

**SB**

**20001**

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INDUSTRY  
TESTIMONY

BP

11/08/07



Claire Fitzpatrick and Bernard Hajny  
November 8, 2007

Is the bill true to the stated Guiding Principles for the New Production Tax System?



• Fair Revenue to the State (Higher)

– Share upside benefit and downside risk

• Attractive Investment Climate – new exploration and reinvestment in existing fields (including heavy oil)

• Transparency – reduce the risk to the state  
Clear to both state and taxpayer

Does the current bill accomplish these objectives relative to PPT?



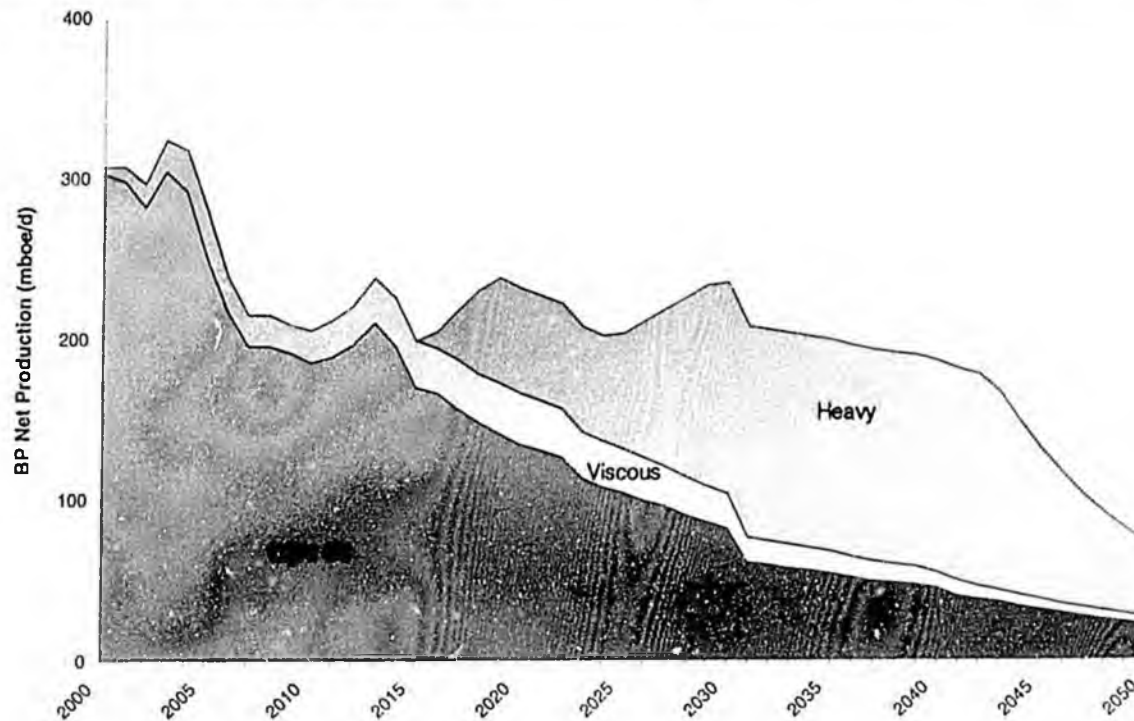
Proposed Measures	Fair? (HIGHER) Revenue	Attractive Investment Climate	Clear and Transparent
Tax Rate of 25% vs. 22.5%	✓	✗	NA
Progressivity	✓	✗	✗
Capital Credits	Neutral	Neutral	Neutral
Eliminates TIE Credits	✓	✗	NA
Takes away JIB use as basis for deductible costs	?	✗	✗
DR&R Non Deductible	?	NA	NA
Retroactivity	✗	✗	✗
Excludes ULSD Plant	?	✗	✗

Does the current bill accomplish these objectives relative to PPT?



<b>Proposed Measures</b>	<b>Fair? (HIGHER) Revenue</b>	<b>Attractive Investment Climate</b>	<b>Clear and Transparent</b>
Expenditures "allowed by DOR through regulation	?	×	×
Costs must be physically on lease	✓	×	×
Transportation deductions limited to those ruled by RCA	✓	×	×
\$1000 per day penalty to provide information	?	Neutral	?
6 year statute of limitations for Audits	?	×	✓
Significant Penalty Provisions	?	×	?
Publication of aggregated tax information for 3 or more taxpayers	NA	?	?

# Impact of Investment Climate to Heavy Oil



## Heavy Oil Benefits for Alaska

- ❖ Multi-billion spend in the market
- ❖ 50 years of production
- ❖ 2+ Billion new barrels of oil
- ❖ Many new jobs
- ❖ Alaska becomes recognized among industry leader in "Arctic Heavy Oil"
- ❖ Huge ripple effect on the Alaska economy

### PPT or Better



**Economic prize is big enough to try to unlock HO.**

### ACES



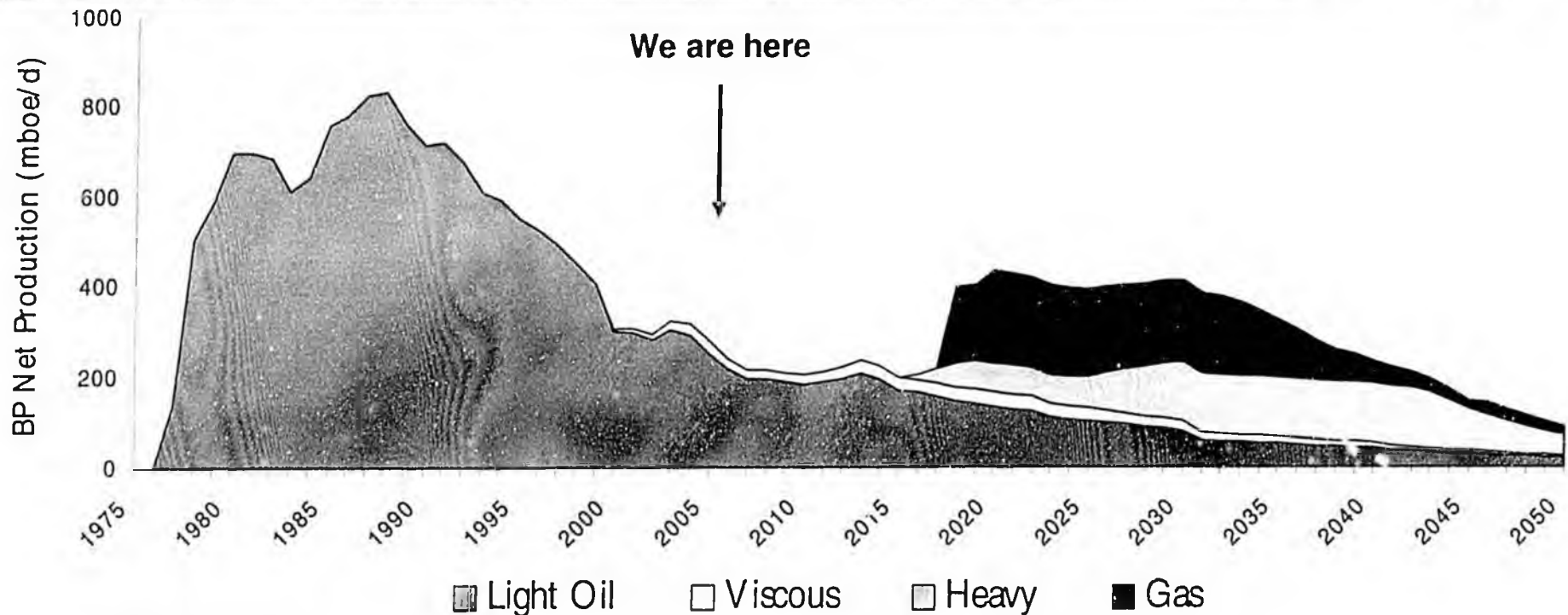
Economic prize is more marginal – may not be adequate to balance the risk.

### Latest CS's



**Unfavorable relationship between risk and reward**

# BP Alaska – Building for the Future



## Strategy

- **FOCUS** on the known Resource Base
  - Manage decline for Light Oil
  - Unlock Heavy Oil
- **ACCELERATE RENEWAL** of facilities, infrastructure and people
- **BRIDGE** to Gas

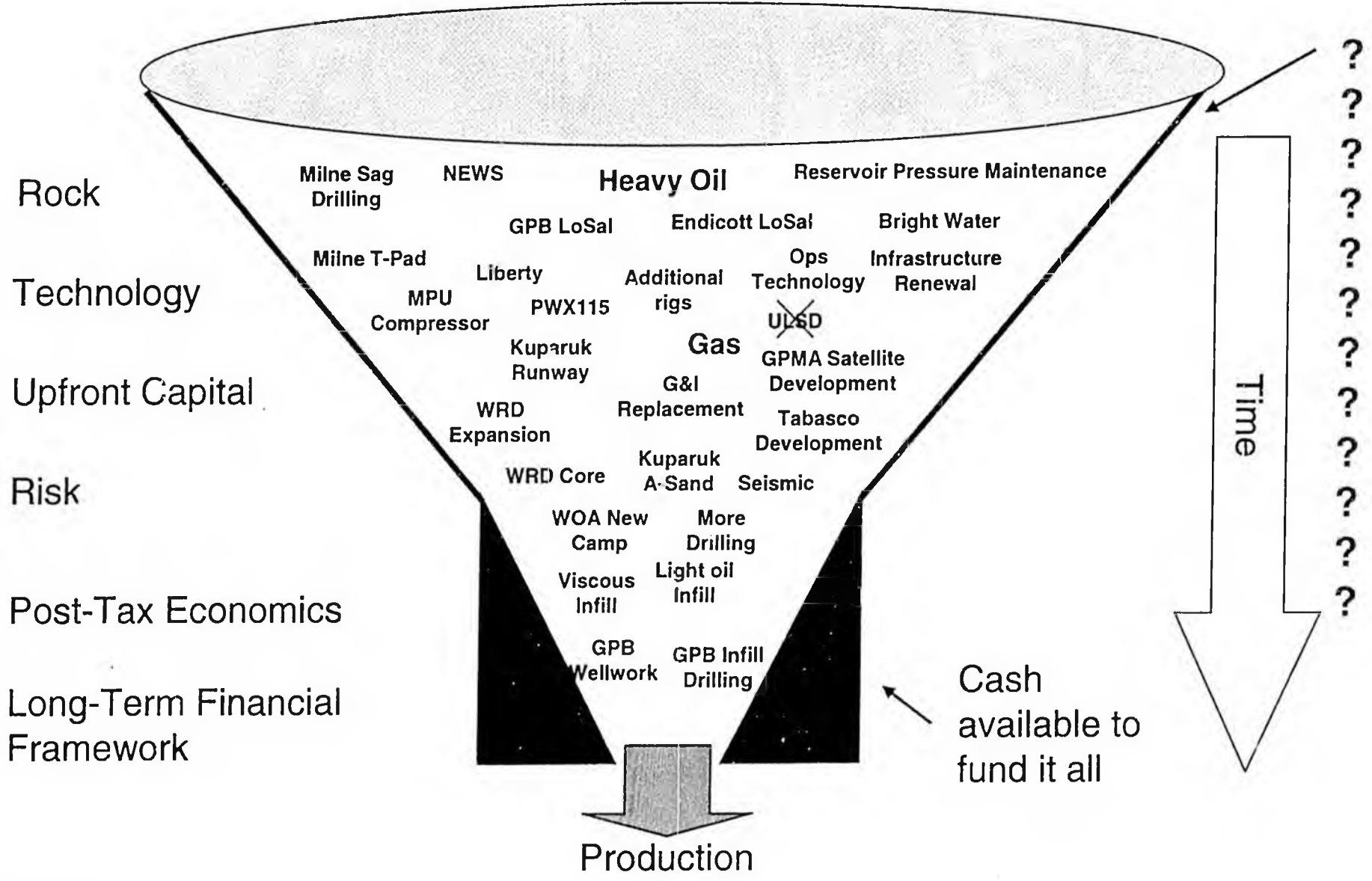
## Enabling Themes

- Fiscal stability
- Facility & Infrastructure Renewal
- Organizational Renewal
- Technology Pull-through
- Reserves Progression
- Government & Regulatory Relationships

# The Investment Hopper Squeeze



## Development Options



CONOCO PHILLIPS

11/08/07



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November 9, 2007

Honorable Bert K. Steadman  
State Capitol  
Juneau, Alaska 99801

Re: CS FOR SENATE BILL NO. 2001(JUD) 25-GS0014L

ConocoPhillips Alaska Inc would like to thank you and the Senate Finance Committee for the opportunity to we had to participate in the Producer Panel Discussion Committee on November 8, 2007. We respectfully wish to submit some additional written comments which express in more detail our concerns with the legislation being considered by the Committee. Those are in the attachment to this letter. We are available upon request to meet with you or other members of the Senate Finance Committee to further discuss our concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Mitchell".

Kevin J. Mitchell  
Vice President Finance and Administration  
ConocoPhillips Alaska Inc.

W/ Attachments

Transitional Investment Expenditures (TIE)

- An incentive to continue investment in Alaska
  - Producer has to spend twice the capital spent over the last five years to get the credit
- Use or Lose
  - PPT sunset clause erases all TIE credit remaining in 2013
- Soften the impact of tax changes

Data Sharing DOR/DNR

Providing DNR with information about undrilled prospects or new discoveries to which DNR otherwise has no right to data (remember the purpose: "forecast state revenues") on non-state lands could allow DNR to increase royalties or change stipulations on offset state lands at the next lease sale or unit/POD approval and generally puts DNR in a more competitive position than the federal landowner or the private landowner (ASRC). This provision could extend to information on OCS prospects/discoveries (if they straddle fed/state waters), where federal law prohibits "state tax laws" from applying (there is no tax imposed by this law, only an information requirement).

Exploration Credits

- AS43.55.025(c) (2) (C) "after completion or abandonment of the exploration well, the commissioner of natural resources must determine that the well adequately achieved the explorer's stated geological objective."
- "Geological objective" refers to (a) discovering oil or gas, and (b) in a trap that is distinctly separate from any trap that has been tested by a preexisting well.
- As written, if a well is drilled for oil but discovers gas, a credit application could be denied.
- The DNR commissioner's finding (which could be negative) could come after all data has been provided under proposed AS 43.55.025(f), which must then be released to the public after two years.
- The tax credit application could be rejected after the data has been provided and released to the public, especially if the statute of limitations for audits is six years.
- The commissioner's decision could rely upon confidential data from other parties that the tax credit applicant would not be allowed to see.
- This timing issue regarding potential denial versus data disclosure is particularly troubling if the well is on lands where extended confidentiality would otherwise apply. All seismic data currently submitted to DNR but not within an exploration tax credit application is held confidential until released by the explorer.
- AS 43.55.025(f)(2)(B)(ii) :

ConocoPhillips Alaska Inc.

Comments Regarding CS FOR SENATE BILL NO. 2001(JUD) 25-GS0014\L

- a substantial portion of the type of data appears to duplicate data already provided to AOGCC
- *... for each whole core collected, a lengthwise cut slab that is at least 1/3 of the whole core volume*
  - AOGCC already receives a one cubic inch plug from each foot of core
  - The remaining core may not be usable/sufficient for standard analyses/procedures
- **... representative samples, as specified by the Department of Natural Resources, of other gaseous, liquid, or solid material collected from drilling or testing the well**
  - -AOGCC currently receives cuttings at 30 foot intervals
  - splitting some samples (i.e., mud gas, sidewall cores) is not practical and compromises analyses
  - duplicate sampling is more expensive, burdensome, and may increase risk in an open wellbore

Lease Expenditures

Incurred in the state

- This is a disincentive to investment, not all items purchased for use on the North Slope or Cook Inlet can be procured in the state.
- We believe the previous language that requires the costs to be upstream of the point of production, to explore for, develop or produce oil and gas within the producer's leases or properties in the state should be adequate assurance that the state receives the benefit.

Definition of lease expenditures

- Current, ordinary and necessary approach should be maintained.
- The statute should define the base that the department **SHALL consider rather than may consider** is appropriate in determining what lease expenditures are.

Unscheduled interruption - Tax policy – What is this intended to accomplish?

- Driver was Prudhoe Oil Transit Line failure
- Too early to implement as this provision may cause more harm than good
- Language needs to be reviewed carefully to ensure there are no unintended consequences, such as:
  - Redundancy may be built into systems
  - High capital cost threshold will change investment entrance point
  - Encourages inefficiencies
- State and Industry is aligned in maintaining production economically
- Definition is vague and will be difficult to administer

ULSD Hydrotreater

ConocoPhillips Alaska Inc.

Comments Regarding CS FOR SENATE BILL NO. 2001(JUD) 25-GS0014/L

- Topping Plants were built for the benefit of lease operations
- ULSD hydrotreater is an upgrade to the existing Kuparuk Topping Plant to reduce the level of sulphur in the diesel
- ULSD plant is sized for the demand and benefit of North Slope production and exploration operations
- Not planned for purpose of exporting off the slope and entering the ULSD sales market
- North Slope ULSD plant will mitigate potential environmental risk and lease operation interruption risk

Dismantlement

- This provision eliminates the pro rata deduction for dismantlement
- Dismantlement should be allowed as it is a legitimate lease expenditure
- Deduction is allowed under current net profit share lease regulations

Advisory Bulletins

- The concept of advisory bulletins is potentially in conflict with the Administrative Procedures Act.
- Advisory bulletins as proposed cannot be relied upon, therefore, producers are at risk when relying upon those bulletins of paying additional taxes and interest
- To assist taxpayers, an advance ruling process would be more useful
- Taxpayers should not be subject to penalties when relying on advisory bulletins.

Cost of Transportation

- Language ("just & reasonable") directs DOR to accept only those tariffs that have been fully litigated at the RCA or FERC
- Applies to all producers without regard to actual tariffs paid

Statute of Limitations

- It's in the best interest of the state and the taxpayers to have audits completed in a timely manner
- **Exploration data may have been provided and released before audit is complete**
- Amended returns due to decisions by regulatory agency, court, IRS or other body are compelled to be filed, however, the draft legislation *reopens the entire return* rather than just the items amended by these decisions
- Claims for refunds under AS 43.05.275 must be made within **three** years
- Attention is drawn to the statute of limitations in other Arctic Circle peer oil and gas countries.
  - Russian Federation 3 years
  - Norway 2 years

- Canada 4 years
- Greenland 5 years

**Penalties**

- There are a variety of penalties provided for under current law and the additional penalties are duplicative as there are penalties for violation of regulations, failure to file, negligence or intentional disregard and fraud.
- The statute should specify reports or data to be provided so that tax payers can comply. Other records and information is unspecified yet tax payers are subject to penalty under 43.55.030 (d)
- References for those penalties already provided for under current law:
  - 43.05.130 – violation of AS 43.05 or a regulation subject to civil penalty of not more than \$1,000 for each violation
  - 43.05.220 – Civil Penalties –
    - (a) 5% shall be added for each 30 day period for failure to file. The penalty may not exceed 25% in the aggregate.
    - (b) Negligence or intentional disregard of law or regulation without intent to defraud, 5% of the total amount of the tax deficiency.
    - (c) Fraud, a civil fraud penalty equal to 50% of the tax due or \$500, whichever is greater, shall be added to the tax. This penalty is in addition to penalties determined under (a) or (b) of this section
  - 43.05.290 – Criminal Penalties –
    - (a) Tax evasion – Class C felony
    - (c) Failure to file - Class A misdemeanor
    - (d) Violation due to penalties of perjury, if guilty up to \$25,000 fine and/or up to 3 years imprisonment
    - (e) Willful assistance in presentation or preparation of fraudulent or false return, upon conviction up to \$25,000 fine and/or up to 3 year imprisonment
    - (f) Willful disclosure of return...Class A misdemeanor

**Retroactivity and Transition**

- Transition provisions allow for the 11% interest to accrue even though taxpayers paid based upon the law at the time
- If penalties are provided for, then they should not be implemented until after a full set of regulations and reporting requirements are in place
- Other countries generally make prospective changes not retroactive changes to tax law.
- Retroactive application of new law creates an unstable tax environment
- Taxpayers should be able to calculate and pay their tax when due.
- We have not been subject to retroactive tax legislation in the Russian Federation, Norway, Canada or Greenland.

**CS SB 2001 Testimony  
November 8, 2007**

**ConocoPhillips Alaska**

**Kevin Mitchell**

Vice President, Finance & Administration

**Jim Taylor**

Vice President, Commercial Assets

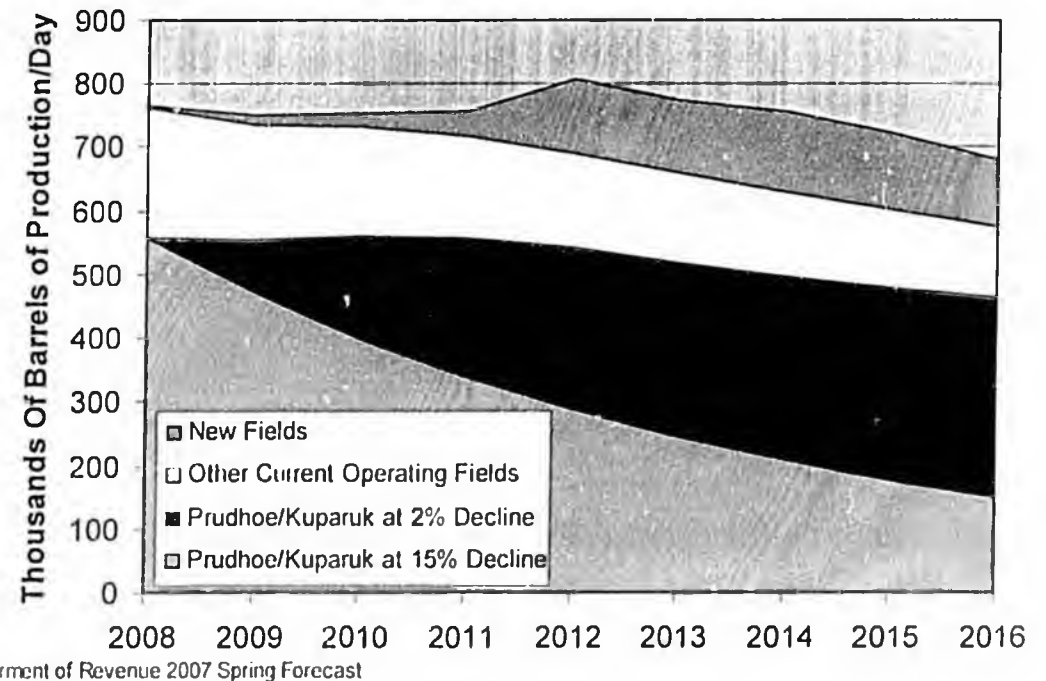
**ConocoPhillips**

# Summary of CS Bill

- Less attractive climate for investors:
  - Increased base rate
  - Increased progressivity
  - Multiple changes to deductions and other provisions
- Will have an impact on decisions
- Will result in less investment

# Tax System and Investments

- Base rate increase
- Progressivity increase
- Eliminated TIE credits



*A tax system formulated on the most economic projects will deter investment on more marginal projects, including Heavy Oil*

# Other Provisions

- DOR defined deductions
- Out of State exclusion
- Maintenance exclusion
- Topping plant exclusion
- DR&R exclusion
- “Reasonable” transportation costs
- Exploration confidentiality
- 6 year statute of limitations
- Retroactive implementation
- Penalties

# Impact on Investment Climate

- Base rate increase to 25% – Negative
- Increased progressivity – Negative
- Eliminated TIE credits – Negative
- Exclude out of State costs – Negative
- Exclude topping plant – Negative
- “Reasonable” transportation costs – Negative
- Exclude DR&R – Negative
- Exploration data confidentiality – Negative
- Retroactive implementation – Negative

EXXON MOBIL

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**TESTIMONY OF CRAIG HAYMES**

**ON PROPOSED CS SB 2001 (RES)**

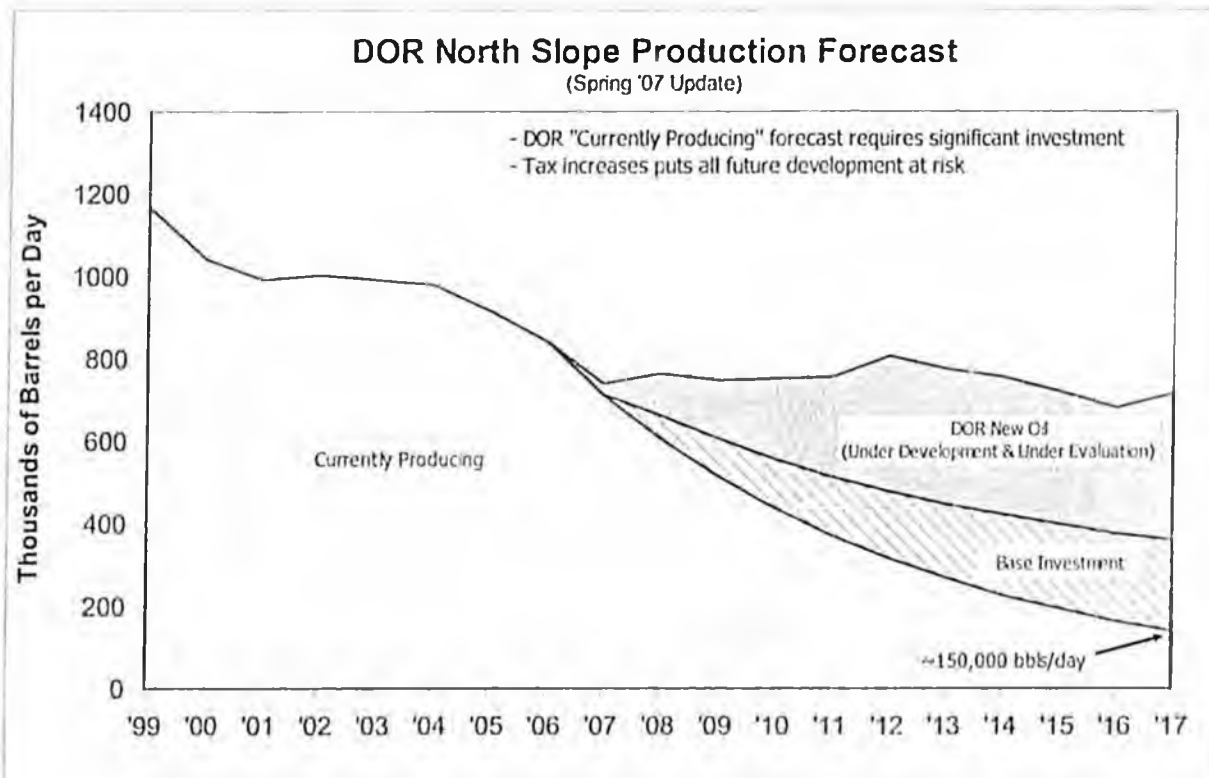
**TO THE ALASKA SENATE FINANCE COMMITTEE**

**NOVEMBER 8, 2007**

**EXECUTIVE SUMMARY**

# Alaska's Future

- **Alaska has significant resource potential**
  - Produced 17 billion barrels of oil, world class result, production today 1/3 of peak
  - Undiscovered technically recoverable resources – 53 BB oil; 259 TCF gas
  - Alaska's world ranking of proved reserves is declining - 14th in 1977, 30th today
  - Prudhoe Bay/Kuparuk > 70% of North Slope production – hubs for future opportunities
- **Alaska's high cost environment challenges pace of exploration & development**
  - Severe arctic conditions, remote, sensitive environment, exploration restrictions
  - Effective application of technology critical
- **Alaska & industry collaboratively need to create a resource development policy**



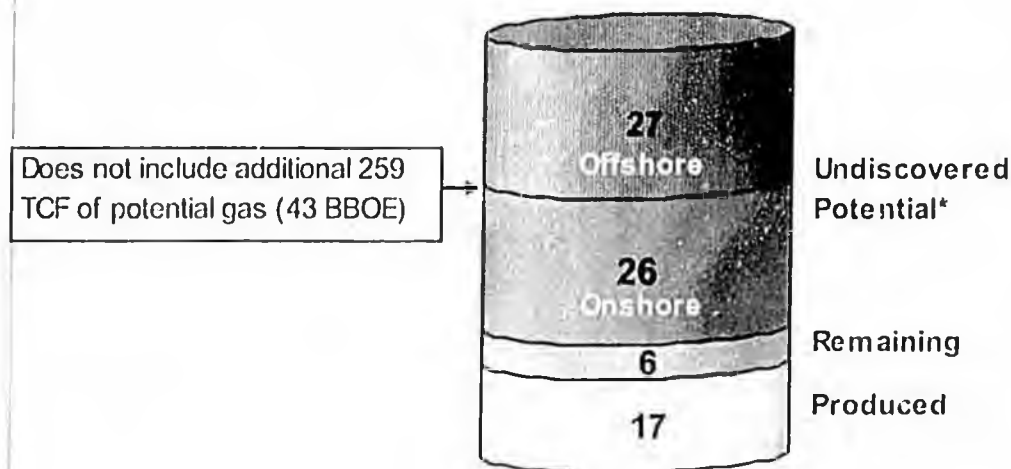
In 10 years, 75% of oil production will come from new investments. Such production will need > \$30-40 Billion of new investments

ExxonMobil

# Alaska Needs a Long-Term Resource Development Policy

- We propose a collaborative approach to develop a sustainable long-term resource policy:
  - Characterization of state-wide resource potential
  - Identification of key issues challenging exploration and development
  - Determination of key factors that impact resource value
  - Establishment of goals and measurement of progress
  - A fiscal policy that will encourage development of remaining resources
  - Regular meetings with industry and agency representatives

## Alaska Resource Assessment 76 Billion Barrels of Oil



How do we commercialize Alaska's full resource potential?

SOURCE: USGS, MMS, DNR

\* mean undiscovered technically recoverable resource

**ExxonMobil**

# **Fiscal Predictability Is Important**

- **Industry needs a predictable fiscal environment**
  - Investments are capital intensive and typically evaluated over decades
- **Changing fiscal environment for capital projects reduces attractiveness of investments**
  - For every well or project not progressed, production and State revenues are forgone
- **Support the concept of a net based tax**
- **PPT has only been in existence for slightly more than one year**
  - Department of Revenue has not completed regulations or started an audit
  - Willing to work with DOR and its auditors to improve understanding of joint interest billings

**Policies established today will  
impact attractiveness of  
potential future projects**

# Proposed Tax Increase More Complicated

- **Proposed CS SB 2001 creates greater uncertainty**
  - Additional reporting requirements for exploration tax credits - credit qualification linked to release of proprietary information
  - Exploration confidentiality protection diminished
  - Additional information requests ambiguous – “other records and information the department considers necessary....”
  - Actual transportation costs versus “reasonableness” standard
  - Qualified lease expenditures restricted to those incurred within lease/property
  - Disallowance of costs associated with unscheduled interruption of production/“improper maintenance”
  - Disallowance/Limitation of costs associated with refineries/crude oil topping plants

Proposed changes increase complexity and costs

# Proposed Tax Increase Significant

- **Proposed CS SB 2001 increases administrative burden for Department and Industry**
  - Increasing statute of limitations from 3 to 6 years
  - Elimination of requirement for JI Billings as starting point for audits
- **Proposed CS SB 2001 unreasonably excessive**
  - Elimination of transitional tax credits for existing producers
  - Excessive reporting and document submission penalties
  - Publication of proprietary tax information

## At today's prices

- ACES would increase production taxes by 350% since 2005
- CS SB 2001 would increase production taxes by 470% since 2005

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TESTIMONY OF CRAIG HAYMES  
ON PROPOSED CS SB 2001 (JUD)  
TO THE ALASKA SENATE FINANCE COMMITTEE  
NOVEMBER 8, 2007

INTRODUCTION

Mr. Chairman, members of the committee:

Good afternoon. For the record, my name is Craig Haymes. I am the Alaska Production Manager for ExxonMobil, a position I commenced in January of this year. I reside in Anchorage with my family. I want to thank the committee for the opportunity to express ExxonMobil's views regarding the Administration's proposed tax increase.

I would like to state at the outset that ExxonMobil believes the current PPT tax rate and the increase proposed by the Administration will not result in the additional investment needed to maximize the development of Alaska's resources. When you consider Alaska's resource potential and the current production decline we do not support the tax increase proposed by the Administration.

ExxonMobil has had a presence in Alaska for over 50 years and has been a key player in Alaska's oil industry development, spending and investing over \$20 billion dollars. We are currently active with our co-owners at Prudhoe Bay, Kuparuk, Duck Island, Granite Point and Point Thomson. Our current working interest share of oil production in the State is approximately 150,000 barrels per day and we are the largest owner of

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discovered Alaska gas resources. We look forward to working with Alaska for many years to come.

Alaska has significant undiscovered resource potential in both oil and gas; but oil production is declining - today it is one third of the peak of over 2 million barrels per day in 1988. Increasing investment in Alaska is needed to mitigate oil production decline - Government and industry have a common goal - to maximize economic resource development, both oil and gas. Challenging this significant resource potential, and the pace of exploration and development, is Alaska's high cost environment. For any investor, higher costs reduce attractiveness of opportunities.

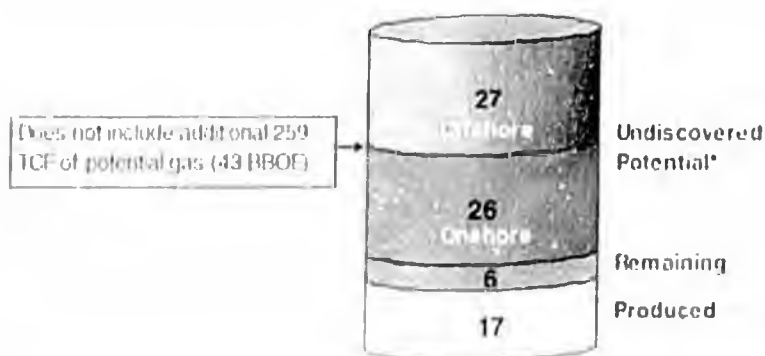
ExxonMobil believes technology is the lifeblood of the industry and the key to unlocking Alaska's future resources. Historically, the effective application of technology by ExxonMobil and other companies has proven to be successful in reducing costs for the exploration and development of Alaska's resources. Significant long term research and development of technology will be required to realize Alaska's resource potential.

The full development of Alaska's resource potential will require Government, the industry, and the people of Alaska to work together to enhance the development of Alaska's resources. We believe that Alaska needs to create a long-term resource development policy, a policy that will encourage increasing investment needed to mitigate production decline, a policy that recognizes Alaska's high cost and challenging environment, a policy that will encourage the full development of Alaska's oil and gas resources.

**ALASKA RESOURCE POTENTIAL IS SIGNIFICANT**

According to the US Geological Survey and the US Minerals Management Service, Alaska still has undiscovered technically recoverable resources of over 53 billion barrels of oil. This is in addition to the Department of Natural Resources estimate for known remaining oil resources of 6 billion barrels. When you consider this resource potential, Alaska has only produced one quarter of its oil potential. Alaska still has the potential to produce another 59 billion barrels of oil. Expanding the resource assessment to include gas almost doubles this undiscovered potential on an oil equivalent basis. Alaska has significant oil and gas resources.

**Alaska Resource Assessment  
76 Billion Barrels of Oil**



SOURCE: USGS, MMS, DNR

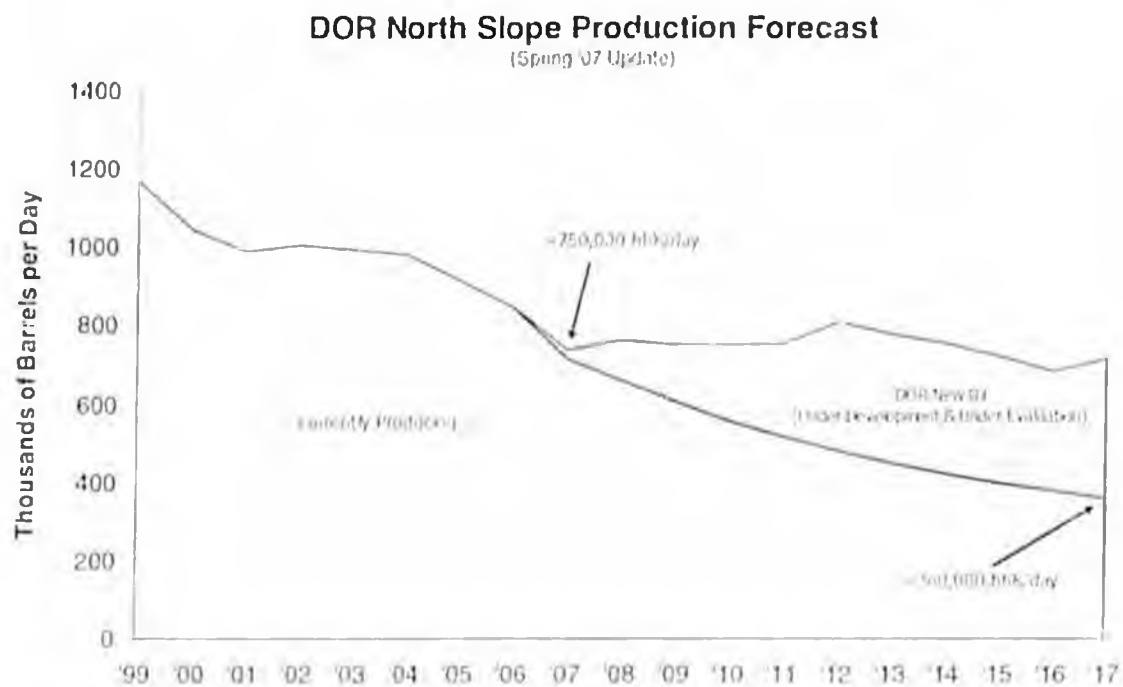
\* means undiscovered technically recoverable resources

Whilst Alaska's resource potential is high, the Oil and Gas Journal and Energy Information Administration report that its world ranking of proved reserves has declined from 14<sup>th</sup> in 1977 to a position closer to 30<sup>th</sup> today. How can Alaska increase proved reserves; how can we commercialize Alaska's resource potential?

## ALASKA'S FUTURE OIL PRODUCTION

Alaska is currently producing approximately 750,000 barrels of oil per day from the North Slope, one third of its peak production. The Department of Revenue released a production forecast in their Spring Revenue Sources Book. The forecast consists of two main components, as shown in the chart below.

- Current base production (shown as green)
- Future "Under Development and Under Evaluation" production (shown as blue)

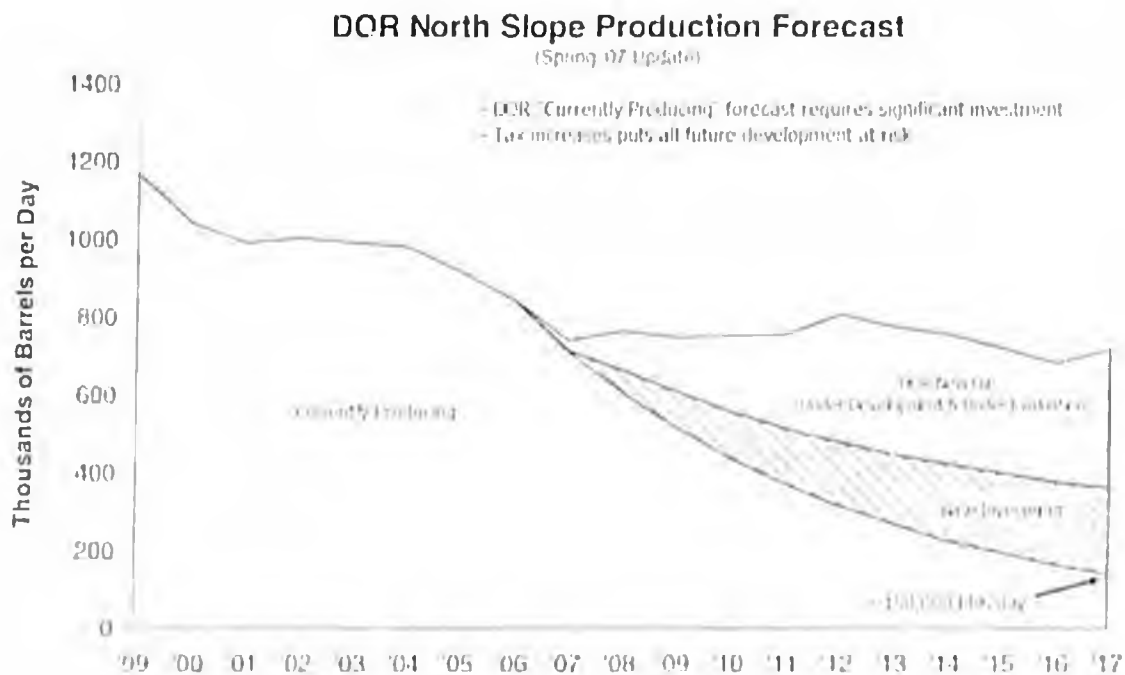


As the Department's forecast shows, the current base production is estimated to decline at 9% annually to approximately 360,000 barrels per day by 2017 with continued investment. That is a production level of less than half of today's. The Department's forecast also shows that this production decline will be partially mitigated by the "Under Development and Under Evaluation" production – which includes future investments in areas such as development drilling in non core areas, satellite developments, and enhanced oil recovery from existing fields. Based on this forecast, 50% of future oil

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production in 10 years is not even developed or producing today. Considering that most North Slope projects take at least 5-7 years to bring discovered resources to production, near term investment for these activities will be critical to underpin the future of Alaska's oil production.

As I mentioned earlier, the Department of Revenue's forecast is based on a 9% annual decline in Alaska's current base production. However, this decline includes current production enhancement investments at the core Prudhoe Bay, Kuparuk and Alpine areas. The Department's forecast does not highlight that this activity requires investment decisions that are no different from the "Under Development and Under Evaluation" categories. As such, a more accurate representation of the future investment levels required to achieve the Department's forecast is show in the chart below.



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As this chart shows, Alaska's oil production from the North Slope could be as low as 150,000 barrels per day within 10 years without ongoing and increasing investment (assuming 15% decline, which is typical for large oil fields such as Prudhoe Bay). Based on this forecast, within 10 years, 75% of production will come from new investments.

Conservatively, we estimate that at least \$30-40 billion of new investment is required within the next 10 years to achieve the Department of Revenue forecast. This does not include the billions of dollars of additional operating expenditures that would be required to support the developments once they are producing. This is a significant level of future investment and spending.

ALASKA'S TWO LARGEST OIL FIELDS

The two largest oil fields in Alaska - Prudhoe Bay and Kuparuk account for over 70% of the State's North Slope oil production. With continued investment these fields could remain at this portion of production for the next decade. But like any oil field in the world, in order to keep the oil flowing, additional investments are required; such as the historical significant investments at Prudhoe Bay resulting in the installation of water and gas injection, and gas compression facilities.

Currently, the owners spend over \$2 billion dollars annually to optimize and enhance production from Prudhoe Bay and Kuparuk. These spending levels are in addition to the capital investments pursuing new wells, projects, and enhanced oil recovery opportunities. These operating expenditures are essential to mitigate production decline at these significant fields.

Many of today's exploration and development activities are occurring in and around Prudhoe Bay and Kuparuk. As an example, since the year 2000 there have been multiple Prudhoe Bay satellite fields developed (Aurora, Borealis, Midnight Sun, Polaris, and Orion) which are currently contributing over 40,000 B/D of oil production. By leveraging existing Prudhoe Bay and Kuparuk infrastructure, satellite development costs have been significantly reduced. If the major Prudhoe Bay and Kuparuk developments did not exist these satellite fields would not have been economic to develop. As infrastructure on the North Slope expands the economic viability of future satellite developments increases.

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Development drilling in and around Prudhoe Bay and Kuparuk is another example of their critical contribution to Alaska's oil production. For the past seven years over 900 new wells have been drilled in Prudhoe Bay and Kuparuk. The drilling of these new wells has slowed the overall production decline from 12-15% to an estimated 6-9%. Almost 40% of Prudhoe Bay's production today is from these new wells. For the past two years, development drilling at Prudhoe Bay alone has achieved the equivalent development of resources as the important Oooguruk development.

Prudhoe Bay and Kuparuk have the potential to remain key hubs and enablers for the pursuit of new heavy or viscous oil, light oil and gas projects. Encouraging increasing investment at these key fields is as important as encouraging investment in exploration and development of new fields.

EXXONMOBIL'S POSITION ON THE ENACTED PPT

I believe it is important that I clarify ExxonMobil's position on the current PPT.

ExxonMobil did not support the PPT that was enacted last year. As we testified last year, we supported the concept of a net based tax but stated that the proposed 20% tax rate, in the original PPT bill, would not encourage the full development of Alaska's resources. We agreed with the 20% tax rate in order to support the progression of a gas pipeline project.

The PPT that was ultimately enacted increased the high 20% base tax rate to 22.5% with progressivity - more than doubling industry's taxation. When combined with the gross royalties and the high cost environment, it reduces the attractiveness of Alaska's resource developments

There has been a lot of discussion recently on PPT revenues and forecasts, which has been used in part to support the Administration's proposal to increase taxes. PPT has only been in existence for slightly more than one year. The Department of Revenue has not completed its PPT regulations or started any PPT audit. ExxonMobil, like a number of the other producers, met with the Department of Revenue several months ago to discuss ways to help the State better forecast its expected PPT revenues and we are willing to continue those efforts. We are also willing to work with Department of Revenue auditors and our partners to improve the understanding of joint interest billings.

EXXONMOBIL'S POSITION ON THE COMMITTEE SUBSTITUTE

I would now like to offer ExxonMobil's view on the major provisions of the Committee Substitute for Senate Bill 2001 (JUD). In analyzing the Committee Substitute, we found that virtually all of the provisions are simply tax increases or further increases in complexity. In a number of instances, existing statutory provisions of general applicability are being replaced or supplemented to apply only to the PPT. Our comments are presented in the following section-by-section analysis.

Base Tax Rate & Progressivity:

The first section I would like to comment on is Section 18, commencing on line 24 of page 12. I want to start with this section because this section really is the core of the major issues with the proposed Committee Substitute. Section 12 proposes to raise the base PPT tax rate from 22.5% up to 25% and to replace the current progressivity surcharge with a higher one. As I mentioned earlier, ExxonMobil believes the current PPT tax rate will not result in the additional investment needed to maximize the development of Alaska's resources. When you increase the already high base tax rate you reduce the attractiveness of investments. When you then add an additional level of tax as prices increase, the attractiveness of future investments is substantially reduced, which will impact resource recovery and long-term state revenues. We urge this Committee to not adopt Section 18 and to reconsider the current base tax and progressivity element.

Transition Tax Credits:

Section 29, commencing on line 8 of page 19, proposes to eliminate the availability of tax credits for capital expenditures incurred during the five years immediately preceding the enactment of the PPT for producers with existing production. ExxonMobil believes the current transition provision, allowing 100% cost recovery of the prior five years of capital investment, is an important feature of the PPT since it recognizes the long time-frame required for a return on an oil and gas investment to occur.

Conversion to the PPT resulted in a 250% tax increase on the entire industry under today's prices— regardless if you had existing production or were a new entrant. The Legislature recognized this dramatic change to Alaska's production tax regime by including a five-year transition allowance. The transition allowance was put in place to address the impacts on historical investments made under a significantly lower tax rate.

The transition recovery period is also consistent with the State's objective to encourage future capital investment since the producer has to spend \$2 of additional new capital for every \$1 dollar of prior year investment recovered.

We recommend that the Committee reinstate the transition credits originally intended by the Legislature to mitigate the impacts of the conversion to the higher PPT tax and not adopt the propose changes to Section 29.

Additional reporting requirements for exploration tax credits:

Paragraph (B) of Section 36, beginning on line 18 on page 24 would require that in order to qualify for an exploration tax credit an explorer has to agree in writing to release highly proprietary information; such as seismic, well geophysical surveys and core samples.

Providing this type of proprietary information is not the norm throughout North America. Releasing key competitive and high value information would be a concern to any explorer. It often takes decades to progress from exploration to production phase. The release of proprietary and competitive information before an asset is producing is not appropriate so early in the phase of a future development. This would decrease the value of the exploration credit and may discourage an explorer from applying for the credit.

In addition, providing this type of information to the State would increase the amount of investment required of an explorer. Core samples, for example, are very costly.

Providing one-third of the core material to the State would not only add to the costs of exploring, but would be physically challenging and potentially damaging to the integrity of the entire core. The same constraints also apply to other very limited gas, fluid, and solid samples collected by downhole devices like sidewall core guns or formation samplers. Cores can always be made available for state review upon request and analyses of downhole-collected samples are already routinely provided to the state.

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The confidentiality provisions are also of serious concern. The proposal provides confidentiality protection for only ten years for most of the seismic data required to be produced, and for only two years on the rest. Seismic data typically has a shelf life in exploration areas (especially frontier areas) much longer than 10 years. More troubling is that under the proposal, an operator is required to provide a copy of check shot surveys or vertical seismic profiles. These geophysical surveys are expensive and are intended solely for seismic interpretation. They are key pieces of proprietary data. They have an indefinite shelf life and can be used to tie seismic of any vintage, new or old, to wells. Yet under the administration's proposal, such information would be classified as "well data", and afforded only a 2-year period of confidentiality.

These requirements go against the basic principle that if a party is willing to spend money and take risks to collect information critical to the success of a project, that party should be entitled to maintain the confidentiality, value and integrity of that information for the life of the project. Exploration is a long-term effort, requiring the allocation of finite resources across a spectrum of competing opportunities over a number of years to successfully identify those opportunities that will bring financial returns to the explorer. Alaska's exploration tax credits will improve the attractiveness of future programs, but the value of these credits will be undermined by tying them to complying with onerous requirements. ExxonMobil urges this Committee to remove the onerous requirements outlined in Section 36.

Information Requests:

The Administration is proposing that they require additional information to assist in the administration of the PPT and improve their ability to forecast future revenues for PPT. We recognize conversion to the net based PPT structure has increased the information needs for the Department of Revenue, and ExxonMobil is willing to help the Department meet its needs. We believe that additional information requirements beyond that currently submitted with our tax filings needs to be carefully considered. There must be some limitations and reasonableness standards established.

For example, subsection (f) of Section 45 of the Committee Substitute, commencing on line 16 of page 31, lists items a producer, explorer or an operator would be required to provide the Department on a monthly basis. Items (1)-(7) are clear, however item (8) on line 29 would obligate the producer, explorer or operator to provide any "other records and information the department considers necessary. . ." - every month. This language is ambiguous on what standards would be applied and how a taxpayer would comply. Taxpayers would be required to provide whatever the Department's auditors consider "necessary". We believe item (8) is too open-ended and should be deleted.

Paragraph (5) of Section 46, commencing on line 29 of page 32, would require a producer, explorer or operator to file whatever reports and copies of records the Department considers "necessary" to forecast PPT revenues. We believe this language in paragraph (5) is too vague. While recognizing the Department's need for forward looking data we believe the tax statutes should specify the required information.

Penalties:

Section 44, commencing on line 25 of page 30 proposes to allow the Department of Revenue to assess a penalty of up to \$1,000 per day for each day a "tax return" is not filed when required. Paragraph (7) of Section 46 commencing on line 12 of page 33, proposes to allow the Department of Revenue to assess a \$1,000 penalty per day for each "report, statement or other document" the Department "considers necessary" to forecast state revenue that a producer, explorer or operator fails to provide when the Department deems necessary. Both amendments are excessive and unnecessary.

Under current law, there are already significant penalties to ensure taxpayer compliance with filing tax returns and providing other information to the Department. Such penalties include a 5% penalty per month (25% maximum) for failure to file a tax return and a similar penalty for failure to pay the full amount of tax when due, among others. The Department also has significant powers to compel production of information, including holding investigations, issuing subpoenas and taking depositions. For these reasons, ExxonMobil believes the proposed penalties are unnecessary.

In addition, the proposed penalties are unreasonably excessive. A \$1,000 per day penalty for each "report, statement or other document" that is not produced "at the time required" by the Department can quickly result in amounts disproportionate to the nature or severity of the offense. For example, a single one page document that a taxpayer did not provide six months earlier because the taxpayer reasonably believed it was already addressed in another submission, would subject the taxpayer to a penalty close to \$200,000. The \$1,000 per day penalties should be removed.

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Section 49, commencing on line 3 of page 34, would establish punitive understatement penalties which will likely lead to delayed audit assessments and increased audit disputes. Substantial underpayment penalties already exist under Alaska law. ExxonMobil is required by law and its internal policies and controls to file complete, accurate and timely tax returns. Establishing such punitive measures would create greater uncertainty, undermine positive working relationships between the Government and industry, and add complexity to the administration of the PPT. The proposed amendment is unnecessary. Section 49 should not be adopted.

Production of Taxpayer Information:

Paragraph (6) of Section 46, commencing on line 7 of page 33, proposes that taxpayers with at least 100,000 barrels a day production must report their gross sales revenues and expenses. ExxonMobil opposes this amendment.

ExxonMobil discloses financial information as required by the Securities and Exchange Commission (SEC), and other regulatory bodies. SEC rules do not require that ExxonMobil's Alaskan affiliates be separately disclosed in our periodic financial statements. Additionally, ExxonMobil's affiliates which operate principally in Alaska have no outstanding publicly traded debt, and therefore ExxonMobil is not required to separately report the earnings of those subsidiaries.

Being a global company, ExxonMobil does not disclose U.S. earnings on a state-by-state basis because such information could be used by our competitors to discern information regarding our operating costs, investments, contract terms, or other competitive information.

While Alaskan operating results are monitored internally, since these results are calculated to measure operating performance rather than for financial reporting, they are not in conformance with Generally Accepted Accounting Principles (GAAP) requirements for external disclosure. The fact that our internal results are recorded for a purpose other than financial reporting and are not kept in accordance with GAAP means they are not strictly comparable to the Alaskan numbers that our competitors

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publicly report and they are competitively sensitive information, the disclosure of which would be harmful to ExxonMobil.

ExxonMobil understands the Alaska Legislature's desire to set a tax framework that provides the state of Alaska with a fair return on the development of its energy resources. We remain prepared to work with the state to improve the state's ability to forecast PPT revenues. Given the confidentiality provided to taxpayers, ExxonMobil has and will continue to provide the Department of Revenue with all data required to successfully administer PPT. We urge this Committee to not adopt this proposed amendment.

Statute Of Limitations

In lines 25-27 on page 34, Section 50 of the Committee Substitute proposes a new six-year statute of limitations for the PPT only. Currently, the statute of limitations for the PPT, as well as all other taxes under Title 43, is three years. The Department has not started a single PPT audit and increasing the statute of limitations can only delay audits and increase administrative costs. We fail to understand why this amendment is needed. Historically, most companies generally extend the audit deadlines as appropriate when requested by the Department of Revenue.

The purpose of a tax statute of limitations is to establish a reasonable time within which an audit must be brought so that the records, documents, and recollections of witnesses are not lost by the time the claims are finally raised. It also provides some limitation on the amount of interest that could accrue on any underpayment claimed in an audit.

Extending the statute of limitations to six years could result in audits not being completed for six years, when they may have otherwise been done more quickly, increasing the interest risk to taxpayers.

The present three-year statute of limitations has worked well for all the taxes, including the production tax. We believe lines 25-27 on page 34 should be deleted.

Actual Pipeline Transportation Costs:

Sections 52 and 53, commencing on line 16 of page 36 and continuing through line 4 on page 37, is proposing that the Department of Revenue can substitute, at anytime, its determination of "reasonable" costs of transportation for the taxpayer's actual pipeline tariffs or marine transportation costs.

Currently, a taxpayer's actual transportation costs are used to determine the taxable value of the taxpayer's oil unless the Department establishes all three conditions set forth in AS 43.55.150(a). The proposed amendment would ease that standard to allow actual costs to be disregarded by an auditor by simply asserting the actual costs do not meet the auditor's view of "reasonableness", despite the existence of valid third party contracts or federally regulated tariffs.

The proposed amendment represents another instance where the Department of Revenue is asking the Legislature to allow it to selectively determine what costs it deems reasonable versus allowing the deduction of valid costs properly incurred. The proposed changes to AS.43.55.150(a) in Section 52 of the Committee Substitute should not be adopted.

In the Committee Substitute, Section 150(b) would be amended, commencing on line 27 of page 36, to provide that only tariff rates that "have been adjudicated as just and reasonable" by the RCA or other regulatory agency are considered prima facia reasonable. This could unduly restrict rates that will be considered as reasonable costs. In certain instances, tariff rates may be properly filed, as currently allowed, and

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not challenged by any party or allowed to go into effect on an interim basis. In such case there may not be a final "adjudication" of the reasonableness of the rates when they go into effect. If challenged, a period of time may pass before the rates are finally determined to be just and reasonable. Any such final determination by the relevant regulatory agency will address any revision in the rate that may be required, including for prior periods. These matters should be left to the determination of the regulatory agencies with responsibility for such matters. There is no need to further condition how these rates will be used to determine allowable transportation costs. Subsection 150(b) should not be revised as proposed.

Lease Expenditures Determined Under Department Regulation:

Paragraph (B) of Section 57, commencing on line 16 of page 40, is proposing that the Department of Revenue can determine, by regulation, which costs should be allowed as qualified lease expenditures, despite the fact that the Legislature has already clearly identified under AS 43.55.165(e) those costs that cannot be allowed. The proposed language, "allowed by the department by regulation" is different than the normal regulation granting authority used elsewhere in the PPT statute. It is this difference that raises concern.

Generally, regulations are promulgated to interpret or apply a law. The language "as determined under regulation" or "as may be established by regulation" used elsewhere in the PPT statutes convey the Legislature's intent to have the Department interpret or apply the Legislature's policy. The proposed amendment, however, could be the basis for the Department to constrict or disregard certain PPT statutory provisions which the Legislature adopted to establish what costs qualify as lease expenditures. For example, the proposed amendment could lead to the Department adopting its own standards as to what constitutes an ordinary and necessary business expense, despite the AS 43.55.165(j)(2) requirement that the established federal rules determine what costs can be used. The proposed amendment could also cause the Department to ignore those costs allowed by AS 43.55.165(b) as direct costs. Authorizing a regulation that could provide the basis for the Department to limit or exclude costs otherwise allowed under other sections of the PPT would create an unpredictable tax law. The phrase "allowed by the department by regulation" appearing on line 16 of page 40 should be removed.

Lease Expenditures Where Upstream Activities Occurring:

The language appearing on line 6 of page 41 is proposing to disallow property taxes for properties on which no exploration, development or production is taking place. Oil and gas property taxes are generally imposed on tangible personal property upon ground disturbance. The PPT currently requires qualified lease expenditures be costs upstream from the point of production.

The proposed amendment would allow an auditor to disallow upstream costs if no actual "production is taking place" on the property, regardless if the costs are ordinary and necessary for the prudent and safe operation of the upstream facilities. For example, this proposal would disallow costs associated with a warehouse storing emergency response equipment or a facility housing North Slope workers located on a property that has no production, exploration and development occurring at the time, despite such costs being essential for oil production on the North Slope. We believe the proposed language on lines 6 and 7 of page 41 is ambiguous, will lead to increased audit disputes, and should be deleted.

Location of Lease Expenditures:

The proposed deletion of the bracketed language commencing on line 5 of page 42 would limit qualified lease expenditures to only those incurred within the producer's or explorer's leases or properties. Limiting lease expenditures to those incurred physically within the producer's or explorer's lease or property would reduce the attractiveness of development and exploration activities. Given the extreme arctic conditions and limited construction capabilities on the North Slope, necessary equipment and production modules are often fabricated elsewhere for delivery to the Slope. Drilling rigs, unavailable in Alaska but needed for exploration and well work, are imported from the Lower 48. These are ordinary and necessary costs required for the operation of the North Slope production facilities and exploration activities, both essential for the future development of Alaska's resources.

Disallowing such costs would reduce the attractiveness of future development and exploration projects and diminish the likelihood of those projects being funded. The proposed deletion of the bracketed language on lines 5 through 11 of page 42 should not be adopted.

Costs Arising From Noncompliance With Lease/Permit/License Terms:

Paragraph (6) of Section 59, commencing on line 22 of page 42, is proposing to disallow expenditures that result from failure to comply with lease obligations or permit requirements. Such a limitation raises a number of concerns. In certain instances, a lease term is a matter of contract between the lease holder and the state as a contracting party. The contract typically will spell out the means for redress by the parties and the consequence of a "breach" of the contract. This should provide adequate remedies for the state to ensure contract obligations are met. In the case of a federal permit, there likely will be specific provisions that address the consequence of any permit non-compliance and what the permit holder must do to remedy the problem. These provisions are adequate to address any concerns for the state.

There is no recognition in the proposed language of the severity of the non-compliance, or the efforts by the leaseholder or permit holder to comply. This is different from an act of "fraud" or "willful misconduct" contained in the current law. This is complicated by the uncertainty in the proposed language on how such a determination will be made.

Particularly if the state is a party to a lease, there should be a separate determination whether there has been non-compliance with the lease term or permit and the remedy should be as spelled out in the contract (or as allowed by existing law). The language "...or failure to comply with an obligation under a lease, permit, or license issued by the state or federal government" is unnecessary.

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Costs Arising From An Unscheduled Interruption Of Production/Improper Maintenance:

Paragraph (19) starting on line 22 of page 44 proposes to disallow costs incurred in response to a failure, problem or event that results in an unscheduled interruption of or reduction in the oil or gas production, is a result of "improper maintenance" or is undertaken in response to or is otherwise associated with an unpermitted release of a hazardous substance or gas, unless caused by a "super' force majeure.

We believe the language of this proposed revision is ambiguous and will lead to additional audit exceptions. What constitutes a "failure, problem or event" or "improper maintenance" and under what standards would any of those be determined? Costs associated with any temporary, unforeseen shutdown or minor interruptions, regardless how minor, could be disallowed by an auditor despite such "event" arising despite otherwise prudent and necessary business operations. In addition, given the safeguards already existing in the current PPT and the proposed amendment in paragraph (6) disallowing costs arising from violations of law, we believe paragraph (19) is unnecessary.

During the formation of the PPT legislation, the Legislature, upon the recommendation of Dr. Pedro van Meurs, adopted a flat 30c per barrel exclusion from what would otherwise be a producer's capital portion of its lease expenditures. The flat 30c per barrel exclusion provides an objective floor for maintenance cost and avoids the problems of case-by-case decisions. The 30c exclusion applies every year regardless if there is a triggering event or not. Adopting the proposed amendment, while leaving the flat 30c per barrel exclusion in the law, would result in a double disallowance of the same costs. We do not support Paragraph (19), and believe it should be removed.

Disallowance/Limitation Of Costs Associated With Refineries/Crude Oil Topping Plants:

Paragraph (20) starting on line 21 of page 45 proposes to disallow and limit costs associated with refineries and crude oil topping plants, essential components of producing oil from the North Slope.

Currently, the State of Alaska and the federal government require North Slope operators to convert to ultra low sulfur diesel to operate all North Slope motor vehicles and off road equipment. The North Slope producers are considering a modification to the existing Kuparuk crude oil topping plant to produce the required ultra low sulfur diesel. The proposed amendment reduces the economic viability of a potential crude oil topping plant modification. Without a modification to the existing crude oil topping plant, it will be necessary to haul low sulfur diesel up to the slope, requiring up to 50 trucks per day. This could potentially increase environmental impacts, including increased exhaust emissions and potential spill risks from truck accidents. Costs associated with the topping plant should therefore be recoverable just as the costs to truck diesel to the Slope would be.

The Administration's proposed amendment encourages a less optimum solution for the oil industry and the State. Paragraph (20) would increase operating costs while complicating business operations and should not be adopted.

Disclosure Of Tax Information:

Section 63 of the Committee Substitute, commencing on line 27 of page 47, proposes the publication of certain proprietary tax information when such information is aggregated among three or more producers or explorers. We understand the Administration's and Legislature's desire to obtain information necessary for the development of the PPT net tax framework to provide the State of Alaska with a fair return on the development of its energy resources. We also support the Administration's goal of transparency. Aggregation of information from three companies dramatically increases the likelihood that competitors, including competitors whose information is being aggregated, will be able to determine individual company proprietary information.

Such information could be used by competitors to discern information regarding operating costs, investments, contract terms, or other competitive information. This risk of individual company proprietary information being ascertained by competitors could also create conflicts between the proposed amendment and federal protections provided in the Federal Trade Secrets Act and federal Anti Trust laws. The proposed amendment may also violate the Alaska Constitution's right of privacy, equal protection and unlawful takings of commercially sensitive data protections.

The Legislature should ensure taxpayer information remains confidential.

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Elimination Of Requirement For Joint Interest Billings As Starting Point For Audits:

Section 65 of the Committee Substitute, appearing on line 4 of page 49, proposes to repeal AS 43.55.165(c) and (d). The effect of repealing those sections would be to remove the joint interest billings as the starting point for audits. As a non-operator at Prudhoe Bay, Kuparuk, Duck Island and Granite Point we fail to see how not using this information is to anyone's advantage.

In a field's joint operating agreement the working interest owners have specified what costs an operator can bill to the co-owners. All of a producer's deductible lease expenditures are in accordance with the monthly cost data charged by the field operator to its co-owners. Each year the operator is subjected to very detailed audits by the other owners to ensure compliance with the limitations in those agreements. ExxonMobil currently spends over 100 staff weeks each year auditing operator joint billings to ensure we are not charged any inappropriate costs.

The use of these joint interest billings as the foundation of allowable business expenses would provide greater predictability and eliminate the need for the State to re-audit the same materials. Using joint interest billings will reduce disputes over appropriate deductions as well as the State's and the producers' administrative and audit costs. AS 43.55.165(c) and (d) should not be repealed.

**FISCAL PREDICTABILITY IS IMPORTANT**

I would now like to address another important element of the business environment for any investor - fiscal predictability. Our investments are capital intensive and typically evaluated over timeframes of decades. A change in the fiscal regime has a direct impact on how we view predictability of the Alaskan fiscal environment. This directly impacts how we evaluate on a risked basis future investment decisions.

The Administration's proposed tax increase would represent the third significant change to Alaska's fiscal terms in the past three years. As a result of these changes, the industry tax burden has increased by approximately 350% at today's prices. With the current Committee Substitute proposal the tax increase would be approximately 470% under today's prices. Changing the fiscal environment for capital intensive projects, that take many years to generate a return, can only reduce the attractiveness of future investments. For every well or project not progressed, additional production and State revenues are forgone. Alaska needs to double its current investment levels in the near term to achieve the Department of Revenues production forecast. Increasing taxes will not encourage the increasing investment needed.

ExxonMobil expects to be involved in Alaska for many years to come. The policies established today, and in the future, will impact the attractiveness of potential projects and the future of Alaska.

**ALASKA NEEDS A LONG-TERM RESOURCE DEVELOPMENT POLICY**

ExxonMobil believes a long-term sustainable resource development policy is required to enable Alaska to maximize its oil and gas resource. We believe there are many factors that need to be considered. I hope that key points addressed in my testimony are considered:

- Alaska has significant resource potential, but it is in a high cost environment
- Oil production is one third of its peak, yet we have only produced one fourth of the oil resource potential. The gas resource potential is equal to oil.
- In 10 years, 75% of Alaska's future oil production needs over \$30-40 billion of new investments - investments that are needed sooner than 10 years.
- Prudhoe Bay and Kuparuk are the "hub" of the North Slope, they
  - Represent 70% of North Slope oil production for the next 10+ years
  - Can provide significant new production in the near term
  - Can be the backbone for future exploration and economic developments, whether it is existing production, future light oil, heavy oil, or gas
  - Need increasing investments to achieve their potential

We propose a collaborative approach to develop a sustainable long term resource policy that will encourage the needed increasing investments and build the future of Alaska for many generations to come. We believe that a long term resource policy should consider:

- Characterization of state-wide resource potential
- Identification of key issues challenging exploration and development
- Key factors that impact resource value, such as research and technology, exploration and development costs, regulatory and environmental considerations, land access
- Establishment of goals and measurement of progress
- Fiscal policy that will encourage development of remaining resources
- Regular meetings with industry and agency representatives

ExxonMobil looks forward to working with the Administration, the legislators, industry and the people of Alaska in the future pursuit and development of its oil and gas resources.

Thank you again Mister Chairman for the opportunity to testify today.

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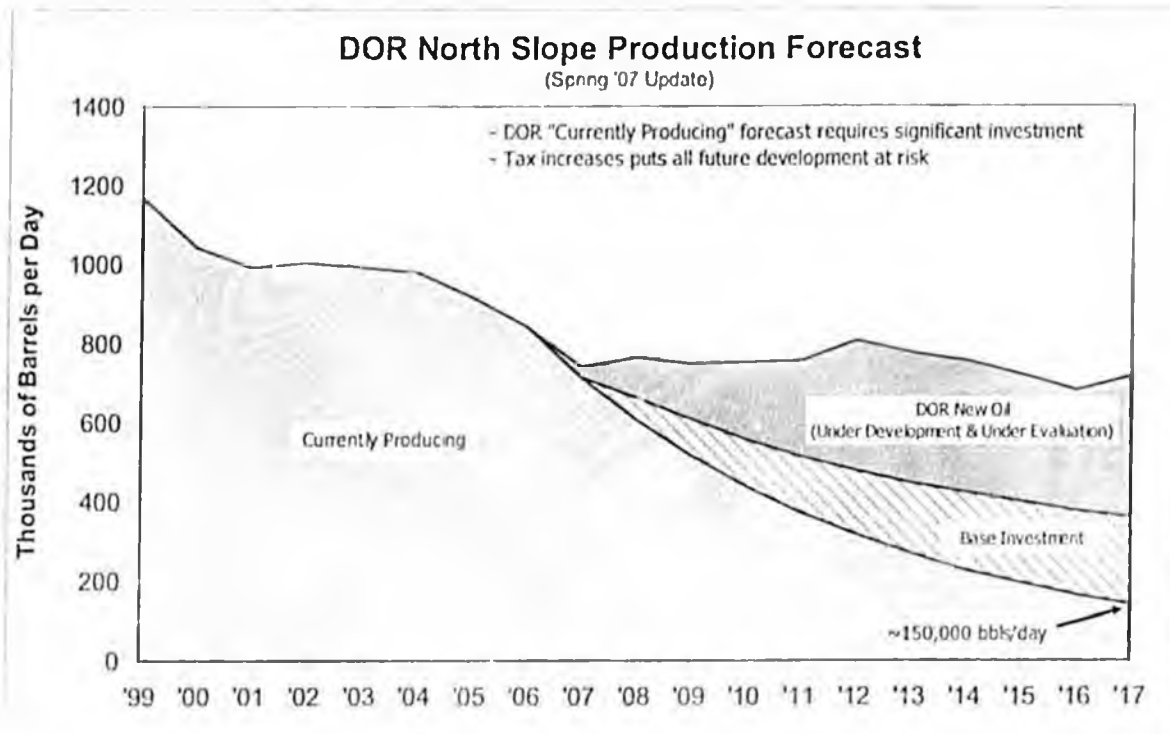
**TESTIMONY OF CRAIG HAYMES AND DAN SECKERS**

**ON PROPOSED CS SB 2001 (FIN)  
TO THE ALASKA SENATE FINANCE COMMITTEE  
NOVEMBER 14, 2007**

**EXECUTIVE SUMMARY**

11/14/07  
ExxonMobil

# Alaska's Future

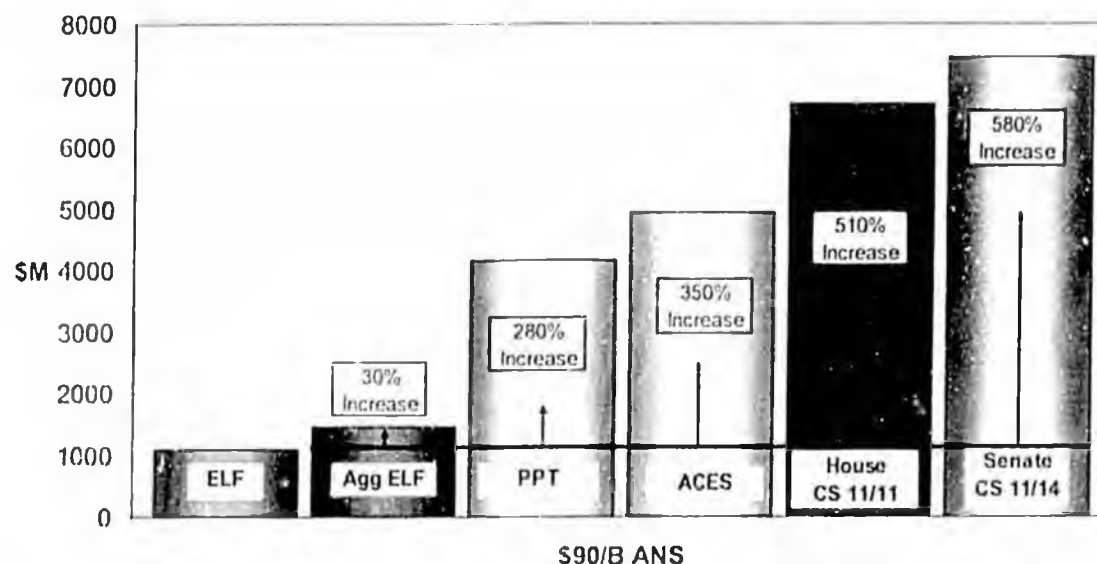


In 10 years, 75% of oil production will come from new investments. Such production will need > \$30-40 Billion of new investments

- Alaska has significant resource potential
  - Produced 17 billion barrels of oil, world class result, production today 1/3 of peak
  - Undiscovered technically recoverable resources – 53 BB oil; 259 TCF gas
  - Alaska's world ranking of proved reserves is declining - 14th in 1977, 30th today
  - Prudhoe Bay/Kuparuk > 70% of North Slope production – hubs for future opportunities
- Alaska's high cost environment challenges pace of exploration & development
- Alaska & industry collaboratively need to create a resource development policy

# Fiscal Predictability Is Important

Alaska Production Tax increases  
(Based on DOR FY 2008 Production, Capex & Opex Spend)



Note: ELF effective prior February 2005, Aggregated ELF effective February 2005, PPT effective April 2006

- Proposed Tax increase will impact and reduce future project activity
- Industry needs a predictable fiscal environment, projects are assessed over decades
- ExxonMobil will need to re-assess all current and future projects in Alaska
  - Significant uncertainty in allowable cost recoveries and credits

## At today's prices

- ACES would increase production taxes by 350% since 2005
- CS SB 2001 (FIN) would increase production taxes by 580% since 2005

# **Proposed Tax Increase More Complicated**

- **Proposed CS SB 2001 (FIN) increases taxes significantly, creates greater uncertainty and administrative burden, and is unreasonable excessive**
- **Areas of greater uncertainty**
  - Section 33: Additional reporting requirements for exploration tax credits - credit qualification linked to release of proprietary information
  - Exploration confidentiality protection diminished
  - Sections 41 & 42: Additional information requests ambiguous – “other records and information the department considers necessary....”
  - Section 45: Actual transportation costs versus “reasonableness” standard
  - Qualified lease expenditures restricted to those incurred within the state
  - “Standard Deduction” opex limitation for Legacy Fields
  - Disallowance of all internal/non-arm’s length transaction costs instead of those in excess of fair market value
  - Section 52: Disallowance/Limitation of costs associated with refineries/crude oil topping plants

**Proposed changes increase complexity and costs**

# Proposed Tax Increase Significant

- **Proposed CS SB 2001 increases administrative burden for Department and Industry**
  - Section 43: Increasing statute of limitations from 3 to 4 years
  - Section 51: Elimination of JI Billings as starting point for audits
  - Costs arising from an unscheduled interruption of production
- **Proposed CS SB 2001 unreasonably excessive**
  - Section 28: Elimination of transitional tax credits for existing producers
  - Sections 40 & 42: Excessive reporting and document submission penalties
  - Sections 42 & 55: Publication of proprietary tax information
  - Exceptions to tax credits

## At today's prices

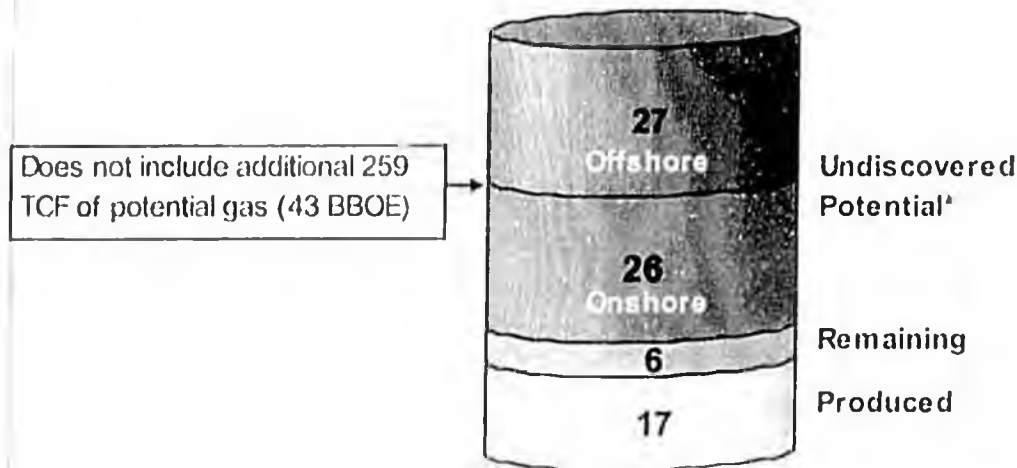
- ACES would increase production taxes by 350% since 2005
- CS SB 2001 (FIN) would increase production taxes by 580% since 2005

# Alaska Needs a Long-Term Resource Development Policy

- We propose a collaborative approach to develop a sustainable long-term resource policy:
  - Characterization of state-wide resource potential
  - Identification of key issues challenging exploration and development
  - Determination of key factors that impact resource value
  - Establishment of goals and measurement of progress
  - A fiscal policy that will encourage development of remaining resources
  - Regular meetings with industry and agency representatives

**ADDITIONAL  
INFORMATION**

**Alaska Resource Assessment**  
76 Billion Barrels of Oil



How do we commercialize Alaska's full resource potential?

SOURCE: USGS, MMS, DNR

\* mean undiscovered technically recoverable resource

**ExxonMobil**

November 14, 2007

TESTIMONY OF CRAIG HAYMES  
ON PROPOSED CS SB 2001 (FIN)  
TO THE ALASKA SENATE FINANCE COMMITTEE  
NOVEMBER 14, 2007

INTRODUCTION

Mr. Chairman, members of the committee:

Good afternoon. For the record, my name is Craig Haymes. I am the Alaska Production Manager for ExxonMobil, based in Anchorage. With me is Dan Seckers, who manages our Alaska tax affairs. I want to thank the committee for the opportunity to express ExxonMobil's views regarding the Administration's proposed tax increase.

I would like to state at the outset that ExxonMobil believes the increase proposed by the Administration will not result in the additional investment needed to maximize the development of Alaska's resources. When you consider Alaska's resource potential and the current production decline we do not support the tax increase proposed by the Administration.

In light of the proposed tax increase we will face, ExxonMobil will need to re-assess all current and future projects in Alaska. In addition to the significant increase in base and progressivity aspects of the proposed tax bill, there is also significant uncertainty in allowable cost recoveries and credits, many aspects of which I will discuss shortly. When you combine this greater uncertainty with another increase in taxes it will significantly reduce the attractiveness of future projects in Alaska.

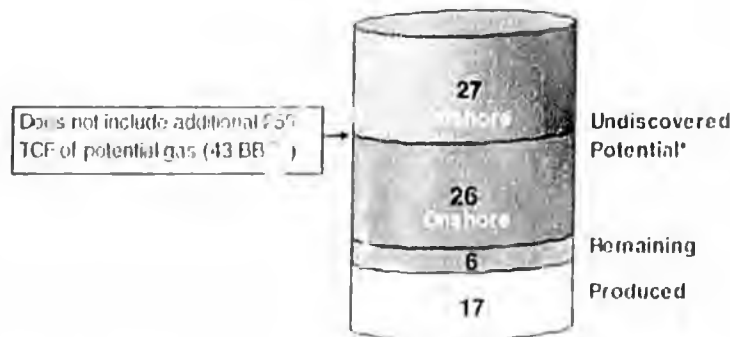
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**ALASKA'S RESOURCE POTENTIAL IS SIGNIFICANT**

Section 17 of the Senate Finance Committee Substitute proposes the base tax rate at 22.5%. We are pleased to see that the Committee Substitute does not increase what we believe is already a high base PPT tax rate. As I have testified numerous times, Alaska has significant undiscovered resource potential in both oil and gas. To date Alaska has produced 17 billion barrels of oil to date – a world class result; but oil production is declining and is now at one third of its peak.

Whilst Alaska's resource potential is high, the Oil and Gas Journal and Energy Information Administration report that its world ranking of proved reserves has declined from 14<sup>th</sup> in 1977 to a position closer to 30<sup>th</sup> today. How can Alaska increase proved reserves; how can we commercialize Alaska's resource potential?

Alaska Resource Assessment  
76 Billion Barrels of Oil



SOURCE: USGS, MMS, DNR

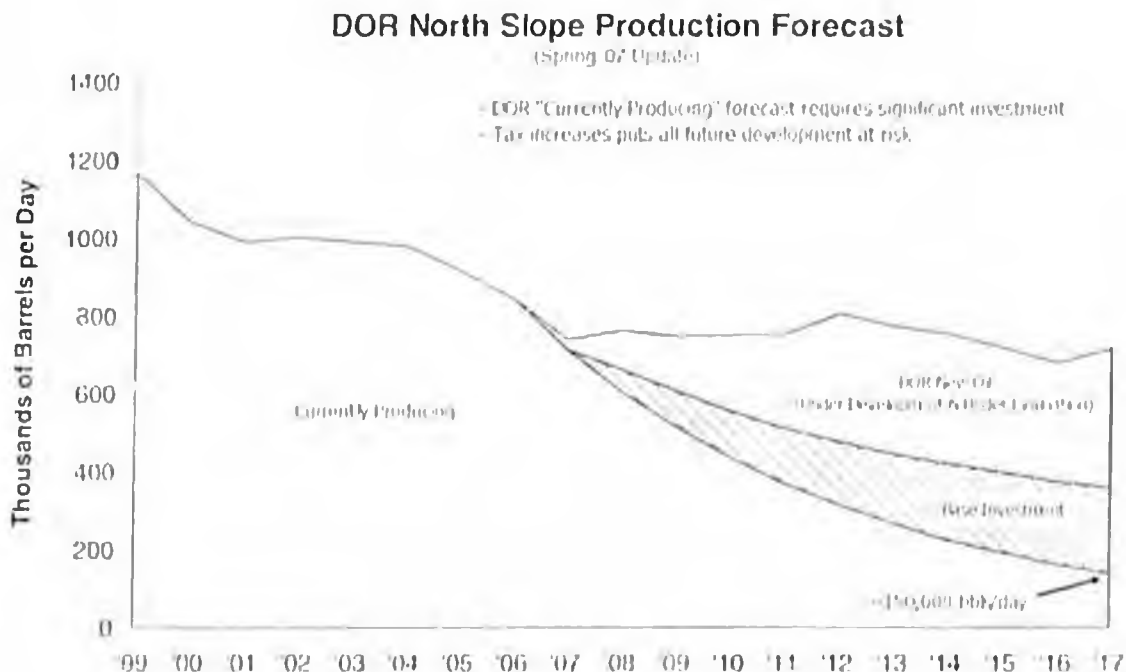
\* means undiscovered technically recoverable resource

Challenging Alaska's significant resource potential, and the pace of exploration and development, is Alaska's high cost environment. Increasing the base tax rate and the progressivity surcharge will not help this high cost challenge and will not attract the increasing investment required. We urge this Committee to not adopt Section 17.

**ALASKA'S FUTURE OIL PRODUCTION**

Line 22 of Section 24 on page 18 would limit to 50% the amount of a tax credit that may be claimed in a single calendar year. When the PPT was being considered last year, much attention was given to the need to incentivize investments and offset the impacts of the substantial increase in tax rates. The Legislature realized that providing a 20% tax credit provided such an incentive and buffer. We do not see how reducing this incentive will increase the significant capital investments necessary to mitigate Alaska's oil decline.

Alaska is currently producing approximately 750,000 barrels of oil per day from the North Slope. The Department of Revenue Spring Revenue Sources Book forecast, as shown, shows that the current base production could be as low as 150,000 barrels per day within 10 years without ongoing and increasing investment (assuming 15% decline, which is typical for large oil fields such as Prudhoe Bay). Based on this forecast, within 10 years, 75% of production will come from new investments.



Conservatively, we estimate that at least \$30-40 billion of new investment is required within the next 10 years to achieve the Department of Revenue forecast. This does not include the billions of dollars of additional operating expenditures that would be required to support the developments once they are producing. This is a significant level of future investment and spending.

The impact on all economic parameters must be carefully weighed before a decision to progress an investment is made. Investment tax credits enhance the present value economics of new investments, and help alleviate a project's otherwise high cost. To stimulate new investment and maintain healthy resource development activity, the tax rate and investment tax credit levels must be carefully balanced.

Section 28, commencing on line 12 of page 21, proposes to eliminate the availability of tax credits for capital expenditures incurred during the five years immediately preceding the enactment of the PPT for producers with existing production. ExxonMobil believes the current transition provision, allowing 100% cost recovery of the prior five years of capital investment, is an important feature of the PPT since it recognizes the long time-frame required for a return on an oil and gas investment to occur.

Conversion to the PPT resulted in a 250% tax increase on the entire industry under today's prices— regardless if you had existing production or were a new entrant. The Legislature recognized this dramatic change to Alaska's production tax regime by including a five-year transition allowance. The transition allowance was put in place to address the impacts on historical investments made under a significantly lower tax rate.

The transition recovery period is also consistent with the State's objective to encourage future capital investment since the producer has to spend \$2 of additional new capital for every \$1 dollar of prior year investment recovered.

We recommend that the Committee reinstate the transition credits originally intended by the Legislature to mitigate the impacts of the conversion to the higher PPT tax and not adopt the propose changes to Section 28.

The Administration's proposal will not increase investment in Alaska and will not enhance the development of Alaska's resources. Increasing the base tax rate and the progressivity surcharge will not attract the increasing investment required.

#### ALASKA'S LARGE OIL FIELDS

We are pleased to see that Section 50 of the House Bill, commencing on line 26 of page 43 limiting the amount of allowable annual operating expenses for Legacy Fields to the 2006 actual amount indexed 3% per year has also been removed. Prudhoe Bay and Kuparuk account for over 70% of the State's North Slope oil production. With continued investment these fields could remain at this portion of production for the next decade.

We believe it is unfair for industry to be held to a 3% benchmark versus actual costs. Industry costs are influenced by supply and demand more so than general inflation. This proposed limitation denies true recovery of costs to operate fields. Operating expenses are necessary to support new projects and capital investments, without the

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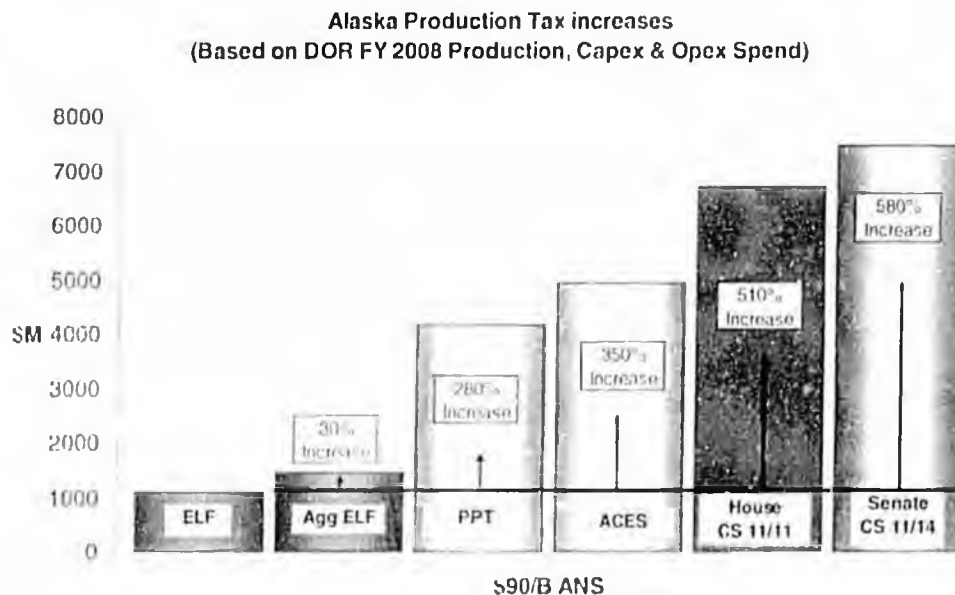
operating costs production of oil would not be possible. Even the Department of Revenue PPT implementation status report indicates that costs for oil and gas production equipment, facilities, construction materials and personnel have increased by 53% since 2005.

Prudhoe Bay and Kuparuk continue to support and play a "hub" role for all exploration and development activities. Prudhoe Bay and Kuparuk infrastructure has been leveraged historically for satellite developments. If the major Prudhoe Bay and Kuparuk developments did not exist these satellite fields would not have been economic to develop. As infrastructure on the North Slope expands the economic viability of future satellite developments increases. Encouraging increasing investment at these key fields is as important as encouraging investment in exploration and development of new fields.

Implementation of this provision would not take into account field development expansions, future heavy oil developments and other enhanced oil recovery projects that will have incremental costs to operate. Discriminating the legacy fields is inconsistent with the intent of a net profit tax and will not attract the increasing investment required to mitigate production decline.

## FISCAL PREDICTABILITY IS IMPORTANT

As I have testified before, we view that fiscal predictability is important. Our investments are capital intensive and typically evaluated over timeframes of decades. A change in the fiscal regime has a direct impact on how we evaluate on a risked basis future investment decisions. For every well or project not progressed, additional production and State revenues are forgone.



*Note: ELF effective prior February 2005. Aggregated ELF effective February 2005. PPT effective April 2006*

The Administration's proposed tax increase would represent the third significant change to Alaska's fiscal terms in the past three years. As a result of these changes, the industry tax burden has increased by approximately 350% at today's prices. With the current Committee Substitute proposal the tax increase would be approximately 580% under today's prices.

ExxonMobil expects to be involved in Alaska for many years to come. In light of the proposed tax increase we will face, ExxonMobil will need to re-assess all current and future projects in Alaska.

**EXXONMOBIL'S POSITION ON THE COMMITTEE SUBSTITUTE**

I would now like to offer ExxonMobil's view on the major provisions of the Committee Substitute for Senate Bill 2001 (FIN). In analyzing the Committee Substitute, we found that virtually all of the provisions are simply tax increases, further increases in complexity, create greater uncertainty and administrative burden, and are unreasonably excessive. Our additional specific comments are presented in the following section-by-section analysis.

**Additional reporting requirements for exploration tax credits:**

Paragraph (B) of Section 33, beginning on line 24 on page 25 would require that in order to qualify for an exploration tax credit an explorer has to agree in writing to release highly proprietary information; such as seismic, well geophysical surveys and core samples. Providing this type of proprietary information is not the norm throughout North America. Releasing key competitive and high value information would be a concern to any explorer. It often takes decades to progress from exploration to production phase. The release of proprietary and competitive information before an asset is producing is not appropriate so early in the phase of a future development. This would decrease the value of the exploration credit and may discourage an explorer from applying for the credit.

The confidentiality provisions are also of serious concern. The proposal provides confidentiality protection for only ten years for most of the seismic data required to be produced, and for only two years on the rest. Exploration is a long-term effort. Alaska's exploration tax credits will improve the attractiveness of future programs, but the value of these credits will be undermined by tying them to complying with onerous

requirements. ExxonMobil urges this Committee to remove the onerous requirements outlined in Section 33.

**Penalties:**

Section 40, commencing on line 1 of page 30 proposes to allow the Department of Revenue to assess a penalty of up to \$1,000 per day for each day a "tax return" is not filed when required. Paragraph (7) of Section 42 commencing on line 18 of page 32, proposes to allow the Department of Revenue to assess a \$1,000 penalty per day for each "report, statement or other document" the Department "considers necessary" to forecast state revenue that a producer, explorer or operator fails to provide when the Department deems necessary. Both amendments are excessive and unnecessary.

Under current law, there are already significant penalties to ensure taxpayer compliance with filing tax returns and providing other information to the Department. Such penalties include a 5% penalty per month (25% maximum) for failure to file a tax return and a similar penalty for failure to pay the full amount of tax when due, among others. The Department also has significant powers to compel production of information, including holding investigations, issuing subpoenas and taking depositions. For these reasons, ExxonMobil believes the proposed penalties are unnecessary.

In addition, the proposed penalties are unreasonably excessive. A \$1,000 per day penalty for each "report, statement or other document" that is not produced "at the time required" by the Department can quickly result in amounts disproportionate to the nature or severity of the offense. For example, a single one page document that a taxpayer did not provide six months earlier because the taxpayer reasonably believed it

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was already addressed in another submission, would subject the taxpayer to a penalty close to \$200,000. The \$1,000 per day penalties should be removed.

We are pleased to see that the punitive understatement penalties proposed by the House were not incorporated into the Committee Substitute. These penalties would have likely lead to delayed audit assessments and increased audit disputes.

Substantial underpayment penalties already exist under Alaska law. ExxonMobil is required by law and its internal policies and controls to file complete, accurate and timely tax returns. Establishing such punitive measures would create greater uncertainty, undermine positive working relationships between the Government and industry, and add complexity to the administration of the PPT.

**Information Requests:**

The Administration is proposing that they require additional information to assist in the administration of the PPT and improve their ability to forecast future revenues for PPT. We recognize conversion to the net based PPT structure has increased the information needs for the Department of Revenue, and ExxonMobil is willing to help the Department meet it's needs. We believe that additional information requirements beyond that currently submitted with our tax filings needs to be carefully considered. There must be some limitations and reasonableness standards established.

For example, subsection (f) of Section 41 of the Committee Substitute, commencing on line 22 of page 30, lists items a producer, explorer or an operator would be required to provide the Department on a monthly basis. Items (1)-(7) are clear, however item (8) on line 4 of page 31 would obligate the producer, explorer or operator to provide any

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"other records and information the department considers necessary. . ." - every month. This language is ambiguous on what standards would be applied and how a taxpayer would comply. Taxpayers would be required to provide whatever the Department's auditors consider "necessary". We believe item (8) is too open-ended and should be deleted.

Paragraph (5) of Section 42, commencing on line 4 of page 32, would require a producer, explorer or operator to file whatever reports and copies of records the Department considers "necessary" to forecast PPT revenues. We believe this language in paragraph (5) is too vague. While recognizing the Department's need for forward looking data we believe the tax statutes should specify the required information.

**Production of Taxpayer Information:**

Paragraph (6) of Section 42, commencing on line 13 of page 32, proposes that taxpayers with at least 100,000 barrels a day production must report their gross sales revenues and expenses. This amendment should not be adopted.

ExxonMobil discloses financial information as required by the Securities and Exchange Commission (SEC), and other regulatory bodies. As a global company, we do not disclose earnings on a country-by-country, or a state-by-state basis. SEC rules do not require that ExxonMobil's Alaskan operations be separately disclosed in our periodic financial statements. Additionally, ExxonMobil's affiliates which operate principally in Alaska have no outstanding publicly traded debt, and therefore ExxonMobil is not required to separately report the earnings of those subsidiaries.

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Being a global company, ExxonMobil does not disclose U.S. earnings on a state-by-state basis because such information could be used by our competitors to discern information regarding our operating costs, investments, contract terms, or other competitive information.

While Alaskan operating results are monitored internally, since these results are calculated to measure operating performance rather than for financial reporting, they are not in conformance with Generally Accepted Accounting Principles (GAAP) requirements for external disclosure. The fact that our internal results are recorded for a purpose other than financial reporting and are not kept in accordance with GAAP means they are not strictly comparable to the Alaskan numbers that our competitors publicly report and they are competitively sensitive information, the disclosure of which would be harmful to ExxonMobil.

ExxonMobil remains prepared to work with the state to improve the state's ability to forecast PPT revenues. Given the confidentiality provided to taxpayers, ExxonMobil has and will continue to provide the Department of Revenue with all data required to successfully administer PPT or any future fiscal tax structure. We urge this Committee to not adopt this proposed amendment.

#### Statute Of Limitations

In lines 27-29 on page 32, Section 43 of the Committee Substitute proposes a new four year statute of limitations for the PPT only. While we are pleased to see the House's six year proposal was not included in the Committee Substitute, will fail to understand why this amendment is needed. Currently, the statute of limitations for the PPT, as

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well as all other taxes under Title 43, is three years. The Department has not started a single PPT audit and increasing the statute of limitations can only delay audits and increase administrative costs. Historically, most companies generally extend the audit deadlines as appropriate when requested by the Department of Revenue.

The purpose of a tax statute of limitations is to establish a reasonable time within which an audit must be brought so that the records, documents, and recollections of witnesses are not lost by the time the claims are finally raised. It also provides some limitation on the amount of interest that could accrue on any underpayment claimed in an audit.

Extending the statute of limitations to even four years could result in audits not being completed for four years, when they may have otherwise been done more quickly, increasing the interest risk to taxpayers.

The present three-year statute of limitations has worked well for all the taxes, including the production tax. We believe lines 27-29 on page 32 should be deleted.

**Actual Pipeline Transportation Costs:**

Section 45, commencing on line 18 of page 34 and continuing through line 13 on page 35, is proposing that the Department of Revenue can substitute, at anytime, its determination of "reasonable" costs of transportation for the taxpayer's actual pipeline tariffs. Currently, a taxpayer's actual transportation costs are used to determine the taxable value of the taxpayer's oil unless the Department establishes all three conditions set forth in AS 43.55.150(a). The proposed amendment would ease that standard to allow actual costs to be disregarded by an auditor by simply asserting the

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actual costs do not meet the auditor's view of "reasonableness", despite the existence of federally regulated tariffs.

The proposed amendment represents another instance where the Department of Revenue is asking the Legislature to allow it to selectively determine what costs it deems reasonable versus allowing the deduction of valid costs properly incurred.

In the Committee Substitute, Section 150(b) would be amended, commencing on line 1 of page 35, to provide that only tariff rates that "have been adjudicated as just and reasonable" by the RCA or other regulatory agency are considered prima facie reasonable. This could unduly restrict rates that will be considered as reasonable costs. In certain instances, tariff rates may be properly filed, as currently allowed, and not challenged by any party or allowed to go into effect on an interim basis. In such case there may not be a final "adjudication" of the reasonableness of the rates when they go into effect. If challenged, a period of time may pass before the rates are finally determined to be just and reasonable. Any such final determination by the relevant regulatory agency will address any revision in the rate that may be required, including for prior periods. These matters should be left to the determination of the regulatory agencies with responsibility for such matters. There is no need to further condition how these rates will be used to determine allowable transportation costs. The proposed changes to AS.43.55.150 in Section 45 of the Committee Substitute should not be adopted.

**Location of Lease Expenditures:**

We are pleased to see the limitation proposed by the House to restrict qualified lease expenditures to those "incurred in the state" has been deleted. Limiting lease expenditures to those incurred physically within the producer's or explorer's lease or property or those incurred only in the state would reduce the attractiveness of development and exploration activities. Given the extreme arctic conditions and limited construction capabilities on the North Slope, necessary equipment and production modules are often fabricated elsewhere for delivery to the Slope. Drilling rigs, unavailable in Alaska but needed for exploration and well work, are imported from the Lower 48. These are ordinary and necessary costs required for the operation of the North Slope production facilities and exploration activities, both essential for the future development of Alaska's resources. Disallowing such costs would reduce the attractiveness of future development and exploration projects and diminish the likelihood of those projects being funded.

**Lease Expenditures Allowed By Department Regulation:**

Paragraph (B) of Section 49, commencing on line 6 of page 39, is proposing that the Department of Revenue can determine, by regulation, which costs should be allowed as qualified lease expenditures, despite the fact that the Legislature has already clearly identified under AS 43.55.165(e) those costs that cannot be allowed. The proposed language, "allowed by the department by regulation" is different than the normal regulation granting authority used elsewhere in the PPT statute. It is this difference that raises concern.

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Generally, regulations are promulgated to interpret or apply a law. The language "as determined under regulation" or "as may be established by regulation" used elsewhere in the PPT statutes convey the Legislature's intent to have the Department interpret or apply the Legislature's policy. The proposed amendment, however, could be the basis for the Department to constrict or disregard certain PPT statutory provisions which the Legislature adopted to establish what costs qualify as lease expenditures. For example, the proposed amendment could lead to the Department adopting its own standards as to what constitutes an ordinary and necessary business expense, despite the AS 43.55.165(j)(2) requirement that the established federal rules determine what costs can be used. The proposed amendment could also cause the Department to ignore those costs allowed by AS 43.55.165(b) as direct costs. Authorizing a regulation that could provide the basis for the Department to limit or exclude costs otherwise allowed under other sections of the PPT would create an unpredictable tax law. The phrase "allowed by the department by regulation" appearing on line 6 of page 39 should be removed.

**Use of Joint Interest Billings As Starting Point For Audits:**

We are pleased to see AS 43.55.165(c), which would allow the use of joint interest billings as the starting point for audits, reinstated in Section 51 of the Committee Substitute. As a non-operator at Prudhoe Bay, Kuparuk, Duck Island and Granite Point we never understood how not using this information is to anyone's advantage.

In a field's joint operating agreement the working interest owners have specified what costs an operator can bill to the co-owners. All of a producer's deductible lease expenditures are in accordance with the monthly cost data charged by the field operator

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to its co-owners. Each year the operator is subjected to very detailed audits by the other owners to ensure compliance with the limitations in those agreements. ExxonMobil currently spends over 100 staff weeks each year auditing operator joint billings to ensure we are not charged any inappropriate costs.

The use of these joint interest billings as the foundation of allowable business expenses would provide greater predictability and eliminate the need for the State to re-audit the same materials. Using joint interest billings will reduce disputes over appropriate deductions as well as the State's and the producers' administrative and audit costs. AS 43.55.165(c) is an essential part of making the PPT tax structure work.

**Costs Arising From Noncompliance With Lease/Permit/License Terms:**

Paragraph (6) of Section 52, commencing on line 26 of page 41, is proposing to disallow expenditures that result from failure to comply with lease obligations or permit requirements. Such a limitation raises a number of concerns. In certain instances, a lease term is a matter of contract between the lease holder and the state as a contracting party. The contract typically will spell out the means for redress by the parties and the consequence of a "breach" of the contract. This should provide adequate remedies for the state to ensure contract obligations are met. In the case of a federal permit, there likely will be specific provisions that address the consequence of any permit non-compliance and what the permit holder must do to remedy the problem. These provisions are adequate to address any concerns for the state.

There is no recognition in the proposed language of the severity of the non-compliance, or the efforts by the leaseholder or permit holder to comply. This is different from an act

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of "fraud" or "willful misconduct" contained in the current law. This is complicated by the uncertainty in the proposed language on how such a determination will be made. Particularly if the state is a party to a lease, there should be a separate determination whether there has been non-compliance with the lease term or permit and the remedy should be as spelled out in the contract (or as allowed by existing law). The language "...or failure to comply with an obligation under a lease, permit, or license issued by the state or federal government" is unnecessary.

**Disallowance of the Entire Cost in Transactions Between Related Parties**

We are also pleased to see paragraph (6) of Section 48 of the House Bill, commencing on line 6 of page 41, would have disallowed the entire amount of an expenditure under transactions between affiliates or related parties unless the taxpayer "establishes to the satisfaction of the DOR" that the expenditure did not exceed fair market value was deleted in the Committee Substitute. This requirement would have been a very subjective standard with no reasonableness test. If a taxpayer could not establish that a transaction was not in excess of fair market value, then none of the expenditures would have been allowed. We believe that costs should be allowed, except for that portion determined to be in excess of fair market value. Disallowance of total costs would create uncertainty and reduce incentives for investment.

**Costs Arising From An Unscheduled Interruption Of Production:**

Paragraph (19) starting on line 19 of page 43 proposes to disallow costs incurred in response to a failure, problem or event that results in an unscheduled interruption of or reduction in the oil or gas production or is undertaken in response to or is otherwise

associated with an unpermitted release of a hazardous substance or gas, unless caused by a "super" force majeure.

We believe the language of this proposed revisior, is ambiguous and will lead to additional audit exceptions. What constitutes a "failure, problem or event" and under what standards would any of those be determined? Costs associated with any temporary, unforeseen shutdown or minor interruptions, regardless how minor, could be disallowed by an auditor despite such "event" arising despite otherwise prudent and necessary business operations. In addition, given the safeguards already existing in the current PPT and the proposed amendment in paragraph (6) disallowing costs arising from violations of law, we believe paragraph (19) is unnecessary.

During the formation of the PPT legislation, the Legislature, upon the recommendation of Dr. Pedro van Meurs, adopted a flat 30c per barrel exclusion from what would otherwise be a producer's capital portion of its lease expenditures. The flat 30c per barrel exclusion provides an objective floor for maintenance cost and avoids the problems of case-by-case decisions. The 30c exclusion applies every year regardless if there is a triggering event or not. Adopting the proposed amendment, while leaving the flat 30c per barrel exclusion in the law, would result in a double disallowance of the same costs. We do not support paragraph (19), and it should be removed.

Disallowance/Limitation Of Costs Associated With Refineries/Crude Oil Topping Plants:

Paragraph (20) starting on line 16 of page 44 proposes to disallow and limit costs associated with refineries and crude oil topping plants, essential components of producing oil from the North Slope.

Currently, the State of Alaska and the federal government require North Slope operators to convert to ultra low sulfur diesel to operate all North Slope motor vehicles and off road equipment. The North Slope producers are considering a modification to the existing Kuparuk crude oil topping plant to produce the required ultra low sulfur diesel. The proposed amendment reduces the economic viability of a potential crude oil topping plant modification. Without a modification to the existing crude oil topping plant, it will be necessary to haul low sulfur diesel up to the slope, requiring up to 50 trucks per day. This could potentially increase environmental impacts, including increased exhaust emissions and potential spill risks from truck accidents. Costs associated with the topping plant should therefore be recoverable just as the costs to truck diesel to the Slope would be.

The Administration's proposed amendment encourages a less optimum solution for the oil industry and the State. Paragraph (20) would increase operating costs while complicating business operations and should not be adopted.

**Disclosure Of Tax Information:**

Section 55 of the Committee Substitute, commencing on line 11 of page 46, proposes the publication of certain proprietary tax information when such information is aggregated among three or more producers or explorers. We understand the Administration's and Legislature's desire to obtain information necessary for the development of the PPT net tax framework to provide the State of Alaska with a fair return on the development of its energy resources. We also support the Administration's goal of transparency. Aggregation of information from three companies

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dramatically increases the likelihood that competitors, including competitors whose information is being aggregated, will be able to determine individual company proprietary information.

Such information could be used by competitors to discern information regarding operating costs, investments, contract terms, or other competitive information. This risk of individual company proprietary information being ascertained by competitors could also create conflicts between the proposed amendment and federal protections provided in the Federal Trade Secrets Act and federal Anti Trust laws. The proposed amendment may also violate the Alaska Constitution's right of privacy, equal protection and unlawful takings of commercially sensitive data protections.

The Legislature should ensure taxpayer information remains confidential.

#### **Exceptions to Tax Credits**

We are pleased to see that the House's proposal to prevent a taxpayer from claiming any tax credits if the taxpayer has an outstanding judgment or agency decision in excess of \$100k which the taxpayer has not paid to the court pending appeal was not included in the Committee Substitute. We believe that proposal would have selectively penalized certain appellants for exercising due process rights to appeal a judgment by requiring them to prepay that judgment which is still subject to judicial challenge. We do not believe that the legislature should create tax laws designed to influence the appellate process. Such a provision would increase uncertainty of the availability of tax credits and would not encourage capital investments. Ambiguity of language could result in retroactive application to all open post 2007 tax years.

**ALASKA NEEDS A LONG-TERM RESOURCE DEVELOPMENT POLICY**

ExxonMobil does not support the proposed tax increase. In light of the proposed tax increase we will face, ExxonMobil will need to re-assess all current and future projects in Alaska. In addition to the significant increase in base and progressivity aspects of the proposed tax bill, there is also significant uncertainty in allowable cost recoveries and credits. When you combine this greater uncertainty with another increase in taxes it will significantly reduce the attractiveness of future projects in Alaska..

The full development of Alaska's resource potential will require Government, the industry, and the people of Alaska to work together to enhance the development of Alaska's resources. We believe that Alaska needs to create a long-term resource development policy, a policy that will encourage increasing investment needed to mitigate production decline, a policy that recognizes Alaska's high cost and challenging environment, a policy that will encourage the full development of Alaska's oil and gas resources. I hope that key points addressed in my testimony are considered:

- Alaska has significant resource potential, but it is in a high cost environment
- Oil production is one third of its peak, yet we have only produced one fourth of the oil resource potential. The gas resource potential is equal to oil.
- In 10 years, 75% of Alaska's future oil production needs over \$30-40 billion of new investments - investments that are needed sooner than 10 years.
- Prudhoe Bay and Kuparuk are the "hub" of the North Slope, they

ExxonMobil looks forward to working with the Administration, the legislators, industry and the people of Alaska in the future pursuit and development of its oil and gas resources. Thank you again Mister Chairman for the opportunity to testify today.

"AOGA

TESTIMONY

11/9/07"

## Alaska Oil and Gas Association

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TESTIMONY OF THE  
ALASKA OIL AND GAS ASSOCIATION  
TO THE SENATE FINANCE COMMITTEE  
REGARDING CSSB 2001(JUD)

November 9, 2007

SUBMITTED IN WRITING INTO THE RECORD INSTEAD OF  
BEING PRESENTED ORALLY TO THE COMMITTEE

Mr. Chairman and Members of the Committee:

My name is Marilyn Crockett and I am the Executive Director of the Alaska Oil and Gas Association ("AOGA"). AOGA is the trade association for the oil and gas industry in Alaska. Our 17 members account for the majority of oil and gas exploration, development, production, transportation, refining and marketing activities in the state. Our membership includes Agrium, Alyeska Pipeline Service Co., and Alaska's instate refiners. It includes companies new to this state, hoping for the opportunity to explore. It includes companies that are active today and do not yet have production (but hope to in the future). And it includes companies that are producing today and have been producing here for years.

As one of its important functions, AOGA provides a forum for its members to consider regulatory and legislative proposals, and to reach agreement about industry positions on those proposals. Normally, to establish an AOGA position, a 5/6 vote is required. This ensures that, when AOGA voices a position, regulators and legislators can be assured that that position is the position of the overwhelming majority of Alaska's oil and gas industry.

But on tax issues, AOGA takes this approval process to the highest level. We take positions about taxes only if there is complete consensus in our Tax Committee about what is to be said. Every member receives a copy of each proposed statement on taxes while it is still only in draft form, and if any of them objects to something in a proposed statement, either that portion of the statement is rewritten to satisfy the objection, or else it is deleted. My testimony today has been developed and approved under this principle, with no dissent.

Throughout this special legislative session, individual companies have presented their

views based on their operations and the impact of the proposed legislation to their individual companies. The role for AOGA is obviously different, and we have focused our testimony on two key areas.

First, we've strived to put into perspective the critical importance of continued and future industry investment needed to address the most significant issue facing Alaska's future—declining production to the State of Alaska.

Second, through AOGA's Tax Committee, we've provided very specific comments on the numerous technical components of the versions of the legislation before each committee. We've relied heavily on the expertise and experience of our Tax Committee members who have years of experience operating within the state's tax structure.

We've heard it said repeatedly that our industry will "game the system" to take unfair advantage of the State — even to the point, some have asserted, of improperly claiming costs for lobbying, advertising or donations to Alaskan charities, despite assurances by the Administration that those costs are not allowed under the present law and will not be tolerated on audit. Accusations of "gaming the system" implies the companies will cheat on their taxes and cheat on the way they do business, if they think they can get away with it. Not only is that against the law, it is an insult to the integrity of the thousands of honest Alaskans who work in our industry.

Further, we all probably know, or know of, individuals who "game the system" a little bit when they report and pay their own income taxes to the IRS. They might pad a deduction, or fail to include cash income they got, or fudge their tax a little in some other way. To the extent someone might do this, it is because he or she feels the odds of being audited and caught by the IRS are small enough to make it worth taking that chance. But do you know anyone who would "game the system" if the chances of being audited by the IRS were 100 percent? Of course not. Well, oil companies are audited twice. First, by each other to ensure no unnecessary or inflated costs are charged to one another when they jointly operate a field. And these audits are every bit as aggressive as the IRS in making sure no costs are improperly included in the bills they have to pay. Second, oil company returns are audited for every state tax they report and pay to the State, for every tax period. The State's present oil and gas tax auditors are smart, experienced and professionally qualified, and we expect the new ones to be hired will be equally good.

Most recently, we hear it being said that the Gaffney Cline economic model shows Alaska can safely raise the production tax far beyond PPT's current levels without jeopardizing investments for the North Slope. I'm no expert, so I left their Capex Multiplier, Opex Multiplier and Production Multiplier at 100%. Then, when I plugged zero in as the value of the oil, the model came up with the totally unexpected result that the producer's internal rate of return is 156 percent. I got the same result when I plugged zero in as the volume of oil being produced, instead of plugging it in as the price.

After I testified about this to the House Finance Committee yesterday, Gaffney Cline was invited to the witness table and explained to that Committee that the model is including the

results from several prior years' worth of in-fill drilling as well as those from the new investment. Gaffney Cline said, of course the model would still show profits because those prior investments are still making a lot of money under the model. And that's true.

But this answer has made me wonder, who in the world makes new investment decisions on the basis of how well or poorly past investments are performing? Industry's investments today have to stand or fall on their own merits, not on past successes or failures.

The point I was trying to make to House Finance, and which AOGA is now making to you in Senate Finance, is that the Gaffney Cline model has very clear and rigid limitations about how it should be used, and about the validity of its results in predicting future investment behavior. Rolling the success of past investments into the analysis of current ones is but one issue. Yet Gaffney Cline has testified that its model's conclusions about degree of economic success for the combined success of several years of in-fill drilling means this Legislature does not have to fear that investments in the Prudhoe Bay or Kuparuk fields will dry up if Alaska raises its production tax as has been proposed. It is this latter part of Gaffney Cline's testimony that we see as so dangerous for Alaska's future.

For one thing, the model relies a great deal on the internal rate of return of an investment and its net present value. These can be useful tools for evaluating an investment opportunity, but there are other very important metrics for judging investments as well. Suppose, for instance, I pay you everything I have right now, and at the end of 10 years you will give me 75 times what I'm giving you, but you will give me absolutely nothing between now and then. The internal rate of return on this "investment" is about 54% and its net present value, at 15%, is 17 1/2 times my "investment" — nice enough figures even compared to some of the results of the model. But the problem with this "investment" is, if I want to feed, house and clothe my family anytime in the next 10 years, I won't have the cash to do it with this investment. The point is, it is often as important, or more so, to look at the cash with an investment as it is to look at its internal rate of return. But Gaffney Cline have focused on internal rates of return and net present values to the exclusion of other ways that investors use to evaluate investment opportunities.

Gaffney Cline doesn't say much about the economics of the other, more significant kinds of investments that will have to be made in order to meet the challenge of declining oil production. These other kinds of investments have materially different patterns and timing of cash flows from those for drilling an in-fill well. The engineering and design, fabrication, shipment to the Slope, and installation of a new production module to replace a 30-year-old gathering center in a "legacy field," for instance, will require years of capital outlays totaling hundreds of millions of dollars before the first barrel is ever produced through the new module. The effects of the time-value of money for this investment are very different from what they are for drilling a well.

The Gaffney Cline model does not reflect the difference in patterns and timing of cash flows for all types of investments.

Gaffney Cline also doesn't say much about differences in risk between different kinds of investment. They point out that new technology today allows an in-fill well to be drilled within feet of the desired path all the way to its target. They acknowledge that there is some risk to this, not very much — a point AOGA will concede, for the sake of argument, in the case of an in-fill well. However, a small risk in the case of in-fill drilling does not mean all investments in a "legacy field" have comparably small risk. Take, for example, the production module for infrastructure renewal that was just mentioned. What if the barge sinks or capsizes on the way to the Slope? Hundreds of millions of dollars would be sunk along with the module. There is nothing comparable to such a devastating risk. But the Gaffney Cline model doesn't take such differences in risk into account. Or if it does, we have not heard them describe that modeling and its results in their testimony.

Gaffney Cline doesn't say much about the differences between producing conventional oil and viscous or heavy oil either. Oh, no doubt you can twist one of the knobs on their model to increase the operating costs and then say that this amounts to an approximation of the higher operating costs for viscous or heavy oil. But is it really? The friable nature of the West Sak and Schrader Bluff reservoir rock and the viscosity of that oil mean that large quantities of fine particles like silt come up with the oil. It takes special equipment, or special modifications of equipment, in order to separate this silt from the oil. It is not easy or inexpensive to do, either in terms of capex or opex. Once that oily silt is separated, it becomes legally a "hazardous substance" that has to be handled and disposed of in accordance with very strict health, safety and environmental safeguards and procedures.

And heavy oil from the Ugnu formation may end up being produced by a technique that, in effect, creates streams of sand-like rock underground that flow through the reservoir rock, carrying the oil along with the flow of sand into the wells. The challenges and costs of separating so much sand from the oil and then disposing of that sand are even greater than for separating silt from the less-thick viscous oil. Tweaking a knob on the model to triple the opex and capex for an in-fill drilling investment doesn't begin to approximate either the degree of costs, nor the timing of when they are incurred, for viscous and heavy oil development, nor does it recognize the discounted price that then heavy oil would be sold at to markets. Depending on the technological challenges are overcome, the economics of heavy oil development might actually turn out to resemble those for a mine more than they resemble the economics for a conventional oil field.

In summary, AOGA is not saying the Gaffney Cline model is seriously wrong. Rather, we're saying their model is incomplete. It deals with the in-fill drilling scenario with very impressive graphics, but it doesn't seem to deal at all with the very different economics for the investments that offer the greatest long-term effects and opportunities for Alaska. In addition, the model excludes future costs associated with the well, including operating, repairs and abandonment.

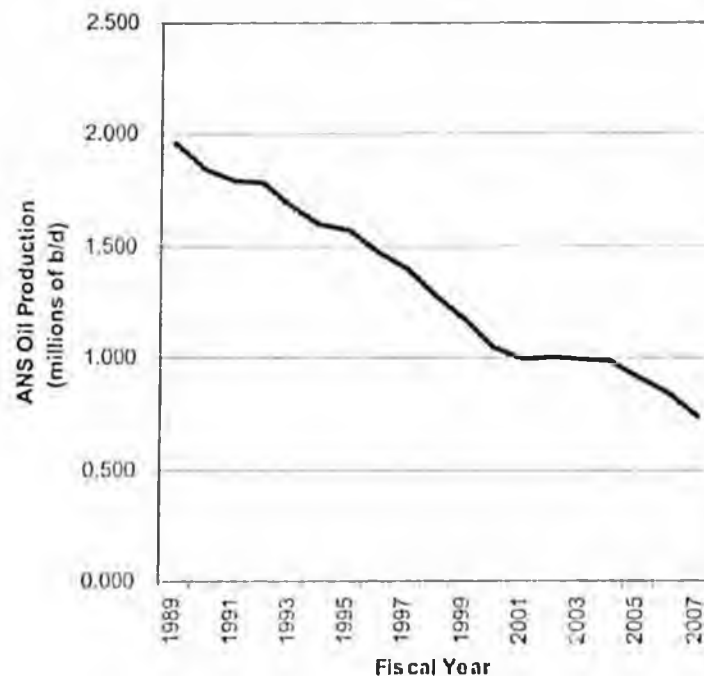
To state this point another way, if Alaska oil and gas opportunities are so very profitable, as the Gaffney Cline model leads one to believe, then why is production less than one third of its

peak, and why have we only produced less than one quarter of the oil potential in Alaska? Even Pioneer and ENI have recently requested royalty relief for their developments. Doesn't that send a message on the challenges facing new explorers and future development of Alaska's resources? We believe that the focus needs to be on how to encourage the increasing diverse investment needed to develop Alaska's resource potential. Raising taxes will not help.

The realities that confront Alaska are these: First, nearly 90% of the discretionary money that the State is spending this fiscal year is coming from oil production, and the Department of Revenue ("DOR") predicts that oil revenues will account for over 80% of the State's unrestricted discretionary revenues through Fiscal Year 2013, and 70% or more of those revenues from FY 2014 to the end of its forecast period, FY 2017.<sup>1</sup> These percentages are before factoring in state revenues from a natural gas pipeline and from its associated natural gas production. Oil production has been, is today, and promises to remain the cornerstone of the finances of state government.

Second, production decline is eroding this cornerstone. On the next page is a graph showing how the average daily production rate for North Slope oil has become less and less since FY 1989. It is a historical fact that, on average from FY 1997 to FY 2007, North Slope production each year has been 6.2% less than the year before, while Cook Inlet oil production declined at an average of 8.0% a year.<sup>2</sup>

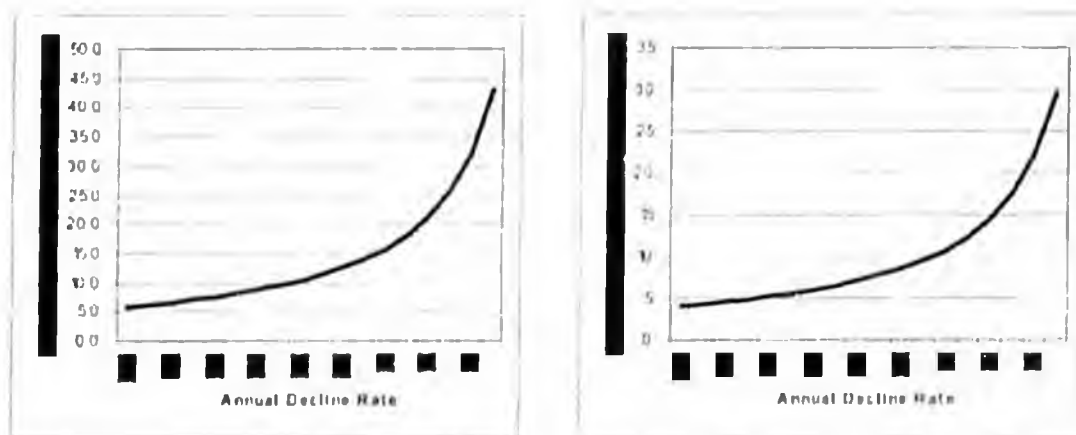
Third, it is going to cost billions and billions of dollars to slow this decline down. The North Slope's historical decline of 6% a year has occurred despite industry's investment of over



two billion dollars a year to produce more oil. Slowing the rate of decline below 6% will require each year massive increases beyond industry's already substantial, historic level of investment. We believe the investment level needs to increase to be over \$3 to \$4 billion to mitigate production decline. That is almost double the current level of investment being undertaken. Even the DOR's production forecast shows what increasing level of investment is needed. How do you attract the significant increase in investment needed? We don't believe increasing taxes will attract more investment, we believe it will slow down the investment levels needed. Increasing taxes will reduce the attractiveness of new projects and opportunities.

The difference between an ongoing decline of 6% a year and, for instance, 3% may not sound like much, but the difference for Alaska's future is profound. At present it seems the ultimate limit for North Slope oil production may be determined by the minimum capacity of TAPS to pump oil through the pipeline. The new pumps that Alyeska Pipeline Service Company is installing along the pipeline have a rated minimum capacity of 200,000 barrels a day, according to testimony cited during the House Resources Committee's hearings last week on HIB 2001. However, the president of Alyeska earlier this year said publicly that the pipeline's minimum capacity with the new pumps will be about 300,000 barrels a day.

Whether the new pumps' operating threshold is 200- or 300,000 barrels a day, the point is the same: There is a big difference between a 6% decline and 3% in terms of how long it would take to get to either threshold from this fiscal year's projected level of 740,000 barrels a day.<sup>3</sup> Below are two graphs that show how big this difference is. I should emphasize that these charts are not predictions. They show only the purely mathematical results that flow from the decline rate one chooses.<sup>4</sup>



The chart on the left shows the time to decline from 740,000 barrels a day in FY 2007 to a 200,000-barrel-a-day threshold, the one on the right shows the time to get to 300,000 barrels a

day. At a 6% rate of decline the 200,000-barrel threshold is hit in 21 years, but at a 3% decline it would take 43. If the threshold is 300,000 barrels a day, it would be hit after 15 years at 6% and 30 years at 3 percent. For either threshold, the difference between 3% decline and 6% decline gives enough additional time for almost an entire new generation of Alaskans to grow up. When AOGA says the choices facing this Legislature can affect the next generation, we mean it literally.

Fortunately for Alaska, the opportunities exist that should allow the rate of decline to be slowed below 6 percent. These opportunities are in oil and gas exploration, in the development of the huge resources of heavy and viscous oil that are already known to exist, and in the renewal and continued development of the existing fields. In our testimony before the committees previously considering this legislation, we have explained how all three kinds of investment in production will be needed if Alaska is to meet the challenge of production decline. The pattern and timing of the cash flows are different between one kind of investment and another, as is the amount of risk that each entails. But one thing is certain, they all are needed to maximize the resource recovery for Alaska.

One point that bears repeating is that the heavy and viscous oil resource lies within the areas of the so-called "legacy fields," as does the preponderance of the remaining opportunities for squeezing more "conventional" oil out of currently producing fields. The renewal of the existing fields will become increasingly important, as the existing production facilities need to be adapted, retrofitted or perhaps even replaced in order to be fit for service for the coming decades. At the same time, in-fill drilling to drain the spaces between the existing wells, or develop new oil, offers the best promise of slowing decline in the short term. The pattern and timing of the cash flows are very different between in-fill drilling and renewal of major production facilities on the surface. So even within a classic "legacy field" without considering its resource of heavy and viscous oil, there is significant variation among the investments to be made, the economies for those investments, and the incentives for them. It would be a serious mistake to treat the "legacy fields" as economic monoliths, impervious to how they are taxed and unaffected by the incentives that may be granted them or withheld.

The last point I would like to make today is about destabilizing the investment climate here. In 2005 Governor Murkowski disregarded procedures established by regulation (15 AAC 55.027) and ordered DOR to aggregate certain fields within the Prudhoe Bay Unit, including fields with heavy oil in the West Sak formation, with the main field for ELF purposes. The result was an administratively created change in the tax law of over \$120 million a year. Last year the Legislature enacted the PPT, further increasing the production tax by over \$800 million during the last nine months of 2006 alone. And it did this retroactively back to April first of last year.

As I have explained, you have been allowed to have serious misimpressions about what the Gaffney Cline model really shows and about how limited its proper use actually is. These misimpressions have, in turn, led to a serious underestimating of the effects of this newest change on future investment decisions about exploration, heavy and viscous oil development,

and the renewal and ongoing development of existing "conventional" fields. The laws of economics say there will be adverse impacts on investment decisions here if the Senate CS becomes law.

It is unfortunate that so many in the public, and even in the halls here, do not believe the warnings being given by the explorers and producers here. Perhaps even this AOGA testimony will change no one's mind. But I have to hope it will. The future of Alaska is at stake, and we urge this Legislature to pull back to safer ground.

Thank you for giving AOGA this opportunity to testify.

#### SPECIFIC COMMENTS ABOUT CSSB 2001(JUD).

Instead of proceeding section by section through the Bill, our comments are organized around four kinds of issues that the Judiciary CS raises — namely, issues about incentives for investment under the tax, issues about tax clarity, issues about sound tax policy, and issues about stability.

##### A. Issues about Incentives for Investment

Tax rate. We have said it before, no one ever taxed economic activity and prosperity into existence. Raising the base rate from 22.5% to 25% (Bill Section 18) moves away from the goal of attracting more investment to Alaska.

Progressivity. AOGA is not asking to change progressivity from the present tax. However, the Judiciary CS would significantly increase progressivity from what it is now (Bill Sections 18 & 19). The threshold where progressivity begins would drop from \$40 a barrel to \$30, and the slope would increase from 0.25 percentage points per dollar to 0.4 percentage points. The resulting increase in progressivity under the CS falls within our caveat about taxing investments into existence.

If progressivity is going to be changed, one important reform that should be made is to adjust the threshold price for inflation. Even if inflation averages only 3% a year for the next decade, \$40 then will have the buying power that \$29.50 has today, and \$30 then will equal a mere \$22.12 in today's dollars.

Minimum tax (Bill Section 17). One element that increases the attractiveness of a tax system is the sharing of risk by the government with the investor, whether the risk turns out well or poorly. With progressivity, Alaska would take a greater share for itself of the upside for price risk. But a minimum tax would avoid or reduce the State's exposure on the downside of price risk. Having a minimum tax along with progressivity would harm Alaska's investment climate.

Annual-loss credits. The present law, AS 43.55.023(b), allows a tax credit for a "carried-forward annual loss" that occurs when a producer's lease expenditures during a year exceed the gross value at the point of production of its oil and gas. However, the present tax rate is 22.5%

while credit is only 20% of the surplus (unused) lease expenditures that give rise to the annual loss. This hurts explorers and those who are about to become producers but aren't quite into production yet. They don't have any value of production to subtract their lease expenditures from, and the resulting 20% credit puts them at a disadvantage relative to those with current production, because the benefit of deducting lease expenditures for a current producer is 22.5% of the amount deducted.

The Judiciary CS would increase the tax rate to 25% (Bill Section 18), which will widen this disparity between producers and those not yet having production. The CS should be amended by adding a Bill Section increasing the percentage for the "carried-forward annual loss" credit under AS 43.55.023(b) so it matches the non-progressivity portion of the tax rate.

TIE credits. AS 43.55.023(i) allows a 20% tax credit ("TIE credit")<sup>\*</sup> for capital expenditures ("capex") made during the five-year period ending March 31, 2006, but the amount of TIE credit is limited by a two-for-one rule in which each dollar of old capex must be matched by two dollars of new capex in order for the TIE credit from the old capex dollar to be claimed. The Judiciary CS (Bill Section 29) would change AS 43.55.023(i) so that only new producers who didn't have production before 2008 could take TIE credits, and their new capex under the two-for-one rule would have to be incurred during the 21 months beginning April 2006 and ending December 2007. These changes to the TIE credit would be retroactive to January 1, 2007 (Bill Section 72(b)). The effect of this retroactivity would be that old producers, with production before 2008, could only use new capex incurred during the last nine months in 2006 under the two-for-one rule to get TIE credits and then they would be cut off from any further TIE credits.

AOGA objects to this disparity in treatment under the two-for-one rule between old producers, who would get only nine months of new capex for purposes of using the rule, and new producers who would get 21 months. If the period for making new capex is to be cut back at all from its present five years, it should be cut back to 21 months instead of only nine.

But, more fundamentally, cutting the present five-year period for new capex would prematurely abandon a very effective incentive for companies with production to invest more during the period ending with 2013,<sup>5</sup> both by expanding their plans and by accelerating projects forward into this period. Cutting off the TIE credits may represent a savings for the State in the short run, but it is one that is not needed at the present time, while cutting them off risks the additional production that promises to result from increased investments made in response to the incentive from the TIE credits.

Credits against minimum tax. The Judiciary CS (Bill Section 31) would eliminate existing references to AS 43.55.011(f) in AS 43.55.024(e) and thereby make the annual "small producer" credit inapplicable against the minimum tax. This change raises the question about which is more important — ensuring that the minimum tax sets a true minimum on a taxpayer's

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\* "TIE" stands for "transitional investment expenditures" which is the term used in the statute creating this credit, AS 43.55.023(i).

tax liability, or maximizing the incentives for new investment that tax credits will offer. Since the minimum tax can go to down to a zero-percent rate if West Coast prices average \$15 or less during a year,<sup>6</sup> there is no minimum tax liability that it establishes or defends, and so this cannot be a very important consideration. Getting all the investments that will be needed to meet the challenge of declining North Slope oil production, however, is the lynchpin for Alaska's economic future. So this is a simple decision: let the "small producer" credit continue to be allowed against the minimum tax.

Consistent with this conclusion, new Bill Sections should be added to the Judiciary CS to amend AS 43.55.023(a) and (b) so they will allow the application of the capex and "annual loss" credits, respectively, against the minimum tax.

The "oil and gas tax credit fund". This fund would be established (Bill Section 42) so explorers and producers who don't yet have production could sell their tax credit certificates at full face value instead of at a discount. We believe that a major reason there might not have been a great deal of demand to purchase such certificates is the limitation under AS 43.55.023(e) that forbids a taxpayer from using purchased certificates to reduce its tax liability below 80% of what it is before applying those certificates. For companies that are otherwise willing to purchase tax credits, lowering this limit from 80% would allow them to purchase more certificates, thereby stimulating demand for them. This, in turn, could reduce the demands on the Oil and Gas Tax Credit Fund to purchase certificates.

We support the establishment of the Oil and Gas Tax Credit Fund, provided future Legislatures will appropriate the necessary funds for it to work. We also urge reducing the 80% limitation in AS 43.55.023(e).

Inappropriate and excessive penalties. The Judiciary CS (Bill Section 49) would establish a new penalty of 20% for a "substantial understatement of tax" on a production tax return, and another new one of 40% for a "gross understatement" on a return. The threshold for an "understatement" to be "substantial" is 10% of the correct amount of tax or \$10 million, whichever is less. For it to be "gross" these are 20% or \$20 million, whichever is less. The amount of these penalties is based on the total amount of tax that should have been reported, not on the amount of the "understatement."

AOGA objects to these penalties for four reasons. First, unlike the existing penalties of 5% for negligent underpayment<sup>6</sup> and 25% for failure-to-pay,<sup>7</sup> these penalties are based on the total amount of tax due, not the amount of the underpayment. This is excessive and unfair. Second, these penalties are in addition to the 5% negligence and 25% failure-to-pay penalties, which are themselves cumulative.<sup>8</sup> This makes them even more excessive than they would be standing alone.

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<sup>6</sup> AS 43.55.011(4)(5): "The levy of tax ... may not be less than ... (5) zero percent of the gross value at the point of production when the average price per barrel ... is \$15 or less."

Third, these penalties are to be imposed on a "strict liability" basis. There is no relief from them even if there is reasonable cause for the underpayment. Given that the classification of an expenditure as capex instead of opex<sup>9</sup> under federal income tax principles will have a great effect on the tax credits that a taxpayer will have, and given further that the annual "PPT tax return" is due March 31<sup>st</sup> of the following year while partnership tax returns for federal income tax are not usually filed until October 15<sup>th</sup> of that following year, it is all but impossible even to achieve the 20% accuracy that is the standard for "gross understatement[s,]" much less the 10% standard for being only "substantial[ly] understate[d.]" This "strict liability" standard, together with the massive size these penalties threaten to be, makes them arbitrary and capricious and a denial of basic Due Process.

Fourth, what kind of welcoming message would these egregious penalties give to potential new explorers and producers, to make them feel that Alaska is open and ready to do business with them?

#### B. Issues about Tax Clarity

Tax cap for non-Cook Inlet natural gas. This may be an example of good intentions with unintended consequences. The Judiciary CS would enact a new subsection (o) in AS 43.55.011, which would put natural gas produced anywhere in the state outside the Cook Inlet sedimentary basin under the same cap on its tax rate that exists for Cook Inlet gas, provided that non-Inlet gas is being used in state (Bill Section 24<sup>10</sup>). This non-Inlet cap under subsection (o) would expire in 2022.

AS 43.55.011(o) may have been put into the Bill so that production tax on natural gas that is liquefied and trucked in liquid form to Fairbanks for sale as gaseous natural gas to about 1,000 residential consumers would not have a 22.5% or 25% "premium" rolled into its price to reflect production tax on that gas.

AOGA would not object to this purpose if indeed it is why subsection (o) is in the Bill. However, applying the Cook Inlet ceiling to North Slope gas would unnecessarily complicate the taxes for North Slope oil and gas production. Lease expenditures and tax credits would have to be allocated between oil and gas production, and the order in which tax credits could be applied, if at all, against the tax on the gas production would be tightly limited.

These complications could be avoided while still achieving the objective of avoiding a tax "premium" in the price for North Slope natural gas being used in state, if a specific portion of the value of that gas is excluded from the determination of the taxable "production tax value" under AS 43.55.160.

For instance, suppose the applicable Cook Inlet cap is the one under AS 43.55.011(j)(2) for leases or units coming into production after March 31, 2006, and suppose further that under (j)(2) the "average tax rate that was imposed under this chapter on taxable gas produced from all leases or properties in the Cook Inlet sedimentary basin for the 12-month period ending on March 31, 2006" was 4% under the ELF, and that the "average prevailing value for gas delivered

in the Cook Inlet area" during that 12-month period is the \$3.585 average for DOR's published Cook Inlet prevailing values for that period.<sup>11</sup> Then the maximum tax for North Slope gas being used in state would be 4% of \$3.585, or 14.34¢ per thousand cubic feet ("Mcf"). Now suppose that the tax rate under AS 43.55.011(g) is 30% because of progressivity. Dividing 14.34¢ by 30% yields the value of the gas at which the new tax equals the cap under the old ELF-based tax. This value is 47.8¢ per Mcf. To limit the tax to 14.34¢ per Mcf, all that is necessary is to exclude the value of the gas in excess of 47.8¢ from the calculation of the taxable "production tax value" under AS 43.55.160.

Instead of amending AS 43.55.011 by adding subsection (o) with all its complications for North Slope producers, it would be easier and just as effective to amend AS 43.55.160. Suggested language for such an amendment appears in the endnotes to the written version of this testimony.<sup>12</sup>

What is being "confirm[ed]" under paragraph (2) in Bill Section 1? Bill Section 1 sets out certain legislative intent regarding the enactment of the Bill. Paragraph (2) of that statement of intent declares that the enactment of AS 43.55.075(b) in Bill Section 50 "confirms by clarification the long-standing interpretation of AS 43.05.260 by the Department of Revenue[.]" AS 43.05.260 is the present statute of limitations for auditing and making tax assessments, which applies generally to all taxes under AS 43 except those few having their own specific statutes of limitations. Unless and until the proposed production-tax statute of limitations (AS 43.55.075) is enacted, AS 43.05.260 is, and has always been since its enactment, the statute of limitations that applies to production-tax audits and assessments.

Rather than leaving it open for dispute about what DOR's "long-standing interpretation" of the general tax statute of limitations might be, a Bill Section should be added to the Judiciary CS to amend AS 43.05.260 so that it says exactly what DOR intends it to mean under that "long-standing interpretation" — including, in particular, anything about reopening tax periods that are otherwise already closed under this statute of limitations, so that DOR could then claim additional tax due to retroactive decisions that change the parameters for calculating the tax for those tax periods. Then, if there is disagreement over whether that amendment is constitutional, the dispute can start directly with those constitutional issues, instead of both sides having to skirmish their way through these pointless preliminary questions.

If DOR cannot tell you specifically how AS 43.05.260 should be amended, that would be all the more reason to delete paragraph (2) in the statement of legislative intent in Bill Section 1. If even they cannot tell you exactly what it is they want, you shouldn't give it to them until they can.

I should add that, whichever way SB 2001 might end up doing it, the retroactive change in meaning that DOR is seeking for AS 43.05.260 would be unconstitutional if applied to tax periods already closed unless there is a closing agreement that specifically provides for such a redetermination of the tax for those periods.

Advisory bulletins. The Judiciary CS would enact a new subsection (g) in AS 43.55.110, which would authorize DOR to issue "advisory bulletins stating the department's interpretation of provisions of this chapter and of regulations adopted under this chapter" (Bill Section 51). Although subsection (g) says these bulletins would be "for the information and guidance of producers, explorers, and other interested parties," it also says the statements in the bulletins "are not binding on the department or others" unless DOR provides otherwise by regulation. Such a regulation could only make a specific statement binding, rather than establishing a general rule to make all statements in the bulletins binding. This is because, to the extent a particular statement would be binding, it is a "regulation" for purposes of the Administrative Procedure Act<sup>13</sup> and would have to be formally adopted as a regulation in accordance with the APA in order for it to be valid.<sup>14</sup>

We see little or no practical use for such "advisory bulletins." The Alaska Supreme Court, in its 1982 *Wien Air* decision,<sup>15</sup> has held that even when a taxpayer acted in good faith after its accounting firm twice checked with DOR about its interpretation of a federal tax law adopted by reference for Alaska income tax purposes, DOR was not bound by the advice it had given. In other words, if taxpayers act in reliance on the DOR "interpretation[s]" of the production tax statutes and regulations as set out in these bulletins, they would do so at their peril under *Wien Air*. Unless and until *Wien Air* is overruled by the Court or overridden by legislation changing the tax laws, advisory bulletins of the type contemplated promise only to be traps for the unwary.

Qui tam. The Judiciary CS would enact a new subsection (h) in AS 43.55.110, which would allow DOR to compensate whistleblowers who report noncompliance with the production tax to DOR. The amount of this compensation could not exceed \$1 million or 10% of "the additional tax, penalty, or interest collected as a result of the information" provided by the whistleblower, whichever is less. Payment of the compensation would be subject to legislative appropriation.

The whole concept of *qui tam* proceedings is inapplicable and inappropriate in the context of petroleum production taxes. Because of the confidentiality of tax information, the only people who know the particulars of a company's production taxes are the folks in that company who are involved in preparing and filing those taxes, and the state employees, principally in DOR, who administer and enforce this tax. No one working for the company in preparing and filing the tax returns is a plausible candidate for becoming a *qui tam* relator because those tax returns are filed "under oath," and the penalties for perjury would be applicable if a false or erroneous return were knowingly filed. And it would be completely improper to allow state employees who review or audit the company's tax returns to be *qui tam* relators because it is already their job to find erroneous, false or fraudulent information in taxpayers' returns.

Transportation costs in determining gross value at the point of production. The Judiciary CS proposes amendments to AS 43.55.150(a) allowing DOR to require "reasonable costs" of transportation based on its "market value" instead of "actual costs" if, one, the "parties to the

transportation are affiliated[.]” two, the transportation contract is neither “an arm’s length transaction” nor “representative of the market value of that transportation[.]” or, three, the “method of transportation being used is not reasonable in view of existing alternative methods of transportation” (Bill Section 52). Currently the statute requires all three conditions to be met before DOR may set aside a producer’s “actual costs” of transportation.

DOR has done very well in defining clearly what the “actual costs” are for unregulated transportation that is by a carrier affiliated with the shipper or is otherwise at less than arm’s length. It has very specific regulations about the kinds of operating costs incurred that are deductible for netback purposes,<sup>16</sup> and even more specific regulations about capital expenditures, their deemed recovery through depreciation, the portion of the capital investment made with borrowed funds, and a reasonable allowance for an after-tax return on the remaining unrecovered equity portion of the capital investment.<sup>17</sup> We see no reason for DOR to go charging off after some “market value” for transportation instead of DOR’s tightly defined “actual costs” for it, particularly since DOR’s own experience with “market value” in the past has often found it to be either unduly subjective or unacceptably circular in terms of what it is based upon.<sup>18</sup>

The Judiciary CS also would amend subsection (b) of the statute so that only transportation tariffs that have been “adjudicated” to be “just and reasonable” by a regulatory agency like the Regulatory Commission of Alaska or the FERC are deemed on their face to be “reasonable costs” of transportation (Bill Section 53). Currently the statute deems tariffs “properly on file” with such a regulatory agency to be “reasonable” on their face, which means the regulatory agency is allowing those tariffs to be charged and collected from the shippers shipping oil or gas through the regulated transportation facility.

AOGA takes no position about what any regulated transportation tariff should be, or about how the amount of such a tariff should be determined. These latter issues are controversial and disputed, and AOGA has members on opposite sides of them.

However, we can say that, whatever the amount may be that a shipper pays to a government-regulated carrier for any transportation of oil or gas occurring between its point of production and its eventual destination or delivery point, the amount so paid should be deducted as a transportation cost in determining what the gross value at the point of production is under AS 43.55 for that oil or gas.

To do what the Judiciary CS proposes would create uncertainty and innumerable tax disputes about when an “adjudicat[ion]” has been made about whether a particular tariff is “just and reasonable[.]” Is it when the agency issues its decision, or when that decision is finally affirmed and cannot be appealed or collaterally attacked any further? If the latter, what does the taxpayer use as its transportation cost for that transportation before the regulatory agency’s decision ultimately becomes final? What happens if, once the agency’s decision does become final, the regulated carrier issues a new tariff to replace one that has just been “adjudicated” not “just and reasonable”? Can such a new tariff be used as a taxpayer’s transportation cost until the

regulatory agency "adjudicate[s it] as just and reasonable"?\* Or is it to be set aside in favor of some other interim or provisional "cost," and if so, who determines that "cost" and under what standards and procedures?

These are terribly important issues for taxpayers, especially in light of the colossal new penalties being proposed in Bill Section 49. Clarity about the answers to all these questions and others will be essential in order for taxpayers to be able to comply with the tax and pay the tax that is due as it becomes due. Clarity on these matters will be equally essential for tax auditors to be able to enforce the tax because, without that clarity, they may have to answer these questions on their own without clear guidance, and different auditors might reach inconsistent answers.

In contrast to the situation that would arise under Bill Section 49, DOR now provides great certainty with the present version of AS 43.55.150(b) with its "prima facie" use of tariffs "on file" with the regulatory agencies that allow those filed tariffs to come into effect.

### C. Issues about Sound Tax Policy

Confidentiality – public disclosure of aggregated information. The oil and gas industry has been, and in prudence must be, especially sensitive to antitrust considerations and the more recent Securities and Exchange laws. In addition, companies in our industry, like those in any other industry or business, are highly competitive against one another. No one wants their business plans or strategies, or any other information and material of a competitive or proprietary nature, to be disclosed to a competitor. For these business reasons and because of the severe criminal penalties and harsh public censure that would arise from violating antitrust or Securities and Exchange laws, each company in our industry is very careful and cautious about providing anyone outside the company with commercially sensitive information or materials that even potentially have antitrust concerns.

This great caution applies even to providing information and materials to government agencies, unless there are clear legal safeguards in place to ensure that those agencies can and will preserve the confidentiality of that information and material. We may not use government as a means to circumvent the law, nor may government become an instrument for doing so. Questions of state sovereign immunity aside, state employees seem unlikely to be personally immune from prosecution for violating federal antitrust or Securities and Exchange laws or for "conspiring" to violate them if they start publicly disclosing confidential and commercially sensitive tax information of a potentially antitrust nature.

This brings us to the new public-disclosure statute, AS 43.55.890, that would be enacted under Bill Section 63 of the Judiciary CS. Under paragraph (1) of this new statute, the existing tax confidentiality law simply would not apply if DOR publishes otherwise confidential tax information, so long as it has been "aggregated among three or more producers or explorers[.]"

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\* Of course, if the carrier's replacement tariff is not "adjudicated as just and reasonable" by the regulatory agency, then we're back to the earlier question about what a taxpayer is supposed to use as its cost for that transportation under AS 43.55.150 while the regulatory agency's decision is being appealed or collaterally attacked.

This published information may be "by month or calendar year and by lease or property[ or] unit[.]" Consider what this language would allow DOR to do. The Prudhoe Bay, Kuparuk River and Duck Island (Endicott) units each have at least three working-interest owners, so DOR could publish specific operating and capital cost information for past years or the current one, as well as planned operating and capital budgets for each participating area in these units in the coming years. A working-interest owner's share of these unit or participating-area costs is determined by its working-interest percentage in that property, and those percentages are public information. So DOR's published information would allow anyone to calculate a working-interest owner's specific share of the costs for any of these units or participating areas. Any working-interest owner having no producing interests outside the Prudhoe Bay, Kuparuk River and Duck Island units could calculate precisely that owner's total costs or budgets for its entire production operations in the state. As if to confirm this dangerous possibility, paragraph (2) of the new statute specifically allows DOR to publish "the total amount of lease expenditures for each producer required to report under AS 43.55.040(5)" (emphasis added).

DOR says it wants this new statute only so it will be able to share with the Alaskan public specific details about how the production tax is working with respect to "legacy field" operations, heavy and viscous oil development, and exploration. DOR adds that it doesn't intend to disclose any tax information. But this is not what they have written in this legislation. Existing law already allows DOR to publish "statistical" information based on confidential materials, and nothing prevents those statistics from being specifically for "legacy fields" as a whole, for heavy and viscous oil development as a whole, and for exploration as a whole. Bill Section 63 in the Judiciary CS is dangerous and unnecessary, and should be dropped from the Bill.

Confidentiality – information-sharing from DOR to DNR. Land ownership and the management of owned lands are not inherently sovereign functions and actions. Any private person or corporation could own the acreage at Prudhoe Bay the same as the State does, could lease that land the same as the State has, and would have the same rights and authorities to enforce those leases as the State has under its leases. The fact that the actual owner of those lands happens also to be a sovereign does not change or augment its property rights in the land, nor its contractual rights, privileges or obligations under those leases. To the contrary, under the Contract Impairment clauses of the United States and Alaska constitutions,<sup>19</sup> the State cannot use its sovereign powers to alter unilaterally the terms and conditions of the oil and gas leases it has entered into.

The rights of the Department of Natural Resources ("DNR") to have a royalty share of the oil or gas produced from a state lease and to choose to take that share in value (royalty in value or "RIV") or in kind as physical oil or gas (royalty in kind or "RIK") are created and exist under the contractual terms of the individual oil and gas leases that DNR has entered into. Taking state royalty in kind and marketing it are no more inherently sovereign in nature than any of the State's other rights or obligations under the leases. So when DNR is actively marketing RIK oil or gas, or is planning to, it is a competitor against the very lessees producing the oil or gas from which RIK production is taken.

If DOR gives DNR tax information under AS 43.55 about a producer's current budget or budget plans for any lease, property or unit, DOR will be giving that information to a competitor if DNR is actively marketing RIK oil or gas, or is planning to, at that time. Depending on the specific information given to DNR and on DNR's specific plans or activities regarding RIK production, that sharing of information might constitute a violation of antitrust or Securities and Exchange laws. DOR has testified that it will observe all federal laws, but such good intentions won't prevent forbidden information-sharing through inadvertence, and they can't guarantee that prosecutors after the fact won't conclude that the sharing of specific information with DNR did indeed violate such a law. We believe these risks could be minimized if the information-sharing provisions in the existing tax confidentiality statute, AS 43.05.230, were amended to suspend the DOR's sharing of tax information with DNR while DNR is marketing RIK production or is actively planning for the marketing of RIK production.

We are also concerned that DNR might obtain from DOR information about individual producers' budgets and planned budgets for exploration and bidding in lease sales in the current year or subsequent ones. DNR has no right to information about what potential bidders might be planning to bid in upcoming state leases, and it would be improper for DOR to give such information to DNR. By setting the schedule for holding lease sales of promising exploratory acreage so they occur when certain companies have larger budgets or plans for this purpose or when other companies have smaller budgets or plans, DNR could influence who wins and who loses in the bidding. An important explorer has testified to other committees during this special session that this possibility is of serious concern to it, and AOGA is telling you that this is of serious concern to the rest of our membership as well.

The Judiciary CS would already amend AS 43.05.230 (Bill Sections 13 & 14), so it would be appropriate to include provisions in the Bill to suspend information-sharing when DNR is about to compete actively in the marketplace against other producers, and to prevent the disclosure of information about budgets and plans for exploration or participation in lease sales for state lands.

The Judiciary CS would also provide that an explorer must give DNR extensive confidential and proprietary information from its exploratory work as a pre-condition for getting exploration credits for that work under AS 43.55.025 (Bill Section 36). This new information is so extensive it takes the better part of three pages in the Bill<sup>20</sup> with bold underlined font to list it all. It is inappropriate to use the taxation power to require a producer to provide such extensive proprietary information that is, at most, of insubstantial use in administering the tax law. The real purpose is to give DNR that information, which it would not otherwise be entitled to receive. And by releasing that information to the public after just two years, DNR would destroy the value of the explorer's investment to gain that information.

In terms of tax policy, Bill Section 36 promises to undercut almost all the incentive for exploration that the exploration credits under AS 43.55.025 are intended to provide. It is far more important for Alaska's future to have the exploration, than to take the results of that exploration and put them into the public domain after just two years.

Who should benefit from tax credits arising from expenditures for oil and gas exploration, development and production by the North Slope Borough and the Municipality of Anchorage, the State or the ratepayers of the municipality's utility? The Judiciary CS has a provision forbidding the sale of exploration credits under AS 43.55.025 by "an entity that is exempt from taxation" under the production tax (Bill Section 37). The original version of SB 2001 as introduced also contained a provision against the issuance of sellable tax-credit certificates under AS 43.20.023 to such tax-exempt entities.<sup>21</sup>

It is a matter of public record that the North Slope Borough owns the Barrow Gas Field and produces gas for the residents of Barrow,<sup>22</sup> and that the Municipality of Anchorage owns a one-third working interest in the Beluga River Gas Field<sup>23</sup> through its operating division, Municipal Light & Power. If the municipalities can get production-tax credits which they then sell to the Oil and Gas Tax Credit Fund or to producers who can use those credits, the proceeds from those sales will reduce the operating costs of the utilities run by these municipalities, and presumably the Regulatory Commission of Alaska will ensure that the resulting savings in operating costs are passed on to the utilities' respective ratepayers. If the municipalities cannot get and sell these tax credits, then those municipal expenditures will generate no tax credits to be applied against the production tax or sold to the Tax Credit Fund, and the benefit that those credits would have had will flow into the state General Fund as tax revenue.

The proposed disallowance of tax credits for expenditures by these municipalities raises a tax policy question that the Legislature, not the Administration, should answer. The Administration has declined to identify these two municipalities, citing taxpayer confidentiality despite the fact that municipalities are not taxpayers and despite the further fact that information about these municipalities owning gas production and using that gas as utilities is already in the public domain. As a result, no one but AOGA has told the Legislature that it has to make a choice here between giving the benefits from the municipalities' credit-generating expenditures to the ratepayers of the respective municipal utilities, or giving those benefits to the state government. We are doing so again.

This is properly a policy call for the Legislature to make, and AOGA has no position about which way the Legislature should make this call. Our concern is only that the Legislature will make that call with an awareness that it is making a call. Whichever way the Legislature decides, we believe its choice should be a deliberate, knowing one.

Law by Regulation Bill Section 57 of the Judiciary CS would amend the definition of what constitutes deductible "lease expenditures" in AS 43.55.165(a), so it would read in pertinent part:

For purposes of this chapter, a producer's lease expenditures for a calendar year are (1) costs ... that are ... (B) allowed by the department by regulation...  
[emphasis added]

Grammatically the phrase "by regulation" modifies the verb "allowed" by showing how this "allow[ing]" is to be done. As a result, the regulation it calls for is as part of the actual substance

of the law, instead of being a regulation merely to interpret or apply the law, as regulations ordinarily are.<sup>1</sup> This difference from an interpretive regulation is illustrated by the language calling for such an interpretive regulation in the same statute, on lines 26-27 on page 40 of the Judiciary CS: “a reasonable allowance ... as determined under regulations adopted by the department” (emphasis added).

DOR has testified that it intends “allowed ... by regulation” to mean that it could adopt a regulation listing the kinds of costs that are “direct” costs, which is one of the conditions for being a deductible lease expenditure. But AS 43.55.165(b)(1)(G) in lines 22-23 on page 41 of the Judiciary CS specifically covers this, by including in its list of “direct” costs any and all “other direct costs as may be established in regulations adopted by the department” (emphasis added). So the provision phrase “by regulation” in section 165(a)(1)(B) is not needed in order to establish DOR’s intended list of other “direct” costs.

There are really only two meanings that “allowed ... by regulation” can reasonably have. One is that DOR will adopt a regulation to “allow” costs for a particular unit, or for a particular producer, or perhaps even on an item-by-item basis. This is possible, but seems unnecessary in light of the interpretive regulation called for under section 165(b)(1)(G) in lines 22-23 on page 41 of the Judiciary CS. Such a regulation might also lack the “general application” required to be a real regulation.<sup>24</sup>

The other meaning for “allowed ... by regulation” is that this regulation may actually dis-allow expenditures that are otherwise “direct” under section 165(b), “ordinary and necessary” under section 165(j)(2), and incurred for oil and gas exploration, development or production. This is tantamount to letting the regulation override the provisions on these other subsections of the statute. And if the regulation can narrow the scope of subsections (b) and (j)(2), what would stop it from being able to narrow the scope of paragraphs in subsection (e) that disallow certain categories of costs from being lease expenditures?

In effect, this “allowed ... by regulation” language could be read as allowing DOR in this regulation to overrule the balance that the Legislature has crafted about what kinds of costs can be included in deductible lease expenditures and what kinds cannot. While we are doubtful that the Legislature, under the Separation of Powers Doctrine,<sup>25</sup> could delegate so much legislative power to DOR in the Executive Branch, it is not AOGA who will give the definitive answer on this. Meanwhile, until there is such an answer, there is the chance that DOR — perhaps in some future Administration — might attempt to apply the “allowed ... by regulation” language in this way. That would place the very law of this production tax under the will of whoever is administering it.

AOGA is not calling for a radical change in the Judiciary CS to forestall even the possibility of such a bizarre situation. All that is needed is the deletion of the words “by

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<sup>1</sup> “[R]egulation’ means every rule, regulation, order, or standard of general application ... adopted by a state agency to implement, interpret, or make specific the law enforced or administered by it[.]” AS 44.62.640(3).

regulation" that appear in line 16 on page 40 of the Judiciary CS.

Enforcement by taxation of contractual lease obligations. The Judiciary CS would amend AS 43.55.165(e)(6) so that "costs arising from ... failure to comply with an obligation under a lease" would be excluded from a taxpayer's deductible lease expenditures (Bill Section 59). As explained earlier, a person's obligations under a lease are contractual in nature, and the penalties for violating those obligations are prescribed in the lease.<sup>26</sup> It is inappropriate for the State to use its sovereign taxation powers to advance DNR's contractually based, non-sovereign authority to enforce obligations under the leases it enters into.

Disallowance of costs for legal notices required by law. The Judiciary CS would amend AS 43.55.165(e)(8) so that "costs of ... advertising" would be excluded from a taxpayer's deductible lease expenditures (Bill Section 59). AOGA agrees that the costs of commercial advertising to sell a taxpayer's products or to enhance its reputation are not "direct" or "ordinary and necessary" costs of exploring for, developing or producing oil or gas. However, we are concerned that "advertising" might be broadly construed or applied so as to include the costs of legal notices or legal advertisements that a taxpayer is required to make in order to obtain a permit, license or similar authorization or permission from a governmental agency for oil and gas exploration, development or production activities. Our proposed change to the Judiciary CS to avoid this unintended result appears in the endnotes.<sup>27</sup>

Disallowance of the entire cost in transactions between related parties. The Judiciary CS would amend AS 43.55.165(e)(12) so that expenditures under a transaction between affiliates or related parties would be disallowed unless the taxpayer "establishes to the satisfaction of the department" that those expenditures do not exceed the "fair market value" for them (Bill Section 59). There are two problems with the proposed change. First, to prevent DOR from arbitrarily withholding its approval of such an expenditure, the taxpayer should establish "to the reasonable satisfaction" of the department that it doesn't exceed fair market value for it. Second, if the taxpayer cannot make the showing to DOR's satisfaction, the entire expenditure is disallowed instead of the portion of it that exceeds fair market value. AOGA believes that, if an expenditure has actually been incurred, it should be allowed except for any part of it that is found to exceed fair market value. But disallowing the entire cost, instead of the portion of it that exceeds fair market value, is itself excessive and undercuts a major purpose of this tax, which is to provide incentives for investment.

Allowance or disallowance of overhead costs. The Judiciary CS has inconsistent provisions about whether any allowance should be made for overhead costs. Bill Section 57 would repeal and reenact AS 43.55.165(a) so that paragraph (2) of that subsection would authorize "a reasonable allowance for that calendar year, as determined under regulations adopted by the department, for overhead expenses that are directly related to exploring for, developing, or producing, as applicable, oil or gas deposits." At the same time Bill Section 59 would add paragraph (22) to AS 43.55.165(e) disallowing "overhead, office, or administrative expenses, and all other indirect costs of oil or gas exploration, development, or production."

When an operator bills the non-operator participants in a unit or other oil and gas operation, "typical industry practices and standards"<sup>28</sup> call for an allowance for overhead to be included in the amount billed. For those non-operators, the overhead component of the bill is just as real, and costs just as much, as the rest of the expenditures being billed. Under its regulations called for in AS 43.55.165(a)(2), DOR would have control over deductible overhead. It is necessary to delete paragraph (22) appearing in lines 3-4 on page 46 of the Judiciary CS.

Disallowance of dismantlement and removal costs incurred in renewal of aging facilities. The Judiciary CS would amend AS 43.55.165(e)(15) so that all "costs incurred for dismantlement[ or] removal ... of a facility, pipeline, well pad, platform, or other structure" would be disallowed (Bill Section 59).

The problem with this is that many of the production facilities on the North Slope are 25 years old or older. This means they not only have the normal wear and tear from use for such a long time, but it also means that they may not have the best design to handle the produced fluids that these fields will have in the coming decades as increasing amounts of viscous and heavy oil are anticipated to come into production. Renewal is the retrofitting, refurbishment or replacement of these facilities so the fields will be ready for the long-term future.

The complete disallowance of dismantlement and removal of a facility being replaced as part of this renewal process would be a disincentive against renewal. AOGA believes the partial disallowance of dismantlement and removal costs under the present language in AS 43.55.-165(e)(15) is more appropriate than the complete disallowance proposed in the Judiciary CS. The CS should be changed from line 18 on page 43 through line 8 on page 44 so that the existing language in paragraph (15) is not changed.

Prudhoe Bay corrosion in 2006. The Judiciary CS contains two changes to AS 43.55.-165(e)<sup>29</sup> with the apparent objective of disallowing deductions or credits for costs incurred in association with the replacement of corroded oil transit lines that leaked a small quantity of oil in August 2006 and led to a temporary partial shutdown of the Prudhoe Bay Unit (Bill Section 59). The disallowance of those Prudhoe Bay costs appears to be the objective because paragraph (a) of Bill Section 72 would make those changes retroactive to April 1, 2006.

AOGA offers no opinion about the constitutionality or other legality of making those changes retroactive to April first of last year. However, the precedent to be set by that retroactivity would be poor tax policy in terms of encouraging investment. Potential investors will be very wary about committing large amounts of money to Alaskan projects when their expectations for those investments can be materially altered by retroactive changes to the tax laws such as this one.

AOGA opposes the proposed new paragraph (19) that would be added to AS 43.55.-165(e) by Bill Section 59, to the extent it would set a rule for the future. Paragraph (19) would disallow "costs incurred for repair, replacement, or deferred maintenance" that causes or results from an "unscheduled interruption or, or reduction in the rate of, oil or gas production" or an "unpermitted release of a hazardous substance [e.g., oil] or of gas[.]" The standards for relief

from this disallowance are unreasonably narrow and unrealistic, which reflects the basic punitive intent that the drafters had regarding Prudhoe Bay corrosion. Also, although the Administration touts these "unscheduled" or "unauthorized" triggering events as clear-cut, there is nothing about how severe the interruption or reduction of production must be in order to be a triggering event, nor is there anything about how great the discharge must be in order to trigger the disallowance.

If, despite our counsel against it, the Legislature chooses to enact a retroactive change to AS 43.55.165(e) to disallow costs from the Prudhoe Bay corrosion matter, AOGA would urge the simultaneous repeal of AS 43.55.165(e)(18), which creates the flat 30¢-a-barrel exclusion from capital expenditures. When Dr. Pedro van Meurs proposed the 30¢ exclusion, and again in his testimony at the start of this special session, he was clear that it was a clear and simple response to the Prudhoe Bay corrosion that would avoid getting bogged down in disputes about which costs ought to be disallowed because of the corrosion situation and how much those costs were. If the corrosion-related costs are disallowed, there is no sound reason for the State to double-dip those costs by the 30¢ disallowance.

Deletion of clarification of what constitutes an "upstream" cost. The Judiciary CS, in lines 5-11 on page 42, would amend AS 43.55.165(b) by deleting existing language that clarifies that an activity does not have to be physically located on or near the premises of a unit, field or exploration prospect in order for the costs of that activity to qualify as "upstream" expenditures under AS 43.55.165(a)(1)(B)(i) in lines 19-20 on page 40 of the Judiciary CS.

The deletion of this clarifying language could mean that the costs of fabricating a production module in Anchorage or Outside and transporting it to the North Slope or transporting a drilling rig would no longer be deductible expenditures incurred for oil and gas exploration, development, or production in this state. It is not possible to construct and install production facilities from scratch on the North Slope in the same way one might build a house from scratch in Southeast Alaska. As you may have heard in prior testimony, there is also a shortage of available drilling rigs in Alaska. Drilling rigs are required to be contracted months in advance of the scheduled exploratory work and then transported to Alaska. The proposed amendment would disallow those necessary costs, discouraging, not encouraging, exploration activities the PPT was designed to encourage. To avoid these and other absurd and unrealistic results, the clarifying language must be restored in AS 43.55.165(b).

Limitation on deductible property taxes. The Judiciary CS proposes to amend AS 43.55.165(b)(1)(B) by limiting deductible property tax payments to those taxes paid "for properties on which oil and gas exploration, development, or production is taking place" (Bill Section 58). Whoever drafted this never looked at the state property tax statutes to see what kinds of property are taxable. Properties "on which" oil and gas operations are taking place are the leases, which are not subject to property tax.<sup>30</sup> The properties that are subject to state and municipal property taxes under AS 43.56 are the facilities, equipment, and supplies primarily used or contractually committed for use in oil and gas exploration, production or pipeline transportation.<sup>31</sup> Obviously, property taxes on pipelines are not "direct" or "ordinary and necessary" costs of oil and gas exploration, development or production, and so they are not

deductible under the definition of deductible lease expenditures in AS 43.55.165(a). We believe AS 43.55.165(b)(1)(B)(i) needs only to say "(i) property taxes; and" for it to work properly.

Presumptions about audit claims and burden of proof. The Judiciary CS proposes to amend AS 43.55.050 by adding a new subsection (b) to it establishing a presumption that determinations by DOR of the amount of tax due are correct, and putting the burden of proof on the taxpayer "to prove that the determination by the department is incorrect and to prove the correct amount of tax due under this chapter" (Bill Section 48). This presumption is completely redundant with the existing provisions in AS 43.05.245, applying generally to taxes levied under AS 43. In pertinent part, AS 43.05.245 provides:

If a taxpayer fails to file a return or report required by this title in the time required by law or regulation, or makes an erroneous or fraudulent return, the department shall proceed to assess the license fees, tax, penalties, or interest and make a return from information that it obtains. An assessment or a return subscribed by the department in accordance with this section is presumed sufficient for all legal purposes. However, nothing prevents a taxpayer from presenting evidence or other information in an informal conference under AS 43.05.240 or in an appeal under AS 43.05.241 in order to rebut the presumed sufficiency of an assessment or return subscribed by the department, nor does the presumption of sufficiency alter the parties' respective burdens of proof once the taxpayer has presented evidence or other material information to rebut that presumption. [emphasis added]

The question of the respective burdens of proof once the taxpayer meets its burden of rebutting the presumption of correctness was addressed in the Alaska Supreme Court's decision in *Gulf Oil Corp. v. State, Dept. of Revenue*, . In that case, one of the questions was whether it would be unfair under the Multistate Tax Compact (AS 43.19.010)<sup>32</sup> to treat certain taxes that Gulf Oil paid to foreign governments as nondeductible income taxes. Gulf Oil offered three different arguments why treating those taxes as nondeductible costs would be unfair. After considering each argument and finding it inadequate, the court declared:

... each of the methods proposed by Gulf would result in a lower tax. However, we do not equate "lower" with "more fair." Each method is at least as arbitrary as the DOR's strict application of AS 43.20.031(e). We find Gulf did not carry its burden of establishing that its proposed methods are more fair than the legislature's clearly-expressed preference that "the taxpayer is not entitled to deduct any taxes based on or measured by net income." [emphasis added; citation and footnote omitted]

As *Gulf Oil* indicates, the case law in Alaska and other jurisdictions generally seems to be that taxpayers have the burden of proof in showing that a tax or audit claim for additional tax is incorrect.<sup>33</sup> Also, AS 43.05.455(e) provides, "The taxpayer bears the burden of proof on questions of fact by a preponderance of the evidence unless a different standard of proof has been set by law for a particular question" when tax appeals are being heard in the Office of

Administrative Hearings pursuant to AS 43.05.405 – 43.55.499.

The proposed enactment of subsection (b) in AS 43.55.050 under Bill Section 48 is unnecessary and redundant with existing law, and therefore Bill Section 48 should be deleted from the Judiciary CS.

D. Issues about Tax Stability

The last point I would like to make today is about destabilizing the investment climate here. In 2005 Governor Murkowski disregarded procedures established by regulation (15 AAC 55.027) and ordered DOR to aggregate certain fields within the Prudhoe Bay Unit with the main field for ELF purposes, including fields with heavy oil in the West Sak formation. The result was an administratively created increase in the tax law of over \$120 million a year at the prices back then.

Last year the Legislature enacted the PPT, further increasing the production tax by over \$800 million during the last nine months of 2006 alone. And it did this retroactively back to April first of last year.

Now the Judiciary CS before you proposes to increase the production tax yet again, and even more massively — on the order of one billion, eight hundred million dollars a year above even the PPT at \$80 real prices, according to DOR's fiscal note for the Judiciary CS. And, once again, it being proposed to make this change retroactive, this time to the first of this year.

As I have explained, you have been allowed to have serious misimpressions about what the Gaffney Cline model really shows and about how limited its proper use actually is. These misimpressions have, in turn, led to a serious underestimating of the effects of this newest change on future investment decisions about exploration, heavy and viscous oil development, and the renewal and ongoing development of existing "conventional" fields. Not even a state legislature can repeal the laws of economics, any more than it could repeal the law of gravity. And believe me, the laws of economics say there will be adverse impacts on investment decisions here if the Judiciary CS becomes law.

It is unfortunate that so many in the public, and even in the halls here, do not believe the warnings being given by the explorers and producers here. Perhaps even this AOGA testimony will change no one's mind. But I have to hope it will. The future of Alaska is at stake, and we urge this Legislature to pull back to safer ground.

Thank you for giving AOGA this opportunity to testify.

ENDNOTES

<sup>1</sup> DOR, *Revenue Sources Book Spring 2007*, p. 17, Figure 2-13 ("Total Unrestricted General Purpose Revenue, FY 2006 and Forecasted FY 2007-2017"), column captioned "Percent From Oil".

<sup>2</sup> When production declines at  $X\%$  a year, this means the production rate after one year ( $P_1$ ) is  $(1 - X\%)$  of the initial production rate ( $P_0$ ), or  $P_1 = P_0 \times (1 - X\%)$ . After the second year the production rate ( $P_2$ ) is  $(1 - X\%)$  of the rate after one year of production, or  $P_2 = P_1 \times (1 - X\%) = [P_0 \times (1 - X\%)] \times (1 - X\%)$ , which can be simplified as  $P_2 = P_0 \times (1 - X\%)^2$ . After 10 years of decline, the rate  $P_{10}$  is  $P_0 \times (1 - X\%)^{10}$ . North Slope production was 1,404 million barrels a day in FY 1997 and 740 thousand barrels a day in FY 2007, while Cook Inlet produced 37 thousand barrels a day in '97 and 16 thousand barrels a day in '07. See DOR, *Revenue Sources Book Spring 2007*, pp. 97-98. So for the last 10 years of North Slope production decline,

$$1,404,000 \times (1 - X\%)^{10} = 740,000.$$

Dividing both sides of this equation by 1,404,000 gives:

$$(1 - X\%)^{10} = 740,000/1,404,000 = 0.5271.$$

One can solve for  $(1 - X\%)$  by taking the 10th root of both sides of this latter equation:

$$\sqrt[10]{(1 - X\%)^{10}} = \sqrt[10]{0.5271}, \text{ or}$$

$$(1 - X\%) = 0.9380.$$

Since  $(1 - X\%)$  is the same as  $1 - X\%$ , one can subtract 1 from each side of the equation to get:

$$-X\% = -0.0620,$$

and then dividing both sides by  $-1$  yields:

$$X\% = 6.20.$$

In other words, the rate of decline averaged 6.20% a year for the North Slope. The same calculations for Cook Inlet, using beginning and ending production of 37,000 and 16,000 barrels a day respectively instead of 1,404,000 and 740,000, yields an average annual decline rate of 8.0 percent.

<sup>3</sup> DOR, *Revenue Sources Book Spring 2007*, p.

<sup>4</sup> Here is the math for the 300,000-barrel-a-day threshold shown in the right-hand graph: From the analysis in Endnote 1 above, we know that for a given decline rate  $R$ , the volume of production after  $N$  years of decline is  $P \times (1 - R)^N$ . So for each decline rate in the table, you use that as the value of  $R$  in the formula, and then you solve for  $N$  as the value of  $N$  that gives 300,000 barrels a day as the rate. The equation for this is:

$$740,000 \times (1 - R)^N = 300,000$$

When you take the logarithm of both sides of this equation, you get the following equation:

$$\log[740,000 \times (1 - R)^N] = \log[300,000].$$

The reason for using logarithms is that they have the property that the logarithm of two numbers being multiplied together equals the sum of the logarithms for each of them, while the logarithm of a number raised to an exponent  $N$  equals  $N$  times the logarithm of that number. Using this gives the following restatement of the prior equation:

$$\log[740,000] + N \cdot \log[(1 - R)] = \log[300,000].$$

Subtracting  $\log[740,000]$  from both sides of the last equation yields the following

[continued on next page]

$$X \times \log[(1 - R)] = \log[300,000] - \log[740,000].$$

Now you can solve for  $X$  by dividing both sides of the last equation by  $\log[(1 - R)]$ , which yields:

$$X = \frac{\log[300,000] - \log[740,000]}{\log[(1 - R)]}$$

By plugging the decline rate of your choice into this last equation as the value of  $R$ , the value of  $X$  can be calculated by simple arithmetic and a set of logarithm tables, or with a calculator or computer that can compute logarithms. This straightforward calculation has been done for each of the decline rates shown in the right-hand graph. The equations and arithmetic are the same for the left-hand graph, except that 200,000 replaces 300,000 in the equations.

<sup>5</sup> For producers without production before April 1, 2006, the period ends at the end of the sixth calendar year after the one when they first take a TIE credit against tax due under AS 43.55.011(e) on their production. See AS 43.55.023(i)(3)(A)(ii).

<sup>6</sup> AS 43.05.220(b).

<sup>7</sup> AS 43.05.220(a). Technically the failure-to-pay penalty is 5% per month for each month that the tax remains underpaid, up to a maximum of 25 percent. It would be extremely rare for DOR to discover the underpayment and issue the failure-to-file penalty before it has reached its 25% cap.

<sup>8</sup> 15 AAC 05.220(a). In addition, if the 5% negligence penalty is assessed, DOR automatically assesses the 25% failure-to-pay penalty as well. 15 AAC 05.210(g).

<sup>9</sup> We have already used "capex" in this testimony to mean capital expenditures under federal income tax principles. We now use "opex" to mean operating expenses under those federal principles.

<sup>10</sup> Bill Sections 22, 23 and 54 make conforming changes in other parts of the production tax laws to reflect the enactment of a new subsection (o) in AS 43.55.011 that would occur under Bill Section 24.

<sup>11</sup> SOURCE: DOR, Tax Division, "Summary of Published Prevailing Values for Cook Inlet Gas"; available online at [www.tax.state.ak.us/programs/oil\\_prices/prevailingvalue/cookinlet.asp](http://www.tax.state.ak.us/programs/oil_prices/prevailingvalue/cookinlet.asp) (last visited 6 November 2007). The published data are for calendar quarters, and the March 31, 2006 termination date for the 12-month period is also the last day of the first quarter of 2006. Therefore, the average of the published prevailing values for the last three quarters of 2005 and the first quarter of 2006 will give the necessary result. Those prevailing values are \$3,372 for 2Q05, \$3,581 for 3Q05, \$3,642 for 4Q05 and \$3,745 for 1Q06. The average of these is \$3,585.

<sup>12</sup> Changes that could be made to CSSB 2001(JUD) to limit the taxable value of non-Inlet gas in this manner are:

- A) Strike "other than gas subject to AS 43.55.011(o)," in lines 21-22 and in line 29 on p. 38;
- B) After "is" in line 21 and in line 29 on p. 38, insert "except as otherwise provided in (f) of this section,"
- C) Insert "before 2022" after "sedimentary basin" in line 17 on p. 39;
- D) Strike "1" at the end of line 14 and all material in lines 15-22 on p. 39 except "1" at the end of line 22;
- E) Insert the following new Bill Section after line 22 on p. 39 and renumber the remaining Bill Sections accordingly:

\* \* Sec. 55. AS 43.55.160 is amended by adding a new subsection to read:

(f) For gas taxable under AS 43.55.011(e) that is produced during a month from a lease or

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property outside the Cook Inlet sedimentary basin before 2022 and used in the state, the portion, if any, of its gross value at the point of production that exceeds the amount of the product under AS 43.55.011(j)(2) that would be calculated for it if it were produced in the Cook Inlet sedimentary basin shall be excluded from the determination of the monthly production tax value under (a)(1) and (a)(2), as applicable, of this section."

<sup>13</sup> AS 44.62.640(3) defines "regulation" to be "every rule, regulation, order, or standard of general application or the amendment, supplement, or revision of a rule, regulation, order, or standard adopted by a state agency to implement, interpret, or make specific the law enforced or administered by it, or to govern its procedure, except one that relates only to the internal management of a state agency[.]"

<sup>14</sup> AS 44.62.300 says in pertinent part: "An interested person may get a judicial declaration on the validity of a regulation by bringing an action for declaratory relief in the superior court. In addition to any other ground the court may declare the regulation invalid (1) for a substantial failure to comply with AS 44.62.010 - 44.62.320" which, *inter alia*, specify the procedures to be followed in adopting regulations.

<sup>15</sup> *Wien Air Alaska, Inc. v. Dep't of Revenue*, 647 P.2d 1087 (Alaska 1982).

<sup>16</sup> See 15 AAC 55.191(j).

<sup>17</sup> See 15 AAC 55.191(b)(3)(C) and (D), 15 AAC 55.191(b)(4)((B)(iii) and (iv), 15 AAC 55.191(b)(6) - (8), 15 AAC 55.195, 15 AAC 55.196, and DOR's publication *Computation of a Cost-of-Capital Allowance under 15 AAC 55.196, Incorporating Depreciation and Return on Invested Capital for Marine Vessels and Improvements* (Second Edition: September 19, 2003), which is adopted by reference under 15 AAC 55.196(d) as part of 15 AAC 55.196.

<sup>18</sup> Subjectivity becomes significant if there is no reliable third-party source or sources to report or quote transportation costs based on actual and current transactions in the open market. In the absence of authoritative and reliable empirical market data about the transportation costs being charged, the determination of what the "market value" is for that transportation can quickly degenerate into little more than one "expert" opinion versus another. Or sometimes, objective empirical market data are available, but they are based too much on data reported for the very transportation that DOR is trying to find the "market value" of — which brings about the circularity that DOR would want to avoid. The latter was the problem DOR perceived in using "USFRA" quotes for costs of marine transportation in Jones Act vessels between U.S. ports in the late 1970s.

<sup>19</sup> Article I, section 10, clause 1 of the United States Constitution provides in pertinent part: "No State shall ... pass any Bill of Attainder, ex post facto Law, or Law impairing the Obligation of Contracts[.]" Article I, section 15 of the Alaska Constitution provides in pertinent part: "No law impairing the obligation of contracts, and no law making any irrevocable grant of special privileges or immunities shall be passed."

<sup>20</sup> The pages in question are pages 24 - 26 of CSSB 2001(JUD).

<sup>21</sup> See SB 2001 p. 22, Bill Section 31.

<sup>22</sup> See, e.g., Alaska Oil & Gas Conservation Commission, Conservation Order No. 233 (September 30, 1987), Finding 9: "The Barrow Gas Field was conveyed to the North Slope Borough from the Federal [sic] government in 1984."

<sup>23</sup> See, e.g., DNR, Division of Oil & Gas, *Cook Inlet oil and Gas Unit Ownership* (map), available online at

[www.dog.dnr.state.ak.us/oil/products/maps/cookinlet/images/cook%20inlet%20maps%202007/CI\\_OandG\\_UnitOwnership\\_March07.pdf](http://www.dog.dnr.state.ak.us/oil/products/maps/cookinlet/images/cook%20inlet%20maps%202007/CI_OandG_UnitOwnership_March07.pdf) (last accessed 8 November 2007), showing "Municipality of Anchorage" with a "33.33%" interest as one of the three owners of the Beluga River Unit.

<sup>24</sup> AS 44.62.640(3) defines "regulation" in pertinent part to be "every rule, regulation, order, or standard of general application" (emphasis added).

<sup>25</sup> *Public Defender Agency v. Superior Court, Third Judicial District*, 534 P.2d 947, 950 (Alaska 1975): "... it can be fairly implied that this state does recognize the separation of powers doctrine." *Hammond v. Bradner*, 553 P.2d 1 (Alaska 1976) (invoking Separation of Powers to hold unconstitutional a law enacted over the governor's veto that required legislative confirmation of deputy commissioners and 19 specified division directors, in addition to the legislative confirmation specifically authorized under Article III, §§ 25 and 26, respectively, for the individuals or boards that head principal departments of the Executive Branch):

... the underlying rationale of the doctrine of separation of powers is the avoidance of tyrannical aggrandizement of power by a single branch of government through the mechanism of diffusion of governmental powers. It is clear that the doctrine is not a common law concept; it is, however, a brooding omnipresence by virtue of its conceptually central role in the structure of American constitutional government.

A problem inherent in applying the doctrine of 'separation of powers' stems from the fact that the doctrine is descriptive of only one facet of American government. The complementary doctrine of checks and balance must of necessity be considered in determining the scope of the doctrine of separation of powers. Both doctrines address and are designed to resolve the problem of efficient government versus tyrannical government and have as their goal the protection of the electorate from tyranny. [footnotes omitted]

*Cf. State, Dept. of Revenue v. A.L.I.V.E. Voluntary*, 606 P.2d 769 (Alaska 1980), rejecting a Separation of Powers argument that, because the adoption of regulations involves a delegation of law-making power to the Executive Branch, the Legislature can annul a regulation by passing a concurrent resolution of annulment, instead of enacting a law annulling it. The court in *A.L.I.V.E.* said that, if the Legislature uses its power to make or change the law, it must obey the procedures specified in the Alaska Constitution for enacting legislation, which include allowing the Governor to veto an Act and the Legislature to override such a veto. Annulling a regulation changes the law, but passing a concurrent resolution of annulment does not include the procedures for veto or override. Hence annulment of a regulation by a concurrent resolution does not follow the procedures that the Legislature must follow in exercising its power to make, amend and repeal laws, and therefore annulment in this manner is unconstitutional.

<sup>26</sup> See, e.g., DNR, Division of Lands, Form DL-1 (revised 1963), ¶ 34 ("Default; Termination"). Various other paragraphs throughout Form DL-1 provide for the expiration or termination of the lease if certain specific acts are not performed when due, such as the termination of the lease on each anniversary date unless the lessor pays an annual rental of \$1.00 an acre to the State before that anniversary date (¶ 9).

<sup>27</sup> In line 27 on page 42 of the Judiciary CS, insert after "advertising" the following: "other than legal notices or advertisements legally required in order to obtain a permit or other governmental action for operations of a lease or property or an exploration prospect that is not a lease or property"

<sup>28</sup> The quoted language is from AS 43.55.165(b), defining "direct" costs, as it would be amended under the Judiciary CS.

<sup>29</sup> The particular changes are the addition of "violation of law" in paragraph (6) in line 23 on page 42 of the Judiciary CS, and the addition of paragraph (19) beginning in line 22 on page 44.

<sup>30</sup> AS 43.55.017(a) provides in pertinent part: "Except as provided in this chapter, the taxes imposed by this chapter are in place of all taxes now imposed by the state or any of its municipalities, and neither the state nor a municipality may impose a tax on (1) producing oil or gas leases" (emphasis added). AS 43.55.017(b) similarly prohibits municipal taxes on "nonproducing oil or gas leases or properties."

<sup>31</sup> AS 443.56.210(5) defines "taxable property" as follows:

(5) "taxable property"

(A) means real and tangible personal property used or committed by contract or other agreement for use within this state primarily in the exploration for, production of, or pipeline transportation of gas or unrefined oil (except for property used solely for the retail distribution or liquefaction of natural gas), or in the operation or maintenance of facilities used in the exploration for, production of, or pipeline transportation of gas or unrefined oil; "taxable property" includes

(i) machinery, appliances, supplies, and equipment;

(ii) drilling rigs, wells (whether producing or not), gathering lines and transmission lines, pumping stations, compressor stations, power plants, topping plants, and processing units;

(iii) roads, tank farms, tanker terminals, docks and other port facilities, and air strips;

(iv) aircraft and motor vehicles owned by a person whose principal business in the state is the exploration for, production of, or pipeline transportation of gas or unrefined oil and whose operation of the aircraft or motor vehicle directly relates to the conduct of that business;

(v) maintenance equipment and facilities, and maintenance camps and other related facilities; and

(vi) communications facilities owned by a person whose principal business in the state is the exploration for, production of, or pipeline transportation of gas or unrefined oil and whose operation of the communications facilities directly relates to the conduct of that business;

(B) does not include

(i) permanent residences;

(ii) office buildings requiring substantial local government services;

(iii) oil and gas pipeline systems owned and operated by a public utility that is certificated under AS 42.05.221 and is regulated by the Regulatory Commission of Alaska;

(iv) aircraft and motor vehicles, except aircraft and motor vehicles taxable under (A)(iv) of this paragraph; and

(v) communications facilities, except communications facilities taxable under (A)(vi) of this paragraph[.]

<sup>32</sup> Article IV, section 18 of AS 43.19.010 (Multistate Tax Compact) allows DOR to grant relief if the regular method of apportioning income to Alaska "do[es] not fairly represent the extent of the taxpayer's business activity in this state." The kinds of relief available in such a situation include "(a) separate accounting; (b) the exclusion of any one or more of the [regular apportionment] factors; (c) the inclusion of one or more additional factors which will fairly represent the taxpayer's business activity in this state; or (d) the employment of any other method to effectuate an equitable allocation and apportionment of the taxpayer's income."

<sup>33</sup> For instance, later in the *Gulf Oil* decision, the Alaska Supreme Court cited the U.S. Supreme Court's decision in *Container Corp. v. Franchise Tax Board*, 463 U.S. 159 (1983) for the rule if a taxpayer seeks to show that an apportionment-based income tax is unconstitutional, there is "a steep burden on the taxpayer to prove by clear and cogent evidence that the income attributed to the State is in fact out of all appropriate proportion to the business transacted ... in that state, ... or has led to a grossly distorted result." *Gulf Oil* (ellipses in original; citation and internal quotation marks omitted).

HANDOUTS

GOVERNOR'S  
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LETTER

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STATE OF ALASKA  
OFFICE OF THE GOVERNOR  
JUNEAU

October 17, 2007

The Honorable Lyda Green  
President of the Senate  
Alaska State Legislature  
State Capitol, Room 111  
Juneau, AK 99801-1182

Dear President Green:

Under the authority of art. III, sec. 18 of the Alaska Constitution, I am transmitting a bill to make Alaska's oil and gas production tax system one that is clear and equitable. This legislation would provide the necessary tools to protect the state's interests as it moves forward with the industry on a mutually beneficial basis in the exploration and development of Alaska's oil and gas resources.

The bill would amend the current production tax on oil and gas under AS 43.55 and would amend other statutes to aid in the administration and enforcement of the production tax. It accomplishes six primary goals: (1) requires more complete reporting of tax-related information by producers, explorers, and operators; (2) establishes rules for the sharing of confidential information between state agencies; (3) ensures the public disclosure of important production tax information; (4) provides various tools to help the Department of Revenue (department) administer the tax; (5) institutes clear fiscal terms for explorers and producers; and (6) establishes an oil and gas tax credit fund to ensure our incentive programs function effectively.

To accomplish the first goal, the bill specifies extensive annual reporting requirements for producers and explorers and makes clear that the department also has authority to require monthly reporting of tax information. The information would provide the department's production tax auditors the tools necessary to conduct thorough and accurate production tax audits and would help the department better monitor costs that may be claimed as deductions or used to obtain tax credits. In addition, the bill would authorize the department to require reporting of forward-looking information, such as producers' budgets for future expenditures. The department needs this kind of information for accurate revenue forecasting. The bill would provide for penalties of up to \$1,000 per day for failure to file certain required reports, in addition to other remedies under current law.

COMMITTEE COPY

SENATE BILL NO. 2001

The Honorable Lyda Green

October 17, 2007

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The second goal is accomplished by clearly providing for the Department of Revenue and the Department of Natural Resources to share extensive producer and explorer information, while maintaining the confidentiality afforded under current law. This information sharing would improve administration of both agencies' programs and increase efficiency, since the two agencies often have similar data needs under their respective tax and royalty programs.

To fulfill the third goal, the bill would make clear that the department may publish production tax information aggregated among at least three taxpayers. This would include information on taxes paid, values of oil and gas produced, capital expenditures and other costs, tax credits, and more. Publishing such information would give the public confidence that Alaska is receiving its equitable share of our natural resource value.

As one means of achieving the fourth goal, the bill would provide for placing petroleum revenue auditors into the exempt service. This would help the state retain and attract the necessary expertise by giving the departments flexibility in setting salaries that compete with similar positions in the private sector. Petroleum revenue auditors currently employed with the state would have the option to remain with their union or to be moved into the exempt service.

Another tool is an extension of the statute of limitations for oil and gas production taxes. The bill would increase the time allowable for the department to conduct audits and assess tax deficiencies from three to six years. This change would give the department's oil and gas production tax auditors more time to conduct accurate and thorough audits and to make sure that producers are paying the correct amount of tax under the law.

The fifth goal requires a means to clearly establish how we value oil produced in Alaska and then how we will share that value with those who find, drill, and develop these nonrenewable resources. The bill requires the department to spell out in regulation which costs may be deducted against the tax. It would also expand the list of cost categories that are not allowed to be deducted.

One disallowed category consists of costs for repair, replacement, or deferred maintenance of facilities or equipment, including pipelines, associated with an unscheduled interruption of or reduction in the rate of oil or gas production or with an oil spill or other unpermitted release of a hazardous substance. The bill contains a limited exception, for example, for natural catastrophes beyond the producer's control. Another disallowed category consists of costs to build or operate a refinery or crude oil topping plant. In addition, the current partial disallowance for dismantlement, removal, or abandonment costs is expanded to be a complete exclusion.

The Honorable Lyda Green

October 17, 2007

Page 3

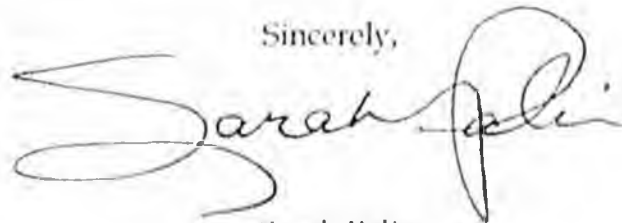
When it comes to sharing the value of the resource, the bill puts the state's share at 25 percent of the value after appropriate costs have been deducted. As prices, and profitability, rise, so does the state's share of the value. Once the net value of a barrel reaches \$30.00 on an annual basis, the state's share increases by 0.2 percent for every dollar increase above that trigger. The bill would ensure a certain amount of state production tax revenues by setting a floor on the tax paid by certain highly productive fields. This floor is 10 percent of the gross value of the oil and gas produced from those fields.

The sixth, and final, goal of the bill is to ensure the effectiveness of our credit incentive programs. The bill would establish an oil and gas tax credit fund that is financed with a percentage of oil and gas production tax receipts. The bill would give the department the ability to expend these funds in order to purchase credits from explorers and small producers. The intent of the incentive credit program is to attract new companies and new investment to our state in the pursuit of oil and gas resources. While we have succeeded in attracting new entrants, these companies have run into problems finding purchasers for the credits accumulated from their investments. If they cannot monetize these valuable credits, the purpose of the program is defeated.

With these changes, our state will have the necessary tools to protect Alaska's interests when it comes to appropriately valuing oil and gas production in this state. Alaska's share of the costs of investment would fall to 45 percent, while increasing our share of the net revenues to 48 percent. We would be able to tell the public, with confidence, that we are getting a fair share of the value derived from these non-renewable resources.

I urge your prompt and favorable action on this legislation.

Sincerely,

A handwritten signature in black ink, appearing to read "Sarah Palin". The signature is fluid and cursive, with a large loop at the end.

Sarah Palin  
Governor

Enclosure

RES AND

JUD

COMMITTEE

REPORTS

# SENATE COMMITTEE REPORT

DATE: 10/29/07

FURTHER: Finance

DATE TURNED  
IN TO OFFICE: 11/3/07

Judiciary Committee considered SENATE BILL NO. 2001

## SB 2001 OIL & GAS TAX AMENDMENTS

"An Act relating to the production tax on oil and gas and to conservation surcharges on oil; relating to the issuance of advisory bulletins and the disclosure of certain information relating to the production tax and the sharing between agencies of certain information relating to the production tax and to oil and gas or gas only leases; amending the State Personnel Act to place in the exempt service certain state oil and gas auditors and their immediate supervisors; establishing an oil and gas tax credit fund and authorizing payment from that fund; providing for retroactive application of certain statutory and regulatory provisions relating to the production tax on oil and gas and conservation surcharges on oil; making conforming amendments; and providing for an effective date."

and recommends:

be replaced with  SCS or  CS SB2001 (JUD)

adopt previous  SCS or  CS \_\_\_\_\_ (\_\_\_\_\_)

attached amendment(s)

adopt \_\_\_\_\_ Letter of Intent

further referral to \_\_\_\_\_ Committee

**SENATE BILL:**

- Same Title
- New Title

**HOUSE BILL:**

- Same Title
- Technical Title Change
- New Title w/ SCR # \_\_\_\_\_

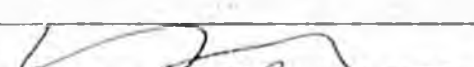
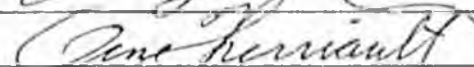
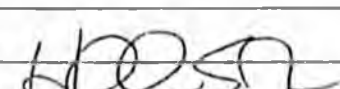
**NEW FISCAL NOTE(S):**

Department	Date	Fiscal	Indet.	Zero	FN#
REV	11/3/07	✓			5
Fiscal info <del>(#5)+6</del> forthcoming					

**PREVIOUS FISCAL NOTE(S):**

Department	Date	Fiscal	Indet.	Zero	FN#

APPROPRIATION - no fiscal note

SIGNATURES AND RECOMMENDATIONS:	PRINTED LAST NAME	DO PASS	DO NOT PASS	NO REC	AMEND
	Wielechowski	✓			
	THERRIAULT			✓	
CHAIR: 	French	✓			

**SENATE COMMITTEE REPORT**  
**First Committee of Referral**

DATE: 10/18/07

FURTHER: Judiciary  
 Finance

Date of 5-Day Notice: 2nd Special Session  
 (in accordance with Uniform Rule 23)

DATE TURNED  
 IN TO OFFICE: 10/29/07

Resources Committee considered SENATE BILL NO. 2001

**SB 2001 OIL & GAS TAX AMENDMENTS**

"An Act relating to the production tax on oil and gas and to conservation surcharges on oil; relating to the issuance of advisory bulletins and the disclosure of certain information relating to the production tax and the sharing between agencies of certain information relating to the production tax and to oil and gas or gas only leases; amending the State Personnel Act to place in the exempt service certain state oil and gas auditors and their immediate supervisors; establishing an oil and gas tax credit fund and authorizing payment from that fund; providing for retroactive application of certain statutory and regulatory provisions relating to the production tax on oil and gas and conservation surcharges on oil; making conforming amendments; and providing for an effective date."

and recommends:

be replaced with  SCS or  CS SB 2001 (RES)

adopt previous  SCS or  CS \_\_\_\_\_

attached amendment(s)

adopt \_\_\_\_\_ Letter of Intent

further referral to \_\_\_\_\_ Committee

**SENATE BILL:**

Same Title  
 New Title

**HOUSE BILL:**

Same Title  
 Technical Title Change  
 New Title w/  
 SCR # \_\_\_\_\_

**NEW FISCAL NOTE(S):**

Department	Date	Fiscal	Indet.	Zero	FN#
REV	10/28	✓			4

**PREVIOUS FISCAL NOTE(S):**

Department	Date	Fiscal	Indet.	Zero	FN#

APPROPRIATION - no fiscal note

SIGNATURES AND RECOMMENDATIONS:	PRINTED LAST NAME	DO PASS	DO NOT PASS	NO REC	AMEND
	Green			✓	✓
	McGuire				✓
	STEVENS				✓
	STIPANOVICH				✓
	Wielechowski				✓
	WAGNER				✓
	_____				✓

CHAIR:

ECON ONE

PRODUCTION

COST

INCREASES



# REPORT TO THE ALASKA LEGISLATURE ON PRODUCTION COST INCREASES

**Barry Pulliam  
Senior Economist**

Econ One Research, Inc.  
November 2, 2007

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## Report to the Alaska Legislature on Production Cost Increases

Barry Pulliam  
Senior Economist, Econ One Research, Inc  
November 2, 2007

### I. Introduction

This report addresses issues raised in Senator Therriault's August 30, 2007 letter on PPT lease costs. In preparing this report we have:

- reviewed the modeling used for the Alaska Department of Revenue's (DOR) Fiscal Note accompanying HB 3001;
- reviewed DOR's August 3, 2007 PPT Status Report;
- interviewed DOR personnel familiar with the DOR models, cost assumptions and PPT filings by the producers;
- reviewed various presentations made during PPT hearings last year;
- reviewed SEC filings made by producers;
- reviewed data compiled by the Energy Information Agency regarding production costs;
- reviewed reports prepared by market analysts regarding production costs; and
- reviewed cost information regarding drilling rig rates in the Lower 48 states.

### II. DOR Forecast Lease Cost Increases Generally

The Alaska Department of Revenue (DOR) issued a "PPT Status Report" on August 3, 2007. In that report, the DOR stated that for FY 2008, revenues were expected to be \$800 million lower than earlier forecasts, as reflected in the Fiscal Note accompanying HB 3001. The DOR Status Report is included here as Attachment I.

The DOR identified higher than forecast costs as the primary reason for the decrease in projected revenues. Relative to the HB 3001 Fiscal Note, the DOR forecast lease cost increases for FY 2008 of nearly \$2 billion. This represents an approximate 100% increase in costs. Capital cost forecasts increased by \$1.1 billion, while operating costs increased by \$0.9 billion. The impact of increased costs forecasts would account for the reduction in forecast revenues of approximately \$800 million as set forth in the Status Report.

In the Fiscal Note accompanying HB 2001 (ACES), the DOR has increased its cost increases further. The DOR currently projects total operating and capital costs for FY 2008 of \$4.33 billion, an increase of approximately 7% over the figures set forth in the August 2007 Status Report. DOR expects these higher cost levels to continue for the

near future. Attachment 2 sets forth the DOR's current lease cost forecasts through Fiscal 2014.

### III. Basis for the Costs Used in DOR's HB 3001 Fiscal Note

The cost projections included in DOR's HB 3001 Fiscal Note were developed in late 2005 and were based on information available at that time. This included confidential income tax returns and public SEC filings for the years through 2004 -- the most recent years available in 2005 -- and published consultant reports covering the period through 2003. DOR reviewed this information with the producers. In addition, we (Econ One) reviewed the DOR's cost projections.

The cost projections used in DOR's HB 3001 Fiscal Note totaled approximately \$2.1 billion for the FY 2008. On a (gross) per-barrel basis, those cost projections averaged \$7.27/bbl.<sup>1</sup> DOR's current volume projections for FY 2008 are approximately 79,000 (79 mbd) lower (725 mbd vs 804 mbd) than they were at the time the Fiscal Note was prepared. Holding total costs constant, this projected drop in volumes would increase the average cost to \$8.04/bbl, an increase of just over 10%.<sup>2</sup>

The DOR cost projections were used throughout the PPT debate in the spring and summer of 2006 in the analyses it presented to the legislature. In addition, industry presented revenue estimates during the debate that incorporated cost projections in line with the DOR projections.<sup>3</sup>

We also prepared various revenue projections during the PPT hearings. Those projections fell into two categories: (1) the economics of exploration and development and (2) revenues arising from production in fields included in production forecasts used in DOR's Fiscal Note. Our base cost estimates used in these later estimates were somewhat, though not significantly, higher than the cost estimates used by the DOR.<sup>4</sup>

### IV. The Basis for DOR's Current Cost Forecasts

DOR has based its current cost forecasts primarily on the filings submitted by the producer/taxpayers. As has been stated by DOR personnel in testimony, these costs are

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<sup>1</sup> The \$7.27 bbl figure represents the average cost per barrel produced. Spread across taxable barrel, (assuming an average royalty of approximately 12.9%), it would be \$8.35 bbl.

<sup>2</sup> The increase in average \$ bbl costs resulting from volume declines may be somewhat smaller than noted above, as a small portion of the total operating costs would be variable with production.

<sup>3</sup> See ConocoPhillips presentation on February 27, 2006. While the cost assumptions are not stated in the chart, the revenues for the PPT are in line with the DOR projections, indicating that similar costs were used in the analysis.

<sup>4</sup> In addition, we presented revenue sensitivities showing varying cost increases over base forecasts. These included a 20% cost increase, an assumption of a tripling of cost inflation (i.e., 7.5% rather than 2.5%) and an increase in capital expenditures by approximately 100% to an annual rate of \$2.5 billion.

not audited, nor have they been adjusted by DOR for potential misstatements or reporting errors.

To our knowledge, DOR has not reviewed any of the supporting information behind the tax filings. Moreover, DOR has not reviewed any of the other information that would regularly be prepared by the field operators detailing their actual and anticipated costs. These would include items such as annual operating budgets, production and drilling plans, regular (e.g., quarterly and annual) expense statements and capital expenditure authorizations (AFEs). This is information that would be shared regularly between working interest owners in each unit.<sup>5</sup>

Without a review of the information underlying the tax filings, or a review of the types of budget and expense reports prepared by the operator of each unit, it is not possible at this time to determine whether the cost increases (relative to the earlier Fiscal Note assumptions) that are reflected in the tax filings to date and the DOR's current cost forecasts will prove to be accurate, or whether they may be adjusted after review.

#### **V. Rising Costs Over the Past Several Years**

There is broad consensus among industry analysts that per-barrel operating and capital costs in the U.S. have increased sharply over the past several years. The increase in costs has been higher than general inflation and is driven in large part by higher sustained oil and gas prices relative to expectations of several years ago.

Attachment 3 shows actual ANS West Coast prices over the period January 2000 through September 2007. During this period, ANS prices have increased by approximately \$50/bbl. Moreover, expectations as to long-term crude oil prices have increased considerably just since January 2005. Attachment 4 shows expected price levels as reflected in NYMEX futures trading for oil delivered at the end of 2011. In January 2005 the forward price on the NYMEX was close to \$40/bbl. The forward price rose sharply over the course of the year, ending at close to \$60/bbl. Today, the forward price for delivery at the end of 2011 is about \$80/bbl, which is an increase of \$40/bbl since January 2005.

Expectations for sharply increased, long-term crude oil prices have led companies to spend more money looking for and evaluating prospective properties. In addition, it has led them to spend more money developing costlier reserves from existing properties. This additional demand, which results in large part from an increase in price expectations, has led to increased costs.

#### **VI. Publicly Available Data Regarding Production Cost Increases**

Publicly available data reflecting operating and capital costs show increases generally over the past several years, with sharp increases occurring in 2005 and 2006. The timing

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<sup>5</sup> It is our understanding that DOR does not have access to this information at this time.

of these increases is consistent with rapid increases in actual and expected long-term crude oil prices that began in 2005.

Attachment 5 shows an index of upstream capital costs since 2000 presented in a May 8, 2007 release by the consulting firm IHS/CERA. The index is designed to track capital costs associated with oil and gas production world-wide. The IHS/CERA figures show moderate cost inflation (consistent with the general economy) through 2004, then rising quickly, particularly in the 2<sup>nd</sup> half of 2005 and throughout 2006.

Attachment 6 shows an index of operating costs prepared from lease cost data reported by the Energy Information Administration (EIA) for Lower 48 states.<sup>6</sup> The EIA operating data shows a cumulative cost increase of 29% in 2006 relative to average cost levels over the 2002 - 2004 period that formed the basis of the earlier DOR forecast.

Attachment 7 shows an index of equipment costs prepared from the same EIA data. This chart shows a relative large increase in costs occurring in 2004, moderating somewhat in 2005 and 2006. On average, 2006 equipment costs reflected in the EIA data were 32% greater than average costs over the 2002 - 2004 period.

Attachment 8 shows an index of daily rental rates for oil drilling rigs in the Lower 48 states prepared using data from the Land Rig Newsletter. Rental rates for oil drilling rigs in the Lower 48 began rising in 2004 and increased sharply in 2005. The rate of increase slowed somewhat in 2006 and has actually declined since 1Q2006. Overall, the index shows an approximate doubling of 2006 daily rig rental rates relative to the 2002 - 2004 period.

None of the data presented in these attachments reflect actual costs in Alaska. Rather, they reflect generalized world-wide costs or costs in the Lower-48 states. These data indicate that the cost of production has risen generally over the course of the past several years. We would expect that the same pressures on production costs outside of Alaska would lead to increased costs in Alaska. And given some of the unique aspects of Alaska's production (isolation, shorter drilling season, number of suppliers available to industry in Alaska during the short-term), combined with the impact of the corrosion repair and "integrity management" work in Alaska, these general cost pressures may impact the State greater than they have elsewhere, at least in the near term.

## **VII. Production Costs Reported to the SEC and Alaska Specific Costs**

Publicly traded oil companies report production costs to the SEC in their annual filings. US companies' data is contained in their form 10-K. Foreign companies, such as BP, report the information in form 20-F. In some cases the costs are broken out separately for Alaska and other areas. Attachments 9 - 12 set forth reported production costs per barrel for ConocoPhillips, BP, ExxonMobil and Chevron. The reported production costs reflect operating expenses and do not include capital investments.

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<sup>6</sup> The EIA does not publish data for Alaska.

ConocoPhillips and BP report their production costs in Alaska separately from production costs elsewhere. These reported figures show generally increasing production costs worldwide over the past 4 years, with higher increases in the U.S. and in Alaska in particular. Alaska cost increases reported by BP were much greater than those reported by ConocoPhillips over the last 2 years.

ConocoPhillips' publicly reported production costs over the period 2003 - 2006 for equity production in Alaska and the Lower 48 states are set forth in Attachment 9. The ConocoPhillips' data shows Alaska production costs of approximately \$3.50 per barrel between 2003 and 2005. These are similar to the operating costs used by the DOR in their earlier forecasting.

Consistent with the cost and price data presented above, the ConocoPhillips' reported costs began to rise in 2005, with a sharp (63%) increase in 2006 to approximately \$6.40/bbl. ConocoPhillips' production costs for the Lower 48 states shows a much more moderate rate of increase over the past 4 years than do their Alaska costs.

BP's publicly reported production costs over the same period for equity production in Alaska, the United States and the rest of the world are set forth in Attachment 10. BP's reported figures for Alaska are in the same general range as ConocoPhillips' costs for 2003 and 2004 (approximately \$3.50 per barrel), then rise in 2005 by 38%, with a further sharp (81%) increase to over \$9.00/bbl in 2006.

ExxonMobil's reported costs are shown in Attachment 11. Unlike the other 2 large producers, ExxonMobil does not break out Alaska in its public filings. ExxonMobil's reported figures show increasing production costs over the 2002 - 2006 period higher worldwide, with a greater increase in the US, particularly in 2006.

Attachment 12 shows production costs reported by Chevron for the 2002 - 2006 period. Chevron's costs show increases generally over the period, with larger increases in the US beginning in 2005.

#### VIII. Information on Corrosion-Related Costs

DOR personnel stated that they did not know the amount that has been claimed for costs related to corrosion repair work on the North Slope. The level of cost reporting contained in the PPT filings does not provide detail regarding the nature of underlying costs. And as discussed above, these tax filings largely form the basis for DOR's cost projections going forward.

One way to attempt to determine the extent of corrosion related costs claimed and included in the tax filings would be to examine and compare the tax data across taxpayers and units, comparing costs claimed for Prudhoe Bay and by BP with costs claimed by other taxpayers and for other areas. While DOR has certainly done this, they stated that they could not share any data or analysis with us due to stated tax-payer confidentiality issues.

BP has stated publicly that it will spend \$260 million to replace the oil transit lines (OTLs) at Prudhoe Bay. Assuming these costs are all spent during 2006 and 2007, they would represent a little more than a \$1/bbl cost spread across taxable barrels at Prudhoe Bay for those two years.

In addition to the \$260 million OTL replacement cost figure, BP reported in its 2006 form 20-F that it planned to spend over \$550 million during 2007 and 2008 "net" on "integrity management" in Alaska.<sup>7</sup>

There are several questions with respect to this figure and how it relates to the corrosion issues. First, BP's filings do not define what is included in "integrity management." However, the statement would appear to be directed to efforts to insure the "integrity" of facilities at Alaska in an effort to prevent future spills or shutdowns. Second, BP's reports do not specify whether these would be operating or capital expenses. Third, it is unclear whether the \$550 million figure is all that is anticipated with respect to the integrity management issues, or whether BP has just reported anticipated costs for a two-year period. Fourth, it is unclear whether the \$550 million refers to expenses born solely by BP in its capacity as working interest owner, or whether these reflect the gross amount that BP as operator will pay on behalf of itself and the other working interest owners at Prudhoe Bay. If these expenses reflect BP's net working interest share, then the total integrity management expenditures over the 2007 – 2008 period could be far greater than \$550 million. Finally, aside from this statement, BP's filings do not separately list expenditure amounts related to "integrity management" issues prior to 2007. Accordingly, the publicly available data do not allow us to determine exactly how much of the \$550 million spending represents an increase in spending levels for this expense category relative to prior years.

Whether and to what extent corrosion-related costs are reported as a part of taxpayers' PPT deductions, the impact of these events likely has had some effect on increasing overall production costs on the North Slope for non-corrosion-related production services. As discussed above, increasing oil prices overall have put pressure on costs. The added pressure to deal with the corrosion repair and integrity management issues, particularly in a short time period, adds to the general cost pressure brought about by rising crude oil price expectations.

## IX. Some Final Thoughts on Cost Increases and the PPT

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<sup>7</sup> BP's 2006 form 20-F, page 19 states, "In response to the recent corrosion discoveries, BP has decided to replace the main oil transit lines (16 miles) in both the Eastern and Western Operating Areas of Prudhoe Bay. In addition, BP plans to spend over \$550 million (net) over the next two years on integrity management in Alaska."

The PPT system, through the deduction of costs and capital credits, was designed to encourage capital investment and increased production in Alaska over the long run. Accordingly, the fact that costs have risen relative to expectations, particularly capital-related costs, should not be viewed in and of itself as a problem. Indeed, increased capital spending is one of the policy objectives of the PPT system.

However, it would seem doubtful that the entirety, or even the majority, of the cost increases reflected in the producers' tax filings to date relative to the projections used in the earlier Fiscal Note are the result of potential stimulative effects of the PPT system.

At the outset of this project we had sought to obtain data from the DOR as to costs filed by category (i.e., capital and operating) at different fields. Examination of that data might provide an indication as to where (geographically) the cost increases relative to forecast were coming from. In addition, such an examination, along with information regarding drilling activity, might provide insight into the question of whether some of the increased costs could be explained by increased exploration activity and/or development activity in certain areas, which are policy objectives of the tax system.

As discussed above, DOR personnel have maintained that cost information by taxpayer and even aggregated cost across taxpayers by field or unit, is considered as taxpayer confidential and could not be made available. Accordingly, we were not able to undertake this analysis as initially hoped.

Based on our discussions with DOR personnel and the data reviewed we can draw the following conclusions with respect to the cost increases in DOR's modeling at this time.

- The DOR's forecasts are based largely on unaudited taxpayer returns under the PPT tax. Those costs may be reduced after review and audit.
- An increase in costs for Alaska production is consistent with the cost patterns observed generally in the industry during the past several years. Costs began to increase sharply beginning generally in 2005.
- Forecast costs used in DOR's Fiscal Note to HB 3001 appear to be in line with publicly (SEC) reported information specific to Alaska during the period 2002 through 2005.
- Capital cost forecasts used by the DOR in the HB 3001 Fiscal Note are in line with historical capital spending levels on the North Slope between 2002 and 2005.
- Repair costs for corrosion related work and integrity management on the North Slope likely add costs for non-corrosion related costs in Alaska generally.

- The increases in costs filed with the SEC for Alaska relative to the Lower 48 and elsewhere reflect in part, expenses associated with corrosion repair and "integrity management" efforts in Alaska.
- The size of the cost increases, as reflected in the DOR's forecasts, suggests that corrosion-related expenses and/or higher anticipated "integrity management" expenses are likely included in the tax filings, and as a result, included as a part of the cost forecasts.
- A proper determination of the reasons (appropriate or inappropriate) underlying the cost increases will require examination of the data underlying producer/taxpayer returns and claims under the PPT period. The examination should include review of unit-by-unit cost information both during the PPT period (i.e., from April 2006 forward) and during the several years prior to the implementation of the PPT.
- Costs have increased in recent years with unexpected increases in expectations of future crude oil prices. In the event that price expectations increase further costs may further increase. The level of increase is likely to be mitigated over the longer run with new entry (i.e., increased supply) for production-related services.
- Likewise, to the extent that long-run price expectations fall significantly (say down to \$40/bbl), we can expect to see downward pressure on costs over the long term.
- DOR did not include a cost/price sensitivity in its HP 3001 Fiscal Note or in its PPT Status Report. Its current forecast adjusts costs up or down when expected price levels rise above or fall below \$60/bbl, respectively. While these relationships are difficult to estimate with precision given the information available, in our view, this type of sensitivity is a good addition to the forecasting process.

# Attachment 1

Petroleum Profits Tax (PPT)  
Implementation Status Report

Alaska Department of Revenue  
August 3, 2007

## PPT IMPLEMENTATION STATUS REPORT

### I. Purpose of the Report and Conclusions:

In August 2006, the Alaska Legislature passed HB 3001 containing a new oil and gas production tax system called the Petroleum Profits Tax (PPT). The new profits-based tax replaced the previous production tax based on gross value, generally referred to as the "Economic Limit Factor" (ELF) tax system. Debate and passage of HB 3001 was contentious, with questions raised on the propriety of a profits-based tax and on the appropriate tax rate. The controversy escalated earlier this year with the handing down of federal indictments against several legislators that centered on potential corruption involving the PPT deliberations and votes.

The Governor tasked the Commissioner of Revenue with evaluating whether the PPT was meeting expectations with respect to state revenues and industry's reinvestment in Alaska. The Commissioner of Revenue formed a Production Tax Team, staffed with members from the Department of Revenue, Division of Tax and the Department of Natural Resources, Division of Oil and Gas to review various aspects of PPT implementation. Based on the information provided by the Production Tax Team, the initial conclusions of the Department of Revenue are:

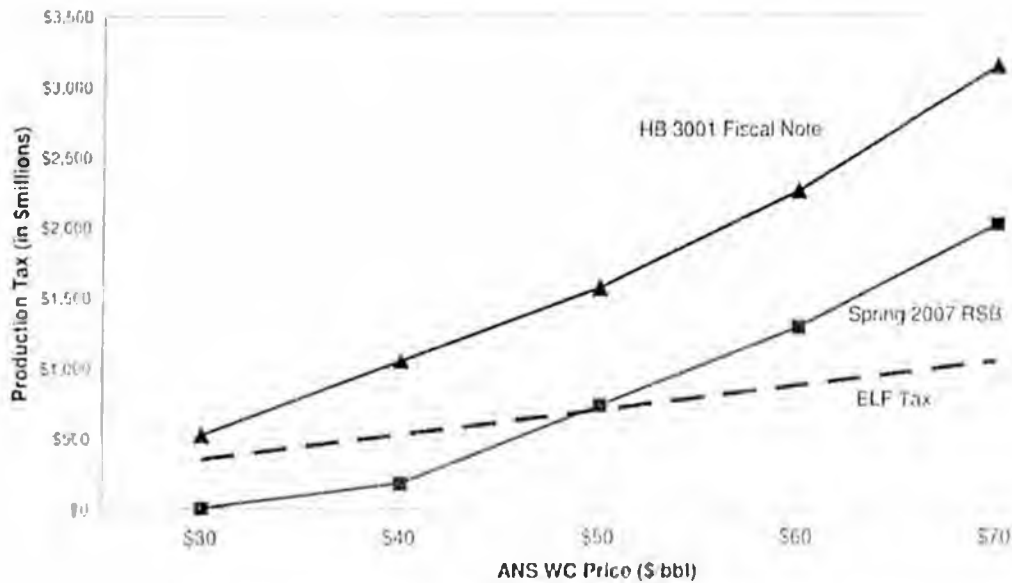
- 1) At current prices, the state is collecting more production tax revenues under PPT than it would have under the ELF system. However, those revenues are falling far short of what was expected when PPT was passed.
- 2) Operating and capital costs are substantially higher than were forecasted in the PPT fiscal note provided to the legislature.
- 3) The value of PPT credits may not be fully realized for exploration companies new to Alaska, given the small market for resale among "producers."
- 4) The crossover oil price point where the state receives more revenue under the PPT than under the ELF system has moved from the \$26/barrel predicted in the PPT fiscal note to \$48/barrel.
- 5) The activation of the progressive surcharge has shifted from a market price of \$55 to over \$60 a barrel.
- 6) DOR faces significant challenges in implementing the PPT as currently structured.

## II. Discussion:

1) Production tax revenues are falling far short of expectations. The following graph shows the differences in modeling results for FY 2008 production tax revenues; this graph compares initial modeling for FY 2008<sup>1</sup>, as prepared for the House Bill 3001 (PPT) fiscal note [SCS HB3001(NGD)], with current modeling, as prepared for the *Spring 2007 Revenue Sources Book*, and with the tax revenue that would have been generated under the ELF system. The tax revenue expectations for FY 2008 are significantly lower than the revenue forecasted when the fiscal note was drafted. This is primarily due to the significantly higher costs being reported as compared to what was estimated in the fiscal note, as noted below.

In FY 2008, based on forecasted price and production levels, the PPT is expected to generate about \$250 million over that which would have been generated under the ELF system. However, this is more than \$800 million less than what was predicted in the PPT fiscal note.

FY 2008 Production Tax Estimates: HB 3001 (24th Legislature) Fiscal Note and Spring 2007 Revenue Sources Book PPT Forecasts; and ELF Tax



Note: The graph compares the initial modeling for FY 2008 production tax revenues, as prepared for the House Bill 3001 (PPT) fiscal note [SCS HB3001(NGD)], with current modeling, as prepared for the Spring 2007 Revenue Sources Book, and with the tax revenue that would have been generated under the ELF system.

<sup>1</sup> Because of the unexpected disruptions to revenues and costs caused by the gathering line failures in the Prudhoe Bay Unit in FY 2007, the Department is using FY 2008 as the comparison year to eliminate one-time aberrations. In addition, the HB 3001 Fiscal Note and ELF Tax models have been adjusted to reflect current production estimates.

2) Operating and capital costs are substantially higher than were forecasted in the PPT fiscal note. The substantial and unanticipated increase in costs is the primary reason revenues are falling short of expectations. Throughout the latter half of 2004 and 2005, DOR officials gathered information from confidential tax documents, annual reports, private consultant analyses, and the industry about the costs of producing petroleum on the North Slope. DOR modeled the PPT revenue forecasts using these cost data and the results of this modeling were provided to the legislature to aid their consideration of the PPT.

Based on the cost data received by the Department for 2006 and 2007 since passage of PPT, the Department has increased by almost 100% taxpayer operating and capital cost estimates for FY 2008 in its Spring 2007 Revenue Source Book revenue projections. In discussions with taxpayers, DOR has been told that these higher costs levels for 2006 and 2007 are not aberrations caused by unique events, such as the Prudhoe Bay shutdown, and that we should anticipate costs remaining at these levels for the foreseeable future.

**North Slope Production and Costs FY 2008,  
per HB 3001 Fiscal Note and Spring 2007 Forecast**

	HB 3001 Fiscal Note	Spring 2007 Forecast
<b>FY 2008</b>		
<b>Production</b> (barrels per day)	802,000	764,000
<b>Costs</b>		
Operating costs (Smillions)	\$1,076	\$2,160
Capital costs (Smillions)	\$1,052	\$1,900
<b>Total Costs</b>	<b><u>\$2,128</u></b>	<b><u>\$4,060</u></b>
Total Costs per Barrel	\$7.27	\$14.56
Operating costs per barrel	\$3.68	\$7.75
Capital costs per barrel	\$3.59	\$6.81

High oil and gas prices since 2005 are frequently cited as the cause of these cost increases. Projects around the world that were once only marginally economic, are now considered very viable, and are now placing increased demands on limited supplies of engineering, procurement and construction services and on raw construction materials. The Upstream Capital Costs Index, developed by Cambridge Energy Research Associates (CERA), shows that costs for oil and gas production equipment, facilities, construction materials and personnel have increased 53% since 2005. CERA expects cost escalation to continue through 2007, although at a slower pace. Fluor Corporation estimates that prices for fabricated structural steel have increased 60-70% from 2003 to 2006, and that delivery times for these materials increased by 18-20 weeks from their previous levels. The same company reports that prices for seamless and welded pipe used in petroleum production have increased 80-160% from 2003 to 2006, and expects increases of another 15-50% by 2009.

It is too early to tell whether all of the costs reported under PPT thus far are properly deductible. Also, it is too early to know whether the increase in reported industry spending in the state will result in increased future production, or whether the increase in spending can be attributed to changed behavior as a result of the incentives included in PPT. What we do know is that the costs used in the modeling for the PPT fiscal note have proven inaccurate.

3) The value of PPT credits may not be fully realized for exploration companies new to Alaska given the small market for resale among "producers."

Under PPT, tax credits earned by investors and explorers may be transferred and sold to other taxpayers who have a production tax liability. Companies that have been issued credit certificates above and beyond the \$25 million that can be refunded by the state would presumably sell their certificates to the highest bidder. In the first year that the PPT has been in place, however, companies holding credit certificates report that there have been few buyers for the certificates, and that those offering to buy them are doing so at large discounts.

4) The oil price crossover point where the state receives more revenue under the PPT than under the prior ELF system has moved from \$26/barrel to \$48/barrel.

The ELF system "crossover point"—that is, the Alaska North Slope - West Coast (ANS WC) oil price whereby the PPT generates more revenue than the ELF system—was the focus of some attention during the 2006 legislative session. Primarily due to the increase in the cost estimate, the currently estimated crossover point is substantially higher than was projected in 2006.

5) The activation of the progressive surcharge has shifted from a market price of \$55 to \$60-63 a barrel. Because the surcharge is not activated until the taxpayer's net income per barrel exceeds \$40, higher costs have depressed taxpayer net income, thus delaying the price at which the surcharge kicks in. In addition, as production declines, the price at which the progressive surcharge is activated will move higher as costs are spread over fewer barrels. Although the level differs for each individual taxpayer, the North Slope average progressivity trigger is now estimated to be somewhere between \$60 and \$63 per barrel.

6) DOR faces significant challenges in administering the PPT as currently structured.

a) Regulations- The second phase of PPT regulations has been delayed as a result of the challenge of accurately describing the allowed and disallowed lease expenditure deductions.

b) Revenue Forecasts- The Department has been severely hampered in its ability to provide the administration and the legislature with accurate revenue forecasts because the department lacks future capital and operating expenditure information. The Department is in the process of rectifying this problem by requiring operators to provide forward-looking cost data, when and as provided to the unit working interest owners.

Statutory changes may be required to fortify and focus these requests for unit cost information.

c) Audits- With the passage of PPT, the department was authorized to hire eight auditors and one tax technician to assist with the additional audit requirements of the new tax structure. To date, the department has successfully filled the three most senior auditor positions, and has reduced the skills requirements for the remaining junior level auditor positions in light of the challenges of matching competitive pay with the more senior level skill sets.

The complexity of auditing production tax has increased several fold under the PPT, and the PPT increased the number of determinations an auditor must make. The provisions in the PPT which are intended to simplify and streamline these determinations through reliance upon unit owners' auditing of unit operators may assist this process, but we have not yet been through an audit cycle to assess the efficacy of this approach.

### III. Conclusion

The state's experience with PPT puts a spotlight on the risks associated with a net profit-based tax system. The new system introduced the added variable of costs into the oil revenue equation. While it is a risk that is inherent in the decision to approve a net profit-based tax, the question is whether the magnitude of the risk was fully understood by the legislature given the information provided to them. While costs would be expected to increase, the dramatic difference between what was predicted and what has actually been experienced brings into question whether the legislature made its decisions based upon appropriate information.

Another aspect of PPT, the tax credits given for capital expenditures, has been significantly reduced in value due to the lack of an efficient market for those new exploration companies looking to sell their credits to those who have current production. This deficiency is particularly troubling because these new exploration companies are the ones that provide the state with the greatest opportunity to encourage new production that might not otherwise occur.

Clearly, there are aspects to PPT that should be re-examined by the legislature. In particular, the legislature should reassess whether the state is getting its fair share of oil and gas revenues, and whether the credits are designed optimally to provide the maximum impact on the state's goal of encouraging investment that leads to more oil and gas production.

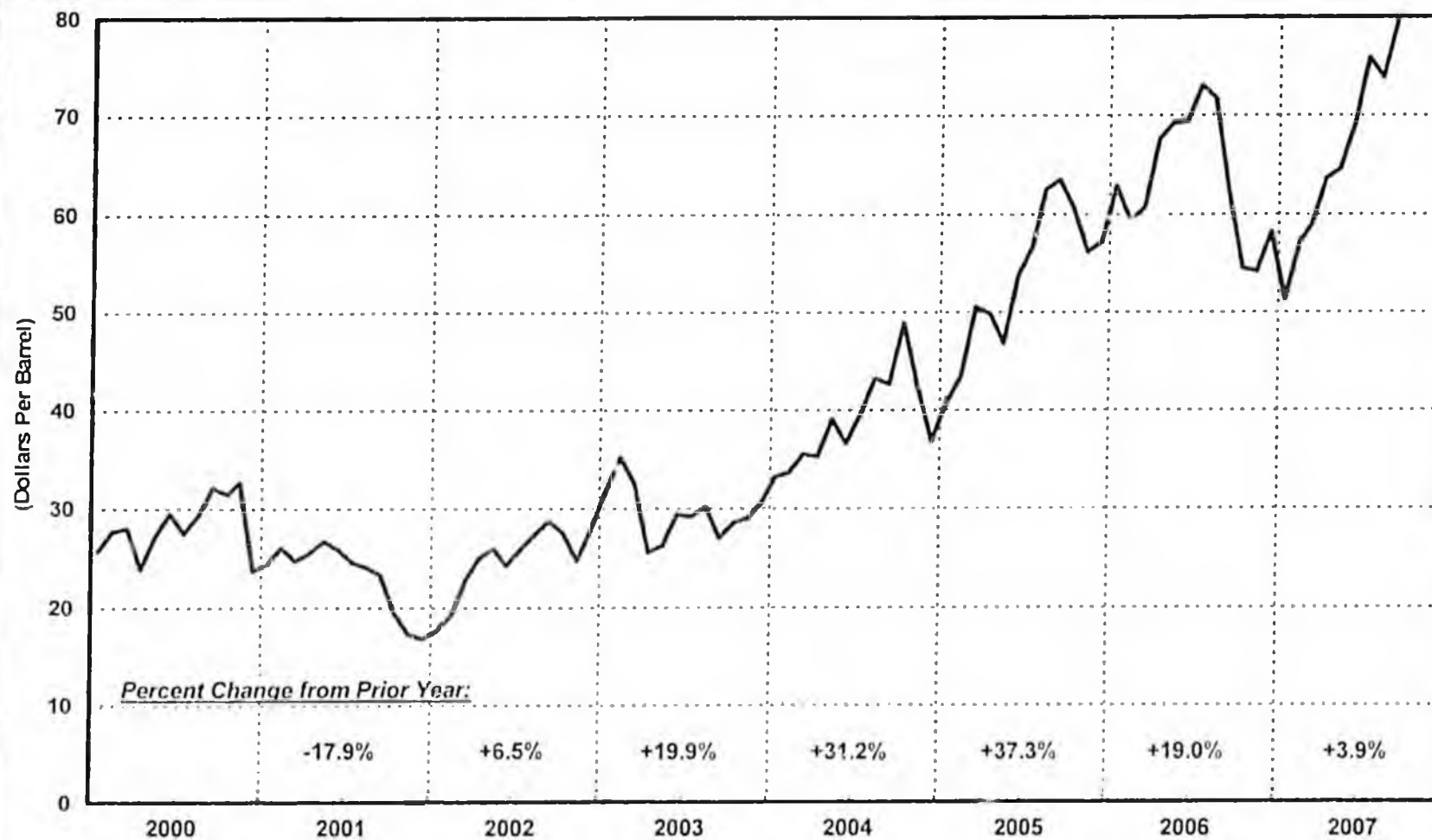
# **Attachment 2**

**Summary of Cost Assumptions in  
Fiscal Note to HB 2001 (ACES)  
FY 2008 - FY 2014**

<u>FY</u>	<u>Operating Costs</u>	<u>Capital Costs</u>	<u>Operating and Capital Costs</u>
	(Million Dollars)		
	(1)	(2)	(1) + (2) (3)
2008	\$2,146	\$2,187	\$4,333
2009	2,286	1,932	4,218
2010	2,375	2,024	4,399
2011	2,464	1,950	4,414
2012	2,572	2,028	4,599
2013	2,638	2,021	4,660
2014	2,712	2,360	5,072

# **Attachment 3**

# Platt's ANS Crude Oil Price January 2000 – September 2007

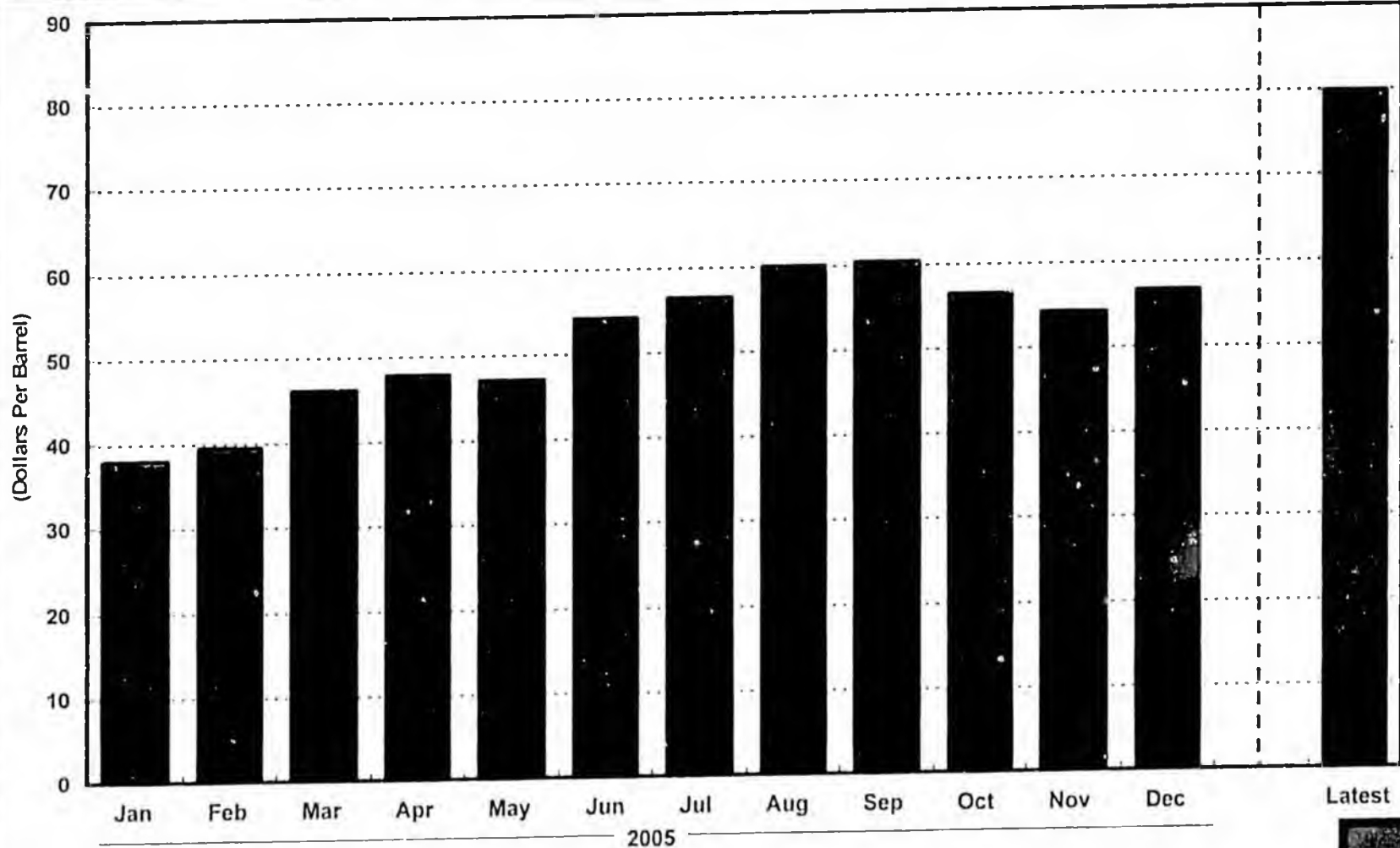


Source: Platt's.

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**ONE**

# Attachment 4

# NYMEX Futures Price for December 2011 Delivery January - December 2005, Latest Quotes

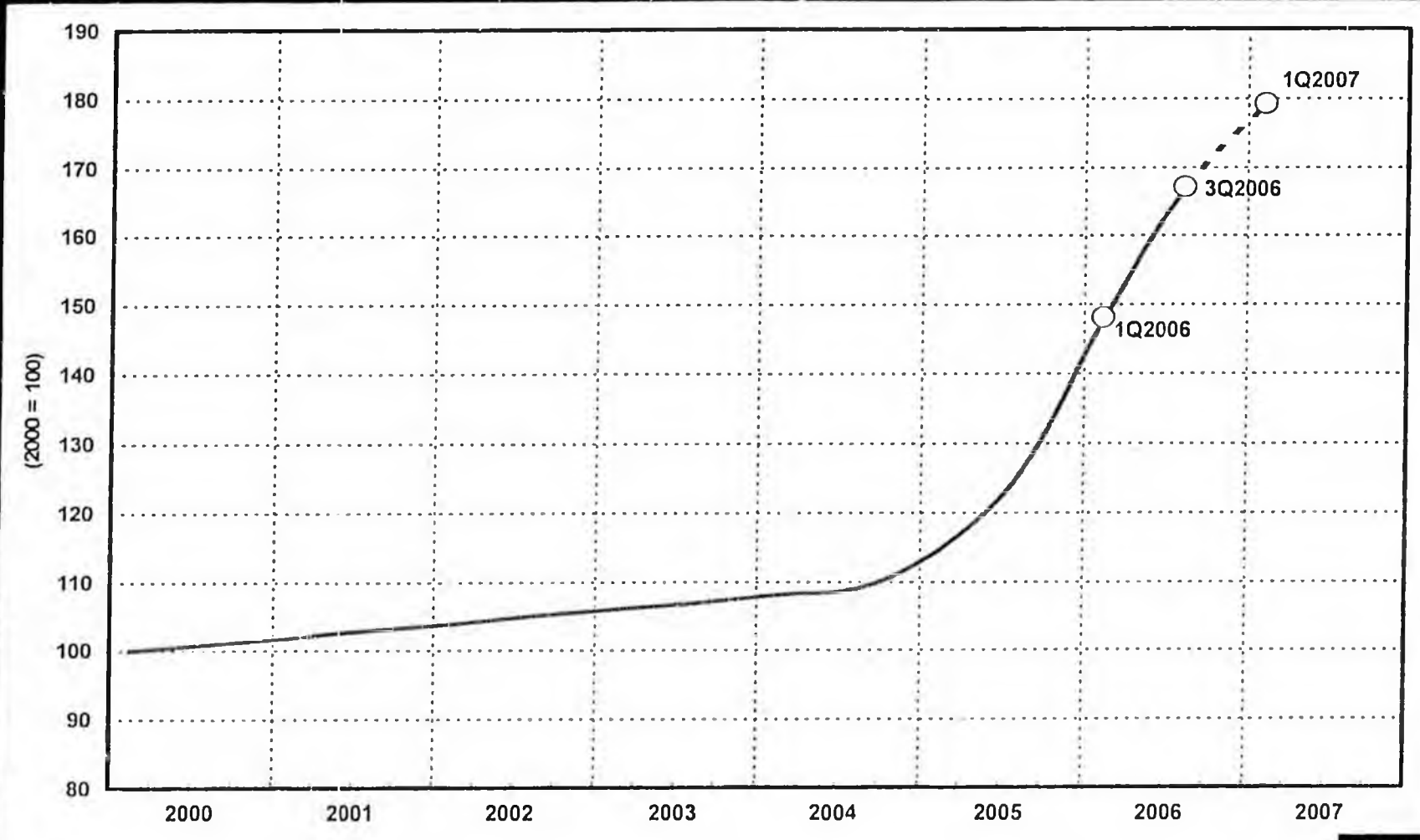


Source: NYMEX.

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# **Attachment 5**

# IHS/CERA Upstream Capital Cost Index 1Q2000 - 1Q2007

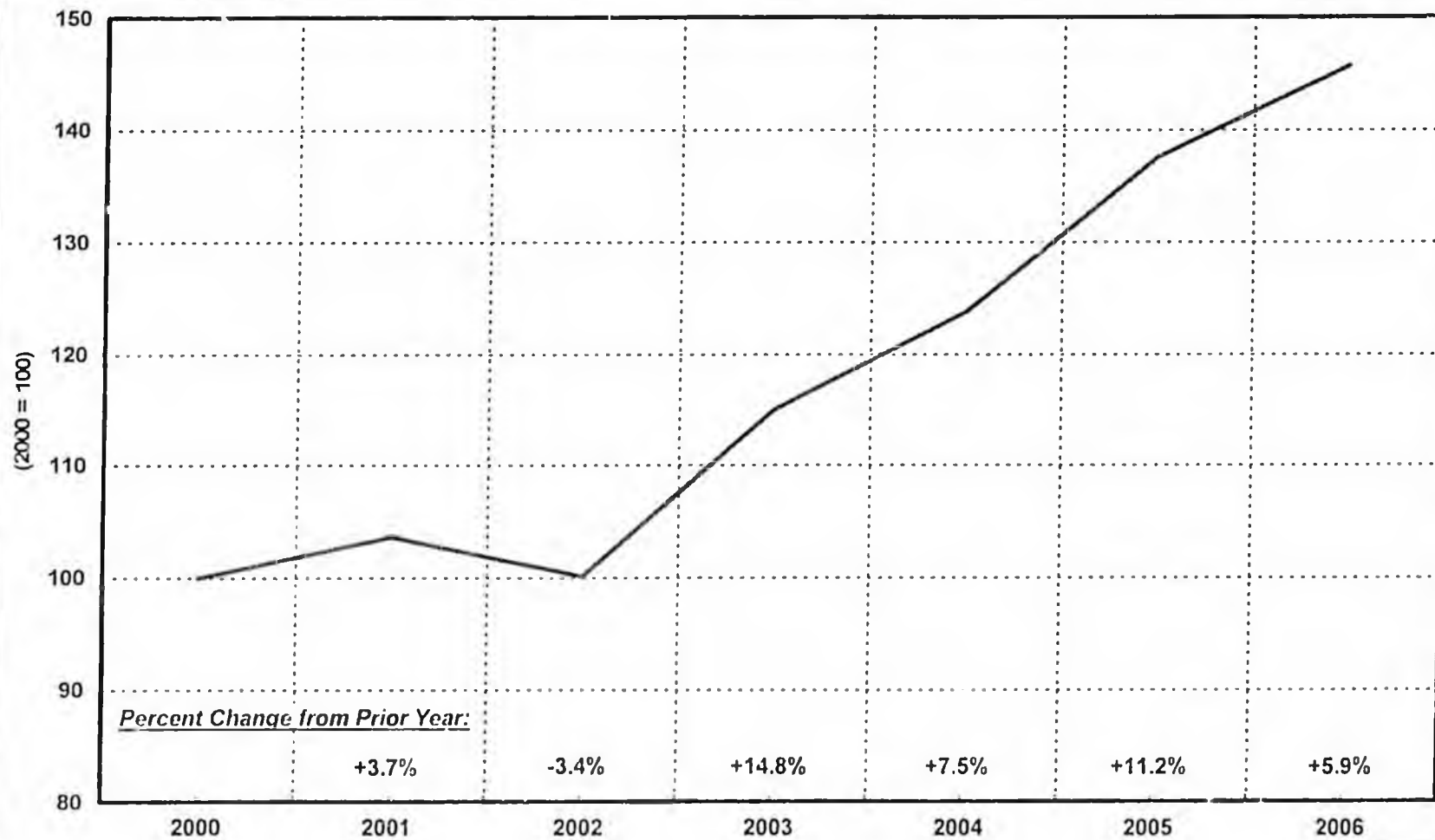


Source: Based on Cambridge Energy Research Associates May 8, 2007 Press Release.



# **Attachment 6**

# Average\* Operating Costs for 10-Well Oil Lease Index 2000 - 2006



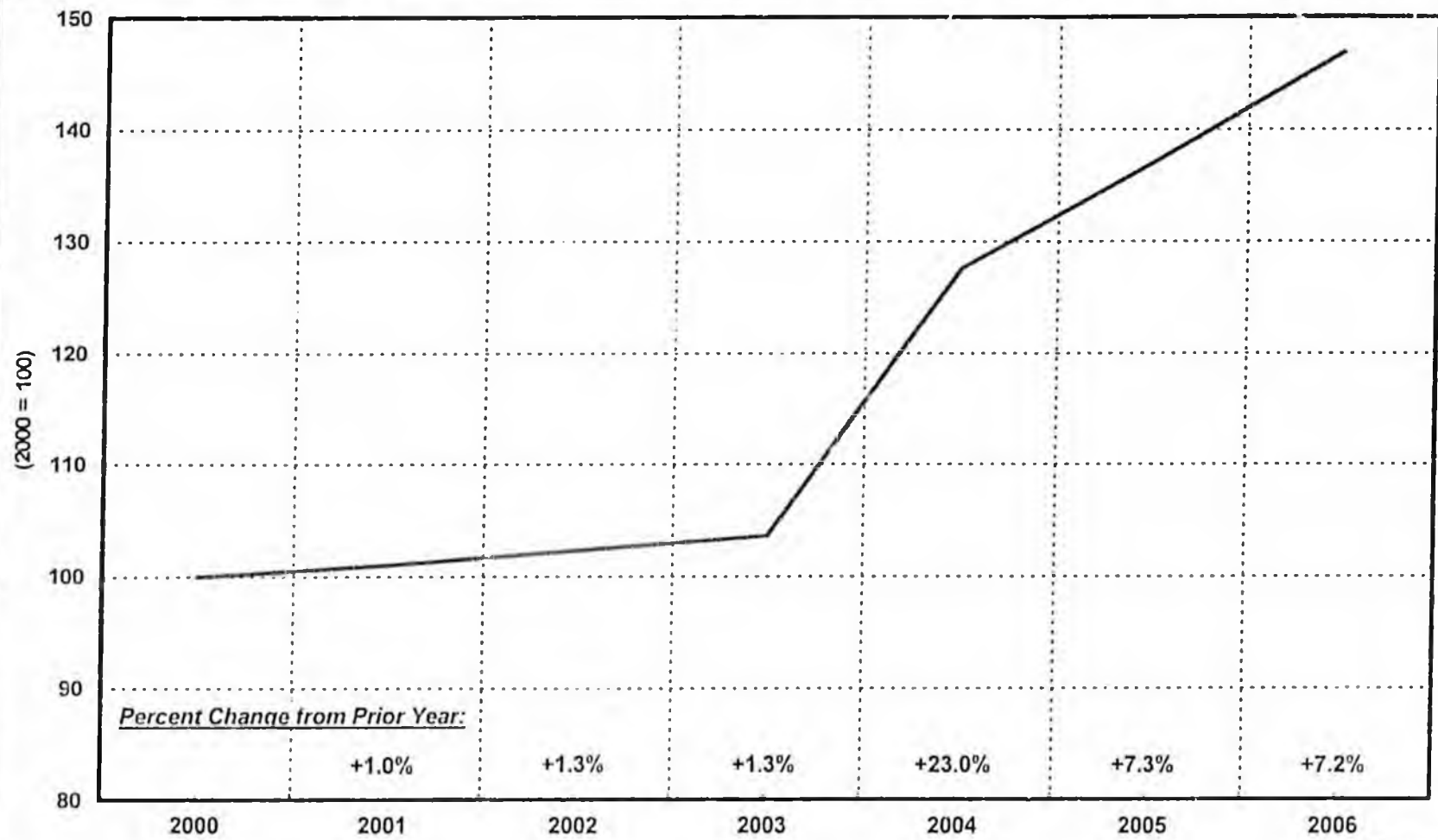
\* Average of California, Oklahoma, South Louisiana, South Texas, West Texas, and Rocky Mountains.

Source: EIA.

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# Attachment 7

# Average\* Equipment Costs for 10-Well Oil Lease Index 2000 - 2006



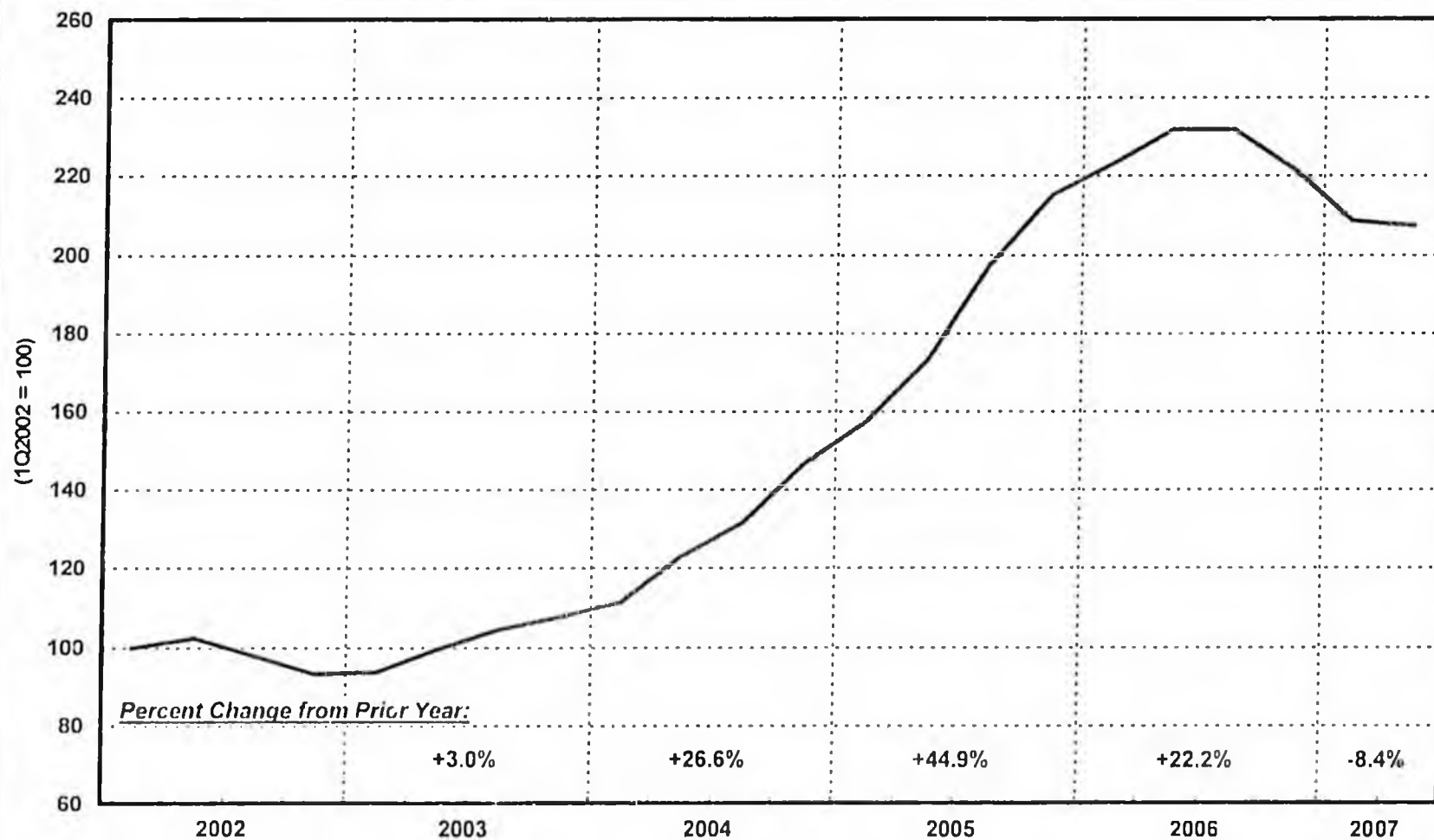
\* Average of California, Oklahoma, South Louisiana, South Texas, West Texas, and Rocky Mountains.

Source: EIA.

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# **Attachment 8**

# Average\* Oil Drilling Rig Daily Rates Index 1Q2002 - 2Q2007



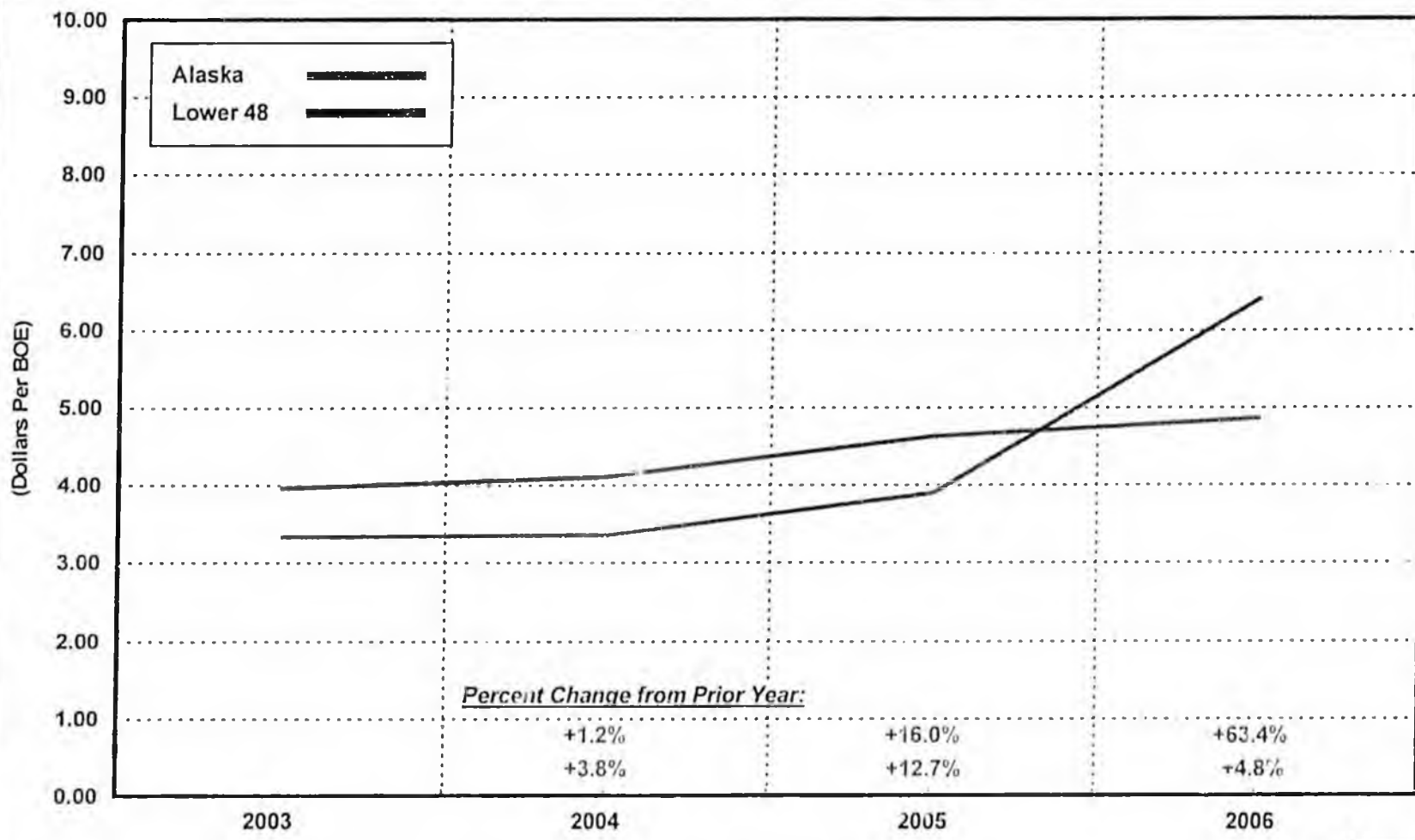
\* Average of Mid-Continent, ArkLaTox, Gulf Coast, Permian Basin, Rocky Mountains, and South Texas.

Source: Land Rig Newsletter.

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# **Attachment 9**

# ConocoPhillips Reported Production Costs Per BOE 2003 - 2006

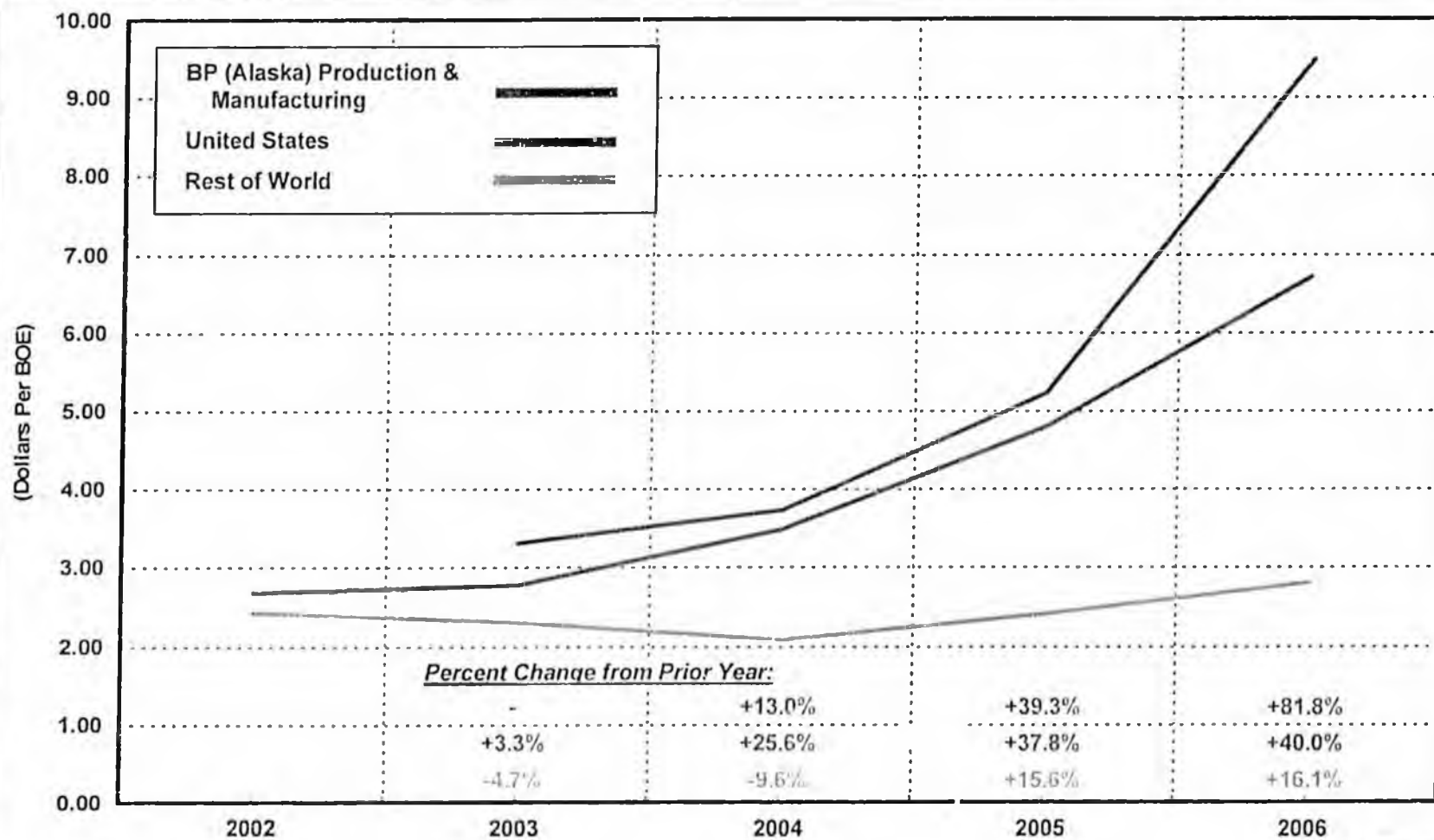


Source: ConocoPhillips 10-K filings.



# **Attachment 10**

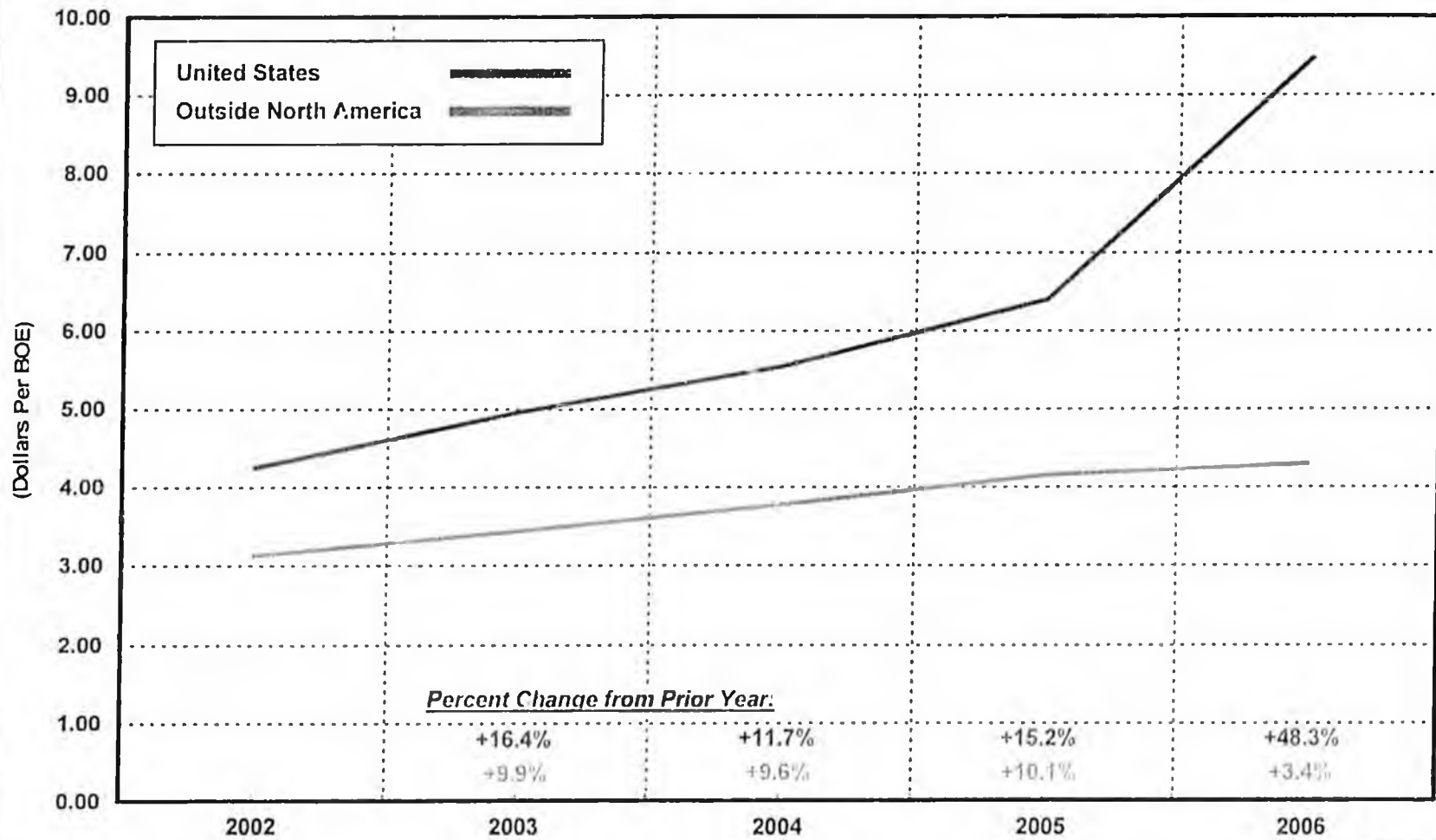
# BP Reported Production Costs Per BOE 2002 - 2006



Source: BP Financial and Operating Information, 2002-2006.

# **Attachment 11**

# ExxonMobil Reported Production Costs Per BOE 2002 - 2006

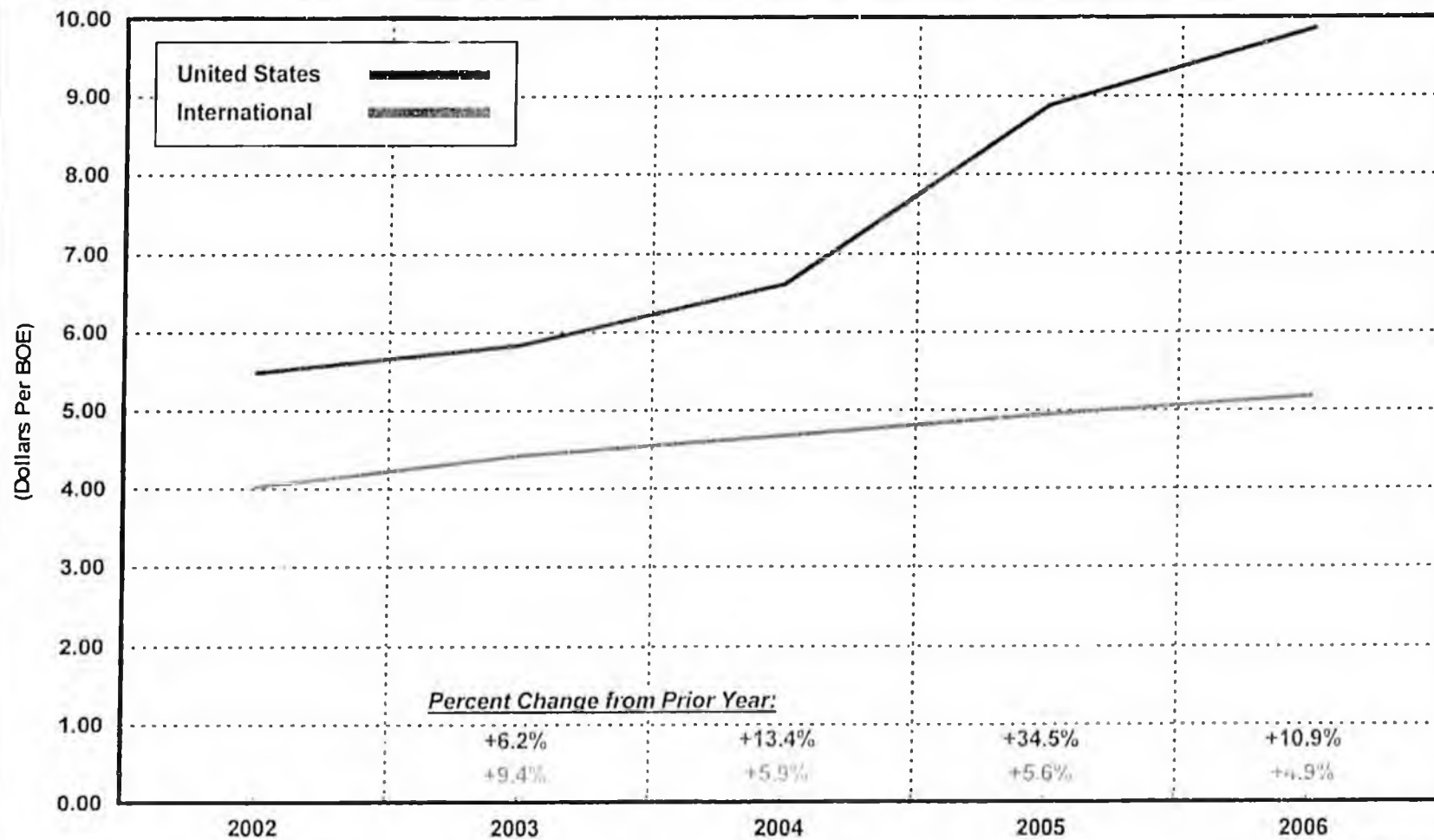


Source: ExxonMobil Financial and Operating Review, 2006.



# **Attachment 12**

# Chevron Reported Production Costs Per BOE 2002 - 2006



Source: Chevron 10-K filings.

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**ONE**

# AMENDMENTS

SENATE FINANCE  
COMMITTEE

Amendment # 1

To Bill Number: \_\_\_\_\_

Sponsor: Hoffman

Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014R.14  
Chenoweth/Bullock  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

*BY SEN HOFFMAN*

TO: SCS CSHB 2001(FIN), Draft Version "R"

1 Page 12, line 17, through page 13, line 5:

2 Delete all material and insert:

3 "(g) The tax rate applied to the monthly production tax value of oil and gas  
4 under (e) of this section for each month of the calendar year in which the tax is levied  
5 is 25 percent plus, for each month for which the monthly average production tax value  
6 for each BTU equivalent barrel is more than

7 (1) \$30 but not more than \$90, 0.4 percent multiplied by the number  
8 that represents the difference between the average production tax value for each BTU  
9 equivalent barrel of the taxable oil and gas for that month and \$30;

10 (2) \$90, the sum of 24 percent and the product of 0.1 percent  
11 multiplied by the number that represents the difference between the average  
12 production tax value for each BTU equivalent barrel of the taxable oil and gas for that  
13 month and \$90, except that the sum determined under this paragraph may not exceed  
14 50 percent."

15

16 Page 15, line 14:

17 Delete "22.5"

18 Insert "25"

19

20 Page 15, line 28:

21 Delete "22.5"

22

23 Page 16, line 7:

1 Delete "22.5"

2 Insert "25"

3

4 Page 19, line 26:

5 Delete "22.5"

6 Insert "25"

SENATE FINANCE  
COMMITTEE  
Amendment # 2  
To Bill Number: \_\_\_\_\_  
Sponsor: Stedman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014R.22  
Luckhaupt/Bullock  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR STEDMAN

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 11, line 22, following "equal to the":
- 2       Insert "sum, over all the months of the calendar year, of the"
- 3
- 4 Page 11, line 22, following "value":
- 5       Insert "for the month"
- 6
- 7 Page 11, line 23, following "rate":
- 8       Insert "for the month"
- 9
- 10 Page 15, line 14:
- 11       Delete "22.5 percent of"
- 12       Insert "the total tax rate for the month determined in AS 43.55.011(g) multiplied by"
- 13
- 14 Page 15, line 28:
- 15       Delete "22.5 percent of"
- 16       Insert "the total tax rate for the month determined in AS 43.55.011(g) multiplied by"
- 17
- 18 Page 16, line 7:
- 19       Delete "22.5 percent of"
- 20       Insert "the total tax rate for the month determined in AS 43.55.011(g) multiplied by"
- 21
- 22 Page 35, line 27, through page 38, line 3:
- 23       Delete all material and insert:

1     \*\* Sec. 46. AS 43.55.160(a) is amended to read:

2             (a) Except as provided in (b) of this section, for the purposes of

3                     (1) AS 43.55.011(e), the annual production tax value of the taxable

4                             (A) oil and gas produced during a calendar year from leases or  
5                             properties in the state that include land north of 68 degrees North latitude is the  
6                             gross value at the point of production of the oil and gas taxable under  
7                             AS 43.55.011(e) and produced by the producer from those leases or properties,  
8                             less the producer's lease expenditures under AS 43.55.165 for the calendar year  
9                             applicable to the oil and gas produced by the producer from those leases or  
10                             properties, as adjusted under AS 43.55.170;

11                             (B) oil and gas produced during a calendar year from leases or  
12                             properties in the state outside the Cook Inlet sedimentary basin, no part of  
13                             which is north of 68 degrees North latitude, is the gross value at the point of  
14                             production of the oil and gas taxable under AS 43.55.011(e) and produced by  
15                             the producer from those leases or properties, less the producer's lease  
16                             expenditures under AS 43.55.165 for the calendar year applicable to the oil and  
17                             gas produced by the producer from those leases or properties, as adjusted under  
18                             AS 43.55.170;

19                             (C) oil produced during a calendar year from a lease or  
20                             property in the Cook Inlet sedimentary basin is the gross value at the point of  
21                             production of the oil taxable under AS 43.55.011(e) and produced by the  
22                             producer from that lease or property, less the producer's lease expenditures  
23                             under AS 43.55.165 for the calendar year applicable to the oil produced by the  
24                             producer from that lease or property, as adjusted under AS 43.55.170;

25                             (D) gas produced during a calendar year from a lease or  
26                             property in the Cook Inlet sedimentary basin is the gross value at the point of  
27                             production of the gas taxable under AS 43.55.011(e) and produced by the  
28                             producer from that lease or property, less the producer's lease expenditures  
29                             under AS 43.55.165 for the calendar year applicable to the gas produced by the  
30                             producer from that lease or property, as adjusted under AS 43.55.170,

31                             (2) AS 43.55.011(g), the monthly production tax value of the taxable

1 (A) oil and gas produced during a month from leases or  
2 properties in the state that include land north of 68 degrees North latitude is the  
3 gross value at the point of production of the oil and gas taxable under  
4 AS 43.55.011(e) [AS 43.55.011(g)] and produced by the producer from those  
5 leases or properties, less 1/12 of the producer's lease expenditures under  
6 AS 43.55.165 for the calendar year applicable to the oil and gas produced by  
7 the producer from those leases or properties, as adjusted under AS 43.55.170;

8 (B) oil and gas produced during a month from leases or  
9 properties in the state outside the Cook Inlet sedimentary basin, no part of  
10 which is north of 68 degrees North latitude, is the gross value at the point of  
11 production of the oil and gas taxable under AS 43.55.011(e) [AS 43.55.011(g)]  
12 and produced by the producer from those leases or properties, less 1/12 of the  
13 producer's lease expenditures under AS 43.55.165 for the calendar year  
14 applicable to the oil and gas produced by the producer from those leases or  
15 properties, as adjusted under AS 43.55.170;

16 (C) oil produced during a month from a lease or property in the  
17 Cook Inlet sedimentary basin is the gross value at the point of production of  
18 the oil taxable under AS 43.55.011(e) [AS 43.55.011(g)] and produced by the  
19 producer from that lease or property, less 1/12 of the producer's lease  
20 expenditures under AS 43.55.165 for the calendar year applicable to the oil  
21 produced by the producer from that lease or property, as adjusted under  
22 AS 43.55.170;

23 (D) gas produced during a month from a lease or property in  
24 the Cook Inlet sedimentary basin is the gross value at the point of production  
25 of the gas taxable under AS 43.55.011(e) [AS 43.55.011(g)] and produced by  
26 the producer from that lease or property, less 1/12 of the producer's lease  
27 expenditures under AS 43.55.165 for the calendar year applicable to the gas  
28 produced by the producer from that lease or property, as adjusted under  
29 AS 43.55.170."

30

31 Page 38, line 10:

1 Delete "a [(a)(1)]"

2 Insert "(a)(1)"

3

4 Page 38, line 17:

5 Delete "(a)(3) or (4)"

6 Insert "(a)(1)(C) or (D)"

SENATE FINANCE COMMITTEE  
11 / 14 / 2007 COMMITTEE ACTION

Bill Number	HB2001		
Amendment			
Motion			
<u>Motion by</u>			
<u>Objection by</u>			
Removed			
<u>Second Objection by</u>			
<u>Committee Member</u>	Y	<u>Vote</u>	N
Senator Elton	✓		
Senator Huggins	✓		
Senator Olson	✓		
Senator Thomas	✓		
Senator Dyson		✓	
Co-Chair Hoffman	✓		
Co-Chair Stedman	✓		
<u>Tally</u>			
Yea	6		
Nay			
Absent	1		
<b>MOTION</b>			

SENATE FINANCE  
COMMITTEE  
Amendment # 3  
To Bill Number: \_\_\_\_\_  
Sponsor: Hoffman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014R.23  
Cook/Bullock  
11/14/07

*passed 6-1*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR STEDMAN

TO: SCS CSHB 2001(FIN), Draft Version "R"

1 Page 2, line 7:

2 Delete "sec. 65"

3 Insert "sec. 64"

4

5 Page 38, line 27, through page 40, line 18:

6 Delete all material and insert:

7 \*\* Sec. 49. AS 43.55.165(a) is amended to read:

8 (a) Except as provided under (c) and (e) [(c) - (e)] of this section, for the  
9 purposes of AS 43.55.160, a producer's lease expenditures for a calendar year are the  
10 ordinary and necessary costs upstream of the point of production of oil and gas that are  
11 incurred during the calendar year by the producer after March 31, 2006, and that are  
12 direct costs of exploring for, developing, or producing oil or gas deposits located  
13 within the producer's leases or properties in the state or, in the case of land in which  
14 the producer does not own a working interest, that are direct costs of exploring for oil  
15 or gas deposits located within other land in the state. In determining whether costs are  
16 lease expenditures, the department shall consider, among other factors,

17 (1) the typical industry practices and standards in the state that  
18 determine the costs, other than items listed in (c) of this section, that an operator is  
19 allowed to bill a working interest owner that is not the operator, under unit operating  
20 agreements or similar operating agreements that were in effect before December 2,  
21 2005, and were subject to negotiation with at least one working interest owner with  
22 substantial bargaining power, other than the operator; and

23 (2) the standards adopted by the Department of Natural Resources that

1 determine the costs, other than items listed in (c) of this section, that a lessee is  
2 allowed to deduct from revenue in calculating net profits under a lease issued under  
3 AS 38.05.180(f)(3)(B), (D), or (E)."  
4

5 Renumber the following bill sections accordingly.  
6

7 Page 47, line 20:

8 Delete "45 - 57"

9 Insert "45 - 56"  
10

11 Page 49, line 4:

12 Delete "45 - 57"

13 Insert "45 - 56"

14 Delete "sec. 64"

15 Insert "sec. 63"  
16

17 Page 49, line 14:

18 Delete "45 - 57"

19 Insert "45 - 56"  
20

21 Page 50, line 1:

22 Delete "45 - 57"

23 Insert "45 - 56"  
24

25 Page 50, line 3:

26 Delete "sec. 65"

27 Insert "sec. 64"

SENATE FINANCE  
COMMITTEE  
Amendment # 4  
To Bill Number: \_\_\_\_\_  
Sponsor: Hoffman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014R.17  
Kane/Bullock  
11/14/07

*passed*

A M E N D M E N T

OFFERED IN THE SENATE

BY SENATOR HOFFMAN

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 2, line 20:
- 2 Delete "and"
- 3
- 4 Page 2, line 22, following "state":
- 5 Insert "; and
- 6 (5) for statewide energy needs of Alaskans to assist with rising energy costs"

SENATE FINANCE  
COMMITTEE  
Amendment # 5  
To Bill Number: \_\_\_\_\_  
Sponsor: Olson  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.15  
Kane/Bulleck  
11/14/07

*adopted*  
AMENDMENT

OFFERED IN THE SENATE

BY SENATOR OLSON

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 22, line 23:
- 2 Delete "20"
- 3 Insert "30 [20]"
- 4
- 5 Page 22, line 25:
- 6 Delete "20"
- 7 Insert "30 [20]"
- 8
- 9 Page 24, line 2:
- 10 Delete "20"
- 11 Insert "30"

SENATE FINANCE  
COMMITTEE  
Amendment # 6  
To Bill Number: \_\_\_\_\_  
Sponsor: OLSON  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.13  
Cook/Bullock  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR OLSON

TO: SCS CSHB 2001(FIN), Draft Version "R"

1 Page 26, lines 13 - 21:

2 Delete all material and insert:

3 "(i) in the case of well data, until the expiration of  
4 the 24-month period of confidentiality described in AS 31.05.035(c)  
5 [FOR 10 YEARS FOLLOWING THE COMPLETION DATE], at  
6 which time the Department of Natural Resources [THAT  
7 DEPARTMENT] will release the information after 30 days' public  
8 notice unless, in the discretion of the commissioner of natural  
9 resources, it is necessary to protect information relating to the  
10 valuation of unleased acreage in the same vicinity, or unless the  
11 well is on private land and the owner, including the lessor but not  
12 the lessee, of the oil and gas resources has not given permission to  
13 release the well data;"

14  
15 Page 26, line 26, following "notice":

16 Insert ", except as to seismic or other geophysical data acquired from  
17 private land, unless the owner, including a lessor but not a lessee, of the oil and  
18 gas resources in the private land gives permission to release the seismic or other  
19 geophysical data associated with the private land"

SENATE FINANCE  
COMMITTEE  
Amendment # 7  
To Bill Number: \_\_\_\_\_  
Sponsor Stedman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.19  
Chenoweth/Bullock  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR STEDMAN

TO: SCS CSIB 2001(FIN), Draft Version "R"

1 Page 23, lines 25 - 27:

2 Delete "costs arising from gross negligence or violation of health, safety, or  
3 environmental statutes or regulations:"

4 Insert "costs, including repairs and replacements, arising from or associated with  
5 fraud, wilful misconduct, gross negligence, criminal negligence, or violation of law,  
6 including a violation of 33 U.S.C. 1319(c)(1) or 1321(b)(3) (Clean Water Act):"

7

8 Page 41, lines 26 - 28:

9 Delete all material and insert:

10 "(6) costs, including repairs and replacements, arising from or  
11 associated with fraud, wilful misconduct, [OR] gross negligence, criminal  
12 negligence, or violation of law, including a violation of 33 U.S.C. 1319(c)(1) or  
13 1321(b)(3) (Clean Water Act):"

SENATE FINANCE  
COMMITTEE  
Amendment # 8  
To Bill Number: \_\_\_\_\_  
Sponsor: Stedman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.21  
Cook  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR STEDMAN

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 22, following line 17:
- 2       Insert new bill sections to read:
- 3       "\* Sec. 30. AS 43.55.024(a) is amended to read:
- 4               (a) For a calendar year for which a producer's tax liability under
- 5               AS 43.55.011(e) [OR (f)] on oil and gas produced from leases or properties outside the
- 6               Cook Inlet sedimentary basin, no part of which is north of 68 degrees North latitude,
- 7               exceeds zero before application of any credits under this chapter, a producer that is
- 8               qualified under (e) of this section may apply a tax credit against that liability of not
- 9               more than \$6,000,000.
- 10       \* Sec. 31. AS 43.55.024(c) is amended to read:
- 11               (c) For a calendar year for which a producer's tax liability under
- 12               AS 43.55.011(e) [OR (f)] exceeds zero before application of any credits under this
- 13               chapter, other than a credit under (a) of this section but after application of any credit
- 14               under (a) of this section, a producer that is qualified under (e) of this section and
- 15               whose average amount of oil and gas produced a day and taxable under
- 16               AS 43.55.011(e) [OR (f)] is less than 100,000 BTU equivalent barrels a day may apply
- 17               a tax credit under this subsection against that liability. A producer whose average
- 18               amount of oil and gas produced a day and taxable under AS 43.55.011(e) [OR (f)] is
- 19                       (1) not more than 50,000 BTU equivalent barrels may apply a tax
- 20                       credit of not more than \$12,000,000 for the calendar year;
- 21                       (2) more than 50,000 and less than 100,000 BTU equivalent barrels
- 22                       may apply a tax credit of not more than \$12,000,000 multiplied by the following
- 23                       fraction for the calendar year:

1  $1 - [2 \times (AP - 50,000)] \div 100,000$

2 where AP = the average amount of oil and gas taxable under AS 43.55.011(e) [OR  
3 (f)], produced a day during the calendar year in BTU equivalent barrels.

4 \* Sec. 33. AS 43.55.024(e) is amended to read:

5 (e) On written application by a producer that includes any information the  
6 department may require, the department shall determine whether the producer  
7 qualifies for a calendar year under this section. To qualify under this section, a  
8 producer must demonstrate that its operation in the state or its ownership of an interest  
9 in a lease or property in the state as a distinct producer would not result in the division  
10 among multiple producer entities of any production tax liability under  
11 AS 43.55.011(e) [OR (f)] that reasonably would be expected to be attributed to a  
12 single producer if the tax credit provisions of (a) or (c) of this section did not exist.

13 \* Sec. 34. AS 43.55.024(g) is amended to read:

14 (g) A tax credit authorized by (c) of this section may not be applied to reduce  
15 a producer's tax liability for any calendar year under AS 43.55.011(e) [OR (f)] below  
16 zero."

17  
18 Renumber the following bill sections accordingly:

19  
20 Conform internal references to bill sections so that sections 30 - 33, added by this amendment,  
21 are retroactive to July 1, 2007.

SENATE FINANCE  
COMMITTEE  
Amendment # 9  
To Bill Number: \_\_\_\_\_  
Sponsor: Stedman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.24  
Cook/Bullock  
11/14/07

*- adopted -*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR STEDMAN

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 19, line 13:
- 2 Delete "]"
- 3
- 4 Page 19, lines 14 - 17:
- 5 Delete all material.
- 6
- 7 Page 19, line 18:
- 8 Delete "["
- 9
- 10 Page 20, lines 4 - 5:
- 11 Delete "other than a tax credit described in (a)(3) of this section, and"

SENATE FINANCE  
COMMITTEE  
Amendment # 10  
To Bill Number: \_\_\_\_\_  
Sponsor: Elton  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.8  
Cook/Bullock  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR ELTON

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 46, line 11:  
2 Delete "a new section"  
3 Insert "new sections"  
4  
5 Page 46, following line 30:  
6 Insert new material to read:  
7 "Sec. 43.55.895. Applicability to municipal entities. (a) Notwithstanding  
8 AS 29.35.670(a) or other provision of law, a producer that is a municipal entity is  
9 subject to taxation and payment of surcharges under this chapter for oil and gas that it  
10 sells to another party.  
11 (b) A municipal entity subject to taxation because of this section is eligible for  
12 all tax credits under this chapter to the same extent as any other producer.  
13 (c) In this section, "municipal entity" means a municipality, municipally  
14 owned utility, public corporation of a municipality, or entity established by more than  
15 one municipality."

SENATE FINANCE COMMITTEE  
11 / 14 / 2007 COMMITTEE ACTION

Bill Number	HB 2001		
Amendment			
Motion			
<u>Motion by</u>			
<u>Objection by</u>			
<u>Removed</u>			
<u>Second Objection by</u>			
<u>Committee Member</u>	Y	<u>Vote</u>	N
Senator Dyson			✓
Senator Elton	✓		
Senator Huggins	✓		
Senator Olson	✓		
Senator Thomas	✓		
Co-Chair Hoffman	✓		
Co-Chair Stedman	✓		
<u>Tally</u>			
Yea	6		
Nay	1		
Absent			
<b>MOTION</b>			

SENATE FINANCE  
COMMITTEE  
Amendment # 11  
To Bill Number: \_\_\_\_\_  
Sponsor: ELTON  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.6  
Mischel/Bullock  
11/13/07

*passed 6-1*

A M E N D M E N T

OFFERED IN THE SENATE

BY SENATOR ELTON

TO: SCS CSHB 2001(FIN), Draft Version "R"

- 1 Page 2, line 7:
- 2 Delete "sec. 65"
- 3 Insert "sec. 66"
- 4
- 5 Page 47, following line 17:
- 6 Insert a new bill section to read:
- 7 "**\* Sec. 58.** AS 39.25.110(42) is repealed December 31, 2011."
- 8
- 9 Renumber the following bill sections accordingly.
- 10
- 11 Page 49, line 4:
- 12 Delete "sec. 64"
- 13 Insert "sec. 65"
- 14
- 15 Page 50, line 3:
- 16 Delete "sec. 65"
- 17 Insert "sec. 66"

SENATE FINANCE  
COMMITTEE  
Amendment # 12  
To Bill Number: \_\_\_\_\_  
Sponsor: Stedman  
Date: 11/14 Logged by: \_\_\_\_\_

25-GH0014\R.18  
Bullock  
11/14/07

*adopted*

AMENDMENT

OFFERED IN THE SENATE

BY SENATOR STEDMAN

TO: SCS CSHB 2001(FIN), Draft Version "R"

1 Page 15, line 4:

2 Delete "and (i)"

3

4 Page 15, line 8:

5 Delete "and (i)"

6

7 Page 34, following line 17:

8 Insert a new subsection to read:

9 "(i) A person who, under (h) of this section, provides, in bad faith, to the  
10 department erroneous information about noncompliance with the provisions of this  
11 chapter by an explorer or producer of oil or gas shall pay to the

12 (1) department all expenses related to the department's investigation of  
13 the alleged noncompliance; and

14 (2) explorer or producer about whom the noncompliance was alleged  
15 all expenses that are incurred by the explorer or producer relating to the department's  
16 investigation of the alleged noncompliance."

17

18 Page 47, lines 20 - 21:

19 Delete all material and insert:

20 "APPLICABILITY. (a) AS 43.55.165(e)(19), enacted by the amendment to  
21 AS 43.55.165(e) in sec. 52 of this Act, applies to expenditures after March 31, 2006.

22 (b) Except as provided in (a) of this section, secs. 15 - 27, 29 - 38, and 45 - 57 of this  
23 Act apply to oil and gas produced after June 30, 2007."

1

2 Reletter the following subsections accordingly.

3

4 Page 48, line 31, following "under":

5 Insert "AS 43.55.020(a) during the period after March 31, 2006, and before the  
6 effective date of sec. 21 of this Act, and under"

7

8 Page 49, line 1:

9 Delete "June 30, 2007"

10 Insert "March 31, 2006"

11

12 Page 49, lines 3-5:

13 Delete "AS 43.55.020(a) because of the retroactive application of secs. 15 - 27, 29 -  
14 38, and 45 - 57"

15 Insert "AS 43.55 because of the retroactive application of AS 43.55.165(e)(19), as  
16 enacted in the amendment to AS 43.55.165(e) in sec. 52 of this Act, that is retroactive to  
17 April 1, 2006 under sec. 64 of this Act, and the retroactive application of secs. 15 - 27, 29 -  
18 38, 45 - 51, 53 - 57, and that part of AS 43.55.165(e) in sec. 52"

19

20 Page 49, line 5:

21 Delete "June 30, 2007"

22 Insert "March 31, 2006"

23

24 Page 49, line 14, following "2007":

25 Insert ", except that a regulation adopted by the Department of Revenue to implement,  
26 interpret, make specific, or otherwise carry out AS 43.55.165(e)(19), as enacted in the  
27 amendment to AS 43.55.165(e) in sec. 52 of this Act, may apply retroactively to April 1,  
28 2006"

29

30 Page 50, line 1:

31 Delete all material and insert:

1           (b) AS 43.55.165(c)(19), enacted by the amendment to AS 43.55.165(c) in sec. 52 of  
2 this Act, is retroactive to April 1, 2006.

3           (c) Except as provided in (b) of this section, secs. 15 - 27, 29 - 38, and 45 - 57 of this  
4 Act are retroactive to July 1, 2007."

PUBLIC  
TESTIMONY



# Alaska State Legislature

Please enter into the record my testimony to the House + Senate Finance  
 committee name  
 committee on HB + SB 2001, dated 11-8-07  
 bill/subject

All,  
 What we fail to take into account is the cost of the development of the oil fields, drilling wells and building infrastructure to fill the declining oil currently produced. Maybe Alaska should partner with the oil companies for the development of the new and existing oil fields. Have a stake in research and development to recover additional heavy crude oil from the existing fields, feel the pain of spending millions of dollars to bring in a well pad with the expectation of 25000 bpd of production just to find it will only produce 15000 bpd then experience the misfortune of having channelized water from the water flood well invade the oil production well because the oil sands we more permeated than expected and you lose millions of dollars on the drilling cost of the well.

Invest some of Alaska's money into the oil fields for a percentage of the profit after EBITA.

Raising taxes is not the answer for the long term for revenue growth for the state of Alaska. Investing and partnering with the companies to invite and increase industry build a healthy economy.

I am not in favor of raising any taxes on the oil revenue.

Best regards,

Stephen Cordova  
 Sr. Project Manager  
 Energy Services and Operations  
 CH2M HILL  
 949 E. 36th Avenue,  
 Suite 500  
 Anchorage, AK 99508  
 Tel 907.762.1500  
 Direct 907.753.1589  
 Mobile 907-382-9700  
 Fax:  
 Email  
[www.CH2M.com](http://www.CH2M.com)

Signed: See E-MAIL  
 Testifier

\_\_\_\_\_  
 Representing (Optional)

\_\_\_\_\_  
 Address

\_\_\_\_\_  
 Phone No.



# Fax Cover Sheet

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11/8/07 joint meeting

Date: 11/8/07 Time: \_\_\_\_\_

Number of Pages: 7 (including cover sheet)



## THE ALLIANCE

... for responsible development of Alaska's Oil, Gas & Mineral Resources

### SENATE & HOUSE FINANCE TESTIMONY on SB & HB 2001 November 8, 2007

Thank you, Chairmen Stedman, Hoffman, Chenault & Meyer, members of the Senate & House Finance committees. My name is Paul Laird. I'm general manager and testifying on behalf of the Alaska Support Industry Alliance, a trade association representing companies & individuals that provide goods & services to Alaska's oil, gas & mining industries.

Our 400 member companies and their 35,000-plus Alaska employees don't make the multibillion-dollar investments in oil & gas development that fuel Alaska's economy ... they make those investments work.

As Alaskans whose livelihoods depend on oil & gas investment, we're deeply concerned about the constant tax increases that put some of those investments at risk.

The extent to which yet another tax increase will discourage investment may be debatable. The fact that it will do absolutely nothing to encourage new oil production & construction of a gas project is not.

Every dollar in additional taxes is a dollar that won't be invested in sustaining production, in generating business for Alaska companies, in providing good-paying private sector jobs for Alaskans.

And isn't that what this discussion should be about: how we can ensure our "fair share" of long-term jobs and business opportunities for Alaskans, rather than how much more money the state can extract from the private sector ... just so state government can have more money?

Proponents of this latest increase in Senate Bill 2001 & House Bill 2001 have presented a plethora of preliminary projections & a paucity of proof to push their position.

Regulations for the current PPT haven't even been finalized, and the first returns haven't been audited.

When you adopted the PPT in 2006 after months of deliberations, debate and countless votes, you required a complete review of the system five years later - in 2011. You understood it would take several years to reasonably determine how & if it's working. That hasn't changed.

Please be prudent rather than punitive in setting long-term oil & gas tax policy. Don't put long-term production, Alaska jobs and business opportunities at risk by increasing taxes, increasing costs and jeopardizing the economics of critical investments.

#### ALASKA SUPPORT INDUSTRY ALLIANCE

360 W. Denson Blvd., Suite 200 • Anchorage, Alaska 99503 • Phone: (907) 563-2226 • Fax: (907) 561-8870 • [www.alaskaalliance.com](http://www.alaskaalliance.com)



## UDELHOVEN

Oilfield System Services Incorporated

184 East 53<sup>rd</sup> Avenue  
Anchorage, Alaska 99518-1222  
(907) 344-1577 Fax (907) 522-2541

*Mr. Chairman, Co-Chairman, Vice Chairman etc. , Distinguished Committee members both Senate and House-*

*My name is James Gilbert, I'm President of Udelhoven Oilfield Systems Services*

*And I testify tonight on behalf of my company and it 538 employees.*

*A recent article in the Juneau Emplre, the text of which in part starts out as -I quote,*

*Gov. Sarah Palin called a special session to reconsider the state's oil tax over the objections of the oil industry and its allies in the Alaska Legislature. Palin wants to increase the tax on oil company profits from 22.5 percent to 25 percent. End quote.*

*If you pass the PPT at this higher tax. after only 14 months of the last tax implemented, you are sending a message to the producer companies in which you under line Alaska's instability as a place to operate. 30 years of operation and only one independent is targeting production (Pioneer), maybe in 2008. We should not be considering raising taxes, we need to be considering what it would take to get production back up to 2mm bbls per day.*

*Some legislators who have backed the Gov.'s call for a new session and a new look at oil taxes cite, the corruption investigations. End quote*

*These citings show a definite lack of understanding at what WE owe the oil companies, for their years of commitment and perseverance when oil was low and profits were minimal. We should be grateful they had the billions to invest and risk to develop OUR resources. But I have heard and read just the opposite, because the producers are now getting some payback for all those years of investment. Those years of annual investments of billions of dollars to build the facilities, sealift them to Alaska and produce our wealth from Prudhoe Bay and other fields they had discovered. Six oil production plants at Prudhoe, 3 Production plants at Kuparuk, supporting plants to handle gas (two at Prudhoe) plants to handle the immense water requirements, One each at Kuparuk and Prudhoe. The CPS at Prudhoe to produce the enormous power needs for the fields, the Field Fuel Gas Unit to provide fuel for turbines for all the prb plants, the COT Units at Prudhoe and Kuparuk to provide fuel for trucks and equipment, all of these at a billion each in today's dollars and that is not even a complete list.*



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*Endicott, Milne Pt, Lisbourne/Pt. MacIntyre, Badami, Alpine, Northstar and simultaneously to build and operate an 80u mile pipeline to transport to market our resource AT A COST OF CONSTRUCTION OF 9 BILLION DOLLARS.*

"There was a corrosive cloud over the last proceedings because of these charges," said Rep. Mike Kelly, R-Fairbanks, and a member of the House Finance Committee.

Opponents of the tax increase, including oil companies, various chambers of commerce, oil industry contractors and some legislators, have argued that those so far convicted played no significant role in adopting the Petroleum Profits Tax that Palin has called "tainted." End Quote.

*My company does work in the commercial and private sectors, we build schools, build medical facilities, do work for the military, work for the airports in Alaska and also are part of the Alliance where we hire and support collectively some 35,000 employees in our industry. It is demeaning to say that we are a part of some various chambers of commerce, as far as Alaska is concerned we are THE CHAMBER OF COMMERCE.. Our employees are some of the best paid in the state. We pay property taxes, city sales taxes, municipality sales taxes and contribute to non profits in larger amounts than any other sector in the state. Neither fishing, tourism, mining nor any other private enterprise venture contributes what our employees or our clients contribute.*

*My clients pay their fair share and have been paying it for 30+ years, I ask you to look in the direction of the Permanent Fund, \$39.9 Billion to date. And \$70+ billion paid to the state to operate, tax and spend, \$70 Billion that is the B word. We need to be looking at how we can get the pipeline back to its operating capacity not trying to tax the final 600,000 in to virtual submission..*

*Don't be fooled by those who see the oil companies as adversaries or opponents, As my Mother would say, "Shame on you" the Producers Companies have been and continue to be our partners in resource development, paying their fair share to help Alaska and Alaskans.*

*Thank you for your time.*



# UDELHOVEN

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James Gilbert President  
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(907)727-2071 ce.l

Note: My comments are in blue type and italicized. The remaining text is from the Juneau Empire  
[http://www.juneauempire.com/stories/110707/sta\\_20071107025.shtml](http://www.juneauempire.com/stories/110707/sta_20071107025.shtml)

7 November 2007

To: Members of the Senate and House Committees:-

My name is Maynard V. Tapp, I am an Alaskan resident since 1990. I founded my company Hawk Construction Consultants, Inc. now Hawk Consultants, LLC in 1985 as an Alaskan corporation.

I strongly believe any new approach to raise taxes should be viewed as a "RESOURCE DEVELOPMENT" effort. The state will raise more tax revenues if we raise production.

If you ask any of the tax experts that will testify before your committee, none will say that increasing the tax will increase exploration and production.

The most reliable source of long-term revenue is to increase production. As I understand the state gets 75% of the 12.5% royalty (9.375%). The "fair share" to the Alaskans is the remaining (3.125%) paid into the Permanent Fund. I believe you can build a long term future for my company's employees based on the increase in production.

Hawk employs over 60 Alaskans. Much of their work is related to the reconfiguration of the Trans Alaska Pipeline, and the refurbishment and maintenance of the existing pipelines and facilities on the North Slope.

Our company, its employees and the State of Alaska will greatly benefit from new production. We hope to be involved in all phases of the continuing projects.

From my point of view an increase of 2.5% in tax rates increases the size of government by \$25.0Million. One Senator made the point to me that "there is no guarantee that if the rate was reduced by 1% that the producers would invest that 1% here in Alaska". While this may or may not be true, one thing is certain that \$25.0Million will not be invested by the companies if it is taken away by increasing the tax.

What is the State of Alaska doing to increase oil production which then translates into more tax revenue?

Also, if that \$25.0Million is invested in new production, that amount is the equivalent of 3 new production wells. Those new wells at a nominal rate of 2,500bbls per day could gain the state revenue an additional \$21.0Million per year. (This would include the current PPT of 22.5% of Net plus 9.375% Royalty at \$80/bbl).

My math may not be totally correct but the case remains that the benefits from investment made by the "producers" in the state of Alaska for oil and gas field development far exceeds the benefits to Alaskans from raising an individual tax rate.

If the previous administration made a mistake, I believe your committee could rectify that mistake by dropping the tax rate to "10%/20%". That would make us more competitive at 51% which is closer to the Gulf of Mexico, and Canada's tax rates.

I want the state of Alaska to be at the TOP of the "producers" list when it comes to selecting investment opportunities.

Please, I humbly request you reframe this bill as a Resource Development Bill and not a tax generation bill.

I want us to recognize that Alaska is "big oil" and we get "our fair share" of revenues along with our partners, the producers. Our fair share is calculated in the jobs created by employing Alaskans in the development of our common resource.

One other thing, thanks to all you who were here last year when the PPT was agreed. Your months of hard work resulted in the 22.5/20 agreement. Please don't try to fix that which is not broken.

Thank-you,  
Maynard Tapp  
200 West 34<sup>th</sup> Ave. #809  
Anchorage, Alaska 99503

ERIC DOMPELING

SENATE & HOUSE FINANCE TESTIMONY  
on B & HB 2001  
November 8, 2007

Thank you, Chairmen Stedman, Hoffman, Chenault & Meyer, members of the Senate & House Finance committees. My name is Eric Dompeling. I'm president of, and testifying on behalf of the Alaska Support Industry Alliance, a trade association representing a broad spectrum of companies & individuals that work in Alaska.

I had the pleasure of hearing from Deputy Commissioner Rutherford speak on the AGIA Plan this morning as she addressed the Alliance membership at our breakfast meeting. As with this PPT Discussion, the time is drawing near when we will know the outcome to the question; what's going to happen!

I find this PPT discussion to be much the same hope and pray that is found in the AGIA proposal.

Much like the Canadian province of Alberta; you are considering a significant increase in the way the industry is taxed, Alberta has already experienced a slowdown in the activity levels. I have no doubt we will see the same thing here.

With production declining, the only way to stave off that decline is through the drill bit, we don't have 600 rigs drilling for oil and gas in Alaska we only have about 17 currently operating, and from there to 1 rig only requires a look back to 1999, eight short years ago. Are you prepared to dip into the CBR? Given the propensity for this state to spend money it doesn't have . . . even this tax increase will not cover the pending disaster with the next decrease in the Price of oil. We continue to need a fiscal plan; what do you plan to do with the current excess capital, besides spend it, oh I forgot it's already been spent!

The mining industry recently announced that their contribution to the State coffers has increased by a factor of 3; from 60 Million to roughly 180 million dollars. The Oil industry has also had a significant impact on the states income, coincidentally by a factor of 3; from 1.5 Billion a years in 2003 to over 4.5 billion a year this year, who says: were not getting our fair share? Where does all the money go?

I urge you to think long-and hard before committing the citizens of this state to an oil & gas tax policy, that could well follow the law of unintended consequences. Don't sacrifice long-term job and business opportunities, for a short term potential gain, I ask you to leave the PPT legislation alone and focus on the longer term benefit of a Gas line that will be a real economic change to this state as was the Oil Pipeline 30 years ago.



# Alaska State Legislature

Please enter into the record my testimony to the FINANCE  
 committee name  
 committee on HB 2001 / SB 2001 , dated 11/8/07  
 bill/subject

Date: 11-08-07  
 From Paul D.Kendall  
 RE: PPT Senate and House Joint PPT hearings testimony  
 TO above for the record

Ladies and Gentlemen,  
 Please accept the attached Opinion for the record in your review of the PPT bill 2001.

I find it concerning we citizens are not afforded more time and participation in this PPT process along with other pressing society needs...

Thank You,

Paul D. Kendall

907-222-7882

Signed: \_\_\_\_\_

Testifier

\_\_\_\_\_

Representing (Optional)

\_\_\_\_\_

Address

\_\_\_\_\_

Phone No.

=====

6

11-8-07 Paul D. Kendall PPT testimony  
To: Joint Senate and House committees reviewing PPT 2001 bills  
REF: Testimony Enough Is Enough, it is time for a new society !

12

Ladies and Gentlemen of the Legislature and fellow citizens of Alaska,

First, I continue to support our Governor in her honorable intentions with PPT .

However; I still prefer a Gross % of production paid to us and then we give back for partnerships and ventures of earned value and substance from a check off like menu . (needs more discussion)

18

ALSO, We may need to cut our losses by letting the big 3 go and bring new lease holders and more eager investors from China – Or at least replace EXXON who is clearly not "showing us the love...."

24

With the ongoing Political and Oil Co. Corruption, Energy Instability, our part time- Legislatures' cut and run to Juneau, OPEC partnerships, IRAQ Killings, Energy constructed and contrived pricing, Hydrogen Dev., World Oil Companies refusal to testify on record, Our legislature and other bodies not allowing us the citizens to substantially comment and ask questions of substance,

30

I can only conclude the following

The great people of Alaska can and should no longer be a subjugated and enslaved people by Energy interests outside of Alaska.

36

It is time to end this unjustified and illegal economic betrayal and assault on the citizens of Alaska and their families.

This Irrational conveyance of our assets to some distant fund or others economic benefit to be enjoyed by a relatively few insiders has to come to an end...

42

The Alaskan people have been an understanding, generous, patient, loyal, and accommodating, partner with the BIG OIL COMPANIES and our POLITICIANS.

48

However; Due to the past, current and predicted ENERGY EVENTS the time has now come for us the citizens of Alaska to begin our next society, a more just and more free society.

You, our elected leaders should publicly and honestly determine the annual amount of Cubic Feet of Natural Gas needed for the single family home owner based on the model below:

54

(SFHOM) Single family home owner model = less or up to first 1,000 sq ft living space with 20 x 20 2 car garage, 12 x12 storage shed, 20 X 20 green house on 100' X 100' lot size --- 1 person, 1 vehicle

60

The annual allotment per household total amount of energy converted to Cubic Feet of gas shall reflect the home needs for:

HEATING AND COOKING

ELECTRICITY

GASOLINE POWERED TRAVEL of 100 miles daily round trip from home.

66

Estimated annual allotment amount of Natural Gas in cubic feet to be in the order of:

Home use	annual max	cu ft conv	X *100,000 homes	**\$
Ht - cook	175 Mcf	same	17.5 MMcf	
Electricity	8,500 kwh	28.2Mcf	28.2 MMcf	
gasoline	1,825 gal (1per)	224.2 Mcf	22.5 MMcf	
***TOTALS (all # are estimates)			68.2 MMcf	discussion

72

78

\*TOTAL NUMBER OF SINGLE FAMILY HOMES IN ALASKA + DATA ??  
100,000 homes = 300,000+ population ? a guess \* I have had a hard time trying to gather these numbers by single family home owners, apt complexes, trailers, duplexes, etc...

\*\* the gas comes out of the ground cost nearly nothing in relation to --?

\*\*\* I have tried to make these totals maximum to way over amounts

84

(I gathered these energy figures as best I could on such short notice today!)

90

96 You, our elected officials on our behalf should cause and make to happen Now; within the PPT bill this inclusion as a pilot project towards a new history for Alaska by declaring an annual allotment of energy for 100,000 homes as described above.

102 This pilot project annual energy allotment should be made available to 100,000 home owners on a statewide per capita % basis, by longevity, drawing every 3 years or some other local fair and agreeable means...

We as Alaskans can no longer allow the " the conspiratorial few who for profit of their own would be World rulers at our peoples, families and loved ones expense;

103 Again,, We freedom loving Alaskans will no longer be an economically subjugated and enslaved people. It is over!

The time of being economically blood sucked by a few has come and gone! It is time to begin a new society, a better and more free society. It is time for Alaska to take her place in the history of World as that new society.... First of the surely many to follow.

114 By allowing our homes access to our nearly free energy , we will not only stop the exit of large amounts of our money; but we should see a tremendous growth in our housing markets, new technologies, citizen influxes, and substantial Infrastructure growth for our state needs.

120 The true and actual gas allotment cost to the Oil Industry and our permanent fund is nearly nil.

ALASKA is perched to be a new and vibrant society, a shining and historical light in the history of the world... Its all here;

126 It is time to teach the child who is the parent; to educate the misguided, who have clearly gone to worshipping profits in the place of "spiritual insight" and "Quality of Life"; Other true values.

It is time to become a better and more free society and in order to do that we must come to the aid and defense of the very foundations of our society --

132 The Single family home, Our family's- which we all aspire to be a part of.

IF "fossil fuelers " want to make unbridled profits and wealth, then, so be it; But you shall not make it on the backs of our most fundamental foundations of our society, our homes with our loved ones.

13B The Single Family Home and Our families Energy welfare from this day forward – should be "OFF LIMITS" to the profiteering and capital generation of a few lazy and power drunk individuals running amuck guised as quasi-free enterpriso corporations.

144 Sincerely and Respectfully,

Paul D. Kendall  
907-222-7882

150 [w[a[t[e[r[u[e[L END [h[y[d[r[o[g]e[n]

Ps.. Mr. Galvin, with all duo respect for your intentions and character.

156 I came to this conclusion listening to Ms Nelson and Mr. Thomas asking you about their community needs for energy.. And you advising him (truthfully) that "the energy price his people would pay would be based on the world oil market prices"

162 Well, it don't get much plainer than that! Funny thing about the truth, it is what it is....

Ladies and Gentlemen,

Enough is Enough! The tlme has come to free our people. You know this is the truth; You know I am right...and we are not alone!

163

All EXXON permanent fund stock money shall be redirected immediately to other interests unless EXXON settles with our people within 30 days.

174 That moneys' interests shall augment the immediate construction of our own Alaska Gas pipeline needs and several Hydro-Electric Power and Hydrogen Gas projects for our Alaska families new society and new technological energy needs.

180 Further, bo it resolved, PIRS and TIRS shall be placed on notice they shall stand at our ready, to serve our needs as the great state of Alaska they created, may now need them yet again to help carry our journey to a new society, a new recognition for Alaska in the worlds history of a freedom loving peoples.

Woll, now ima startin to get carried away here so – Chow ?

**Alaska Trucking Association, Inc.**

3443 Minnesota Drive · Anchorage, Alaska 99503 · Phone (907) 276-1149 · Fax (907) 274-1946  
[www.aktrucks.org](http://www.aktrucks.org)

*The authoritative voice of the trucking industry in Alaska*

---

November 8, 2007

SB2001 Oil Tax Issues (PPT)  
Senate and House Finance Committees

The Alaska Trucking Association is a state wide organization representing trucking interests from Barrow to Ketchikan. In 2008, our association celebrates its 50<sup>th</sup> Anniversary of serving the interests of the trucking industry in Alaska. Our more than 200 member companies represent all of the diverse trucking operations in the state along with many associate members who provide goods and services to our industry. It is important to note that, in Alaska, trucking employs over 20,000 people - 1 out of 14 members of the Alaska workforce. Trucking payrolls total over \$900 million annually. Trucking consists of several thousand family owned and corporate trucking businesses, most of which have fewer than 10 employees.

On behalf of the ATA, I wish to submit the following comments for the record.

It has been said many times that, in developing our natural resources, our constitution requires that we seek maximum return to the citizens of Alaska. While it seems that the emphasis has been on raising taxes to increase tax revenue to the state, we believe that the better way to maximize benefits to Alaskans is to provide good paying, long term jobs for this and future generations.

The State needs to focus on how to slow the decline of production. To accomplish that objective, investments need to continue in existing fields, investments need to be made in heavy oil and investments need to



*If you got it, a truck brought it...*

**Alaska Trucking Association, Inc.**

3443 Minnesota Drive · Anchorage, Alaska 99503 · Phone (907) 276-1149 · Fax (907) 274-1848  
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*The authoritative voice of the trucking industry in Alaska*

be made to promote the development of new fields. Existing field development should be the first priority. Most of the new production, in recent years, has occurred in existing fields. Without this base production, heavy oil and other new field development will face major additional challenges.

The oil and gas business is capital intensive and it takes many years for return on investments to occur. Increases to taxes lengthen that recovery time and can negatively impact project economics and investment decisions.

We believe that it is important in setting tax policy to produce adequate revenues for the state but more importantly, encourage further investment in the development of our abundant resources.

We urge you keep the tax rate low and use incentives to encourage increased development investment. As stated earlier, we believe that the better way to maximize benefits to Alaskans is to provide good paying, long term jobs for this and future generations. Investment, not taxes, will provide the jobs we need to ensure our future.

Sincerely,



Aves Thompson  
Executive Director



*If you got it, a truck brought it...*



# Alaskans Working For Alaska!

1577 C Street, Suite 201, Anchorage, Alaska 99501 • Phone (907)277-5200 • Fax (907)277-5206  
E-mail: [asenhq@afscmelocal52.org](mailto:asenhq@afscmelocal52.org) • Website: [www.afscmelocal52.org](http://www.afscmelocal52.org)

November 8, 2007

The Honorable Lyman Hoffman  
The Honorable Bert Stedman  
Co-Chairs Senate Finance Committee  
State Capitol  
Juneau, Alaska 99801

Dear Senators Hoffman and Stedman,

On behalf of ASEA/AFSCME Local 52, the exclusive representative of all Oil and Gas Revenue Auditors in the General Government Unit of State employees, I want to inform you that I do not support the provisions in SB 2001, Oil and Gas Tax Amendments, which move Oil and Gas Revenue Auditors from classified to exempt service. I also oppose the provision in the Senate Judiciary Committee Substitute that creates a new class of Oil and Gas Revenue Auditors in exempt service.

I do recognize the necessity for the State to have a full compliment of qualified Oil and Gas Revenue Auditors to ensure compliance with Oil and Gas Tax statutes. However, I do not believe it is in the best interest of the State and the citizens of Alaska nor is it necessary to move the auditors to exempt service.

On October 27, 2007 I presented testimony to the Senate Judiciary Committee stating the following concerns regarding the proposal to move the Oil and Gas Revenue Auditors to exempt service:

1. Moving the current classification of Oil and Gas Revenue Auditors from classified to exempt service or creating a new class of Oil and Gas Revenue Auditors in exempt service will remove them from the protections they have in classified service. A position in exempt service is exempt from the State Personnel Act, there is no requirement for competitive recruitment, and they have no right of appeal of dismissal to the State Personnel Board. Their employment is governed only by the general labor laws of the State of Alaska and the personnel policies of the Administration. For positions in exempt service there will be no requirement that the most qualified be hired and they will be "at will" employees who may be dismissed without "just cause".
2. Positions in exempt service can be subject to outside and political pressure. Entities they are auditing could bring pressure, either directly on the auditor or on a policy maker in a future State Administration, to overlook certain subjective items in an audit. If such a directive was given to an auditor they would have to comply or could be dismissed for failure to follow a management directive.
3. There would be no protections to ensure stability and continuity for Oil and Gas Revenue Auditors. If the auditors are in exempt service the individuals filling those positions could be replaced with each new Administration. It is critical that professional auditors not be subject to political influence or pressure or replaced at the "whim" of a new State Administration.

Hoffman and Stedman  
Re: SB 2001  
November 8, 2007  
Page 2 of 2

4. The statements made by the Administration that they can not fill the Oil and Gas Revenue Auditor positions unless they are moved to exempt service are not supported by the facts. According to an October 2, 2007 Organization Chart for the Tax Division Department of Revenue (attached), in the Production Audit Group there are 7 Oil and Gas Revenue Auditor IV positions of which 6 are filled and 2 Oil and Gas Revenue Auditor III positions which are both filled. The Organization Chart also shows that there are 3 Oil and Gas Revenue Auditor II positions which are currently filled and 4 Oil and Gas Revenue Auditor positions which are currently vacant. However, information provided by the Department of Administration (attached) indicates that there were 4 applicants for the vacant Oil and Gas Revenue Auditor I positions but the offer of employment was "withdrawn due to pending legislation" on October 17, 2007. The fact that there is only one vacancy in the senior level Auditor positions (Auditor IV, III, and II) and there were qualified applicants for the Auditor I positions makes it clear to me that it is not necessary to move any of the positions to exempt service to successfully recruit qualified Oil and Gas Revenue Auditors.

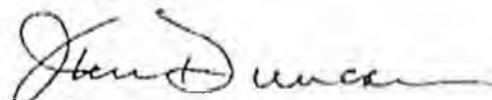
ASEA/AFSCME Local 52 does support a change in State law to provide more flexibility and assurances that the State will be able to successfully recruit and retain highly qualified Auditors in the future. As a former Commissioner of the Department of Administration I believe this can be done while maintaining the positions in classified service.

Attached is a proposed amendment to the uncodified law of the State of Alaska that, notwithstanding the provisions contained in A.S. 39.25.150 (2), "like pay for like work", would authorize the Department of Administration to develop and implement a distinct position classification plan and pay plan for Oil and Gas Auditors who perform the specific duties relating to the production tax audits and royalty audits including net profit share audits. This distinct classification plan and pay plan would apply to the auditors and their supervisors. The compensation and pay plan for auditors and their supervisors in this new classification would be determined in accordance with collective bargaining under A.S. 23.40.070-250 (Public Employment Relations Act). The amendment would also delete the provisions in the legislation that move the auditors to exempt service.

Let me assure you that ASEA/AFSCME Local 52 and I support your efforts to ensure that the State has the qualified personnel to oversee this legislation and ensure that there is full and complete compliance with the Oil and Gas Tax law. In that regard we do support the proposal in the fiscal note to contract with highly trained and professional auditors for a period not to exceed 4 years while the department recruits and trains auditors to oversee and enforce the oil and gas tax.

I urge you to give full and thoughtful consideration to the amendment I have attached.

Sincerely,



Jim Duncan  
Business Manager  
ASEA/AFSCME Local 52, AFL-CIO

Cc: Senate Finance Committee members  
All members Alaska State Senate

---

CS for SB 2001 (FIN)

Section 1 – The uncodified law of the State of Alaska is amended by adding a new section to read:

LEGISLATIVE FINDINGS:

The legislature finds that recruiting and retaining the highest quality state employees to conduct production tax and royalty audits of Oil and Gas companies doing business in the state of Alaska is extremely important.

The nature of the work is uniquely complex and the consequence of error is extremely high.

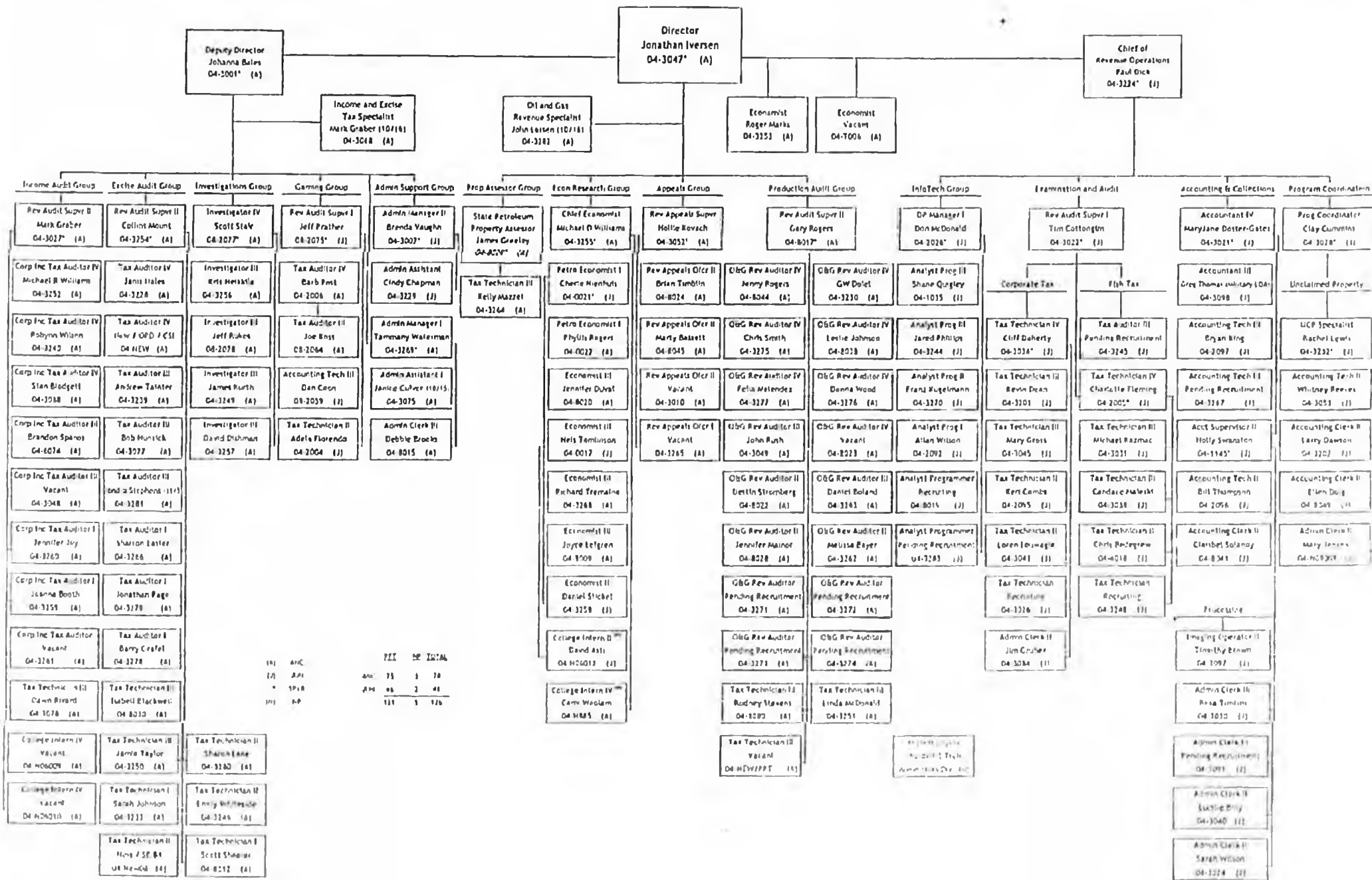
The uniqueness of the work and the need to recruit the highest level of state employees demands that Oil and Gas Revenue Auditors be compensated at rate of pay commensurate with the work involved.

Sec. XX The uncodified law of the State of Alaska is amended by adding a new section to read:

Notwithstanding the provisions contained in A.S. 39.25.150(2), the Department of Administration shall develop and implement a distinct position classification plan and pay plan for oil and gas auditors performing

- A) production tax audits, and their immediate supervisors, in the Department of Revenue; and
- B) royalty audits, including net profit share audits, and their immediate supervisors, in the Department of Natural Resources

Compensation for oil and gas auditors shall be in accordance with collective bargaining under A.S. 23.40.070-.250 (Public Employment Relations Act).



Recruitment Period	Job Class	PCN(s)	Total Number of Applicants	Applicants available and eligible	Appointment Made	Comments
10/12/07 - 10/17/07	Oil and Gas Revenue Auditor I/II/III	04-3271 04-3272 04-3273 04-3274	4	4	No	Withdrawn due to pending legislation.
5/25/2007 - 6/4/2007	Oil and Gas Revenue Auditor IV	04-8023 04-3277 04-3276 04-3275	1	1	Yes (3 unsuccessful)	All State Employee recruitment
9/27/2007 - 10/17/2007	Oil and Gas Revenue Auditor IV	10-4233.	4	4	Pending	Alaska Resident only recruitment
9/20/2006 - 4/19/2007	Oil and Gas Revenue Auditor III	04-8039; 04-3271; 04-3272; 04-3273; 04-3274	9	3	No	All Applicant recruitment
9/20/2006 - 4/19/2007	Oil and Gas Revenue Auditor IV	04-8023; 04-3277; 04-3276; 04-3275	8	4	Yes (2 unsuccessful)	All Applicant recruitment
8/4/2006 - 8/18/2006	Oil and Gas Revenue Auditor I/II/III	10-4249.	21	19	Yes	Alaska Resident only recruitment
6/6/2006 - 6/16/2006	Oil and Gas Revenue Auditor I/II/III	04-3262 04-3263	17	12	Yes (1 unsuccessful)	All Applicant recruitment
4/28/2006 - 5/30/2006	Oil and Gas Revenue Auditor III	10-4210.	3	1	Yes	Alaska Resident only recruitment
6/13/2006 - 6/23/2006	Oil and Gas Revenue Auditor III	04-8039.	2	1	No	All Applicant recruitment
3/9/2006 - 3/20/2006	Oil and Gas Revenue Auditor IV	10-4233.	5	4	Yes	All State Employee recruitment
6/8/2006 - 6/19/2006	Oil and Gas Revenue Auditor IV	04-8023.	2	2	No	All Applicant recruitment
8/10/2005 - 9/1/2005	Oil and Gas Revenue Auditor I/II	04-3262 04-3263 04-8022	13	11	Yes (2 unsuccessful)	All Applicant recruitment
9/30/2005 - 10/10/2005	Oil and Gas Revenue Auditor I	04-3262 04-3263 04-8023	1	1	Yes (one unsuccessful due to filling from previous recruitment)	All Applicant recruitment



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November 7, 2007

Senator Bert Stedman  
Senator Lyman Hoffman  
Senate Finance Committee  
Pouch V  
Juneau, Alaska 99801

Re: ACES Legislation

Lynden is an Alaskan transportation company – bringing goods to, from and within Alaska by road, air and sea. We provide logistics and transportation for most of Alaska's resource industries: fisheries, mining, construction and oil/gas. Our company employs over 500 Alaskans. We have been providing service to Alaska for over 50 years.

We urge the legislature not to increase taxes on the oil industry again. Another major addition to the oil industry tax burden is not good policy and has potential to negatively impact Alaska's future. Jobs and development of our oilfields are more important than further adding to state government.

It is difficult to imagine what our state will look like in the future, but if good decisions are made by our State leadership and the legislature we can have a healthy economy, and we will be a strong State. It will take tremendous effort; however, to make this happen. If we do not make good decisions and if we discourage investment and/or drive away the resource industries, Alaska will lose a large number of private sector jobs and our future will be dismal.

It is a critical time. We must understand that these decisions have long term implications, just as Alaska's success today is the result of good decisions made many years ago. Our economic future depends upon the decisions you make today.



Senate Finance Committee  
November 7, 2007  
Page 2

As the legislature deliberates on the Governor's proposal and as you hear conflicting testimony from expert witnesses, consultants, industry representatives and the general public, please weigh the risks of the proposed tax increase carefully against the suggested benefits. While another increase in the tax rate may bring in more revenue to the state in the short run – assuming the price of oil stays in the high range of 2007 - will it bring in higher revenues in the long run? – Where will we be in 2020 or 2030? Will it lead to the development of heavy oil and satellite fields? Will it keep the pipeline in operation longer? Will we have a gas line? Will it lead to a brighter economic future for our state?

Our concern is that increasing taxes at this critical point will discourage new investment, not only on oil and gas but on minerals. Let's not enhance Alaska's reputation as an unstable place to invest

Increased taxes will further inhibit a gas line. Increased taxes under the ACES legislation will likely result in a bleaker future for Alaska – fewer jobs, reduced revenue, lower property values and increased local taxes – and a stagnate economy. We can't just hope it will not do these things; we need to make sure it will not do these things.

The success of PPT should not be measured by the tax income to the state. It should also be measured by the number of jobs and development of new sources of oil. PPT has been very successful, with employment and activity on the North Slope at the highest level since construction of the pipeline itself.

Please make good decisions that create a viable future for our children and grandchildren, just as your predecessors many years ago, to create the vibrant an economy we enjoy today.

Respectfully,

A handwritten signature in dark ink, appearing to read 'Jim Jansen', written over a faint, larger version of the same signature.

Jim Jansen  
President & CEO

# Session: Palin says value of oil will continue to spur more development in state

Continued from Page A1

state of Alaska, for us to muster the political will to make adjustments," said Sen. Johnny Ellis, D-Anchorage.

The bill passed by the Legislature on Friday was much changed from the Alaska's Clear and Equitable Share bill introduced by Palin when the session began on Alaska Day, but Palin praised it at a victorious press conference with a bipartisan group of legislators who helped her pass it.

"It meets the principles we set out to achieve," she said.

Among those was a fair share of Alaska's oil wealth.

An increase in the base oil tax rate from 22.5 percent to 25 percent of profits, along with a progressively higher tax rate at higher prices, would combine with new restrictions on deductions to give the state a fair value for its oil, bill supporters said.

And importantly, supporters said a fair share will ensure the oil industry will get the stability that it said repeatedly was a top concern.

"I think it puts this issue to bed, rather than something that is scratched open year after year," said Rep. Mike Kelly, R-Fairbanks, a conservative Republican who carried the bill through the House.

Rep. Jay Ramirez, R-Fairbanks, though, called it a "massive, massive taxation increase" and said it risked driving oil industry investment and jobs away from Alaska.

"This is too much," he said.

Palin on Friday said the tremendous valuable resource, combined with incentives in the



MICHAEL PENN / JUNEAU EMPIRE

**Quitting time:** House Majority Leader Ralph Samuels, R-Anchorage, pulls his tie off Friday after the House concurred with the Senate's version of the oil tax bill.

didn't make themselves.

She said the standard deduction provision that emerged late in the session as the key to passing the bill would cost existing jobs.

"If we limit deductions on the North Slope, producers will lay off people, that's my fear," she said.

A gross profits tax, such as the Petroleum Profits Tax passed under former Gov. Frank Murkowski last year and the

said she'd immediately call an other special session if the Legislature did not act.

She later denied that was a threat.

"I didn't threaten that we would come back. I reminded," she said.

Soon after the Senate Finance Committee acted and moved a bill to the Senate Floor, Councilman Stedman denied any effort at stalling, and blamed the delay on the difficulty in getting a bill

solidly backed the governor on the bill.

Harris voted for Palin's ACES bill, but it was hard to tell from the statement he issued after the legislation passed.

"The governor and her administration have crafted a bill and pushed it through the Legislature that will either tap the producers for another \$1.5 billion without hurting or ending hurting our economy by driving away oil industry investment," he said.

## Three conflicts become key in special session

### Gross vs. net

Juneau's top two legislators began the special session opposed to Gov. Sarah Palin's plan to tax oil companies' net profits, hoping for a tax on gross revenues as well.

"I've always been a gross tax girl," said Rep. Beth Kerttula, D-Juneau, and House Democratic leader.

Sen. Kim Elton, D-Juneau, was once a gross tax supporter as well.

Both took different tacks during the session.

Kerttula remained a believer in a gross tax but shifted to support a net tax so she could influence the debate.

The net tax that came out of the Legislature was the best that could be obtained, she said, and it includes provisions such as a standard deduction on some operating expenses that will reduce the state's risk.

Elton, a member of the powerful Senate Finance Committee, said he came to believe a net tax was actually the best way to go.

"It's difficult to change your mind," he said. "I changed my mind."

Sen. Johnny Ellis, another prominent gross tax supporter, did the same thing.

"I have evolved in my thinking," he said, though he said an

minimize risk.

"The Legislature is listening to industry, and has taken that off the table," said Sen. Lyman Hoffman, D-Bethel.

What convinced the Legislature to remove the floor was a desire to instead get more revenue for the state at higher prices.

Department of Revenue Commissioner Pat Galvin told the House Finance Committee that was an acceptable trade-off.

"We believe you have to use one or the other, from our perspective," he said.

"Either include the floor in order to protect the state at the low end, or increase progressivity ... and save the difference to protect the state at those low prices," he said.

Palin said Friday that the inclusion of more progressivity plus the standard deduction was a fair trade for the gross floor.

### Tools of the trade

Alaska last year adopted a tax on oil company net profits, without knowing much about what those profits were and how much the tax would raise.

This year Galvin said they know more. Palin's bill included new tools to provide that information to the state, and the ability to make public more in-

"This is too much," he said. Palin on Friday said the tremendously valuable resource, combined with incentives in the bill, would keep the development going.

BP Alaska President Doug Suttles, whose company operates the nation's largest oil field at Prudhoe Bay, issued a statement criticizing the action Friday.

During testimony before numerous committees of the Legislature, BP executives hinted, but didn't actually say, that they'd cut spending in Alaska if taxes were raised.

On Friday, Suttles continued that strategy.

"We all need to be focused on developing new oil production for future generations of Alaskans, but this legislation does nothing to encourage more investment," he said.

Rep. Anna Fairclough, R-Eagle River, went a step further and made a claim the oil companies

"A gross profits tax, such as the Petroleum Profits Tax passed under former Gov. Frank Murkowski last year and the ACES plan proposed by Palin this year, allows deductions of costs to calculate the companies' net profits.

Palin said her bill was crafted to get more for the state when prices were high and the companies could afford it, but also use credits and deductions to spur investment in new production, even at lower prices.

"The bill strikes a careful balance," she said. "It assures a fair share of our oil's value for Alaska, while encouraging producers to invest in new fields."

Late in the session, the bill appeared stalled in the Senate Finance Committee, where co-chairmen Sen. Bert Stedman, R-Sitka, and Sen. Lyman Hoffman, D-Bethel, opposed it.

With the constitutionally mandated 30-day limit to the session approaching rapidly, Palin

on to the Senate floor. Stedman denied any effort at stalling, and blamed the delay on the difficulty in getting a bill drafted.

Stedman's committee, along with the corresponding committee in the House, were both heavy with allies of the oil industry.

Senate Finance Committee member Kim Elton, D-Juneau, said that on an issue as big as this one it almost didn't matter what the usually important committee did. Elton said his main goal was to get a bill to the Senate floor, where he and other allies of the governor had a majority.

"It came down to where are you going to make the fight," he said.

Despite opposition from the Legislature's top leaders, including the Senate president and co-chairmen of both Finance Committees, and lukewarm support from House Speaker John Harris, R-Vaduz, the Legislature

for another \$1.5 billion without harm, or end up hurting our economy by driving away oil industry investment," he said.

"We will need billions of dollars of investment to keep our production up, so I am hopeful the governor has not made a serious mistake with this legislation. But we won't really know for sure for a couple of years," he said.

Freshman Sen. Bill Wielechowksi, D-Anchorage, emerged as a major player inside the Senate Working Group, the bipartisan coalition that elected Sen. Lyda Green, R-Wasilla, Senate president, but which was split on raising taxes.

He called the bill they passed fairly moderate.

"We're not going crazy here," he said.

The amount of money the tax will raise depends greatly on the price of oil. The new tax will bring more to the state at high prices, but at the recent average or even high prices, the new tax brings in less than PPT was expected to last year, he said.

Senate Republican Minority Leader Gene Therriault, R-North Pole, said oil companies complaining that ACES meant a "second" tax increase after PPT were overstating the case because Palin's ACES probably wouldn't bring in as much as the companies and the public were told the PPT would bring in.

"It's not new dollars on top of it, it's the same dollars," he said.

Juneau Rep. Beth Kerttula, leader of the House Democratic Minority, helped broker a deal with Republicans who favored a net tax, and brought most of her caucus along as supporters after the standard deduction was included.

She called ACES a risk the state needed to take to guarantee its future.

"We're Alaskans, we like to risk," she said.

The standard deduction fixes operating costs for several years

promoters give the supporters did the same thing.

"I have evolved in my thinking," he said, though he said an online poll shows 74 percent of his constituents still support a gross tax.

A net profits tax automatically reduces taxes on the industry at low prices, a self-adjusting mechanism Ellis called "elegant in its design."

Elton and Ellis weren't the only Alaskans to change. Palin endorsed a gross tax during her campaign last year, but when she introduced her bill it was based on the structure of former Gov. Frank Murkowski's net profits method.

Among those who were not persuaded, but also didn't adopt Kerttula's strategy was Rep. Harry Crawford, D-Anchorage.

"I think a net profits tax is just a huge mistake," he said.

Crawford voted against the bill, the only member of Kerttula's caucus to do so.

## Fight on the floor

When Palin introduced her bill, she included a safety mechanism, a small minimum gross tax called a "floor" that would only kick in at very low oil prices.

That would mean the state would get at least some income, even at very low prices.

The Legislature eliminated the floor from Palin's bill, however.

The oil industry had opposed the floor, because it made some projects more risky if prices fell. With the floor in, they might not be done at all to

at 2006 levels, plus a 3 percent annual adjustment, for the huge Prudhoe Bay and Kuparuk fields. That's intended to prevent deductions shooting up again and reduce the state's risk, she said.

know more. Palin's bill included new tools to provide that information to the state, and the ability to make public more information about the oil business and the state's oil fields.

At the same time, Galvin said they need additional auditors and authority to make the tax work.

"Give me the tools I need to implement this tax," he said.

The industry balked at some of those changes, especially Exxon Mobil Corp. Securities and Exchange Commission rules require the state's other to big oil producers, ConocoPhillips and BP p.l.c., to release some specific information about their Alaska operations.

Those rules don't cover Exxon, and the company zealously guards what it sees as its business secrets.

"This is obviously very sensitive to Exxon Mobil," said Dan Seckers, Alaska tax counsel for the company.

He called the demands for information "almost like a witch hunt."

Seckers said it would hurt the business climate in the state.

"Is this really the position the state wants to have?" he asked.

Among the changes in the law are requirements that companies that get valuable tax credits to encourage exploration, tell the state about what they find.

"We now have the ability to gather data and understand our oil patch," said Rep. David Guttenberg, D-Fairbanks.

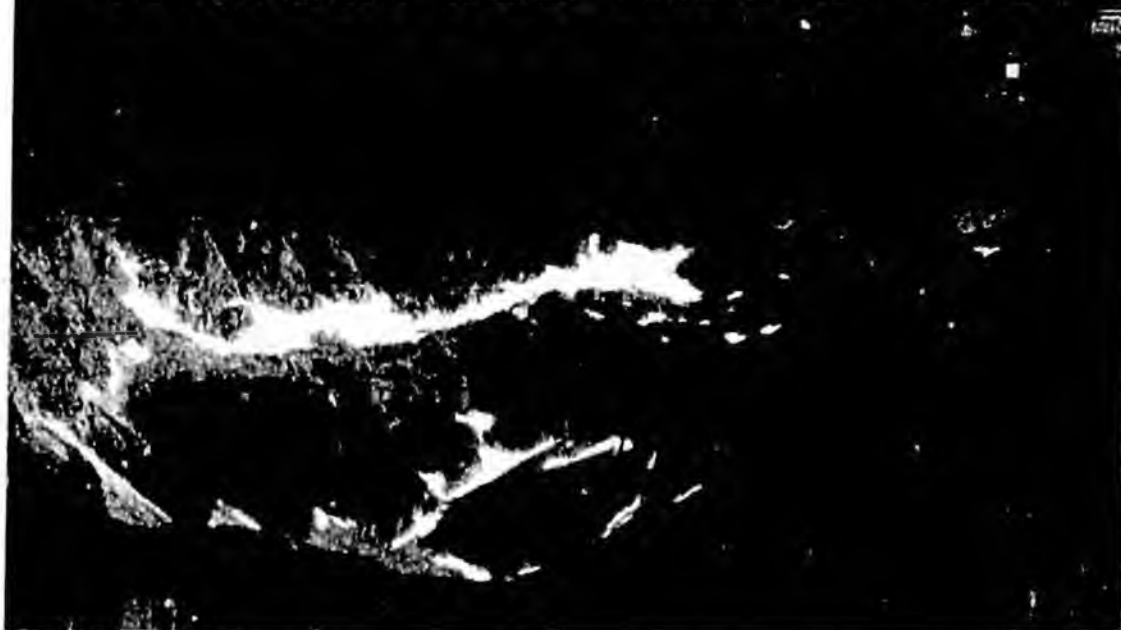
"That information is wealth all by itself," he said.

• Contact Pat Forgy at 523-2250 or patrick.forgy@juneauempire.com.

In 2006, deduction amounts doubled from the previous year, a surprise Commissioner of Revenue Pat Galvin attributed to the PPT bringing in \$800 million less than expected.

Sen. Lesil McGuire, R-Anchorage, supported the tax in-

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The standard deduction fixes operating costs for several years

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In 2006, deduction amounts doubled from the previous year, a surprise. Commissioner of Revenue Pat Galvin attributed to the PPT bringing in \$800 million less than expected.

Sen. Lesil McGuire, R-Anchorage, supported the tax increase, but objected strongly to the standard deduction's late arrival as part of the debate.

"In the final hours this comes out as the thing that is going to make or break it," she said.

She called it a significant change that was poorly understood and inadequately debated.

Therriault, who helped Palin move the bill through the Senate despite his position in the Senate Republican Minority, said the state's tax increase would come before the oil companies paid federal taxes, and would lower those taxes significantly.

"A third of the take comes from the federal treasury," he said.

"Let's be fair when we talk about the potential impact to the industry," he said.

Rep. Les Gara, D-Anchorage, a longtime advocate of oil tax reform but an opponent of last year's PPT, said he looked to former Gov. Wally Hickel's advice about how to judge ACES.

"The Constitution says we should develop our natural resources for the maximum benefit for our people. That's how you measure any oil tax," he said.

The bill the Legislature passed "restores the state's sovereignty," he said.

Contact Pat Forgy at 523-2250 or [patrick.forgy@junEAUempire.com](mailto:patrick.forgy@junEAUempire.com).

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