05.182 and AS 38.05.183, I find that taking RIK oil and selling by non-competitive bid to MAPCO for use at the North Pole refinery is in the best interests of the state. The proposed RIK contract meets the following criteria as set out in AS 38.05.183(e).

1. The cash value offered: The RIK price offered under the proposed contract exceeds the royalty value of RIV by \$.15 per barrel. Therefore, the requirements of AS 38.05.183(c) and 11 AAC 03.010(b) are satisfied. Furthermore, the sales price satisfies the definition of "market conditions" in 11 AAC 03.024(1) and (3).
2. The projected effects of the sale, exchange or other disposal on the economy of the state: The projected effects of the sale to MAPCO on the economy of the state are expected to be positive. The people of the state will benefit from the proposed sale to the extent that benefits of this sale can be translated into jobs, taxes, and more vigorous refined-products competition.
3. The projected benefits of refining or processing the oil in the state: The presence of MAPCO's North Pole refinery as a local product supplier with lower transportation cost to markets and situated next to a crude oil pipeline provides price competition to imported petroleum products. The consumer may enjoy lower gasoline prices than would be the case if competition did not exist because MAPCO, other refineries and product wholesalers compete for a share of the gasoline sales market.
4. The ability of the prospective buyer to provide refined products for distribution and sale in the state with price or supply benefits to the citizens of the state: MAPCO's North Pole refinery is the largest refinery by volume in the state. It has been in business in Alaska since the late 1970's, and provides a 50 percent share of the local market for diesel fuels, jet fuels and gasolines.
5. The criteria listed in AS 38.060 070(a): See discussion below.

In addition, I find that the sale offers maximum benefits to the citizens of Alaska. The proposed sale meets the following criteria:

1. The revenue needs and fiscal condition of the state: The state depends on oil revenue and will continue to depend on oil revenues in the future. The price term of the sale protects the state's interest by ensuring that revenues from this sale will exceed the in-value alternative. (AS 38.06.070(a)(1))
2. The local and regional requirements for petroleum products: There are local and regional economic benefits to be derived from the continued operation and expansion of the North Pole refinery. While the proposed contract may increase the financial viability of the refinery, the extent to which these benefits can be ascribed to the proposed contract cannot be predicted. As described above, MAPCO is an important

competitor in the market of refined petroleum products. Vigorous competition in fuel sales in the state may provide for lower consumer product prices. (AS 38.06.070(a)(2))

3. The desirability of localized capital investment, increased payroll, and secondary development effects: To the extent that the sale helps provide a consistent and economic supply of crude oil to the refinery, the sale will contribute to ongoing economic stability in the Fairbanks North Star region and maintain a healthy competitor in the in-state market for refined petroleum products. MAPCO is undertaking a \$70 million expansion program at the refinery. During the construction period of the refinery expansion, there will be short-term economic benefits of jobs and salaries. In addition, MAPCO will add 17 permanent jobs to the local economy. (AS 38.06.070(a)(3))
4. The social impacts of the sale: Both the Fairbanks North Star Borough and the state receive revenues from MAPCO as property taxes and corporate income and excise taxes. MAPCO contributes \$94 million to the local property tax base. With the planned expansion of the refinery, this contribution will grow. (AS 38.06.070(a)(4))
5. The additional costs to the state and local governments caused by the development related to the transaction: Additional costs incurred by the state and local governments as a result of this transaction will be minor. The refinery expansion will employ more people who will require social and education services and the Division of Oil and Gas will incur additional administrative expenses. (AS 38.06.070(a)(5))
6. The local and regional labor market: MAPCO provides direct jobs to 120 people in the city of North Pole and 35 people in Anchorage for their North Pole refinery operations and another 300 people statewide. It is number ten of the top-ten private sector employers in the Fairbanks North Star region. (AS 38.06.070(a)(6))
7. Environmental effects: Any environmental effects will result from the continued operation and expansion of the North Pole refinery, not from the proposed sale. The sale by itself will have no incremental effect. (AS 38.06.070(a)(7))
8. Impact on existing private commercial enterprises and investment patterns: Any impacts on existing private commercial enterprises and investment patterns could result from more competition in the product market and lower prices for products might result from this competition. (AS 38.06.070(a)(8))

### Criteria Weights

According to 11 AAC 03.060(b), "In considering the criteria described in AS 38.05.183(e), the Commissioner stated which criteria applied to the proposed disposition and discussed the weight given to the applicable criteria in determining the maximum benefit to the state...."

In making this finding, the department first determined that the state would not lower the total oil revenue, including royalties and severance taxes, due the state by making a disposal to MAPCO. The department next examined the criteria to determine that the state would not create any unacceptable social or environmental impacts. Finally, the department looked at whether the disposal contributed to competition in the in-state refining industry and the extent to which that would lead to lower product prices.

### **Royalty Board**

The preliminary finding and determination was submitted to the Royalty Board in compliance with AS 38.05.183(c) which provides that the commissioner may not waive competitive bidding of this sale of RIK unless prior written notice is given to the board. Under AS 38.06.070(c) the Royalty Board will make a full report to the legislature on each criterion set out in AS 38.06.070(a) and (b) for any disposition of royalty oil that requires legislative approval. The Royalty Board's report will be submitted for legislative review at the time a bill for legislative approval of this proposed royalty oil contract is introduced in the legislature.

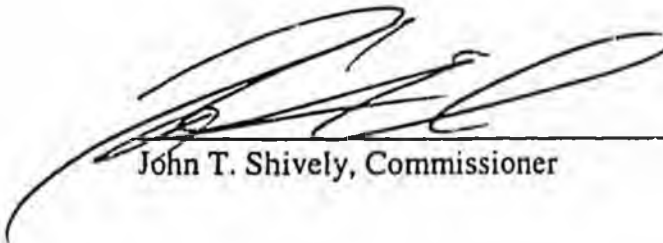
### **Legislative Approval**

According to AS 38.06.055(c) the commissioner may not renew the current one-year contract with MAPCO without the prior approval of the legislature. By statute, the Royalty Board reviewed this sale and a written recommendation will be submitted to accompany a bill introduced in the legislature to approve the sale (AS 38.06.050).

### **Conclusion**

Under the terms of the proposed contract, the state receives a fair value for the royalty oil, promote in-state processing, product competition and attendant benefits. The state will retain enough royalty oil to meet the needs of other RIK purchasers even with the proposed contract. The price terms are satisfactory, and the sale to MAPCO offers economic benefits to Alaska citizens.

The foregoing facts and analysis support the finding that this sale is in the best interest of the state and offers maximum benefits to Alaska citizens.

  
\_\_\_\_\_  
John T. Shively, Commissioner

3/5/98  
Date

## Appendix A: Summary of Previous North Slope Royalty Oil Sales

Volumes. Beginning in November 1979 and continuing to the present, the state has delivered North Slope RIK to fourteen companies in twenty negotiated contracts, two competitive sales, and one quasi-competitive sale. By December 1997, the state delivered over 529 million barrels or approximately 50 percent of its North Slope royalty crude oil through these contracts.

Negotiated royalty oil sales are defined as dispositions of royalty oil where a determination has been made that the best interest of the state does not require competitive bidding or that no competition exists. In every case the negotiated contracts were for sales of royalty oil to in-state refiners.

The state negotiates with a company the quantity, price and other terms of a short or long-term negotiated royalty oil sale. Short-term negotiated royalty oil sales are one year or less and do not require legislative approval. Long-term negotiated royalty oil sales are longer than one-year and legislative approval is required before the royalty oil contract becomes effective.

Figure A-1 shows the amount of royalty oil sold to these companies since the North Slope production began. The graph indicates that the amount of oil sold to each company has varied over the years. Tesoro and MAPCO have been the state's two most consistent customers.

Under various contracts through the 1980's Tesoro took approximately 218.8 million barrels of RIK.<sup>23</sup> The biggest of those contracts was a 10-year agreement that terminated in 1994. The crude oil purchased by Tesoro is refined at the Nikiski facility (capacity 72,000 barrels per day). Tesoro signed a one-year royalty oil supply contract for 27.2% or initially approximately 38,000 barrels per day of the state's royalty oil to begin deliveries after Tesoro's long-term RIK contract expired December 31, 1994. When Tesoro's one-year contract expired in December 1995, Tesoro signed a three-year RIK contract for 30% or an initial volume of approximately 39,000 barrels per day of the state's royalty oil. This contract expires at the end of December 1998.

The MAPCO and Golden Valley Electric Association (GVEA) purchases were refined at the MAPCO refinery in North Pole (capacity 159,000 barrels per day). MAPCO has the longest running contract for ANS RIK. Deliveries under its long-term contract began in November 1979 for 35,000 barrels per day. This contract will not expire until December 2003. In December 1997, MAPCO was issued a one-year RIK contract for 13,000 barrels per day. This contract expires at the end of November 1998. To date, MAPCO has received approximately 205.8 million barrels of RIK (including the GVEA volumes).

Chevron's RIK purchases were refined at its 18,000 barrels per day plant in Kenai, which ceased production in June 1991. The Petro Star's RIK was refined at its 14,000 barrels per day plant in North Pole. The new Petro Star Valdez Refinery Joint Venture (Petro Star JV), with a capacity of 40,000 barrels per day, was to be fully supplied with RIK purchased from the state from the

<sup>23</sup>Includes Chevron exchange barrel.

Kuparuk River Unit (76.18 percent of the royalty share). However, the contract lapsed automatically in December 1993 because Petro Star JV did not take any royalty oil.<sup>24</sup>

Competitive and quasi-competitive sales contracts were entered into with several companies. In-state refineries, including Tesoro, refined some of the crude purchased in these sales, and some was exported from Alaska. The Alpetco purchases were exported.

Competitive royalty oil sales are where the state sold royalty oil in predetermined barrel lots for one-year or less through competitive bid. In these sales the buyers bid a fixed per barrel price for the oil that equaled or exceeded the state's volume weighted average of the lessees' reported RIV prices. In-state priority preferences are usually included as a provision of competitive royalty oil sales.

In the quasi-competitive sale the state's royalty oil was sold in predetermined barrel lots for less than one year through competitive bid using negotiated sale procedures. The quasi-competitive royalty oil sale called for interested parties to submit price bids to a standard form contract. The minimum bid per barrel equaled or exceeded the state's volume weighted average of the lessees' reported RIV prices. The selection of purchasers was based entirely on the premium offered. No in-state priority preferences were included as a part of this sale.

Figure A-2 illustrates the total amount of ANS royalty oil produced and the amount of that oil taken in-kind and sold by the state. In the early 1980s, after the first and second competitive royalty oil sales, the state sold nearly all of its royalty oil in-kind. From 1986 to 1990 the volume of oil the state sold in-kind remained relatively constant. From 1990 through 1993 the volume taken in-kind declined to approximately 26 percent of the state's North Slope royalty oil. In 1995 the volume of oil taken in-kind increased by 27.2% or 38,000 barrels per day when Tesoro signed a one-year RIK oil supply contract from the North Slope that began January 1995. After Tesoro's one-year RIK contract expired in December 1995, Tesoro began a new three-year contract for 30.0% of the state's royalty oil from the North Slope. This contract expires at the end of December 1998. In 1997, the state's RIK oil increased by 11.6% or 13,000 barrels per day when MAPCO signed a one-year RIK oil supply contract from the North Slope that began in December 1997. As of December 1997, deliveries of ANS RIK are approximately 82,000 barrels per day or 50.6 percent of the state's total North Slope royalty share.

**Recent Developments.** The status of the most recent contracts is shown in Table A-1. During the years of 1990 through 1994, the state took less of its oil in-kind than at any time since the last half of 1985. Beginning in 1995 to the present the state's RIK oil share increased with Tesoro signing one-year and three-year RIK contracts. At the end of 1997, the state's RIK oil share increased again when MAPCO began taking an additional 13,000 bpd under a new one-year RIK contract with the state. This one-year contract expires November 1998. In the future, the state's RIK oil share is likely to continue to increase under the proposed five-year contract to MAPCO.

---

<sup>24</sup>Capacity figures are taken from Alaska Department of Natural Resources. Historical and Projected Oil and Gas Consumption. April 1997.



Major North Slope RIK Contracts to In-State Purchasers Since 1979

Purchaser		Period												Total RIK Volumes (Barrels)		
Contract																
<b>Second Competitive RIK Sale</b>																
Chevron 4	4/85 - 3/86														5,703,996	
Chevron 5, 6, 7	4/85 - 9/85														3,226,724	
Sohio	4/85 - 12/85														955,688	
Taxaco 1	4/85 - 12/85														2,867,172	
Taxaco 2	4/85 - 3/86														9,508,588	
Union 2	4/85 - 9/85														1,135,522	
US Oil & Refining - B	4/85 - 3/86														3,802,521	
	<b>Total</b>															27,198,211
<b>Quasi-Competitive RIK Sale</b>																
Chevron 8	10/85 - 3/86														954,349	
Union 3	10/85 - 3/86														715,760	
US Oil & Refining - 1, 2, 3	10/85 - 3/86														1,908,696	
	<b>Total</b>															3,578,805
<b>Estimate of Total RIK Oil</b>																707,385,105

Source: Alaska Department of Natural Resources, Division of Oil and Gas

Figure A-2: Total ANS Royalty and RIK Sales  
(includes New Mapco Contract)

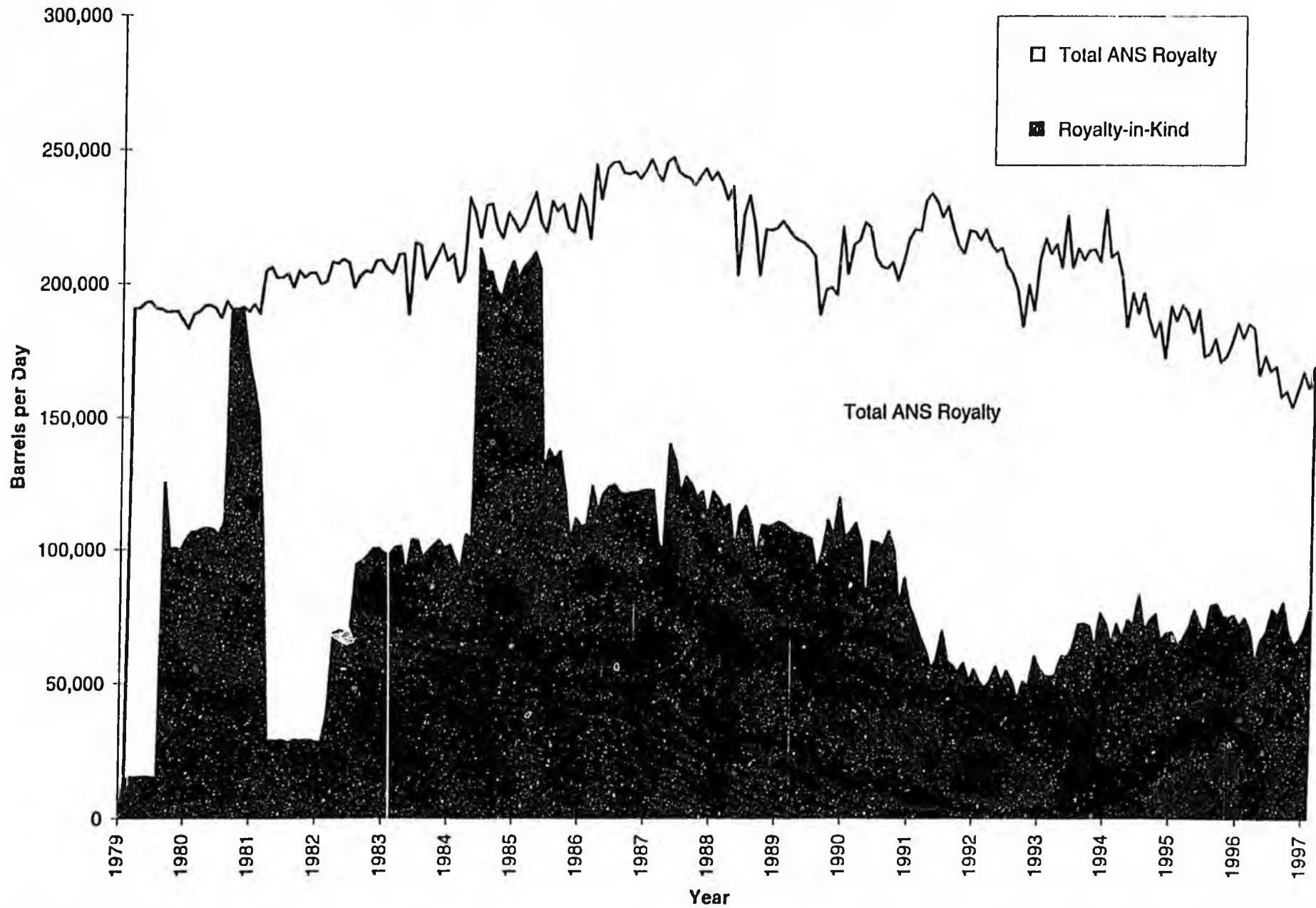
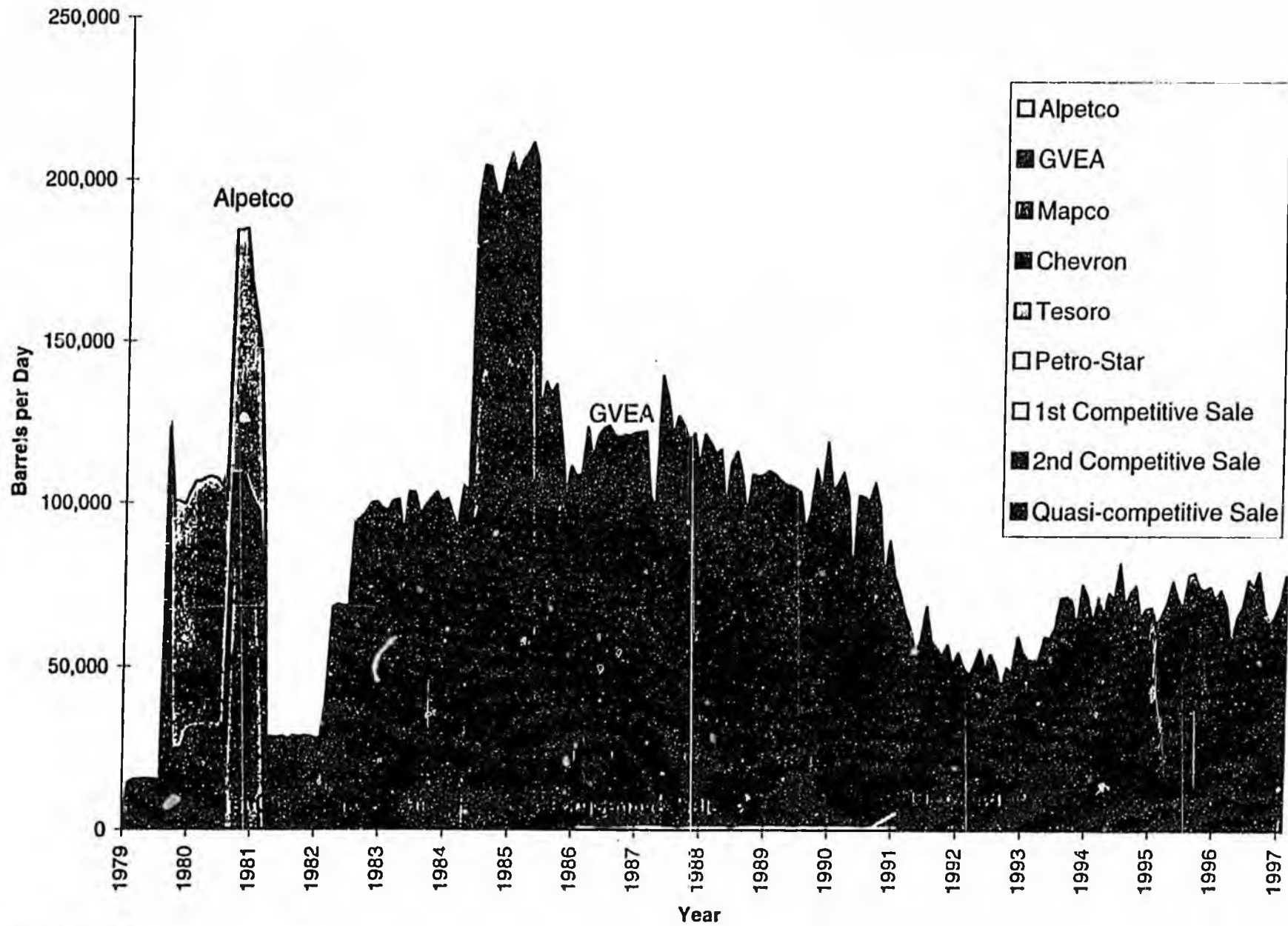


Figure A-1: RIK Volumes by Purchaser



**Appendix B: AS 38.05.183(c) & (e), AS 38.06.050(c), AS 38.06.055, and AS 38.06.070(a)**

**AS 38.05.183(c).** If the commissioner determines that a sale, exchange or other disposal of a mineral obtained by the state as a royalty under AS 38.05.182 or of a right to receive future mineral production under a state lease under this chapter shall be made otherwise than by competitive bid, and the Alaska Royalty Oil and Gas Development Advisory Board has been notified in writing of that determination, the commissioner shall make public in writing the specific findings and conclusions upon which that determination is based.

**AS 38.05.183(e).** When a sale, exchange or other disposal of oil or gas taken in kind by the state as its royalty share, or a sale, exchange or other disposal in whole or in part of a right to receive future royalty oil or gas, under a state lease under this chapter is made other than by competitive bid, the sale, exchange or other disposal shall be awarded by the commissioner to the prospective buyer whose proposal offers the maximum benefits to citizens of the state. The commissioner shall consider:

- (1) the cash value offered;
- (2) the projected effects of the sale, exchange or other disposal on the economy of the state;
- (3) the projected benefits of refining or processing the oil or gas in the state;
- (4) the ability of the prospective buyer to provide refined products or by-products for distribution and sale in the state with price or supply benefits to the citizens of the state; and
- (5) the criteria listed in AS 38.06.070(a).

**AS 38.06.050(c).** Competitive bidding in a sale, exchange or other disposition described in (a) of this section may not be waived by the commissioner of natural resources under AS 38.05.183 unless prior written notice of proposed waiver is given to the board.

**AS 38.06.055. Legislative approval.** (a) In addition to the recommendation by the board required under AS 38.06.050, the commissioner of natural resources may not enter into a sale, exchange, or other disposition of oil or gas or of the rights or waiver of the rights to receive future production of royalty oil or gas under AS 38.05.183 without the prior approval of the legislature. The legislature may approve a sale, exchange, or other disposition of oil or gas or of the rights or of a waiver of the rights to receive future production of royalty oil or gas only by enacting legislation. (b) The provisions of (a) of this section do not apply to

- (1) the sale, exchange, or other disposition of oil or gas for one year or less if the sale, exchange, or other disposition is entered into to relieve storage or market conditions;
- (2) contracts for the sale of state-owned royalty gas or oil that specify the sale and delivery of not more than
  - (A) 400 barrels of crude oil per day;
  - (B) 460 barrels of natural gas liquids per day; and
  - (C) 2,400 Mcf of natural gas per day.

(c) a sale, exchange, or other disposition of oil or gas under (b)(1) of this section may not be continued after the end of one year or renewed with the same party without the prior approval of the legislature under (a) of this section. This subsection does not apply to a sequential competitively bid sale of oil or gas made with the same party under (b)(1) of this section.

**AS 38.06.070. Criteria.** (a) In the exercise of its powers under AS 38.06.040(a) and 38.06.050 the board shall consider

- (1) the revenue needs and projected fiscal condition of the state;
- (2) the existence and extent of present and projected local and regional needs for oil and gas products and by-products, the effect of state or federal commodity allocation requirements which might be applicable to those products and by-products, and the priorities among competing needs;
- (3) the desirability of localized capital investment, increased payroll, secondary development and other possible effects of the sale, exchange or other disposition of oil and gas or both;
- (4) the projected social impacts of the transaction;
- (5) the projected additional costs and responsibilities which could be imposed on the state and affected political subdivisions by development related to the transaction;
- (6) the existence of specific local or regional labor or consumption markets or both which should be met by the transaction;
- (7) the projected positive and negative environmental effects related to the transaction;  
and
- (8) the projected effects of the proposed transaction upon existing private commercial enterprise and patterns of investments.

## **Appendix C: Comments and Responses on the Preliminary Finding and Draft Contract**

The department sent either a copy of the preliminary finding and draft contract, or a notice announcing its availability to 200-person mailing list. In addition, advertisements were published in the Anchorage Daily News, Juneau Empire, Fairbanks Daily News-Miner, Kenai Peninsula Clarion and the Valdez Vanguard.

The department received three letters about the proposed sale. One letter from the Fairbanks Chamber of Commerce expressed support for the sale, while another letter from Prince Singka requested a copy of the draft contract. The last letter from Hal Whitley, owner of Wet Willy's Carwash in Fairbanks was addressed and presented to the Alaska Royalty Oil and Gas Development Advisory Board at a meeting of the Royalty Board on February 17, 1998. Copies of these letters follow.



Greater Fairbanks

**Chamber**

of Commerce

250 Cushman Street, Suite 2D

907/452-1105

Fairbanks, Alaska 99701-4665

FAX: 907/456-6968

February 3, 1998

Ms. Nancy Jurgens  
Division of Oil and Gas  
ALASKA DEPT. OF NATURAL RESOURCES  
3601 "C" Street, Suite 1380  
Anchorage, AK 99503-5948

RE: Royalty Oil Sale to MAPCO

Dear Ms. Jurgens:

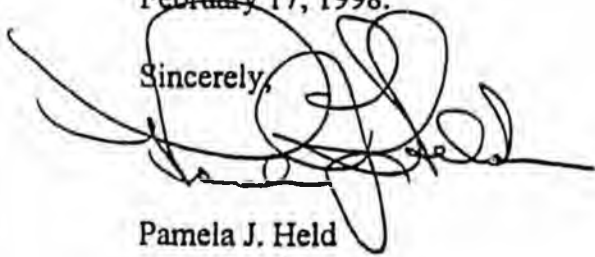
The Greater Fairbanks Chamber of Commerce is pleased to go on record in support of the proposed new royalty oil contract between the State of Alaska and MAPCO ALASKA PETROLEUM Inc. This 28,000 barrel per day contract for five years will supply the new \$70 million expansion of MAPCO's North Pole Refinery that is now under construction.


MAPCO will primarily refine additional jet fuel and diesel fuel with the crude oil purchased. The expanded production will help fuel Alaska's growing international air cargo business and the growing Alaska economy in general.

MAPCO plays a significant role in the economy of interior Alaska. They employ about 130 employees at the refinery, with an additional 15 new permanent employees to be added with the refinery expansion. MAPCO is the largest customer of the Alaska Railroad. They are one of the major customers of Golden Valley Electric Association. In addition, MAPCO supports a broad range of educational, cultural and other activities throughout Alaska.

We respectfully request that the Alaska Royalty Oil and Gas Development Advisory Board approve this contract and recommend legislative approval following the public hearing on February 17, 1998.

Sincerely,

  
Pamela J. Held  
President/CEO

  
Therese Sharp  
Chairwoman of the Board

**CHAMBER BENEFACTORS**

*Dedicated to Fairbanks' Economic Future*



Alyeska pipeline

MAPCO



AT&T Alascom





# From the Desk of Hal C. Whitley WET WILLY'S



**Auto Wash, Inc. dba Wet Willy's Car Wash**  
1295 University Ave  
P.O. Box 80047, Fairbanks, Alaska 99708  
Phone: (907) 474-8585 • Fax: (907) 474-4343

To: Alaska Royalty Oil & Gas Dev. Advisory Board Fax: 907 562-5269  
Attention: Nancy Jurgens  
From: Hal Whitley  
Contact #: 907 474-8686  
Date: 2-17-98 Time: 12:30  
No. of Pages: three (including cover sheet)

**COMMENTS:**

Pursuant to my call earlier today, I am sending you  
my comments to be presented and read at today's  
public hearing. In the event that this FAX is unclear,  
please call so we can re-send it. Thanks for your  
help in this matter.

Respectfully,

Pres. Auto Wash, Inc.

Auto Wash, Inc.  
P.O. Box 80047  
Fairbanks, AK 99708

To: Alaska Royalty Oil & Gas Development Advisory Board

The purpose of this fax today is to express my concern about the State of Alaska selling its crude oil to Mapco. Thank you for taking the time to read my comments today. I apologize for not being present as my business prevents me from leaving Fairbanks today.

I own and operate three small businesses here in Alaska, two of these offer retail gasoline for sale. All of the gasoline sold in Fairbanks originates from Mapco's refinery in North Pole (fifteen miles away) which is supplied by the crude oil from the Alaska Pipeline.

My concern is that for the past few months, Mapco's retail gasoline stations have been selling gasoline for approximately the same price our facility pays our supplier, Sourdough Fuel. Because our firm operates two differently branded stations and are supplied by two different "jobbers", we feel confident from our past twelve years of retail gasoline sales experience, that the "jobbers' price to us is fair.

Like all gasoline stations, we have the usual overhead, ie. labor, electricity, maintenance, pollution and liability insurance, not to mention the expense related to our capital investment.

In effect, Mapco's retail gasoline stations have taken away from its competition all of the price margin on gasoline sales in Fairbanks. In addition, because of Mapco's gas stations low gasoline prices, Mapco has effectively decreased substantially all of the gasoline volumes of the competing gasoline stations.

Between 1985 and 1990 I saw this same scenario play out in Wasilla, Alaska where our second facility is located. The overall effect there eliminated quite a few of the "Mom and Pop" gasoline stations. As a small businessman, I cannot stand idly by and watch this same "predatory pricing routine" happen again in Fairbanks.

I understand that Mapco has invested several million dollars in its North Pole refinery for the purpose of making a profit on fuel sales. I wholeheartedly agree with that undertaking. My plea to this board is to provide a "level playing field" for gasoline sales in Interior Alaska.

I feel that Mapco's total domination of gasoline sales in Fairbanks is blatantly unfair to competing retail gasoline facilities. I also feel that Mapco's monopoly of local gasoline sales is unfair to Alaska citizens.

I feel that it is unfair for the same company that refines state owned North Slope crude oil to be in direct competition with small retail gasoline stations. Small stations such as mine have no other source for gasoline other than Mapco.

I have tried to communicate my concerns about this "predatory pricing" situation to Mapco and to open up a dialogue with their firm to help remedy this problem, but I wasn't successful. I did finally receive a phone call from one of Mapco's attorneys who advised me that it was illegal for them or me to discuss fuel prices. He indicated he would send me a follow up letter, but I've never received it.

I have also tried to communicate my concerns to all of the state agencies, (State of Alaska Department of Commerce, Department of Revenue, Department of Law, Attorney General, Fair Business Practices Session, Oil & Gas Conservation Commission, Auditor Division Oil & Gas, and others) only to be told "the state doesn't have the financial resources to help you fight Mapco". The only suggestion I got from these state agencies was to hire my own attorney and fight Mapco on my own. As a small business with limited resources, this is not an option for us.

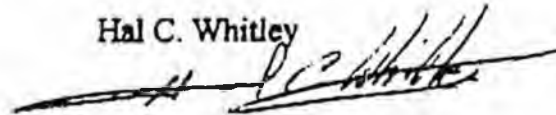
I feel that our state should create a "level playing field" for retail gasoline stations such as ours. Irregardless of which state agency is responsible for dealing with my concerns - the State of Alaska should be fair in how this North Slope crude oil is re-sold by Mapco around our state.

For the record, wholesale unleaded gasoline on the West Coast of the United States on February 6 of this year was \$.54 per gallon. The retail price on the west coast varies from \$.97 to \$1.07 per gallon. The average retail price today in Fairbanks is \$1.28 per gallon.

The "bottom line" is that there needs to be some kind of regulatory process in place that will stop the monopolistic practices that are ongoing with Mapco. Mapco should be held accountable for controlling the price of retail gasoline in Alaska.

I would appreciate hearing any suggestions that may help alleviate what we feel is an unfair business practice.

Hal C. Whitley



President Auto Wash, Inc.



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PROPRIETORS AND OPERATORS, FINANCIERS INTERNATIONAL ONLY, ON  
BEHALF OF OUR OVERSEA PRINCIPALS.

ANYTHING YOU REQUIRE NAME IT WE GET IT  
Our Requirements:

Crude oil any quantity, armaments, new vessels, helicopters, container  
ships, cement, steel, sugar, gypsum, clinker, rubber, rice, white rice  
hydrolic, chipmunk yards capacity 050,000 ton tankers.

FAX: 2627 500 PENANG MALAYSIA ATTN: "PRINCE KB"

TELEX: PUGS - PG - MA 40283 ATTN: "PRINCE KB"

CABLE: "PETROTANK" PENANG MALAYSIA

DATE: 12 Feb 98 TELEPHONE

TO: The Commissioner, Division of Oil And Gas

ATTN: Mackey Judges 3501 C. Street

Suite 1380 Anchorage Alaska 99503-5948

T/Fax: (907) 269 8918 Anchorage Alaska

V/REF:

I/O/REF:

FROM:

MANAGING PROPRIETOR ATTN: "H.H. THE PRINCE"

POST BOX 75, PENANG, MALAYSIA

ADDRESS:

GENTLEMEN:

We thank you for your information on communication, on the purchase of Napeo Oil and  
petroleum and Gas, and a Draft Contract is requested to be made available to me to  
proceed with the study and eventual purchase if final conclusions have been reached.

Kindly take note that our Post Box Address is Post Box 75 and not post box 76 as in your  
envelope to us and nearly went astray.

Thank you once again, Mr. John T. Slively Commissioner  
State of Alaska, Dept. Of Natural Resources.

Yours truly,

H. H. THE PRINCE SINGKA

Managing Proprietor

Reply: Attention Prince Singka K.B. Sent 2/13/98  
Post Box 75 Penang Malaysia

Fax: as above.

## **Appendix D: Changes to the Preliminary Finding and Draft Contract**

Article 7, Effective Date and Term of the draft contract, paragraph 7.1 Condition to Precedent to Effective Date was added. This paragraph was added to assure that after the contract is signed by the State and Mapco that the contract does not become effective and enforceable until the legislature approves it. This change necessitated a small change in the wording of the first paragraph of the contract.

No comments requested changes to individual provisions of the preliminary finding and none of the individual provisions were significantly changed. However, because of Williams Companies Inc. pending acquisition of MAPCO Inc. a paragraph was added to the background section of the preliminary finding.

AGREEMENT FOR THE SALE AND PURCHASE

OF

STATE ROYALTY OIL

to

MAPCO ALASKA PETROLEUM, INC.

THE STATE OF ALASKA  
Department of Natural Resources

Dated as of March 6, 1998

SENATE BILL NO. 342  
HOUSE BILL NO. 469

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1                   1.7    "Maximum Quantity" means the applicable annual percentage of Sale Oil  
2 that the State will deliver to Mapco under Article II.

3                   1.8    "Month" means a period beginning at 12:01 a.m., Alaska Standard Time, on  
4 the first Day of the calendar Month and ending at 12:01 a.m., Alaska Standard Time, on the first  
5 Day of the following calendar Month.

6                   1.9    "Point of Delivery" means the location where the State receives Royalty Oil  
7 in-kind from the Lessees, which is currently, under Article 2.3 of the Field Cost Agreement, the  
8 TAPS Pump Station No. 1 Prudhoe Bay Custody Transfer Meter ("Transfer Meter").

9                   1.10   "Royalty Oil" means the total volume of crude petroleum oil and other  
10 hydrocarbons, including such substances as crude oil, condensate, natural gas liquids, or return oil  
11 from the Prudhoe Bay Unit Crude Oil Topping Plant, that may be blended with crude oil before the  
12 Point of Delivery and tendered as a common stream by the Lessees to the State as Royalty Oil, the  
13 State may take in-kind at the Point of Delivery under the Leases as Royalty Oil regardless of  
14 whether the State is taking the Royalty Oil in-kind.

15                  1.11   "Royalty Settlement Agreement" means any written royalty settlement  
16 agreement between the State and a Lessee that affects the Royalty Value of the State's Royalty Oil.

17                  1.12   "Royalty Value" means an amount equal to the per barrel value the State  
18 would have received from the Lessees for its Royalty Oil if the State had taken its royalty in-value  
19 instead of in-kind, plus any costs incurred by the State as a result of taking the royalty in-kind rather  
20 than in-value.



1 December 1, 1998 through December 31, 1999 - 33.8 percent:  
2 January 1, 2000 through December 31, 2000 - 35.2 percent:  
3 January 1, 2001 through December 31, 2001 - 36.6 percent:  
4 January 1, 2002 through December 31, 2002 - 38.5 percent; and  
5 January 1, 2003 through December 31, 2003 - 40.1 percent.  
6

7 2.1.2 Reduction in Maximum Quantity. Mapco may elect one time

8 annually to permanently reduce the Maximum Quantity of Sale Oil in effect. Mapco shall provide  
9 the State with a separate written notice of each election to reduce the Maximum Quantity of Sale  
10 Oil. Except when the additional notice provisions of Article 2.1.4 are invoked, a reduction in  
11 Maximum Quantity shall be effective on the first Day of the Month following expiration of a  
12 minimum of one hundred Days after written notice of the election is delivered to the State. The  
13 Maximum Quantity in effect may not be increased or reinstated at any time.

14 2.1.3 Monthly Nomination. Mapco may nominate to decrease or increase

15 the quantity of Sale Oil it will purchase in a specified Month. Mapco shall provide the State with a  
16 separate written notice of each monthly nomination. Except when the additional notice provisions  
17 of Article 2.1.4 are invoked, a monthly nomination shall be effective on the first Day of the Month  
18 following expiration of a minimum of one hundred Days after written notice of Mapco's nomination  
19 is delivered to the State. In no event shall the total quantity of Sale Oil delivered to Mapco in a  
20 Month exceed the Maximum Quantity of Sale Oil in effect at the time of delivery.

21 2.1.4 Additional Notice Provisions. Mapco acknowledges that if a Lessee

22 invokes the force majeure provisions of its Royalty Settlement Agreement, the State may be  
23 required to give up to six Months notice to the Lessee prior to decreasing the State's nomination of  
24 Royalty Oil to be taken in-kind in any Month. If a Lessee invokes the force majeure terms of its  
25 Royalty Settlement Agreement because Mapco exercises its rights under Article 2.1.2 or Article

1 2.1.3. Mapco shall, for an additional ninety Days after the effective date of Mapco's one hundred  
2 Days written notice of the election or nomination, purchase the quantity of Sale Oil that Mapco was  
3 obligated to purchase in the Month immediately preceding the effective date of the election or  
4 nomination. If a Lessee invokes the force majeure terms of its Royalty Settlement Agreement, the  
5 State shall reduce the quantity of Sale Oil it delivers to Mapco only to the extent the Lessee honors  
6 the State's nomination, and the State shall not be obligated to further reduce the quantity of Sale Oil  
7 it delivers to Mapco until expiration of ninety days after the effective date of Mapco's one hundred  
8 Days written notice of the election or nomination.

9 2.1.5 Initial Participating Areas Quantity. The State may elect to deliver to  
10 Mapco and Mapco agrees to purchase from the State, Royalty Oil that is produced solely from the  
11 Prudhoe Bay Unit Initial Participating Areas, as defined in the Unit Agreement, rather than Royalty  
12 Oil from all participating areas and Leases within the Prudhoe Bay Unit. If the State elects to  
13 deliver to Mapco Royalty Oil produced solely from the Prudhoe Bay Unit Initial Participating Areas,  
14 Mapco agrees to purchase a Maximum Quantity of Sale Oil produced from the Prudhoe Bay Unit  
15 Initial Participating Areas.

16 2.1.6 Waiver of Specific Quantity. The volume of Royalty Oil available  
17 to the State may vary and may be interrupted from time to time depending on a variety of factors,  
18 including the rate of production from the Leases. The State disclaims and Mapco waives, any  
19 guarantee, representation, or warranty, either express or implied, that a specific quantity of the total,  
20 daily, monthly, average, or aggregate volume of Royalty Oil will be delivered as Sale Oil under this  
21 Agreement. Mapco disclaims any interest in, or right to, stored Royalty Oil that the State is or may  
22 become entitled.

1                   2.1.7 Underlifted or Stored Royalty Oil. If the State underlifts or stores  
2 Royalty Oil at the Prudhoe Bay Unit, or if the State recovers underlifted or stored Royalty Oil, the  
3 quantity of Sale Oil delivered under this Agreement shall be calculated as if no Royalty Oil were  
4 underlifted, stored or recovered.

5                   2.1.8 State's Warranty of Title. The State warrants that it has good and  
6 marketable title to the Royalty Oil delivered and sold as Sale Oil under this Agreement.

7                   2.2 Quality.

8                   2.2.1 Quality of Sale Oil. The Royalty Oil the State delivers to Mapco as  
9 Sale Oil shall be of the same quality as the Royalty Oil from the Prudhoe Bay Unit delivered by the  
10 Lessees to the State at the Point of Delivery. The quality of the Royalty Oil delivered to the State,  
11 and thus, the quality of the Sale Oil the State delivers to Mapco may vary from time to time. The  
12 State disclaims, and Mapco waives, any guarantee, representation, or warranty, either expressed or  
13 implied, of merchantability, fitness for use, or suitability for any particular use or purpose, or  
14 otherwise, and of any specific, average, or overall quality or characteristic of Sale Oil delivered  
15 under this Agreement. Mapco specifically waives any claim that any liquid hydrocarbons, including  
16 such substances as crude oil, condensate, natural gas liquids, or return oil from the Prudhoe Bay  
17 Unit Crude Oil Topping Plant, that may be blended with crude oil before the Point of Delivery and  
18 tendered as a common stream by the Lessees to the State as Royalty Oil, are not Sale Oil for  
19 purposes of this Agreement.

20                  2.3 Price of the Sale Oil.

21                  2.3.1 Price of Sale Oil. The price of Sale Oil the State delivers to Mapco  
22 each Month shall be the Royalty Value of all Royalty Oil from the Prudhoe Bay Unit that Month

1 plus \$.15 per barrel, or if the State delivers Sale Oil only from the Prudhoe Bay Unit Initial  
2 Participating Areas, the Royalty Value of all Royalty Oil from the Prudhoe Bay Unit Initial  
3 Participating Areas that Month plus \$.15 per barrel. Appendix A illustrates calculation of the price  
4 if Mapco had purchased Sale Oil during the Month of January, 1997.

5                   2.3.2 Price Modifications. If, during the term of this Agreement, the  
6 Royalty Value is modified as a result of modification of a Royalty Settlement Agreement, a  
7 corresponding retroactive modification to the price of Sale Oil shall take effect on the same Day as  
8 the effective date of the Royalty Value modification. Interest, as set forth in Article 6.7, shall accrue  
9 retroactively on the amount of any overpayment or underpayment for Sale Oil resulting from the  
10 price modification from the effective date of the Royalty Value modification until the amount of the  
11 overpayment or underpayment, plus interest, is paid in full.

12                   2.4 Reservation Fee. If, in any Month, Mapco does not nominate the Maximum  
13 Quantity of Sale Oil then in effect, in addition to payment of the price of the Sale Oil Mapco  
14 nominated in that Month, Mapco shall pay as a reservation fee an amount equal to .75 percent of the  
15 price per barrel, as determined under Article 2.3, on the difference in quantity between the  
16 Maximum Quantity of Sale Oil then in effect and the quantity of Sale Oil Mapco nominated in that  
17 Month.

18                   2.5 Reopeners.

19                   2.5.1 Non-Intervention. Mapco shall not intervene or otherwise participate  
20 in any way in any reopeners, negotiations or other discussions under or pertaining to any Royalty  
21 Settlement Agreement, in any current or future royalty settlement negotiations, agreements.

1 reopeners, litigation or other proceedings between the State and a Lessee, nor shall Mapco have any  
2 independent right to invoke any provision of a Royalty Settlement Agreement.

3           2.5.2 Notice of Reopeners. Because of the potential for an increase in the  
4 price of Sale Oil as a result of any modifications of a Royalty Settlement Agreement, the State shall  
5 provide Mapco with written notice of any modification or reopener request initiated by BP, ARCO,  
6 Exxon or the State. The notice may include information on the nature of the requested modification,  
7 the requested effective date of the modification, and the position taken by BP, ARCO, or Exxon and  
8 the State.

9           2.5.3 Binding Effect. Mapco agrees to be conclusively bound by the terms  
10 of any modification, whether made under reopener provisions or otherwise, of a Royalty Settlement  
11 Agreement, and by the terms of any judgment or settlement resulting from any future royalty  
12 settlement agreement, regardless of whether Mapco agrees with or consents to the terms of the  
13 modification, reopener, judgment, or settlement.

14           2.6 Delivery of Sale Oil.

15           2.6.1 Date of First Delivery. The State will tender first delivery of the Sale  
16 Oil to Mapco at the Point of Delivery on December 1, 1998.

17           2.6.2 Subsequent Deliveries. After the first delivery, the State shall  
18 thereafter tender delivery of the Sale Oil to Mapco at the Point of Delivery immediately upon the  
19 State's receipt of the Royalty Oil from the Lessees.

20           2.7 Passage of Title and Risk of Loss. Title to, and risk of loss of, the Sale Oil  
21 shall pass from the State to Mapco for all purposes when the State tenders delivery of the Sale Oil to

1 Mapco at the Point of Delivery. Mapco shall bear all risk and responsibility for the Sale Oil after  
2 passage of title.

3 2.8 Indemnification After Passage of Title. Mapco shall indemnify and hold the  
4 State harmless from and against any and all claims, costs, damages (including reasonably  
5 foreseeable consequential damages), expenses, or causes of action arising from or related to any  
6 transaction or event in any way related to the Sale Oil after title has passed to Mapco.

7 2.9 Transportation Arrangements. Mapco shall make all arrangements for  
8 transportation of the Sale Oil from the Point of Delivery, through and away from the TAPS, and  
9 shall be responsible for any TAPS pipeline fill and storage tank bottom requirements related to  
10 transportation of the Sale Oil after passage of title. Upon the State's request, Mapco shall provide  
11 the State with evidence or other reasonable assurance of: 1) the arrangements for transportation of  
12 the Sale Oil from the Point of Delivery, through and away from the TAPS; 2) arrangements for  
13 resale, exchange, or other disposal of the Sale Oil; and 3) if requested, information on specific  
14 deliveries of Sale Oil by Mapco to the TAPS and identification of tankers that will transport the Sale  
15 Oil. Mapco's failure to provide information, evidence, or assurances requested by the State shall, at  
16 the State's election and after notice to Mapco, constitute a material default under this Agreement.

17 2.10 Absolute Obligations. Mapco's obligations to provide security as required by  
18 Article XVI, pay reservation fees, and purchase, transport and dispose of Sale Oil are absolute.  
19 These obligations shall not be excused or discharged by the operation of any disability of Mapco,  
20 event of force majeure, impracticability of performance, change in conditions, or other reason or  
21 cause.

1 ARTICLE III

2 IN-STATE PROCESSING

3 3.1 In-State Processing. Mapco shall use its best efforts to insure that Sale Oil will  
4 be processed at its Alaska refinery or be exchanged for other crude oil that will be processed at its  
5 Alaska refinery. Except as provided in Article 3.3. Mapco shall process not less than 80 percent of  
6 the of Sale Oil its Alaska refinery. "Process" means the manufacture of refined petroleum products.

7 3.2 Exchanges of Crude Oil. Mapco may enter into agreements to exchange Sale  
8 Oil for other crude oil only as provided in this Article. An exchange of Sale Oil for other crude oil  
9 may not reduce the price Mapco has agreed to pay the State for the Sale Oil or result in any cost or  
10 expense to the State. "Exchange" means: 1) a direct trade of Sale Oil for an equal volume of other  
11 crude oil; 2) a direct trade of Sale Oil for other crude oil that involves either cash or volume  
12 adjustments, or both, based solely on differences in the quality or location of the crude oils  
13 exchanged; 3) sequential transactions in which Mapco trades Sale Oil to one party and, in exchange,  
14 receives crude oil from a party other than the party to whom Mapco traded the Sale Oil; and 4)  
15 matching purchases and sales of Sale Oil for other crude oil.

16 3.3 Waiver of In-State Processing Requirement. The Commissioner may,  
17 in the Commissioner's sole discretion, waive the in-state processing requirement, in whole or in  
18 part, if the Commissioner is satisfied that Mapco is using its best efforts to fulfill its Article 3.1  
19 obligations.

1 ARTICLE IV

2 MAPCO'S REPRESENTATIONS AND OBLIGATIONS

3 4.1 Good Standing and Due Authorization. Mapco warrants that it is, and shall  
4 remain at all times during the term of this Agreement: 1) a corporation organized and existing under  
5 the laws of the United States or of a state, territory or the District of Columbia; 2) qualified to do  
6 business in Alaska; and 3) in good standing with the State. Mapco warrants that it has "l corporate  
7 power and authority necessary, and has performed all corporate action required, to enter into and  
8 fulfill its obligations under this Agreement.

9 4.2 Financial Condition. Mapco warrants that all financial information submitted  
10 to the State: 1) is complete, accurate, and fairly represents Mapco's financial condition at the time of  
11 submission; and 2) there has been no material change in Mapco's financial condition, business  
12 operations, or properties since it submitted the financial information to the State. Mapco warrants  
13 that the financial information was prepared in accordance with generally accepted accounting  
14 principles. Mapco shall immediately inform the State of any material change in it's financial  
15 condition, business operations, agreements, or property that may affect its ability to perform its  
16 obligations under this Agreement. Mapco shall immediately inform the State of any significant  
17 change in ownership of Mapco, or of Mapco's parent company or affiliates.

18 4.3 Financial Statements. Within one hundred and twenty Days after the end of  
19 its fiscal year, Mapco shall, at its own cost and expense, submit to the State a complete financial  
20 report in a form or forms prescribed by the State. The report shall include Mapco's balance sheet as  
21 of the close of the fiscal year and the income statement for that year prepared in accordance with  
22 generally accepted accounting principles. Mapco may comply with this requirement by submitting a

1 copy of Mapco Petroleum Corporation's annual report filed with the United States Securities and  
2 Exchange Commission pursuant to Sec. 13 or 15(d) of the Security Exchange Act of 1934.

3  
4 ARTICLE V

5 MEASUREMENTS

6 5.1 Measurements. The quantity and quality of Sale Oil the State delivers under  
7 this Agreement shall be determined by measurement at the Transfer Meter at the Point of Delivery.  
8 Procedures used for metering and measuring the Sale Oil shall be in accordance with the procedures  
9 in effect in the Prudhoe Bay Unit.

10  
11 ARTICLE VI

12 INVOICING AND PAYMENT

13 6.1 Production Month Invoices. On or before the tenth business day of each  
14 Month after the first Month of delivery of Sale Oil, the State shall send to Mapco, a statement of  
15 account with an invoice for the total amount due for the estimated quantity of Sale Oil delivered to  
16 Mapco during the immediately preceding Month and the estimated price applicable to those  
17 deliveries. The State will base its estimates on the best information reasonably available to the  
18 State. The State shall adjust production month invoices as provided in Article 6.3 and Article 6.5.

19 6.2 Payment of Production Month Invoices. Mapco shall pay the total amount of  
20 each production month invoice, in full, on or before the third business Day after the date of the  
21 statement of account that includes the invoice. Any amount not paid in full on or before the third  
22 business Day after the date of the statement of account, shall accrue interest as provided in Article

1 6.7. and become subject to the late payment provisions of Article 6.9. and any other remedies  
2 available to the State under this Agreement and at law.

3 6.3 Initial Adjustments. Mapco acknowledges that any time after a production  
4 month invoice is sent, the State may receive more accurate information concerning the actual  
5 quantity and price for Sale Oil delivered to Mapco in that Month. Mapco agrees that any time such  
6 information becomes available to the State, in the next statement of account the State may make  
7 initial adjustments to the immediately preceding invoice, and invoice Mapco for the initial  
8 adjustments, plus interest as provided in Article 6.7 on the amount of any adjustment.

9 6.4 Payment of Initial Adjustments. Mapco shall pay the total amount of each  
10 initial adjustment invoice, plus interest as provided in Article 6.7, in full, on or before the third  
11 business Day after the date of the statement of account that includes the initial adjustment invoice.  
12 If an adjustment is due to Mapco for an overpayment, the State shall credit or refund to Mapco the  
13 amount of the overpayment, plus interest as provided in Article 6.7, on or before the third business  
14 Day after the date of the statement of account that includes the initial adjustment invoice. Any  
15 amount Mapco does not pay in full when due shall become subject to the late payment provisions of  
16 Article 6.9, and any other remedies available to the State under this Agreement and at law.

17 6.5 Subsequent Adjustments. Mapco acknowledges that any time after  
18 production month and initial adjustment invoices are sent, the State may receive more accurate  
19 information concerning the actual quantity and price for Sale Oil delivered to Mapco in any Month.  
20 Mapco agrees that any time more accurate information becomes available to the State, the State shall  
21 make subsequent adjustments to amounts previously invoiced in production month or initial  
22 adjustment invoices, and send Mapco a statement of account with a subsequent adjustment invoice

1 for the amount of any adjustments to the previous invoices, plus interest on any adjusted amount as  
2 provided in Article 6.7.

3           6.6 Payment of Subsequent Adjustments. Mapco shall pay in full the total  
4 amount of each subsequent adjustment invoice, plus interest as provided in Article 6.7, on or before  
5 the thirtieth Day after the date of the statement of account that includes the subsequent adjustment  
6 invoice. If an adjustment is due to Mapco for an overpayment, the State shall credit or refund to  
7 Mapco the amount of the overpayment, plus interest as provided in Article 6.7, on or before the  
8 thirtieth Day after the date of the statement of account that includes the adjustment invoice. Any  
9 amount Mapco does not pay in full when due shall become subject to the late payment provisions of  
10 Article 6.9, and any other remedies available to the State under this Agreement and at law

11           6.7 Interest. All amounts Mapco does not pay in full when due under this  
12 Agreement, and all amounts invoiced as adjustments for underpayments and overpayments for Sale  
13 Oil delivered to Mapco, shall bear interest from the date accrued until paid in full at the rate  
14 provided by Alaska Statute 38.05.135(d), or as that statutory provision may later be amended. In  
15 this Agreement "date accrued" means the third business day after the date of the statement of  
16 account that contains the production month invoice to which the initial or subsequent adjustment  
17 applies. Appendices A and B illustrate accrual of interest.

18           6.8 Non-termination and limitations. Mapco acknowledges that the State may  
19 continue to make subsequent adjustments after termination of this Agreement, and agrees that the  
20 provisions of Article VI shall survive termination of this Agreement for any reason. The amount of  
21 a subsequent adjustment rendered more than six years after the date of delivery of the Sale Oil upon  
22 which it is based, shall bear interest for no more than six years from the date accrued, as defined in

1 Article 6.7. The six year limitation on interest shall not apply to payments Mapco fails to make  
2 when due or to subsequent adjustments resulting from: 1) regulatory, reopener, or court (including  
3 appeals) proceedings commenced during the six year period, regardless of whether Mapco or the  
4 State is a party; or 2) bona fide audits of a Lessee commenced by the State within the six year  
5 period.

6 6.9 Late Payment Penalty. In addition to all other remedies available to the  
7 State, if Mapco fails to make timely payment in full of any amount due, in addition to the amount  
8 not paid when due, plus interest as provided in Article 6.7 from the date accrued until paid in full,  
9 Mapco shall pay the State an amount equal to five percent of the amount not paid as a late payment  
10 penalty. Appendix B contains an illustrative example of interest and late payment penalties.

11 6.10 Disputed Payments. If a dispute arises concerning the amount of an invoice,  
12 Mapco agrees to pay the full amount of the invoice when due pending final resolution of the dispute.

13 6.11 Confidential Information. The State and Mapco agree that the State may  
14 invoice Mapco for, and Mapco agrees to pay, amounts that are based upon confidential information  
15 held or received by the State. If confidential information is used as the basis for an invoice, upon  
16 receipt of a written request from Mapco, the State shall furnish to Mapco a certified statement of the  
17 Commissioner to the effect that, based upon the best information available to the State, the invoiced  
18 amounts are correct.

19 6.12 Manner of Payment. Mapco shall pay all invoices in full within the times  
20 specified and without any deduction, set off, or withholding. Mapco shall pay all invoices by wire  
21 transfer of immediately available funds to the State's account at the following address :

1 State Street Bank & Trust Company  
2 Boston, Massachusetts  
3 ABA #011000028  
4 For credit to the State of Alaska  
5 General Investment Fund, AY01  
6 Account #00657189  
7 Attn: Kim Chan, Public Funds  
8

9 Mapco may pay an invoice in such other manner or to such other address the State has specified in  
10 an invoice or by other written notice. All other payments due shall be paid in the same manner and  
11 according to the same time schedule provided in this Article. If payment falls due on a Saturday,  
12 Sunday, or legal federal holiday, payment shall be made on the next business Day.

13 6.12.1 Direct Payment to Lessees. If the State directs Mapco in an invoice  
14 or other writing to remit all or a portion of a payment required under this Agreement directly to one  
15 or more of the Lessees, Mapco shall remit the payment to the Lessee or Lessees in the manner  
16 designated by the State, and within the time limits specified in Article VI. The State may, in  
17 writing, authorize a Lessee to request direct remittance of all or a portion of a payment due under  
18 this Agreement, and to designate the manner for payment. Unless otherwise specified by the State  
19 in writing, the balance of a direct partial payment to a Lessee, and all subsequent payments, shall be  
20 made to the State in accordance with Article VI.

21 6.12.2 Direct Payment to Other Third Parties. Upon a determination by  
22 the State that remittance to a third party of an amount due under this Agreement will assist the State  
23 in monitoring or enforcing the Agreement, the State may direct Mapco in an invoice or other writing  
24 to remit all or a portion of a payment due under this Agreement directly to a designated third party  
25 other than a Lessee, and Mapco shall remit the payment to the designated third party in the manner  
26 designated by the State, and within the time limits specified in Article VI. Unless otherwise

1 specified by the State in writing, the balance of a direct partial payment to a third party, and all  
2 subsequent payments, shall be made to the State in accordance with Article VI.

3  
4 ARTICLE VII

5 EFFECTIVE DATE AND TERM

6 7.1 Condition Precedent to Effective Date. This Agreement is subject to approval  
7 under Alaska Statute 38.06.055 as a condition precedent to becoming effective. After the State and  
8 Mapco have entered into this Agreement, it shall become effective and enforceable on the date upon  
9 which it is approved pursuant to Alaska Statute 38.06.055.

10 7.2 Term. The State shall begin deliveries of Sale Oil under this Agreement on  
11 December 1, 1998. This Agreement shall terminate at the end of the Day on December 31, 2003.  
12 Termination of this Agreement shall not relieve either party from any expense, liability, or other  
13 obligation or any remedy that has accrued or attached prior to the date of termination. The  
14 provisions of Article VI shall survive termination of this Agreement.

15  
16 ARTICLE VIII

17 DEFAULT OR TERMINATION

18 8.1 Default.

19 8.1.1 Events of Default. The Commissioner may, in the Commissioner's  
20 sole discretion, suspend or terminate the State's obligations to tender, deliver and sell Sale Oil to  
21 Mapco, and may exercise any one or more of the rights and remedies provided in this Agreement, or  
22 at law, if any one or more of the following events of default occur:

- 1 (i) Except as otherwise provided in Article VIII, Mapco fails to perform  
2 any of its obligations under this Agreement, and cannot cure the non-  
3 performance or the non-performance continues for more than thirty  
4 Days after the State has notified Mapco of its non-performance:
- 5 (ii) Within five Days after written request from the State, Mapco fails to  
6 provide written assurances satisfactory to the State of its intention to  
7 perform its obligations under this Agreement and evidence or  
8 assurances of transportation arrangements under Article 2.9:
- 9 (iii) Mapco fails to pay in full any sum of money owed under this  
10 Agreement within one business day after the State gives Mapco  
11 notice that payment is due and has not been paid:
- 12 (iv) There is a substantial change in Mapco's financial condition, business  
13 operations, agreements, or property, or ownership that may affect  
14 Mapco's ability to perform its obligations under this Agreement, and  
15 within five Days after a request by the State, Mapco is unable or  
16 unwilling to provide the State with adequate assurance of continued  
17 performance:
- 18 (v) Any representation or warranty made by Mapco in this Agreement is  
19 found to have been materially false or incorrect when made: or
- 20 (vi) Mapco fails, or is unable for any reason (including reasons beyond  
21 Mapco's control), to maintain the security letter of credit required

1 under Article XVI, regardless of Mapco's willingness or ability to  
2 perform any other obligations under this Agreement.

3 8.1.2 Default by Failure to Pay. Mapco shall immediately provide the State  
4 with written notice if Mapco is unable to pay any of its debts when due or is otherwise insolvent.  
5 Upon such notice from Mapco, or if the State independently determines that Mapco is unable to pay  
6 any of its debts when due or is otherwise insolvent, the State's obligations to deliver and sell Sale  
7 Oil to Mapco shall automatically and immediately terminate without any requirement of notice to  
8 Mapco or other action by the State. Upon termination of the State's obligations under this Article,  
9 Mapco shall be liable for payment and performance of all its obligations for Sale Oil the State  
10 delivered to Mapco before termination and for a minimum of one hundred Days after termination,  
11 plus an additional ninety days if a Lessee invokes the force majeure term of its Royalty Settlement  
12 Agreement. Within thirty days after termination under Article 8.1.2, the State shall have the right,  
13 upon written notice to Mapco, to reinstate all of the State's and Mapco's obligations under this  
14 Agreement retroactive to the date of termination.

15 8.2 State's Remedies. If Mapco defaults under this Agreement, in addition to all  
16 other remedies available to the State under this Agreement and or at law, the following remedies  
17 shall be available to the State in the Commissioner's sole discretion.

18 8.2.1 Mapco's Obligations Become Due. All monetary obligations Mapco  
19 has accrued under this Agreement, even if not yet due and payable, shall immediately be due and  
20 payable in full.

21 8.2.2 State May Dispose of Sale Oil. Until Mapco's default is cured or  
22 this Agreement terminates, the State may dispose of the Sale Oil to third parties and may suspend

1 the in-state processing obligations. If the State exercises either of these remedies, regardless  
2 whether this Agreement is terminated, Mapco shall be and remain liable to the State for the amount  
3 of difference between the price for the Sale Oil under Article II and the actual price the State  
4 received from disposition of the Sale Oil to third parties.

5 .                   8.2.3 Indemnification for Loss. Mapco shall hold the State harmless and  
6 indemnify it against all liability, damages, expenses, attorney's fees and costs, and losses arising out  
7 of Mapco's default, termination of the State's obligations, disposal of the Sale Oil to third parties,  
8 and suspension of the in-state processing requirements.

9                   8.2.4 Other Rights and remedies. The State shall have the right  
10 cumulatively to exercise all rights and remedies provided in this Agreement and by law, and obtain  
11 all other relief available under law or at equity, including mandatory injunction and specific  
12 performance.

13                   8.3 Limitation of Mapco's Remedies. If the State breaches or defaults any of its  
14 obligations under this Agreement, Mapco shall not obtain a temporary restraining order or  
15 preliminary injunction preventing the State from disposing of the Sale Oil subject to this Agreement.

16                   8.4 Termination. Termination shall become effective upon the first Day of the  
17 Month following expiration of a minimum of one hundred Days after Mapco's written notice of  
18 termination is delivered to the State. If, however, the additional notice provisions of Article 2.1.4  
19 are invoked, termination shall become effective upon the first Day of the Month following  
20 expiration of six Months and ten Days after Mapco's written notice of termination is delivered to the  
21 State. Termination shall not relieve either party from any expense, liability, other obligation, or

1 remedy that has accrued or attached prior to termination. The provisions of Article VI shall survive  
2 termination of this Agreement.

3  
4 ARTICLE IX

5 DISPOSITION OF OIL

6 9.1 Disposition of Oil Upon Default or Termination. Mapco acknowledges that  
7 the State may be required to provide six Months notice to the Lessees before the State may decrease  
8 its in-kind nomination of Royalty Oil in any Month. It is within the Commissioner's sole discretion  
9 to request a waiver of any notice provision, condition, or requirement of a Lease or Royalty  
10 Settlement Agreement. If this Agreement terminates for default or any other reason, Mapco shall  
11 continue to accept and pay for Sale Oil through the first Day of the Month following expiration of a  
12 minimum of one hundred Days after the date of termination, if the Commissioner, in the  
13 Commissioner's sole discretion so requires. If, however, the additional notice provisions of Article  
14 2.1.4 are invoked, Mapco shall continue to accept and pay for Sale Oil until the expiration of six  
15 Months and ten Days after the Date of default or notice of termination.

16 9.2 Inability to Receive Sale Oil. If Mapco is unable or refuses to accept or  
17 receive Sale Oil, Mapco shall nevertheless remain liable for disposal and payment for Sale Oil as  
18 though it had been accepted by Mapco. The Commissioner may, in the Commissioner's sole  
19 discretion, waive this requirement.

20 9.3 Security for Disposal of Sale Oil. To secure Mapco's obligations to purchase  
21 and dispose of Sale Oil, upon the Commissioner's request, Mapco shall assign or otherwise transfer  
22 to the State, or its designee, all or part of Mapco's right, title and interest in any arrangements for

1 transportation of the Sale Oil through and away from the TAPS, whether such interests are under  
2 nominations, leases, contracts, charter parties, or other agreements. The State will incur liability or  
3 obligations under such assignment or transfer only to the extent the State actually exercises its rights  
4 to succeed to Mapco's interests under and obtain the benefits of the assignments.

5  
6 ARTICLE X

7 NONWAIVER

8 10.1 Nonwaiver. The failure of either party to insist upon strict or a certain  
9 performance, or acceptance by either party of a certain performance or course of performance under  
10 this Agreement shall not: 1) constitute a waiver or estoppel of the right to require certain  
11 performance or claim breach by similar performance in the future; 2) affect the right of either party  
12 to enforce any provision; or 3) affect the validity of any part of this Agreement.

13  
14 ARTICLE XI

15 SEVERABILITY

16 11.1 Severability. If a court decrees any provision of this Agreement to be invalid,  
17 all other provisions of this Agreement shall remain valid. If, however, invalidation of a provision  
18 impairs a material right or remedy under this Agreement, either party may terminate this Agreement  
19 by notice to the other party as provided under Article 8.4.

1 ARTICLE XII

2 FORCE MAJEURE

3 12.1 Effect of Force Majeure. Except for Mapco's absolute obligations to provide  
4 security, pay reservation fees, and purchase, transport and dispose of Sale Oil, neither party shall be  
5 liable for failure to perform if performance is substantially prevented by force majeure after good  
6 faith efforts to perform. Except, however, if Mapco is prevented by force majeure from performing  
7 any material obligation for sixty successive days or more, the State, in the Commissioner's sole  
8 discretion, shall have the right to terminate this Agreement. Before the State exercises this right, the  
9 Commissioner may require Mapco to negotiate in good faith to restore performance. In this  
10 Agreement the term "force majeure" means an event or condition not within the reasonable control  
11 of the party claiming the benefit of the excuse.

12 12.2 Notice of Force Majeure. If a party believes that force majeure has occurred,  
13 the party shall immediately notify the other party of its claim of force majeure. The party claiming  
14 force majeure shall use reasonable diligence to remedy the force majeure. Except for Mapco's  
15 absolute obligations to provide security, pay reservation fees, and purchase, transport and dispose of  
16 Sale Oil, the disabled party's obligations to perform that are affected by the force majeure shall be  
17 suspended from the time of notification to the other party until the disability caused by the force  
18 majeure should have been remedied with reasonable diligence.

1 ARTICLE XIII

2 NOTICES

3 13.1 Method. Unless otherwise specifically provided in this Agreement, all  
4 notices, requests, demands or statements shall be in writing and delivered to the address specified in  
5 this Article in person, by telecopier or other form of facsimile, by United States mail, postage  
6 prepaid, registered or certified with a return receipt requested, to the party to be notified. A  
7 statement of account the State delivers to Mapco by telecopy shall be deemed delivered to Mapco  
8 when the State's telecopier confirms that it was received at Mapco's telecopy number during normal  
9 business hours. A notice, request, demand or statement delivered by United States mail shall be  
10 deemed delivered on the earlier of expiration of seven Days after it is deposited in the mail, or upon  
11 the date of receipt by the party to whom it is directed. A notice, request, demand or statement  
12 delivered in any other manner shall be effective only if and when received by the party to whom it is  
13 directed. The address of the parties shall be as follows.

14 State:

15 State of Alaska  
16 Commissioner of Natural Resources  
17 400 Willoughby Avenue  
18 Juneau, Alaska 99801

19  
20 and

21 Director, Division of Oil and Gas  
22 3601 C Street, Suite 1380  
23 Anchorage, Alaska 99503-5948  
24 Telecopy Number: (907)562-3852

25  
26 Mapco:

27 President  
28 Mapco Alaska Petroleum Inc.  
29 3201 C Street, Suite 700  
30 Anchorage, Alaska 99503-3960  
31 Telecopy Number: (907)273-3333



1 Delivery. It shall be issued for the benefit of the State by a state or national banking institution of  
2 the United States that is insured by the Federal Deposit Insurance Corporation and has an aggregate  
3 capital and surplus amount of not less than One Hundred Million Dollars (\$100,000,000) (hereafter  
4 the "Issuer"), or other banking institution acceptable to the Commissioner. The principal face  
5 amount of the Letter shall be an amount estimated by the Commissioner to be equal to the value of  
6 all Sale Oil to be delivered by the State to Mapco during the seventy five Days immediately  
7 following the Date of First Delivery. The Letter shall not require the State to submit any  
8 documentation in support of drafts drawn against it other than a certified statement by the  
9 Commissioner and the State's Attorney General that Mapco is liable to the State for an amount of  
10 money equal to the amount of the draft, that the amount of money is due and payable in full, and it  
11 has not been timely paid.

12 The Letter shall provide that the State has the right to draw and present drafts to the  
13 Issuer through the seventy-fifth Day after the State's last delivery of Sale Oil to Mapco under this  
14 Agreement. The Letter shall be renewed under the terms of this Article no later than seventy five  
15 Days before its expiration date so that a Letter is in effect continuously from the Date of First  
16 Delivery through the seventy-fifth Day after the date of the State's last delivery of Sale Oil to  
17 Mapco. If the State does not receive a renewed Letter seventy five Days before the expiration of the  
18 existing letter of credit: 1) Mapco shall be deemed to have materially breached this Agreement; 2) a  
19 default under Article VIII will have occurred; and 3) all Mapco's obligations, expenses and  
20 liabilities accrued as of that date, whether yet due and payable, shall become immediately due and  
21 payable in full.

1           If the State asserts a claim or claims that equal a total amount of money greater than  
2 the principal face amount of the Letter in effect. Mapco shall, upon the State's request, cause the  
3 principal face amount of the Letter to be increased by an amount sufficient to secure the total  
4 amount of the State's claims. Mapco is subject to this obligation even if Mapco denies, rejects, or  
5 otherwise contests the State's claims.

6           If the principal face amount of the effective letter of credit is ever less than the  
7 estimated price of seventy five Days of Sale Oil deliveries. Mapco shall automatically and  
8 immediately cause the principal face amount of the effective Letter to be increased to an amount  
9 equal to the estimated price of seventy five Days delivery of Sale Oil. If the principal face amount  
10 of the effective Letter is greater than the estimated price of seventy five Days delivery of Sale Oil,  
11 upon written approval of the Commissioner, in the Commissioner's sole discretion, Mapco may  
12 decrease the principal face amount of the Letter to an amount equal to the estimated price of seventy  
13 five Days delivery of Sale Oil.

14           16.2 Security Contract. Upon approval by the Commissioner, in the  
15 Commissioner's sole discretion, as alternative security to the Letter required in Article 16.1, Mapco  
16 may deliver to the State: 1) an irrevocable stand-by letter of credit in the principal face amount  
17 estimated by the Commissioner to be equal to the value of Sale Oil to be delivered by the State to  
18 Mapco during the forty Days immediately following the Date of First Delivery; and 2) an  
19 irrevocable contract between a major oil company (hereafter the "Promisor") and Mapco, for the  
20 direct benefit of the State, in which the Promisor agrees to assume full liability for Sale Oil upon  
21 notice that Mapco is in default of this Agreement (hereafter "Security Contract"). The forty Day  
22 letter of credit shall be subject to all the terms and conditions of Article 16.1. The Security Contract



1 means an individual who is physically present in Alaska with the intent to remain in the state  
2 indefinitely. An individual may demonstrate an intent to remain in the state by maintaining a  
3 residence in the state, possessing a resident fishing, trapping, or hunting license or receiving a  
4 permanent fund dividend. "Alaska companies" means companies incorporated in Alaska or whose  
5 principal place of business is in Alaska. If a court invalidates any portion of this provision, Mapco  
6 agrees to employ Alaska residents and Alaska companies to the extent permitted by law.

7  
8 ARTICLE XVIII

9 APPLICABLE LAW

10 18.1 Governing Law. This Agreement, and all matters arising from or related to  
11 this Agreement, shall be governed, construed and determined by the laws of the State of Alaska.

12 18.2 Jurisdiction. Any legal action or proceeding arising out of or related to this  
13 Agreement shall be brought in a state court of general jurisdiction sitting in the State of Alaska, and  
14 Mapco hereby irrevocably submits to the jurisdiction of that court in any such action or proceeding.

15 18.3 Venue. The parties agree that the venue for any legal action or proceeding  
16 arising out of or related to this Agreement shall be in the Alaska Superior Court sitting in  
17 Anchorage, Alaska.

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ARTICLE XIX

WARRANTIES

19.1 Warranties. The purchase and sale of Royalty Oil under this Agreement are subject only to the warranties the State has expressly set forth in this Agreement. The State disclaims and Mapco waives all other warranties, express or implied in law.

ARTICLE XX

AMENDMENT

20.1 Amendment. This Agreement may be supplemented, amended, or modified only by written instrument duly executed by the parties.

ARTICLE XXI

SUCCESSORS AND ASSIGNS

21.1 Successors and Assigns. No assignment, pledge, or encumbrance of this Agreement shall be made by either party without first obtaining the written consent of the other party, which shall not be unreasonably withheld. The Commissioner may consent on behalf of the State. Subject to the requirement of written consent, this Agreement shall be binding upon and inure to the benefit of each of the parties and their successors and permitted assignees.

1 ARTICLE XXII

2 RECORDS

3 22.1 Preservation of Records. Mapco shall maintain and preserve all books,  
4 accounts, and records that relate to or arise from performance of this Agreement for six years from  
5 the date of the transaction or date of the latest adjustment relating to the transaction, including  
6 transactions for purchase or sale of Sale Oil and its refined products. Mapco shall also maintain and  
7 preserve all books, accounts, and records, in its possession or control, that belong to any third party  
8 with whom Mapco contracts for the performance of any part of this Agreement. Mapco and the  
9 State shall not be required to retain any records for more than six years from the time of a  
10 transaction unless retention of such records is specifically required by applicable law or regulation,  
11 or this Agreement. Mapco shall maintain its records within the State or make its records available  
12 to the State at Mapco's principal office in the State within thirty Days after written request by the  
13 State.

14 22.2 Inspection of Records. Mapco and the State shall each accord to the other  
15 and the other's authorized agents, attorneys, and auditors access during reasonable business hours to  
16 any and all property, records, books, documents, or indices related to Mapco's or the State's  
17 performance under this Agreement and which are under possession or control of the party from  
18 which access is sought, so the other party may inspect, photograph and make copies of the property,  
19 records, books, documents or indices. The State shall not be required to disclose any information,  
20 data, or records that are required by State or federal law or regulation, or by agreement with the  
21 person supplying the record, to be held confidential. If information the State obtains from Mapco  
22 may be held confidential under State or federal law or regulation, Mapco must request in writing

1 that the State hold the information confidential, and the State shall keep the information confidential  
2 to the extent and for the term provided by the applicable law or regulation.

3  
4 ARTICLE XXIII

5 INTERPRETATION OF TERMS AND CONDITIONS

6 23.1 Interpretation of Terms and Conditions. Any disagreement or dispute about  
7 the meaning or application of a word, term, or condition in this Agreement shall be decided  
8 according to the dispute resolution procedure set forth in this Article. The procedure set forth in this  
9 Article shall be initiated by either party providing written notice of the disagreement or dispute to  
10 the other party. No later than 60 Days after either party provides written notice, Mapco and the  
11 State shall each present any arguments and evidence supporting its view of the disputed term or  
12 condition in writing to the Commissioner for consideration. Mapco shall not have the right to civil  
13 litigation-type discovery or a civil litigation-type trial with the right to call or cross-examine  
14 witnesses unless granted by the Commissioner, after request. Within thirty Days after both parties  
15 submit their arguments and evidence, the Commissioner shall issue a finding interpreting the  
16 meaning or application of the disputed word, term, or condition, and shall set forth the basis for the  
17 conclusions. Mapco agrees to accept findings of the Commissioner under this Article that are  
18 reasonable and not arbitrary.

1 ARTICLE XXIV

2 COUNTERPARTS

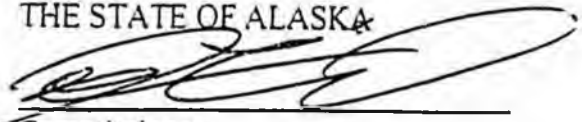
3 24.1 Counterparts. This Agreement may be executed in multiple counterparts. It is  
4 not necessary for the parties to sign the same counterpart. Each duly executed counterpart shall be  
5 deemed to be an original and all executed counterparts taken together shall be considered to be one  
6 and the same instrument.

SIGNATURES

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the State:

THE STATE OF ALASKA



Commissioner  
Department of Natural Resources

Date: 3/5/98

Mapco Alaska Petroleum Inc.

MAPCO ALASKA PETROLEUM Inc.

By: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Mapco Petroleum Inc.

MAPCO PETROLEUM Inc.

By: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

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SIGNATURES

the State:

THE STATE OF ALASKA

\_\_\_\_\_  
Commissioner  
Department of Natural Resources

Date: \_\_\_\_\_

Mapco Alaska Petroleum Inc.

MAPCO ALASKA PETROLEUM Inc.

By: *Paul M. Newcomer* *PN*

Its: President

Date: 3/5/98

Mapco Petroleum Inc.

MAPCO PETROLEUM Inc.

By: *Paul M. Newcomer* *PN*

Its: Vice-President

Date: 3/5/98



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ACKNOWLEDGMENT

THIS IS TO CERTIFY that on the 5th day of March, 1998, before me, appeared Randy M. Newcomer of Marco Alaska Petroleum Inc., Anchorage, Alaska; that Randy M. Newcomer executed that document under legal authority and with knowledge of its contents; and that this act was performed freely and voluntarily upon the premises and for the purposes stated in the document.

Witness my hand and official seal the day and year in this agreement first above written.

Shawn R. Lawrence  
Notary Public in and for Oklahoma  
My commission expires: 9-18-2001

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ACKNOWLEDGMENT

THIS IS TO CERTIFY that on the 5<sup>th</sup> day of March, 1998, before me, appeared Randy M. Newcomer of Mapco Petroleum Inc., Tulsa, Oklahoma; that Randy M. Newcomer executed that document under legal authority and with knowledge of its contents; and that this act was performed freely and voluntarily upon the premises and for the purposes stated in the document.

Witness my hand and official seal the day and year in this agreement first above written

*Sharon R. Lawrence*  
Notary Public in and for Oklahoma  
My commission expires: 9-18-2001

## APPENDIX A

### SAMPLE CALCULATIONS OF MAPCO'S INVOICE PRICE

Numbers in these sample calculations of price are illustrative. They do not represent actual values that may have existed in the past or are forecasted for the future.

This appendix illustrates the mechanics of the price calculations and the data sources. Royalty Values, before field cost deductions, for the Prudhoe Bay Unit Lessees are taken from either columns H or I on each Lessee's Monthly Oil Royalty Report Summary. Sample Oil Royalty Report Summaries for the Lisburne Participating Area and the Prudhoe Bay Unit Initial Participating Areas appear in Appendix A, Attachment 1. Volumes are taken from the Production Allocation/Offtake Schedule for the participating areas serviced by the Lisburne Production Center and the Royalty and Taxes Due State of Alaska report for the Prudhoe Bay Unit Initial Participating Areas. See Appendix A, Attachment 2. A sample calculation using the volume and Royalty Value information as originally filed for January 1997 and a hypothetical RIK volume sold to Mapco in February 1997 is shown below. It is recognized that both royalty reporting and operator reporting forms may undergo format changes in the future. Such changes will not effect the mechanics of these calculations

January's Calculated Average Royalty Value:

$$\begin{aligned} &= \$607,508,676.79 / 31,777,362.10 \text{ barrels} \\ &= \$19.11766 \text{ per barrel (See Appendix A, Attachment 3)} \end{aligned}$$

February's production month invoice price for Sale Oil to Mapco (Mapco's Invoice Price)

$$\begin{aligned} &= \text{January's Royalty Value} + [\text{January's Royalty Value} \times \\ &\quad \text{Average Fractional Change in the West Coast} \\ &\quad \text{Destination Value Between January and February} \\ &\quad \text{(See Appendix A, Attachment 4)}] + \$ .15 \\ &= \$19.11766 + [\$19.11766 \times (-0.1367)] + \$ .15 \\ &= \$19.11766 - \$2.61338 + \$ .15 \\ &= \$16.65428 \end{aligned}$$

Under Article 2.1.5, if invoked, the Royalty Value would be calculated using the royalty values and production volumes for only the Prudhoe Bay Unit Initial Participating Areas.

#### **Example 1: Production Month Invoice**

Assumptions:

1. Month is March.
2. Sale Oil delivered to Mapco in February = 403,000 barrels.
3. February's production month invoice price as calculated above = \$16.65428.
4. Statement of account, with February's production month invoice, sent to Mapco on March 3.

5. Date February production month invoice payment due to State = March 7 (statement of account date plus three business days).

Method for calculating Mapco's production month invoice payment for February deliveries:

Volume x Mapco's Invoice Price = Production Month Invoice Amount

403,000 barrels      x      \$16.65428      =      \$6,711,674.84

If payment in full is not received by the State on or before March 7, interest will accrue on the unpaid balance from March 7 through the date payment is received, and a late payment penalty will be assessed.

Note:

The Lessees are required to submit their royalty reports to the State for February's production by the last day in March. For this reason, the State's production month invoice to Mapco for February deliveries will be based on January's Royalty Values as adjusted by the average fractional change in the West Coast destination values of ARCO, BP, and Exxon. This is an interim invoice price and will be adjusted when the State receives more accurate information about the actual quantity and price for Sale Oil delivered to Mapco in that month. The State may adjust the invoice price and/or the actual quantity of Sale Oil and invoice Mapco in the initial adjustment invoice submitted with the following month's (April) statement of account. Subsequent adjustments are likely to follow.

#### **Example 2: Initial Adjustment Invoice**

Assumptions:

1. Month is April
2. Sale Oil delivered to Mapco in February = 403,000 barrels
3. February's Royalty Value for the Prudhoe Bay Unit = \$16.09963
4. Adjusted Mapco's invoice price for February = \$16.09963 + 5.15 = \$16.24963
5. Annual interest rate charged member banks for advances by the 12<sup>th</sup> Federal Reserve District as of January 1 is three percent; and seven percent as of April 1. Annual rate for contract = 11 percent for the first quarter and 12 percent for the second quarter.
6. Date of the statement of account that contains the initial adjustment invoice is April 1.
7. Date initial adjustment invoice payment is due to the State = April 7.

Method for calculating Mapco's initial adjustment invoice amount for February deliveries:

$$\underline{\text{Volume} \times \text{Mapco's Invoice Price} = \text{Initial Adjustment Invoice Amount}}$$

$$403,000 \text{ barrels} \times \$16.24963 \text{ per barrel} = \$6,548,600.89$$

$$\text{Amount previously paid by Mapco for February deliveries (calculated in Example 1)} = \underline{\$6,711,674.84}$$

$$\text{Overpayment for February deliveries} = (\$163,073.95)$$

Number of days between the date the initial adjustment invoice was due on April 7, and the date accrued, March 7 = 31 days. The statutory interest rate is converted to a daily rate for these calculations.

$$\text{Days of interest first quarter} = 24 \text{ days}$$

$$\text{Days of interest second quarter} = 7 \text{ days}$$

$$\text{Interest due first quarter} = (\$163,073.95) \times (11\%/365) \times 24 \text{ days} = (\$1,179.49)$$

$$\text{Interest due second quarter} = (-\$163,073.95 - 1,179.49) \times (12\%/365) \times 7 \text{ days} = \underline{(\$378.01)}$$

$$\text{Total interest due Mapco} = (\$1,557.50)$$

$$\text{Credit due Mapco against statement of account amount dated April 1} = (\$164,631.45)$$

### Example 3: Subsequent Adjustment Invoice

This adjustment is assumed to occur on October 1, after BP's six month true up of transportation costs, a reopener for one of the Royalty Settlement Agreements, or for some other reason.

#### Assumptions:

1. Month is October.
2. Sale Oil delivered to Mapco in February = 403,000 barrels
3. February's Royalty Value for the Prudhoe Bay Unit = \$16.36706
4. Adjusted Mapco price for February = \$16.36706 + \$.15 = \$16.51706
5. Annual interest rate charged member banks for advances by the 12<sup>th</sup> Federal Reserve District as of January 1 is three percent; as of April 1, July 1, and October 1 is seven percent. Annual rate for contract = 11 percent for the first quarter and 12 percent for the second, third, and fourth quarters.
6. Date of statement of account that contains the subsequent adjustment invoice is October 1.
7. Date subsequent adjustment invoice payment is due to the State = November 6.

Method for calculating Mapco's subsequent adjustment invoice amount for February deliveries:

Volume x Mapco's Invoice Price = Subsequent Adjustment Invoice Amount

403,000 barrels x \$16.51706 per barrel = \$6,656,375.18

Amount previously paid by Mapco for February deliveries  
(calculated in Example 2) = \$6,548,600.89

Underpayment for February deliveries \$107,774.29

Number of days between the date the subsequent adjustment invoice payment was due on November 6 and the date accrued, March 7 = 244 days. The statutory interest rate is converted to a daily rate for these calculations.

Days of interest in the first quarter (March 7 through Mar 31)	= 24
Days of interest in the second quarter (April 1 through June 30)	= 91
Days of interest in third quarter (July 1 through September 30)	= 92
Days of interest in fourth quarter (October 1 through November 6)	= 37
Interest due for first quarter = \$107,774.29 x (11%/365) x 24 days	= \$779.52
Interest due for second quarter = (\$107,774.29 + 779.52) x 12%/365 x 91 days	= \$3,247.69
Interest due for third quarter = (\$107,774.29 + \$779.52 + \$3,247.69) x 12%/365 x 92 days	= \$3,381.61
Interest due for fourth quarter = (107,774.29 + \$779.52 + \$3,247.69 + \$3,381.61) x 12%/365 x 7 days	= <u>\$1,401.13</u>
Total interest due to the State on November 6	= \$8,809.95
Subsequent adjustment invoice amount due the State on November 6	= \$116,584.24

If payment in full is not received by the State on or before November 6, additional interest will accrue from November 6 through the date payment is received, and a late payment penalty will be assessed.

OL ROY RPT SUM  
REVISED 1988  
DODG # 3-88  
DNR 19-4000

STATE OF ALASKA  
DEPARTMENT OF NATURAL RESOURCES  
OIL OR GAS ROYALTY REPORT SUMMARY

FACE 1  
UNIT USMINE PARTICIPATING AREA  
RD D  
ZONE  
LEASE

REPORT FOR MONTH OF Jan 1997  
REVISION NUMBER  
DATE OF REVISION

COMPANY NAME ARCO Alaska, Inc.  
ADDRESS P.O. Box 100380  
CITY, STATE, ZIP Anchorage, AK 99510

Product	Lease Production (bbl) or (MCF)	Working Interest Ownership %	(a) x (b)	Royalty Rate (%)	(c) x (d)	Royalty In-kind (bbl) or (MCF)	(e) x (f)	Royalty Value (bbl) or (MCF)	(g) x (h)	Royalty Value per Bbl or MCF	Feld Costs (h) - (i)	Royalty Reported per Bbl or MCF	(j) - (k)	Royalty in Value (g) x (l)	Dividers	(m) x (n)
CRUDE	381,282.00	40.00000%	152,512.80	12.50000%	19,064.10	10,415.07	8,649.03	21.10	819.88000	50.870	819.01000	818.63000	3401.81	818,131.43		151,532.54
RE/CRUDE TR	839.80	40.00000%	337.80	12.50000%	48.50	25.40										
TOTALS	382,121.80		152,850.60		19,112.60	10,440.47	8,670.13									

WEIGHTED AVERAGE VALUE

I declare that I have examined this report, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete.

SIGNED *[Signature]*

TITLE Authorizer Representative  
TYPE OF NAME Barbara J Watson

PHONE NO. (907) 263-4865

DATE 7/23/97

GAS ROYALTY: ATTACH FORM 10-422  
OIL ROYALTY: ATTACH FORM 10-403  
OR ANOON  
GAS ROYALTY: VERIFICATION OF WIRE TRANSFER AMOUNTS OR A COPY OF THE CHECK MADE IN PAYMENT OF TRD (S)  
MUST BE ATTACHED

(03) COIP \$0.00  
(04) Less field costs for R/RK (59,083.21) \$0.00  
(05) Revisions (amendments or reconciliations) \$0.00  
(06) Amount Due \$152,449.33

May With Applicable Attachments To: State of Alaska  
Department of Natural Resources  
Division of Oil and Gas  
Royalty Accounting Section  
P.O. Box 7034  
Anchorage, Alaska 99510 7034

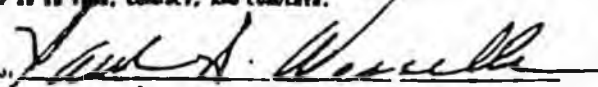
STATE OF ALASKA  
 DEPT. OF NATURAL RESOURCES  
 DIVISION OF OIL AND GAS  
 ROYALTY ACCOUNTING SECTION  
 3601 "C" STREET, SUITE 1200  
 ANCHORAGE, AK 99512-9148

AMENDMENT: 00  
 ROYALTY PERIOD: 09 EXPLORATION (ALASKA)  
 P.O. BOX 124612  
 ANCHORAGE, AK 99512-4612

FIELD, POOL OR LEASE: LISIURNE FIELD  
 PRODUCTION MONTH: JANUARY 1997  
 FILING DATE: 02/28/97  
 PAGE: 2

	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
PROD TYPE	GOODS UNIT ON LEASE PRODUCTION (DOLL)	ROYALTY INTEREST PERCENTAGE (%)	(A) X (B) (DOLL)	ROYALTY RATE	(C) X (D) (DOLL)	ROYALTY IN-LIEN (DOLL)	(E) - (F) ROYALTY IN-VALUE (DOLL)	ROYALTY VALUE \$/DOLL	FIELD COSTS \$/DOLL	(H-I) NET ROYALTY \$/DOLL	(J) X (K) NET-VALUE DOLLARS
WELCS	00,130.00	20.000000	20,226.00	22.500	4,550.70	199.90	610.35	20.1300	1.0000	19.1300	21,240.07
WELCS	100,200.00	20.000000	20,040.00	22.500	4,512.00	1,307.50	4,324.50	20.1300	0.0000	17.2500	17,507.90
WELAR	000.00	20.000000	000.00	22.500	00.00	11.70	10.50	20.1300	0.0000	19.2500	100.00
(1) TOTALS	200,330.00		40,266.00		11,062.70	1,507.40	4,934.85				(2) 68,848.00

I DECLARE THAT I HAVE EXAMINED THIS REPORT, INCLUDING ACCOMPANYING SCHEDULES AND STATEMENTS, AND TO THE BEST OF MY KNOWLEDGE AND BELIEF IS IN TRUTH, CORRECT, AND COMPLETE.

SIGNED: 

Royalty Officer

TITLE:

FEB 28 1997

DATE:

OIL ROYALTY: ATTACH FORM 10-603

VERIFICATION OF NET TRANSFER AMOUNTS ON A COPY OF THE CHECK MADE IN PAYMENT OF ITEM (K) MUST BE ATTACHED. MAIL APPLICABLE ATTACHMENTS TO DEPARTMENT OF NATURAL RESOURCES BY ABOVE ADDRESS.

(3) TOPPING PLANT	00	0.00
(4) LESS FIELDS COSTS VIA OIL PROCEEDING FROM REG-NCLE	00	-4,543.60
	00	-100.00
(5) REVISIONS (ATTACH SCHEDULES BEFORE OR RECONCILIATION)	00	0.00
(6) AMOUNT DUE US	00	68,736.04

3.59

68,736.04

OIL ROYalty STATE  
 REVISED 1986  
 DODG #336  
 DND 10-8-86

STATE OF ALASKA  
 THE ROYALTY DEPARTMENT  
 STATE OF ALASKA DEPARTMENT OF NATURAL RESOURCES

Page 1 of 2

1986  
 10110  
 2086  
 FRODOING DAY  
 FRODOING DAY  
 FRODOING

ROYALTY ADDRESS: 11111 11111 11111	EXXON CORPORATION P.O. BOX 6096 HOUSTON, TEXAS 77260-4794	REVISION FROM REVISION NUMBER REVISION DATE	Jan 91 000
---------------------------------------	---	---	---------------

CRIMINAL	PHYSICAL	(A) LEASE UNIT PRINCIPAL (DOLLARS)	(B) WORKING INTEREST PERCENTAGE	(C) WORKING INTEREST SHARE	(D) ROYALTY RATE	(E) ROYALTY PRINCIPAL (DOLLARS)	(F) ROYALTY PRINCIPAL (DOLLARS)	(G) ROYALTY PRINCIPAL (DOLLARS)	(H) ROYALTY PRINCIPAL (DOLLARS)	(I) ROYALTY PRINCIPAL (DOLLARS)	(J) ROYALTY PRINCIPAL (DOLLARS)	(K) ROYALTY PRINCIPAL (DOLLARS)
		101 232 00 930 00	0.000000 0.000000	111 111 00 111 111 00	0.125000 0.125000	1264 44 66 50	10 010 00 23 60	0 040 00 21 10	10 20 10 20	0 000 0 000	17 000 10 330	110 471 00 107 10
TOTALS		101 232 00		111 111 00		1264 44	10 010 00	0 040 00	10 20	0 000	17 000	110 471 00

\*WEIGHTED AVERAGE

I declare that I have examined this report, including all supporting schedules and summaries, and to the best of my knowledge and belief it is true, correct, and complete.

SIGNED BY	<i>[Signature]</i>
PRINTED NAME	ROSE A. DUBOIS
TITLE	STATE ROYALTY UNIT MANAGER
PHONE NUMBER	713 440-7811
DATE	02/19/87
PREPARED BY	Kimberly C. ... (111-10-7811)

	PRINCIPAL	INTEREST	TOTAL
EXXON CORPORATION	1111	000	1111
DEPARTMENT OF NATURAL RESOURCES	1000 21	000	1000 21
STATE OF ALASKA DEPARTMENT OF NATURAL RESOURCES	100 000	000	100 000
TOTALS	1 111 111	100 000	1 211 111
STATE OF ALASKA DEPARTMENT OF NATURAL RESOURCES	102 010 30	107 10	102 000 00

EXHIBIT A - Attachment 1, page 3

*[Handwritten initials]*

OL ROYALTY SUM  
 REVISED 1/86  
 D04G # 3-88  
 DNR 10-4000

STATE OF ALASKA  
 DEPARTMENT OF NATURAL RESOURCES  
 OIL OR GAS ROYALTY REPORT SUMMARY

PAGE 1  
 UNIT FIREHOLE BAY LK #1  
 FIELD  
 ZONE  
 LEASE

COMPANY NAME ARCO Alaska, Inc.  
 ADDRESS P.O. Box 100380  
 CITY, STATE, ZIP Anchorage, AK 99510

REPORT FOR MONTH OF Jan 1997  
 REVISION NUMBER  
 DATE OF REVISION

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
Product Description	Gross unit or Lease Production (Bbls) or (MCF)	Working Interest Ownership %	(a) x (b) (Bbls) or (MCF)	Royalty Rate (%)	(c) x (d) (Bbls) or (MCF)	Royalty In Kind (Bbls) or (MCF)	Royalty In Value (a) - (f) (Bbls) or (MCF)	Royalty Value \$ per Bbl or MCF	Field Costs per Bbl or MCF	(h) - (i) Reported Royalty per Bbl or MCF	(g) - (j) Royalty In Value Dollars
CRUDE	23,202,800.00	28.40221%	6,125,972.80	12.50000%	765,746.80	415,804.28	349,942.32	\$19.88000	\$0.870	\$19.01000	\$6,652,403.50
<b>(1) TOTALS</b>	<b>23,202,800</b>		<b>6,125,972.80</b>		<b>765,746.80</b>	<b>415,804.28</b>	<b>349,942.32</b>				<b>\$6,652,403.50</b>

\* WEIGHTED AVERAGE VALUE

I declare that I have examined this report, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete.

SIGNED Marilyn J. Walton  
 TITLE Authorized Representative TYPE/D NAME Barbara J. Walton

PHONE NO (907) 263-4965

DATE 2/2/97

GAS ROYALTY: ATTACH FORM 10-422

OIL ROYALTY: ATTACH FORM 10-400

OIL AND/OR

GAS ROYALTY: VERIFICATION OF WIRE TRANSFER AMOUNTS OR A COPY OF THE CHECK MADE IN PAYMENT OF ITEM (c) MUST BE ATTACHED.

(03) COIP \$3,196.51  
 (04) Less field costs for R/RK (\$361,749.72)  
 Lease/Spm Costs for R/RK \$0.00  
 (05) Revisions (attach reconciliations or amended returns) \$0.00  
 (06) Amount Due \$6,202,850.29

Made With Applicable Attachments To State of Alaska  
 Department of Natural Resources  
 Division of Oil and Gas  
 Royalty Accounting Section  
 P O Box 7034  
 Anchorage, Alaska 99510 7034

EXHIBIT A - Attachment 1, page 4

10/7

STATE OF ALASKA  
ROYALTY REPORT SUMMARY

02/25/97  
15:52:06

ACCESION 03

STATE OF ALASKA  
DEPT. OF NATURAL RESOURCES  
DIVISION OF OIL AND GAS  
ROYALTY ACCOUNTING SECTION  
3801 "C" STREET, SUITE 1200  
ANCHORAGE, AK 99503-2948

AMENDMENT: 00  
ROYALTY FAYER: 00 EXPLORATION (ALASKA)  
P.O. BOX 108813  
ANCHORAGE, AK 99510-8613

FIELD, POOL OR LEASE: PRODBOR BAY UNIT  
PRODUCTION MONTH: JANUARY 1997  
FILING DATE: 02/26/97  
PAGE: 1

FROM TYPE	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
	GROSS UNIT OR LEASE PRODUCTION (DOLL)	UNITARY INTEREST (%)	(A) X (B) (DOLL)	ROYALTY RATE	(C) X (D) (DOLL)	ROYALTY IN-VALUE (DOLL)	(G) - (F) ROYALTY IN-VALUE (DOLL)	ROYALTY VALUE \$/DRL	FIELD COSTS \$/DRL	(B-E) APYS ROYALTY \$/DRL	(G) X (J) IN-VALUE DOLLARS
WELCH	3,010,466.00	7.1570222	215,046.76	13.500	29,029.00	10,337.00	0.447 20	10.0400	3.0000	17.4400	132,330.20
WELCH	40,150.00	100.0000000	40,150.00	13.500	5,419.25	0.143 77	0.143 77	10.4720	1.0000	10.4700	107,130.00
WELCH	610,000.00	40.3107100	246,904.20	13.500	33,331.07	41,150.12	41,150.12	17.3400	1.0000	10.3400	673,493.60
WELCH	21,150,010.00	61.3496100	9,379,000.10	13.500	1,267,450.01	432,430.10	160,750.91	10.0400	0.0700	17.7100	3,600,700.00
OILSP	00.000.00										
(1) TOTAL			10,109,730.26		1,263,710.23	483,047.20	600,603.03				(3) 10,612,942.80
											10 4,501.52
											10 -347,840.33
											10 -10,337.00
											11 0.00
											10 10,038,885.40

I DECLARE THAT I HAVE EXAMINED THIS REPORT, INCLUDING ACCOMPANYING  
SCHEDULES AND STATEMENTS, AND TO THE BEST OF MY KNOWLEDGE AND  
BELIEF IT IS TRUE, CORRECT, AND COMPLETE.

SIGNED:

*David S. Kussell*  
Royalty Officer

TITLE:

DATE:

FEB 28 1997

OIL ROYALTY: ATTACH FORM 10-100

VERIFICATION OF MISC TRANSFER AMOUNTS OR A COPY OF THE CHECK MADE IN  
FULFILLMENT OF ITEM (1) MUST BE ATTACHED. MAIL APPLICABLE ATTACHMENTS  
TO DEPARTMENT OF NATURAL RESOURCES AT ABOVE ADDRESS.

NOTES:

WELCH: WELLS SOLD TO UNOCAL

WELCH: WELLS SOLD IN KIND TO DEBARA (INCLUDES OILSPICE PIPELINE TARIFF  
\$1.01)

(3) TOPPING PLANT

(4) LEIS FIELDS COSTS RE: OIL  
PROCESSING PORE SEA-HOLE

(5) REVISIONS (ATTACH AMENDED  
RETURN BY DEPARTMENT)

(6) MOUNT

1994 3,018.33

1995 <3,502.16>

<453.83>

I = <453.83>

10,038,885.40

EXHIBIT A - Attachment 1/2 page 5

IGL ROY RPT SUM  
REVISED 1/86)

**ESTIMATED PAYMENT  
State of Alaska  
Department of Natural Resources  
Oil and Gas Royalty Report Summary**

Unit Prudhoe Bay Unit  
Field Prudhoe Bay  
Zone Prudhoe Bay  
Lease

Company Chevron U.S.A.  
Address P.O. Box J Section 975  
City-State-Concord CA 94524

Estimated Payment Pursuant  
to ANS Royalty Settlement  
Agreement Effective 01/01/92

Report for month of January 1997  
Revision Number \_\_\_\_\_  
Date of Revision \_\_\_\_\_

Revisions Included

	(a) Gross Unit or Lease Prod. (Bbls) or (MCF)	(b) Working Interest Ownership (%)	(c) (a) x (b) (Bbls) or (MCF)	(d) Royalty Rate (%)	(e) (c) x (d) (Bbls) or (MCF)	(f) Royalty In Kind (Bbls) or (MCF)	(g) Royalty In Value (e) - (f) (Bbls) or (MCF)	(h) Royalty Value \$ per Bbl or MCF (See Page 2)	(i) Field Costs per Bbl or MCF (\$)	(j) (h) - (i) Reported Royalty per Bbl or MCF (\$)	(k) (j) x (e) Royalty In Value Dollars
GL	2,038,666	0.6516610%	1,328,522	12.5%	1,660,717	905,100	755,617	\$23,248	(\$1.00)	\$22,248	\$16,810.59
U Exch	884,971	0.1628960%	1,409,000	12.5%	176,125	0	176,125	\$23,248	(\$1.00)	\$22,248	\$3,917.87
<b>Totals</b>	<b>2,903,637</b>		<b>14,694,2</b>	<b>12.5%</b>	<b>1,836,8</b>	<b>905,1</b>	<b>931,7</b>	<b>\$23,248</b>	<b>(1.00)</b>	<b>\$22,248</b>	<b>\$20,728.46</b>

I declare that I have examined this report, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete.

OWNED BY

FILE Supervisor

TYPED NAME A. T. Guthrie

PHONE N 510-827-7730

DATE 24-Feb-97 (1:02:47 PM)

- (3) COIP Gravity Adjustment
- (4) Less Field Cost for RIK
- (5) Other (Explain)
- (6) Subtotal (2 thru 5)
- (7) Revisions submitted with original report (list above)
- (8) Total Previous Interest Rptd
- (9) Total Due

Principal	Int	Total
\$0.00		\$0.00
(\$905.10)		(\$905.10)
\$0.00		\$0.00
\$19,823.36	\$0.00	\$19,823.36
\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$0.00
\$19,823.36	\$0.00	\$19,823.36

Estimated 1/8/97 Page 6

OIL ROYALTY RUM  
 REVISED 1986  
 DDB/D 93-86  
 DME 10-8003

STATE OF ALASKA  
 OIL ROYALTY REPORTS DIVISION  
 STATE OF ALASKA DEPARTMENT OF NATURAL RESOURCES

Page 1 of 2

TRUST FIELD PRINNEE HAY  
 ZONE PRINNEE HAY  
 PRINNEE HAY

ROYALTY ADDRESS	ELGIN CORPORATION P.O. BOX 400 HOUSTON, TEXAS 77110-4100	PERIOD FOR REVISION NUMBER	Jan 87 000
-----------------	--	----------------------------	---------------

(A) GROSS UNIT PRODUCTION (MMBBL)	(B) WORKING INTEREST OWNERSHIP %	(C) WORKING INTEREST (MMBBL)	(D) ROYALTY RATE	(E) TOTAL ROYALTY \$	(F) ROYALTY OF ABOVE \$	(G) ROYALTY IN VALUE \$	(H) ROYALTY VALUE \$ PER MM	(I) FIELD COSTS \$ PER MM	(J) REPORTED ROYALTY \$ PER MM	(K) ROYALTY IN VALUE (INCL. COSTS)
11,261 MM BBL	8.1110001	916,000	0.12500	112,762.50	89,725.25	111,600	14.25	6,471	10.78	105,129.25
(TOTALS)										105,129.25

\*WEIGHTED AVERAGE

I declare that I have examined this report, including all accompanying schedules and attachments, and to the best of my knowledge and belief it is true, correct, and complete.

SIGNED BY	<i>[Signature]</i>
PRINTED NAME	ROSE A. DUBOIS
TITLE	STATE ROYALTY UNIT SUPERVISOR
PHONE NUMBER	(907) 487-7111
DATE	10-10-87
PREPARED BY	Karen C. [unclear] (907) 487-7111

	PRINCIPAL	INTEREST	TOTAL
ADDITIONAL ADJUSTMENTS	3,814.26	0%	3,814.26
LESS FIELD COSTS FOR RUC	(108,215.29)	0%	(108,215.29)
LESS RUC INCENTIVE CREDITS	0.00	0%	0.00
ADJUSTED (2) INTEREST	0.00	0.00	0.00
THE WINNERS	176,000.71	100%	176,000.71
TOTAL ADJUSTED (2) (3)	0.393,405.51	100%	0.393,405.51

*Handwritten notes:*  
 11/10/87  
 11/10/87  
 11/10/87

*Handwritten:* 1 PC 8/10

ROY RPT SUM  
 A800 293  
 SO 83 86  
 R 16-4628

State Of Alaska  
 Department of Natural Resources  
 Oil or Gas Royalty Report Summary

Page 1 of 2

Line Prudhoe Bay Unit  
 Field N/A  
 Zone N/A  
 Lease TR 101

Company Ferrocenergy Inc  
 P.O. Box 2730 BW 3rd Ave, Suite 800  
 Anchorage, Alaska, Zip 99501

Report For Month of Jan 97  
 Revision Number  
 Date Of Revision

(A) Gross Unit or Lease Production (Bbls) or (MCF)	(B) Wellbore Interest Ownership %	(C) (A) x (B) (Bbls) or (MCF)	(D) Royalty Rate (%)	(E) (C) x (D) (Bbls) or (MCF)	(F) Royalty In Kind (Bbls) or (MCF)	(G) Royalty In Value (¢) - (¢) (Bbls) or (MCF)	(H) Royalty Value \$ per Bbl or MCF (See Page 2)	(I) Field Costs per Bbl or MCF (¢)	(J) (H) - (I) Reported Royalty Per Bbl or MCF (¢)	(K) (J) x (A) Royalty in Value Dollars
35768 BC	28.0000%	9948 BC	12.5000%	1117.53	609.10	508.43	319.8800¢	53.870¢	\$15.010¢	\$9,645.25
Totals		9948 BC	0.12500	1117.53	609.10	508.43		0.870¢		\$9,645.25

Weighted Average Value

I hereby certify that I have examined this report including accompanying  
 sales and statements, and to the best of my knowledge and  
 belief it is true, correct, and complete.

Signed By Paula Morris

Signature Paula Morris

Production Tax Accountant

© No. (385) 816 8500, sec. 338

2/27/97

ROYALTY ATTACH FORM 16-422

ROYALTY ATTACH FORM 16-406

NOTICE

ROYALTY VERIFICATION OF WARE TRANSFER AMOUNTS ON A COPY OF  
 THE CHECK MADE IN PAYMENT OF ITEM (K) MUST BE ATTACHED

- (1) COIP
- (4) Less Field Costs (or HIR)
- (5) Other (Explain)
- (6) Revisions submitted with original report

- (7) Total Amount Due
- (2) through (6)

- (3) Previous Amount Due
- (8) Balance (principal only / 8)
- (10) Interest Due On 9
- (11) Net Loan Amount (9 + 10)

(1)	(4)	(11)
PRINCIPAL	INTEREST	TOTAL
\$4.29		\$4.29
(5529.92)		(5529.92)
0		0
0	0	
59,139.67	30.00	59,139.67

11/2/97  
 R  
 11/2/97

STATE OF ALASKA  
DEPARTMENT OF NATURAL RESOURCES  
OIL ROYALTY REPORT SUMMARY

PAGE 1 OF 2

LEASE PRUDHOE BAY

COMPANY NAME: MOBIL OIL CORPORATION  
ADDRESS: P.O. BOX 850505  
CITY, STATE, ZIP: DALLAS TX 75265-0595

REPORT FOR MONTH January 1997  
REVISION NUMBER: \_\_\_\_\_  
DATE OF REVISION: \_\_\_\_\_

(A) GROSS UNIT OR LEASE PRODUCTION (BBLs)	(B) WORKING INTEREST OWNERSHIP	(C) (A) * (B) (BBLs)	(D) ROYALTY RATE %	(E) (C) * (D) (BBLs)	(F) ROYALTY IN-KIND (BBLs)	(G) ROYALTY IN-VALUE (BBLs)	(H) ROYALTY VALUE \$ PER BBL SEE PAGE 2	(I) FIELD COSTS PER BBL	(J) (H) - (I) REPORTED ROYALTY \$ PER BBL	(K) (G) * (J) ROYALTY IN-VALUE DOLLARS
28,110,108 00	0 01366820									
OIL		353,091.20	0.125	44,136.40	24,057.30	20,079.10	\$19.539	\$0.870	\$18.669	\$374,856.72
NGL'S		9,035.00	0.125	1,129.38	815.50	513.68	\$18.539	\$1.000	\$18.539	\$9,528.73
NGL'S to KRU		4418.3	0.125	552.04	0.00	552.04	\$19.539	\$1.000	\$18.539	\$10,234.22
(1) Totals		368,542.50	0.125	45,817.81	24,872.80	21,145.01	19.539	0.870	18.669	(2) \$394,617.67

\* WEIGHTED AVERAGE VALUE

I declare that I have examined this report, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete.

SIGNED: Murray C. Russo  
TITLE: AUTHORIZED AGENT Typed Name: G. C. Russo  
PHONE NO: (214) 951-3629  
DATE: February 28, 1997

3) COTP Gravity Adjustment

Interest  
1992 2,595.96  
1-6/96 40.53  
8/86 8.82  
2,645.31

REVISED  
REPORT  
ONLY

10) Balance Subtract  
Line 9 from Line 8  
Columns (h) & (i) only

11) Interest Due on 10

12) Revision Amount (10 + 11)

Principal	(L) Interest	(M) Total
170.48		170.48
21,545.35		21,545.35
0.00		0.00
373,242.80	0.00	373,242.80
2,645.31	2,645.31	48,511.98
45,552.17	45,552.17	45,868.67
3419,794.97	314.50	3419,109.47
		1,21,254.78

EXHIBIT A - Attachment 1, page 9

VERSION 1/86  
180 83-86 DNR 10-4030

STATE OF ALASKA  
DEPARTMENT OF NATURAL RESOURCES  
OIL OR GAS ROYALTY REPORT SUMMARY

UNIT Prudhoe Bay  
FIELD Sadlerochuk  
ZONE  
LEASE 060701 and 060801  
REPORT FOR MONTH OF JANUARY 1997  
REVISION NUMBER  
DATE OF REVISION

COMPANY NAME Phillips Petroleum Company  
ADDRESS 1220 Plaza Office Building  
CITY, STATE, ZIP Bartlesville, OK 74034

(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
Gross, Unit or acre Production Bbls) or (MCF)	Working Interest Ownership %	(a) x (b) (Bbls) or (MCF)	Royalty Rate (%)	(c) x (d) (Bbls) or (MCF)	Royalty In-Kind (Bbls) or (MCF)	Royalty In-Value (e) (f) (Bbls) or (MCF)	Royalty Value \$ per Bbl or MCF (See Page 2)	Field Costs per Bbl or MCF (\$)	(h)-(i) Reported Royalty per Bbl or MCF (\$)	(g) x (j) Royalty In-Value Dollars
23,159,051	0.0151737	351,408.00	0.125	43,926.00	23,942.70	19,983.30	20.69	0.87	19.82	396,069.01
1,721,818	0.0078558	13,181.50	0.125	1,647.69	898.00	749.69	20.69	1.00	19.69	14,761.40
<b>(j) TOTALS</b>										<b>(2)</b>
24,880,867		364,589.50	0.125	45,573.69	24,840.70	20,732.99				\$410,830.41

WEIGHTED AVERAGE VALUE

I declare that I have examined this report, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete.

PREPARED BY: Joe Provenzano

PREPARED BY: JOE PROVENZANO (918) 661-3678

DATE: 25 Feb 97

Sr. Laws & Regulations Specialist TYPED NAME: Donald T. Phillips  
(918) 661-3878

ROYALTY: ATTACH FORM 10-422

ROYALTY: ATTACH FORM 10-405

AND/OR GAS ROYALTY: VERIFICATION OF WIRE TRANSFER AMOUNTS OR A COPY OF THE CHECK MADE IN PAYMENT OF ITEM(S) MUST BE ATTACHED

- (1) COIP 1,373.15 @ 125
- (4) Less Field Costs for RIK
- (5) Other (Explain)
- (6) Subtotal (2 thru 5)
- (7) Revisions submitted with original report (List)
- (8) Total Amount Due
- (9) Previous Amount Due
- (10) Balance Subtract Line 9 from Line 8 Column (k) & (m) only
- (11) Interest Due on 10
- (12) Revision Amount (10 + 11)

(k)	(l)	(m)
PRINCIPAL	INTEREST	TOTAL
171.64		\$171.64
(21,728.15)		(\$21,728.15)
389,273.90		\$389,273.90
0.00	0.00	\$0.00
389,273.90	0.00	\$389,273.90

EXHIBIT A - Attachment 1, page 10

*Handwritten initials and date:*  
RC  
10-11-97

DEPARTMENT OF NATURAL RESOURCES  
OR ROYALTY REPORT SUMMARY

PAGE 3 OF 3

COMPANY NAME: **TEXACO EXPLORATION AND PRODUCTION INC**  
**ATTN: CURTIS OIL ACCOUNTING/ GORTH FLOOR**  
**P O BOX 4323**  
**DALLAS, TX 75214-4123**

LEASE NAME: **FRIDHOE BAY UNIT**  
 PLDP NO: **85058762 0001**  
 REPORT FOR MONTH IN: **JANUARY 1997**  
 ORIGINAL REPORT MONTH: **FEBRUARY 1997**

	A	B	C	D	E	F	G	H	I	J	K
	LEASED OIL OR LEASE PRODUCTION (OOB \$) OR (MCF)	UNIT PRICE PER BBL (MCF)	LEASED OIL OR LEASE PRODUCTION (OOB \$) OR (MCF)	ROYALTY RATE (OOB \$) OR (%)	ROYALTY AMOUNT (OOB \$) OR (MCF)	ROYALTY AMOUNT (OOB \$) OR (MCF)	ROYALTY AMOUNT (OOB \$) OR (MCF)	ROYALTY AMOUNT (OOB \$) OR (MCF)	PER COST PER (OOB \$) OR (MCF)	REPORTER ROYALTY PER (OOB \$) OR (MCF)	ROYALTY DUE DOLLARS
NR	2,038,666 00	0.000923	1,880 70	0.1250	235 09	1/8 10	106 99	118 9500	11 00	117 9500	11 970 47
OR	23,202,600 00	0.004234	98,248 30	0.1250	12,281 04	6 694 00	5,587 04	118 9500	10 87	118 0800	1101,013 68
	25,241,166 00		100,129 00		12,516 13	6 822 10	5,694 03			121	1102,934 15

I declare that I have examined this report, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete.

SIGNED: *S. F. Lacey (LW)*  
 TITLE: **MANAGER, CONTROLLER'S DEPT**  
 DATE: *2/1/97*

Revised  
Report  
Only

- 3) LEASE GRANTS ADJUSTMENT
- 4) LESSEE'S COSTS FOR WELLS
- 5) OTHER LEASES ADJUST
- 6) SURVEYAL (2 MIN 3)
- 7) REVISIONS SUBMITTED WITH ORIGINAL REPORT (SEE 7)
- 8) TOTAL ADJUST DUE (1 + 2)
- 9) PREVIOUS AMOUNT DUE
- 10) BALANCE FORWARD (SEE 8) (SEE 9)
- 11) INTEREST DUE (SEE 10)
- 12) REVISION AMOUNT (10 + 11)

	Principal	(1) Interest	(M) Total
3)	47 14	<del>          </del>	47 14
4)	15,951 88	<del>          </del>	15,951 88
5)	0 00	<del>          </del>	0 00
6)	97,029 41		97,029 41
7)	0 00		0 00
8)	97,029 41		97,029 41
9)		<del>          </del>	
10)	<del>          </del>	<del>          </del>	
11)	<del>          </del>	<del>          </del>	
12)			0 00

PC 115818

JOB: R1200178 PROG: LR104210-01  
AS OF: 01/31/1997

ARCO ALASKA INC.  
LISBURN PARTICIPATING AREA  
PRODUCTION ALLOCATION / OFFTAKE SCHEDULE  
PRODUCTION MONTH JANUARY-1997

PAGE: 1  
RUN TIME: 12:42  
RUN DATE: 02/10/1997

WORKING INTEREST OWNER	NON. DECIMAL	ALLOCATED LIQUIDS	PBU CRUDE 11K	PIPELINE OFFTAKE	NGLS	LOAD DIESEL FROM O/F UNIT	ROYALTY BASE
EXXON	0.400000	175,766.00	172.00	176,138.00	21,253.20	0.00	152,884.80
BPX	0.200000	87,883.00	186.00	88,069.00	11,626.60	0.00	76,442.40
AAI	0.400000	175,766.00	172.00	176,138.00	21,253.20	0.00	152,884.80
TOTALS:	1.000000	439,415.00	530.00	440,345.00	50,133.00	0.00	382,212.00

JOB: RT20017 PROD: LK104210-01  
AS OF: 01/31/1997

ARCO ALASKA INC.  
POINT MCINTYRE PA  
PRODUCTION ALLOCATION / OFFTAKE SCHEDULE  
PRODUCTION MONTH JANUARY-1997

PAGE: 1  
RUN TIME: 15:15  
RUN DATE: 02/10/1997

WORKING INTEREST OWNER	NON. DECIMAL	ALLOCATED LIQUIDS	35 PBU CRUDE TIK	PIPELINE OFFTAKE	33 NGLS	LOAD DIESSEL FROM OIF UNIT	ROYALTY BASE
EXXON	0.362504	1,599,334.27	0.00	1,899,334.27	10,707.71	0.00	1,868,546.56
OPX	0.348379	1,825,326.54	0.00	1,825,326.54	26,296.13	0.00	1,799,030.41
AAI	0.289117	1,514,824.19	0.00	1,514,824.19	24,581.16	0.00	1,490,243.03
TOTALS:	1.000000	5,219,485.00 X	0.00	5,219,485.00	61,665.00 X	0.00	5,157,820.00

AS OF: 01/31/1997

ARCO ALASKA INC.  
 WEST BEACH PARTICIPATING AREA  
 PRODUCTION ALLOCATION / OFFTAKE SCHEDULE  
 PRODUCTION MONTH JANUARY-1997

PAGE: 1  
 RUN TIME: 15:16  
 RUN DATE: 02/10/1997

WORKING INTEREST OWNER	NON. DECIMAL	ALLOCATED LIQUIDS	PBU CRUDE TIK	PIPELINE OFFTAKE	NCIS	LOAD DIESEL FROM OFF UNIT	ROYALTY BASE
EXXON	0.500000	29,463.50	0.00	29,463.50	1,984.50	0.00	21,479.00
AAI	0.500000	29,463.50	0.00	29,463.50	1,984.50	0.00	21,479.00
TOTALS:	1.000000	58,927.00	0.00	58,927.00	3,969.00	0.00	54,958.00

AS OF: 01/31/1997

ORCO ALASKA INC.  
NIAGUK PARTICIPATING AREA  
PRODUCTION ALLOCATION / OFFTAKE SCHEDULE  
PRODUCTION MONTH JANUARY-1997

PAGE: 1  
RUN TIME: 12:43  
RUN DATE: 02/10/1997

WORKING INTEREST OWNER	DOM. DECIMAL	ALLOCATED LIQUIDS	PDU CRUDE TIK	PIPELINE OFFTAKE	MGLS	LOAD DIESEL FROM OIF UNIT	ROYALTY BASE
BPX	1.000000	651,808.00	0.00	651,808.00	7,891.00	0.00	643,917.00
TOTALS:	1.000000	651,808.00	0.00	651,808.00	7,891.00	0.00	643,917.00

10-24

JOB: N14UDWN/ PHUG: LK104210-01  
 AS OF: 01/31/1997

ARCO ALASKA INC.  
 NIAGUK 27 TRACT OPERATION  
 PRODUCTION ALLOCATION / OFFTAKE SCHEDULE  
 PRODUCTION MONTH JANUARY-1997

PAGE: 1  
 RUN TIME: 12:44  
 RUN DATE: 02/10/1997

WORKING INTEREST OWNER	NOH. DECIMAL	ALLOCATED LIQUIDS	POW CRUDL TIK	PIPELINE OFFTAKE	NGLS	LOAD DIESEL FROM OIF UNIT	ROYALTY BASE
EXXON	0.500000	62,528.00	0.00	62,528.00	651.50	0.00	61,876.50
AAI	0.500000	62,528.00	0.00	62,528.00	651.50	0.00	61,876.50
TOTALS:	1.000000	125,056.00	0.00	125,056.00	1,303.00	0.00	123,753.00

ARCO ALASKA, INC.  
P1-09 TAIL TRACT OPERATION  
PRODUCTION ALLOCATION / OFFTAKE SCHEDULE  
January 97

	<u>ARCO</u>	<u>BP</u>	<u>EXXON</u>	<u>TOTAL</u>
<u>CALCULATION OF REVENUE BASE</u>				
NOMINATION DECIMALS	1.000000	0.000000	0.000000	
ALLOCATED LIQUIDS	20,575.00	0.00	0.00	20,575.00
PBU CRUDE TK	0.00	0.00	0.00	0.00
PIPELINE OFFTAKE	20,575.00	0.00	0.00	20,575.00
NGLS	354.00	0.00	0.00	354.00
LOAD DIESEL/LOAD OIL	0.00	0.00	0.00	0.00
OIL REVENUE BASE	20,221.00	0.00	0.00	20,221.00
<u>CALCULATION OF ROYALTY BASE AT LEASE OWNERSHIP</u>				
LEASE OWNER DECIMALS	1.000070	0.000000	0.000000	
ALLOCATED LIQUIDS	20,575.00	0.00	0.00	20,575.00
PBU CRUDE TK	0.00	0.00	0.00	0.00
PIPELINE OFFTAKE	20,575.00	0.00	0.00	20,575.00
NGLS	354.00	0.00	0.00	354.00
LOAD DIESEL/LOAD OIL	0.00	0.00	0.00	0.00
ROYALTY BASE	20,221.00	0.00	0.00	20,221.00
<u>ROYALTY: OIL</u>				
ROYALTY-IN-KIND	552.36	0.00	0.00	552.36
ROYALTY-IN-VALUE	458.69	0.00	0.00	458.69
TOTAL ROYALTY	1,011.05	0.00	0.00	1,011.05
<u>ROYALTY: PBU CRUDE TK</u>				
ROYALTY-IN-KIND	0.00	0.00	0.00	0.00
ROYALTY-IN-VALUE	0.00	0.00	0.00	0.00
TOTAL ROYALTY	0.00	0.00	0.00	0.00
<u>ROYALTY: NGLS</u>				
ROYALTY-IN-KIND	9.67	0.00	0.00	9.67
ROYALTY-IN-VALUE	8.03	0.00	0.00	8.03
TOTAL ROYALTY	17.70	0.00	0.00	17.70

BP Exploration (Alaska) Inc.  
 Prudhoe Bay Unit  
 Royalty and Taxes Due State of Alaska  
 January 1997

	Total	BP	ARCO	EXXON	MOBIL	PJIL	CHEV	TEX	EOBCE
<b>State of Alaska Royalty Information</b>									
Royalty Base (Total Oil/Gas-LD-TIK)	26,106,137.0	10,109,735.9	7,290,886.0	7,703,556.7	366,859.3	364,589.4	161,269.4	100,128.9	9,111.3
Oil Royalty Base (subtract ngl)	23,202,500.0	9,579,800.1	6,125,972.8	6,538,664.3	353,091.2	351,408.0	146,575.1	98,248.3	8,940.2
RIK	1,577,710.3	652,680.1	415,804.3	443,926.2	24,057.3	23,942.7	9,986.7	6,694.0	609.1
RFV	1,322,802.2	544,759.8	349,942.3	373,408.9	20,079.1	19,981.3	8,335.1	5,587.0	508.4
Total Royalty	2,900,512.5	1,197,450.0	765,746.6	817,333.0	44,136.4	43,926.0	18,321.9	12,281.0	1,117.5
<b>NGL &amp; ABL</b>									
Royalty Base	2,038,666.0	152,040.7	686,998.8	1,162,073.1	9,035.0	13,131.5	13,285.2	1,880.7	171.1
RIK	138,881.1	10,357.8	46,801.8	79,166.2	615.5	898.0	905.1	128.1	11.7
RFV	115,942.1	8,647.3	39,073.1	68,092.9	512.9	749.2	755.6	107.0	9.7
Total Royalty	254,833.3	19,005.1	85,874.8	145,259.1	1,129.4	1,647.7	1,660.7	235.1	21.4
<b>NGL (KRLD)</b>									
Royalty Base	864,971.0	378,095.1	477,914.4	2,819.4	4,733.1	0.0	1,409.0	0.0	0.0
RFV	108,121.4	47,281.9	59,739.3	352.4	591.8	0.0	178.1	0.0	0.0
Total Royalty Due	3,263,267.1	1,263,717.0	911,360.7	962,944.6	45,857.4	45,573.7	20,158.7	12,516.1	1,138.9

**Taxes**

Tax Base (Base-LD- NGL-Royalty)	20,303,001.2	8,382,312.9	5,360,551.7	5,721,656.7	308,954.8	307,482.0	128,253.2	85,967.2	7,822.7
Oil Tax due (18.00% * ELP)	2,960,765.4	1,222,383.9	781,723.8	834,383.2	45,054.6	44,839.8	16,703.0	12,536.5	1,140.8
NGL Barrels	2,038,666.0	152,040.7	686,998.8	1,162,073.1	9,035.0	13,181.5	13,285.2	1,880.7	171.1
NGL - Royalty	1,783,832.8	133,035.6	601,123.9	1,016,813.9	7,905.6	11,533.6	11,624.6	1,645.6	149.7
NGL MCF equiv.	2,122,778	158,240	715,274	1,210,168	9,412	13,732	13,814	1,960	178

Current Royalty Rate 12.5%  
 Current Tax Rate 15.0%  
 Economic Limit Factor 0.972193  
 Economic Limit Factor (for Gas) 0.784770

**Calculation of Royalty Value -- Prudhoe Bay Unit  
January 1997**

<b>Lessee</b>	<b>Oil (barrels)</b>	<b>Royalty Value</b>	<b>Product of Volume Times Royalty Value</b>
<b>Lisburne Production Center</b>			
<b>Lisburne Participating Area</b>			
ARCO	176,138.00	\$19.500	\$3,434,691.00
BP Exploration	88,069.00	\$18.120	\$1,595,810.28
Exxon	176,138.00	\$18.730	\$3,299,064.74
<b>Point McIntyre Participating Area</b>			
ARCO	1,514,824.19	\$19.500	\$29,539,071.71
BP Exploration	1,825,326.54	\$18.120	\$33,074,916.90
Exxon	1,899,334.27	\$18.730	\$35,574,530.88
<b>West Beach Participating Area</b>			
ARCO	29,463.50	\$19.500	\$574,538.25
BP Exploration	29,463.50	\$18.730	\$551,851.36
<b>Niakuk Participating</b>			
BP Exploration	651,808.00	\$18.120	\$11,810,760.96
<b>West Niakuk Participating Area</b>			
ARCO	62,528.00	\$19.500	\$1,219,296.00
Exxon	62,528.00	\$18.730	\$1,171,149.44
<b>P109</b>			
ARCO	20,575.00	\$19.500	\$401,212.50
<b>Prudhoe Bay Initial Participating Area</b>			
ARCO	6,812,971.60	\$19.880	\$135,441,875.41
BP Exploration	9,731,640.80	\$18.640	\$181,397,784.51
Chevron	159,860.30	\$23.248	\$3,718,432.25
Exxon	7,700,737.40	\$19.220	\$148,008,172.83
Forcengery	9,111.30	\$19.880	\$181,132.64
Mobil	362,126.20	\$19.539	\$7,075,583.82
Phillips	364,580.50	\$20.690	\$7,543,356.76
Texaco	100,129.00	\$18.950	\$1,897,444.55
<b>Totals</b>	<b>31,777,362.10</b>		<b>607,508,678.79</b>
<b>Average Royalty Value</b>			<b>\$19.11765</b>

APPENDIX A – Attachment 4

Monthly Average Change in ANS West Coast Destination Values

Production Month	ARCO Value	% Change Previous Month	BP Exploration Value	% Change Previous Month	Exxon Value	% Change Previous Month	Average Percentage Change
Jan-97	\$23.45	-0.21%	\$23.44	-0.26%	\$22.86	-0.26%	-0.24%
Feb-97	\$20.27	-13.56%	\$20.26	-13.57%	\$19.69	-13.87%	-13.67%

## APPENDIX B

### EXAMPLES OF INTEREST AND LATE PAYMENT PENALTY

The following illustrates the date from which interest will accrue and the date that a late payment penalty will be assessed.

January 1 – 31, 1998 – State delivers January 1998 Sale Oil.

February 6, 1998 – State sends Mapco a statement of account that contains the production month invoice for January.

February 11, 1998 – (The date of the statement of account that contains January's production month invoice plus three business days) – Mapco must pay the January production month invoice amount in full on or before this date. If Mapco does not pay on this date, interest and a late payment penalty will accrue from this date on the unpaid balance until paid in full.

March 9, 1998 – State sends Mapco the statement of account that contains the initial adjustment invoice for January 1998 Sale Oil. Mapco owes the State an additional sum.

March 12, 1998 – Mapco must pay the initial adjustment invoice amount in full plus interest from February 11, 1998 through the March 12. If Mapco does not pay on or before March 12, 1998, interest and a late payment penalty will accrue from this date on the unpaid balance until paid in full.

January 11, 1999 – State sends Mapco a subsequent adjustment invoice for January 1998 Sale Oil. Mapco is entitled to a credit. State pays interest from February 11, 1998 through January 14, 1999, the date the statement of account that contains the subsequent adjustment invoice amount is due.

April 10, 2008 – Exxon notifies the State that, due to a clerical error, it has revised its royalty value for January 1998. The revision causes the Royalty Value for January 1998 to change.

April 17, 2008 – the State sends Mapco a statement of account that contains a subsequent adjustment invoice for January 1998. Mapco owes the State an additional sum.

May 17, 2008 – Mapco must pay the subsequent adjustment invoice amount for January 1998 Sale Oil in full plus interest calculated from February 11, 1998 through February 11, 2004. If Mapco does not pay the subsequent adjustment invoice amount in full on or before May 17, 2008, interest and a late payment penalty will accrue on the unpaid balance from February 11, 1998 until paid in full.

November 10, 2008 – The court settles a dispute between the TAPS carriers and shippers: carriers are awarded a higher tariff for January 1998.

November 28, 2008 – The State sends Mapco a statement of account that contains a subsequent adjustment invoice and a State Warrant for the subsequent adjustment invoice amount plus interest. Mapco is entitled to a refund that includes interest calculated from February 11, 1998 through November 28, 2008.

THE ALASKA ROYALTY OIL AND GAS DEVELOPMENT ADVISORY BOARD

Resolution 98-1

On January 30, 1998, the Commissioner of Natural Resources provided the Alaska Royalty Oil and Gas Development Advisory Board ("Board") with the Preliminary Finding and Determination to Sell Royalty Oil to Mapco Alaska Petroleum Inc. dated January 30, 1998 ("Finding") and a copy of the proposed Agreement for the Sale and Purchase of State Royalty Oil to Mapco Alaska Petroleum Inc ("Contract"). Under the Contract, the Department of Natural Resources will sell approximately 28,000 barrels per day of Prudhoe Bay Unit royalty oil to Mapco for five years. Mapco will process the oil in its refinery in North Pole, Alaska.

The Contract was negotiated between representatives of the Division of Oil and Gas and Mapco over the past four months. On January 30, 1998, the division published the Finding, the Contract and gave public notice that the Board would review the Contract at a public hearing on February 17, 1998.

On February 17, the Board met to discuss the Contract and take public comments. Representatives from the division, representatives of Mapco, and members of the public attended the meeting. A presentation from division staff about the proposed sale and contract was given to the Board. After review and consideration of the information presented, public comment, and the criteria of AS 38.06.070, the Board approved the proposed sale and recommended the proposed contract be approved by the legislature.

Based on the Board's review of the Contract, the Commissioner's Finding, and the information presented at its public hearing, the Board is of the opinion that the proposed disposition of Prudhoe Bay Unit royalty oil to Mapco is consistent with AS 38.06.070 and AS 38.05.183. In report to the legislature, the Board adopts the Commissioner's Finding by reference, and recommends that the Twentieth Alaska State Legislature approve the Agreement for the Sale and Purchase of State Royalty Oil to Mapco Alaska Petroleum Inc.

Lynn Aleshiere 2/17/98  
Date

Thomas Cook 2-17-98  
Date

Wilson Condon 2/17/98  
Date

Becky Gray 2-17-98  
Date

Becky Beck for Deborah B. Sedwick 2/17/98  
Date

John Shively 2/17/98  
Date

SENATE BILL No. 342  
HOUSE BILL No. 469

## MAPCO ALASKA PETROLEUM Inc. POSITION PAPER

### FIVE YEAR ROYALTY OIL CONTRACT WITH STATE OF ALASKA

April 2, 1998

MAPCO ALASKA PETROLEUM Inc. (MAPI) is seeking ratification of a new five year royalty oil contract from the Alaska State legislature. The contract was unanimously recommended for legislative approval by the Alaska Royalty Oil and Gas Development Advisory Board at their February 17, 1998, meeting. Approval of the contract is now before the legislature in the form of SB 342 and HB 469.

The contract has been signed by the Alaska Commissioner of Natural Resources and the President of MAPI. The contract calls for the sale of approximately 28,000 barrels per day (bpd) of North Slope royalty crude to MAPI. The contract will be effective December 1, 1998, and calls for MAPI to pay the State Royalty-in-Value price for the royalty oil plus a \$.15 per barrel premium. Over the five years of the contract, the State could receive an additional \$7.665 million in gross revenues over what they would receive from other Prudhoe Bay lessees for the royalty oil.

The effective date of December 1, 1998, coincides with the expiration of a current one year contract MAPI now has with the State for 13,000 bpd of royalty oil. The new contract will replace the volume in the one year contract and add the additional volume to provide feed-stock for the \$70 million refinery expansion currently underway at MAPI. The cornerstone of this expansion is the addition of a third crude unit to the refinery. The new crude unit will begin shipping the additional production approximately December 1, 1998.

The \$70 million expansion project currently has 50 Alaska workers on site. Construction employment will peak at about 375 workers this summer. Over 30 Alaskan vendors and contractors will be working on the refinery expansion. Once completed, the new crude unit will produce an additional 14,000 bpd of jet fuel for Alaska's growing air cargo and air passenger business. An additional 25 rail cars of jet fuel will be shipped daily on the Alaska Railroad from Fairbanks to Anchorage when the project is completed. Local property tax payments by MAPI will increase, revenues to GVEA and ARRC will increase, and vendors and contractors will benefit from both the construction and the ongoing operation of the third crude unit. Also, a total of 19 permanent new employees will be hired at the refinery and the Anchorage terminal to support the production expansion.

MAPCO has refining, marketing and retail activities throughout Alaska. MAPI employs 155 people in the refining and marketing business and about 350 workers at the 28 MAPCO Express retail stores in Alaska. MAPI spent approximately \$450 million with over 680 Alaskan vendors and contractors in 1997. In addition, MAPI provided approximately \$500,000 in funding to educational institutions, non profit organizations and for event sponsorships in 1997. MAPI has its refining headquarters at North Pole near Fairbanks and its marketing headquarters in Anchorage.

For more information contact Jeff Cook at (907) 488-5104

## MAPCO COMMENTS ON GASOLINE PRICES

April 8, 1998

There have been several articles recently in Alaska newspapers which expressed concerns about gasoline prices in Alaska. On behalf of MAPCO, I am pleased to respond to some of those concerns.

First, I need to note that crude oil is not the only component or cost involved with refining gasoline. Crude cost accounts for less than half of the retail price of gasoline. MAPCO and other Alaska refiners pay fair market value for the crude we purchase and we pay a pro-rated tariff to get it to our refinery. For one of our crude contracts with the State of Alaska, MAPCO pays a \$.15 per barrel premium for the crude oil.

The other costs of refining product in Alaska are all higher than at lower 48 refineries. Electricity is an ingredient of refining and we pay several million dollars per year to GVEA for electricity. We pay twice the cost for electricity here compared to our Memphis refinery. And electricity costs are two to three times higher here than for refineries in the Pacific Northwest. The chemicals, fuel, labor and transportation components of refining and distributing our refined product are all considerably higher here than in the lower 48 states. The average rate of pay at our North Pole Refinery is about \$10.00 per hour higher than for comparable positions at our Memphis refinery. This is a 50% higher cost for labor at our Alaska refinery. Alaska has some of the most stringent environmental standards that impact costs at the refining, wholesale and retail levels. In addition, MAPCO paid a \$30 million quality bank penalty in 1997 for the 600 million gallons of refined product sold, which equates to \$.05 per gallon. Or you can look at the quality bank penalty as adding \$2.10 to the cost of each barrel of crude we refine. The \$70 million jet fuel expansion we are currently doing at our refinery would cost in the \$45 to \$50 million range in Memphis. So it follows that refined product prices will also be higher in Alaska than elsewhere in the Country.

But the prices in Alaska are much lower than they would be without the presence of the Alaska refiners. When I left for college at the University of Oregon driving down the Alcan Highway with Jim Dodson in the fall of 1963, the price of gasoline in Fairbanks was around \$.55 per gallon. We arrived in Eugene, Oregon, and paid about \$.26 per gallon. It was after 1969 when Tesoro started refining in Alaska that prices dropped. In 1978 gasoline was \$.859 in Fairbanks and it was \$.609 in Eugene. The percentage price difference had dropped considerably by 1978. MAPCO started refining gasoline in 1985 and prices dropped again. Today the price of gasoline in Fairbanks is \$1.209 and in Eugene, Oregon it is \$1.109. The gap has narrowed considerably. I should note that today the price of the Fairbanks Daily News-Miner is \$.75 and the cost of the Eugene Register Guard is \$.50. The news paper here costs 50% more than in Eugene, while the gasoline is only 9% more in Fairbanks. I should comment that I think the price of the Fairbanks Daily News-Miner is a bargain and is very reasonable in view of the costs associated with publishing the news paper here in Fairbanks.

I also wanted to point out that some of the data used in analyzing gasoline prices was not correct as pertains to the Fairbanks and Anchorage markets. The data provided to Senator Frank Murkowski by AAA that was quoted in some news articles appeared to show a price of \$1.269 for Alaska. The Fairbanks price is \$1.209 and the Anchorage price is about \$1.159. So the after tax price of Alaska gasoline is in the \$.89 to \$.94 per gallon range as opposed to \$1.00 per gallon. The price of gasoline in the bush areas is really not relevant to the analysis in my opinion since they can only receive fuel once or twice a year in relatively small volumes.

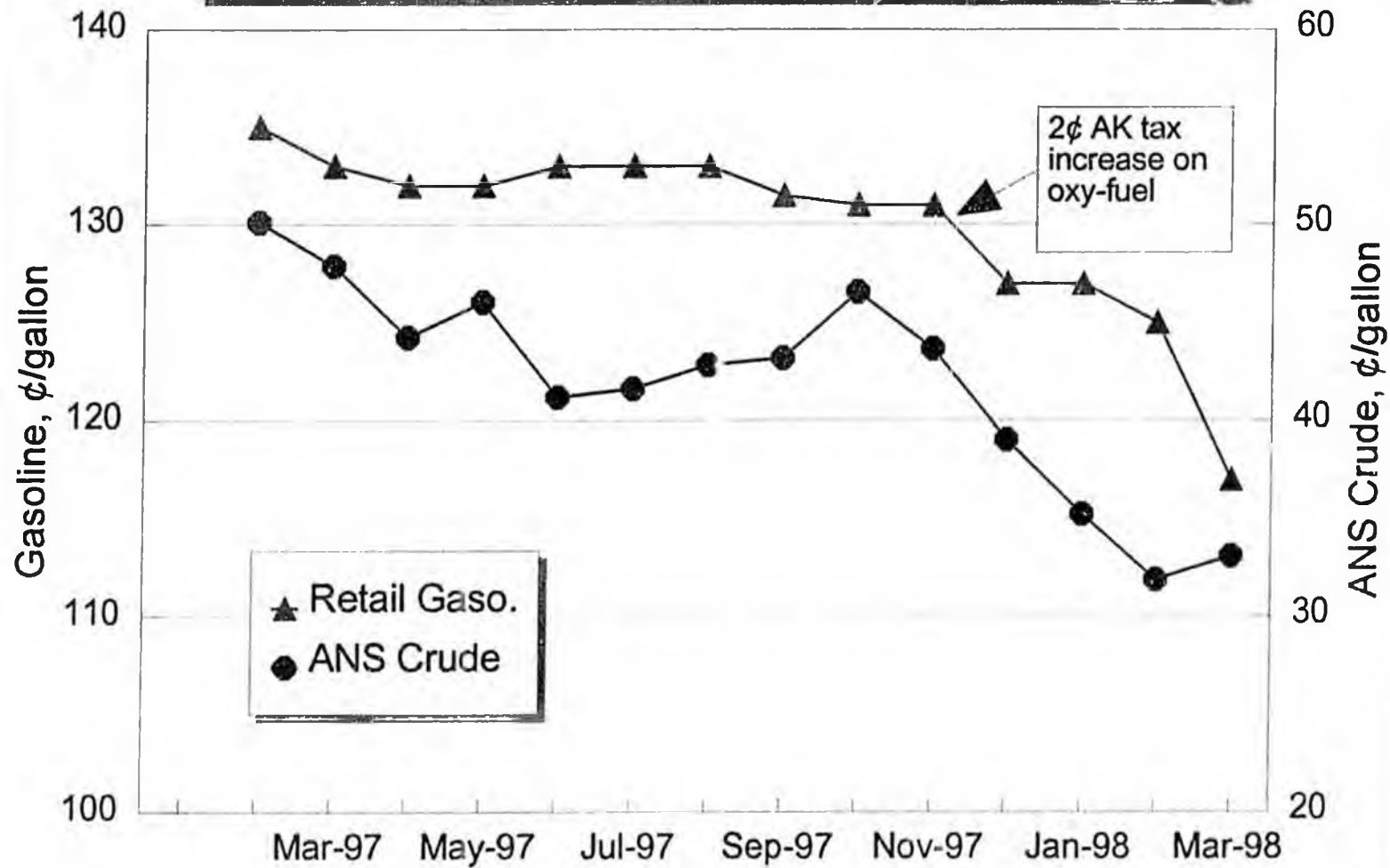
MAPCO is proud of our refining activity and the positive influence we have had on fuel prices over the 20 years we have operated at our North Pole Refinery. We are proud that in 1998 we supported 688 Alaskan vendors with \$450 million in spending. We spent more with everyone of those vendors than we would have for comparable goods or services in the lower 48 States. But that is a fact of life in Alaska. Our presence here means that \$450 million multiplies around the Alaska economy a number of times and helps thousands of Alaskans directly or indirectly. As an example, we pay approximately \$1.8 million in property taxes that are shared between the Fairbanks North Star Borough and the City of North Pole. Our refining and retail operations employ about 500 Alaskans with a total for payroll and benefits of approximately \$20 million per year. This payroll amount is in addition to the total paid to vendors in 1997.

Attached are three graphs showing that our price of gasoline, jet fuel and diesel fuel have fallen as fast, and in some cases faster, than crude oil prices have fallen since a year ago. We feel we have been very fair and sensitive to the Alaskan consumer, and we pledge to maintain that sensitivity and fairness in the future.

For additional information contact:

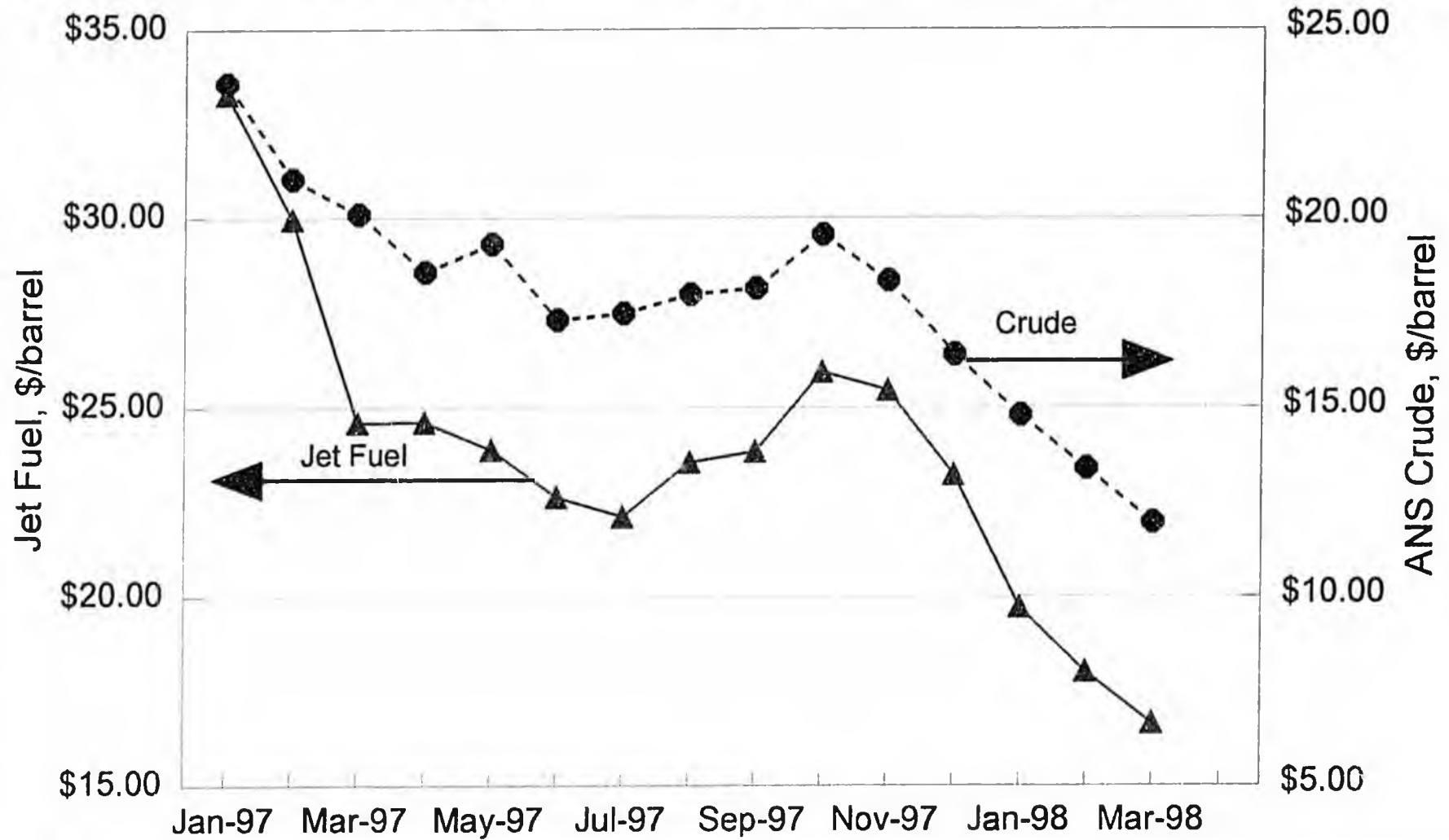
Jeff Cook, Vice President External Affairs  
MAPCO ALASKA PETROLEUM Inc.  
(907) 488-5104

# Alaska Gasoline Prices and ANS

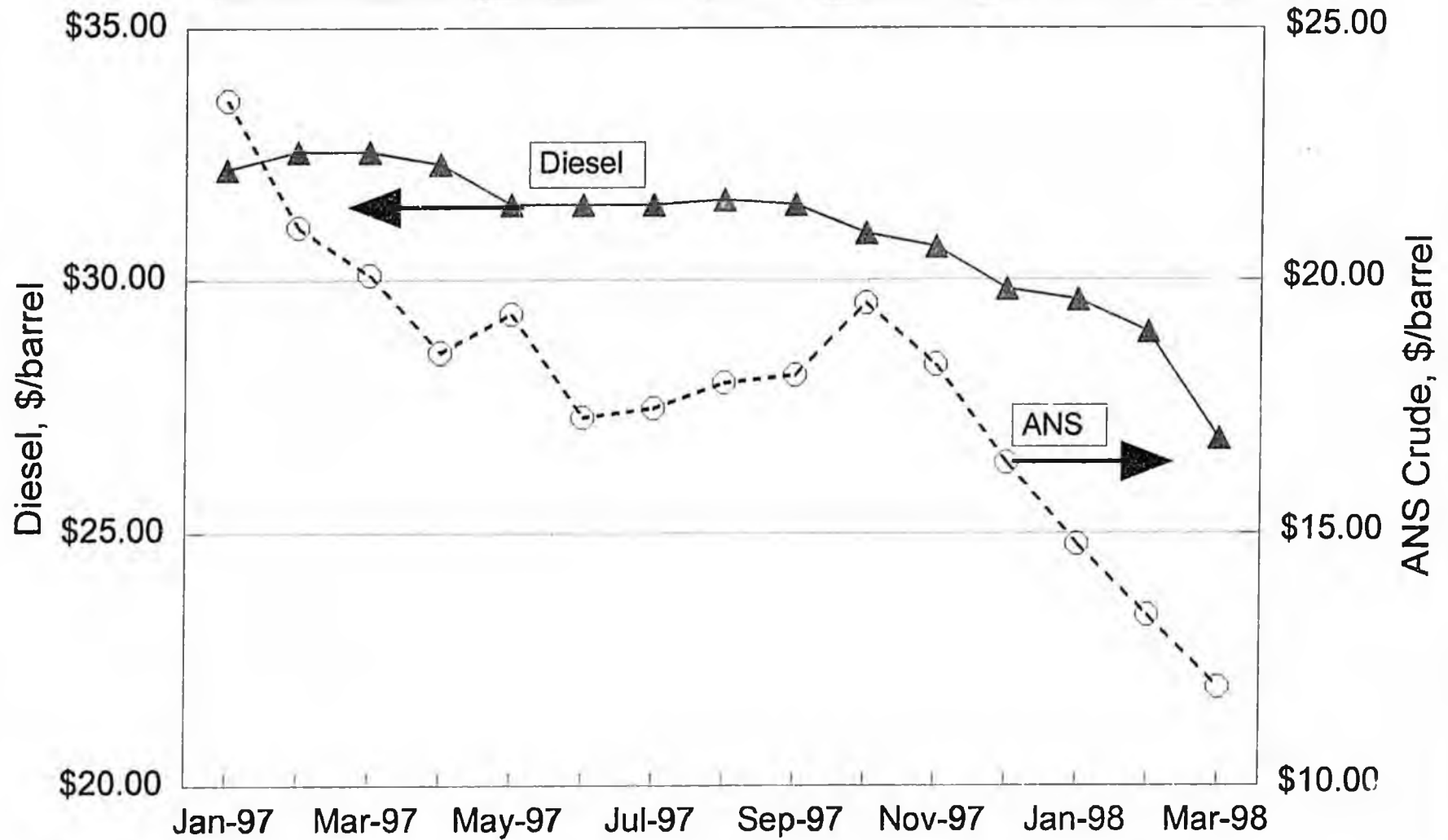


04/08/98

# Jet Fuel Price at Anchorage International Vs. ANS



# Anchorage Rack Diesel Vs. ANS





**Gasoline Price Comparisons in Selected U S Cities**

(Price per gallon of regular, unleaded motor gasoline at self-service pump)  
ACCRA Cost of Living Index - Second Quarter 1997

**SELECTED CITIES-Price w/tax**

Anchorage, AK	\$1.32
Fairbanks, AK	\$1.42
Juneau, AK	\$1.44
Kodiak, AK	\$1.66
Bakersfield, CA	\$1.37
Los Angeles, CA	\$1.38
San Francisco, CA	\$1.53
Boise, ID	\$1.35
Billings, MT	\$1.40
Reno, NV	\$1.44

<b>OIL PRICES</b>			
Wednesday, April 1, 1998			
CRUDE GRADES	Wed	Tue	Yr. Ago
<b>OFFSHORE</b>			
European "spot" or free market prices			
Arab 1#	10.75	10.66	15.15
Arab 2#	8.75	8.66	12.10
Iran 1#	11.33	11.39	15.85
Porties	13.05	12.79	17.45
Brent	12.80	12.71	17.42
Bonny II	12.33	12.77	17.55
Urals-Medit.	11.30	11.73	16.15
<b>DOMESTIC</b>			
Spot market			
W. Tex. Int. Crude			
(1300-1450) (1997)	15.55	15.21	19.23
W. Tex. Sour. Med. (1300-1235)	13.30	12.93	16.97
W. Tex. SW. (1200-1494)	14.35	14.53	18.90
Alaska Slope Pacific Del.	12.72	12.82	11.20
Domestic market crude oil values in Northwest Europe around 17.50 \$/bbl. Finishes per barrel, for main loading ports in country of origin for prompt loading, except as indicated.			
<b>REFINED PRODUCTS</b>			
Fuel Oil, No. 2 1/4 gal.	4293	4214	5624
Distill Fuel, 2.5 gal.			
1/4 gal. hard low sulfur	4473	4357	5899
Gasoline, undec. premium			
1/4 gal. non-evaporated	5017	4956	6345
Gasoline, undec. premium			
1/4 gal. evaporated	5172	5091	6438
Gasoline, undec. reg.			
1/4 gal. non-evaporated	4532	4456	5780
Gasoline, undec. reg.			
1/4 gal. evaporated	4757	4683	6032
Propane, winter, Mont. Bayview			
100 lbs. 201	2828	2828	3463
Propane, winter, Mont. Bayview			
100 lbs. 201	2812	2812	3452

PRICE OF GASOLINE IN FAIRBANKS ONE YEAR AGO PER AMERICAN CHAMBER OF COMMERCE RESEARCH ANALYSIS SURVEY WAS \$1.42 per gallon. PRICE TODAY IS \$1.21 per gallon. THAT IS A DROP OF \$.21 per gallon.

PER WALL STREET JOURNAL OIL PRICES, PRICE OF NORTH SLOPE CRUDE ONE YEAR AGO WAS \$18.20 per barrel. PRICE AT CLOSING 4-8-98 WAS \$12.72 per barrel. THAT IS A DROP OF \$5.48 PER BARREL IN ONE YEAR. IF ONE WERE TO ASSUME CRUDE OIL WAS THE ONLY COMPONENT OF GASOLINE AND THERE WAS A LINEAR DROP IN PRICE, GASOLINE SHOULD HAVE DROPPED BY \$.13 per gallon (\$5.48 per barrel drop divided by 42 gallons per barrel).

ACTUAL DROP IS \$.21 per gallon. PROJECTED DROP FROM CRUDE PRICE IS \$.13 per gallon. RETAIL PRICE HAD ACTUALLY DROPPED FASTER THAN THE CORRESPONDING DROP IN CRUDE PRICE.