

ALASKA LEGISLATURE SPECIAL COMMITTEE/SUBJECT FILES 8672

2371 SCOMM 100 HOUSE SPEC. INTL. TRADE & TOURISM. . . , 1995-1996

SECTION III, Question E: Other International Activities

1. Please briefly describe *any other international activities your organization conducts* (cultural, sports, etc).

Marketing Anchorage and Alaska to international airlines and travel companies.

2. List any similar activities conducted by other organizations in Alaska.

Coordinated efforts are conducted by AEDC and the following:

Anchorage International Airport
Alaska State Division of Tourism
Anchorage Convention and Visitors Bureau

3. Briefly explain how each of these activities goes about benefiting Alaska.

Increased passenger service will result in growth of the local tourism industry.

4. Define your targeted constituency for this activity.

Major international airlines and leading travel companies.

5. Is this activity is part of a coordinated effort to benefit Alaska.

Yes

6. Describe how this activity reflects your original mandate.

This activity is consistent with AEDC's goal of fostering the development and expansion of the local tourism industry.

SECTION III, Question F

For organizations which offer or conduct personalized counseling or ad-hoc (unplanned) assistance to Alaskans.

1. Please estimate of the number of companies or individuals you would typically serve in a year.

2. Please list the types of services you would provide to companies (i.e., personalized counseling sessions on exporting in general, literature on specific markets or trade opportunities, referrals to other private or public sources, etc.)

3. Do your counseling or ad-hoc activity efforts focus more on assisting companies which are already exporting (or experienced and knowledgeable in exporting fundamentals) or companies which have never exported before or have limited experience and knowledge in exporting? Explain.

Is personalized international counseling or ad-hoc international business assistance a direct part of your mission or mandate?

1. ☐ Yes
2. ☐ No

THANK YOU FOR YOUR COOPERATION IN RESPONDING TO THIS QUESTIONNAIRE.

INSTITUTE OF
SOCIAL AND
ECONOMIC
RESEARCH
(ISER)

INSTRUCTIONS

Please complete all questions in all sections unless otherwise directed and make all responses as concise as possible.

Please return this completed questionnaire no later than December 12, 1995 to the following address:

Interim Legislative Task Force:
International Trade Strategy
c/o Senator Drue Pearce
716 West 4th Avenue, Suite 500
Anchorage, AK 99501
Tel: (907) 258-8185
Fax: (907) 258-0226

PLEASE LIST YOUR ORGANIZATION'S NAME, ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

Institute of Social and Economic Research (ISER)
University of Alaska Anchorage
3211 Providence Drive
Anchorage AK 99508

Tel 786-7710, Fax 786-7739

e-mail ayiser@orion.alaska.edu

SECTION I, Programmatic Review

1. What is your organization's international mission?

ISER's international mission is strictly ancillary to its other activities as the University of Alaska's social science research and information center.

ISER's international mission over the years has taken several forms:

- Σ establishing relations with Russian research, educational, and governmental institutions, particularly those dealing with northern and Russian Far East (RFE) issues, for exchange of published materials, information, and specialists, and for other activities that would enhance ISER's ability to serve Alaska and strengthen Russian's capability to deal with their needs
- Σ promote understanding of market economics, resource management, democratic institutions
- Σ support of Alaska state government efforts in creating ties with Russia

2. How does this mission benefit Alaskans?

Helps transfer useful knowledge, establish economic and social ties, strengthen peaceful coexistence

3. Is your organization established in statute or created administratively? Yes

Please list here or attach your enabling statute or administrative order or document establishing your organization?

Established by AS1440.110

4. What is your parent organization? (Department of Commerce, University, etc.)

University of Alaska Anchorage

5. Please describe any types of international activities your organization conducts which are not directly reflected in your mandate or mission.

none

6. Which of your organization's employee positions are political or board appointments (exempt or PX) and which are classified (permanent) employees ?

There are no political or board appointments

7. List the three most unique international activities your organization conducts which distinguishes it from other organizations in the state?

A. Professional economics education, preparation of economics education materials for school and college students

B. Professional economists' analyses of RFE regions, resource sectors, etc.

C. Salmon Market Information Service

7. Are there other organizations in the state which conduct similar international activities? List all that apply.

[how can there be "other organizations" doing similar if ours is "unique"?
in any case, none could be as good!]

8. Has your organization, over the last five years, filed any type of official report detailing your international activities ? Please identify here and attach to your response.

No official reports filed.

9. List the top five organizations (in order of importance) which your organization works with on a regular basis to promote the international goals of Alaska.

1. ARC
2. ACIB
3. OIT/DTD
4. Northern Forum
5. Governor's Office

10. Is your organization a partner in a coordinated international trade effort aimed at benefiting Alaska? (e.g. Marketing Alaska, etc) No

11. Does your organization concentrate more on attracting foreign investment to Alaska or supporting the international activities of Alaskans and Alaskan businesses?

☐ Foreign investment

☒ 2_ Supporting the international activities of Alaskan businesses

☐ 1_ Supporting other international activities of Alaskans (educational, cultural, etc.)

12. Does your organization operate international offices or employ overseas representatives

No

13. Does your organization send representatives abroad?

If yes, list the travel destinations, what the purpose of each trip was, and what amount was spent on overseas travel for the last three years.

ISER does not send representatives abroad (it has sponsored travel by dozens of researchers, state officials, and others - too numerous to list by trip or calculate costs)

14. List any trade missions or product promotion campaigns conducted over the last three years. Include where and what the purpose of the trade missions were. What were the benefits to Alaska from this trade mission or campaign? N A

15. What recommendations does your organization have for formulating a coordinated international policy in Alaska?

As a university organization, ISER has no recommendations. However, ISER is represented on

the state's Russian Agency Working Group.

16. Please attach or paste in here an organization chart for your organization. List each of your staff members directly involved in international activities

ISER is an organization of professionals and does not maintain an organization chart, as working relationships change with different projects.

Victor Fischer, Steve Jackstadt, Lee Huskey, Gunnar Knapp, Jack Kruse, Greg Protasel

17. Who are your clients and how do they benefit from your activities?

Clients include Alaska state agencies, businesses, fishermen and fish processors and others - benefiting through analyses, provision of data and other information, and opportunities for direct contacts and special assistance.

Russian clients benefit from greater understanding of market economics and democratic governance; direct contacts with Alaska businesses, public officials, professionals, and others; and opportunities to learn about and visit Alaska.

18. Has your organization ever conducted a needs assessment of your constituent clients in order to confirm the usefulness of your international activities.

If so, please describe here or attach to your response. N o

19. Has there ever been an external or internal management audit of your organization? If so, please attach it to your response. ISER has been regularly audited as part of the university, but management audits did not focus on international aspects.

20. Describe any ways your organization could be enhanced in order to serve Alaska better.

Send money!

21. What are the barriers to achieving these enhancements?

State and federal budget constraints

22. Do you have an advisory board, board of directors, or other committee which provided input on your activities? If so please list the members. N/A

SECTION II, FISCAL REVIEW

1. What is your organization's total budget?

FY 1993 1.5 million

FY 1994 1.6 million

FY 1995 2.4 million

2. Estimate of the amount of state general fund dollars your organization has spent on international activities during the past three years.

FY 1993: 0

FY 1994: 0

FY 1995: 0

2. Estimate the amount of private or other public sector money your organization has spent on international activities during the past three years.

FY 1993:

6

Amount: 150,000

Source: US Department of State, Man and the Biosphere Program (MAB)

Purpose: Canada/Alaska caribou management effectiveness

FY 1994:

Amount: 243,800

Source DCED, MAB, USIA/ARC

Purpose: Canada/Russia Salmon Herring Market Research, caribou management, regional government exchanges

FY 1995

Amount:: 345,939

Source: : Academy for Educational Development, MAB, USIA/ARC

Purpose: oil and gas investment training, regional government exchanges, caribou management

3. How has your organization leveraged general fund dollars with other agencies for international activities?

N/A

4. Is your organization sufficiently funded to meet all of its responsibilities and goals?

☐ Yes [is there such an animal who says yes?] ☒ No [of course not!]

SECTION III, Activity / Programs Review

INSTRUCTIONS:

- Each of the following questions **has** [have] six parts.
- Please use examples of organizational activities or programs for completing this section.

Include things like seminars, trade shows, special community events, etc.

7

- Use specific examples for clarity when necessary.
- Please skip any questions which do not apply to your organization.
- Question F of this section deals with organizations which offer or provide personalized counseling or other ad-hoc (unplanned) assistance to Alaskans. Make all responses concerning counseling and ad-hoc activities in Question F only.

SECTION III, Question A: International Trade Services

N/A

SECTION III, Question B: Education Component

1. List and describe all activities your organization conducts to ***promote the international awareness or education level of the constituency.***

[not sure what you mean by constituency]

Σ lecture on market economics, in Russian universities
Σ prepare economics text books and related materials specifically for Russia

2. List any similar activities conducted by other organizations in Alaska.

ARC, UAA, UAF, UAS, APU - all to a minor extent in economics, more in business management.

3. Briefly explain how each of these activities contribute to promoting international educational opportunities for Alaskans.

Does not, except in making Russians more knowledgeable how to work with Alaska firms

4. Define your targeted constituency for this activity.

Russian university and school students, the general Russian public

5. Is this activity is part of a coordinated effort to benefit Alaska.

No

6. Describe how this activity reflects your original mandate.

Like the US Constitution, mandates evolve and adapt over the decades. ISER is more than 40 years old. Since ISER's initiation, the university has adopted international outreach as one of its basic missions.

SECTION III, Question C: Creation of Jobs

1. Please list and describe all of your organization's international activities which ***directly promote job creation in the state.***

ISER does not "directly promote job creation..."

SECTION III, Question D: Foreign Investment

1. Please list and describe all activities your organization conducts to ***promote foreign investment in the state.***

ISER does not conduct activities to "promote foreign investment"

SECTION III, Question E: Other International Activities

1. Please briefly describe ***any other international activities your organization conducts*** (cultural, sports, etc).

ISER conducts the following international activities that do not fall into the above categories:

- Σ Operate the **Salmon Market Information Service**, funded through the 1-percent tax on salmon landings, to bring Alaska salmon harvesters accurate, unbiased information about world salmon markets. (UAA's ACIB tracks foreign market conditions.) Regular periodicals include **Salmon Market Bulletin** (2-page newsletter, eight times per year), **Currents: A Journal of Salmon Market Trends** (eight-page newsletter, three times per year), **Salmon Retail Price Report** (weekly one-page report), **New Product Report** (four-page, four times a year). **Technical Reports** and **Faxback Reports** cover various topics and data series and are available upon request.
- Σ Studies undertaken for Alaska Department of Commerce and Economic Development include **The Japanese Salmon Market: An Introduction for Alaskans**, **A Comparison of Salmon Prices in Alaska and Canada**, and **The Russian Salmon Industry, An Initial Review**. These reports were authored by Gunner Knapp and others.

- Σ Under a grant from the Eurasia Foundation, 1 Russian economist is working with ISER to adapt Alaska information to Russian conditions so as to facilitate market economy understanding and development in Magadan region.
- Σ Support is given to the Magadan Region Administration and International Pedagogical University in the their project on the Partnership between Magadan and Alaska for economic and social development of the two regions.
- Σ Manage a state-level regional government exchange program between Alaska and Russian Far East regions. Federally funded through ARC, the project organizes visits by top officials and specialists in accordance with specific needs identified by governors, legislative leaders and other top officials.

ALASKA
SCIENCE +
TECHNOLOGY
FOUNDATION

PLEASE LIST YOUR ORGANIZATION'S NAME, ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

Alaska Science and Technology Foundation
4500 Diplomacy Drive
Suite 515
Anchorage, AK 99508-5918

(907) 272-4333 phone
(907) 274-6228 fax

SECTION I, Programmatic Review

1. What is your organization's international mission?

HB 390, Sec. 37.17.010 (b) The purpose of the foundation is to promote and enhance through basic and applied research; economic development and technical innovation in Alaska; public health; telecommunications; and sustained growth and development of Alaskan scientific and engineering capabilities.

ASTF does not have a separate defined international mission.

2. How does this mission benefit Alaskans?

Alaska benefits from successful projects which develop science and technology to solve problems or realize opportunities in developing the state's economy and improving public health.

3. Is your organization established in statute or created administratively? Please list here or attach your enabling statute or administrative order or document establishing your organization?

Established in Statute, HB 390 attached.

4. What is your parent organization? (Department of Commerce, University, etc.)

Administratively attached to Department of Commerce & Economic Development.

5. Please describe any types of international activities your organization conducts which are not directly reflected in your mandate or mission.

Not applicable

6. Which of your organization's employee positions are political or board appointments (exempt or PX) and which are classified (permanent) employees ?

Sec 37.17.080 The board of directors shall employ and determine the salary of an executive director, subject to AS 37.07. The director may, with approval of the board, select and employ additional staff as necessary. An employee of the

foundation, including the executive director, may not be a member of the board. The executive director and the other employees of the foundation are in the exempt service under AS 39.25.110.

7. List the three most unique international activities your organization conducts which distinguishes it from other organizations in the state?

A. Not applicable

B.

C.

7. Are there other organizations in the state which conduct similar international activities? List all that apply.

Not applicable

8. Has your organization, over the last five years, filed any type of official report detailing your international activities ? Please identify here and attach to your response.

No

9. List the top five organizations (in order of importance) which your organization works with on a regular basis to promote the international goals of Alaska.

1. Arctic Research Commission
2. International Society for Cold Region Development
3. International Technology Exchange Center
4. International Technology Administration
5. Circumpolar Affairs, Ottawa, Ontario, Canada

10. Is your organization a partner in a coordinated international trade effort aimed at benefiting Alaska? (e.g. Marketing Alaska, etc)

ASTF Executive Director, James Kenworthy is a member of the Technical Services Committee of the Marketing Alaska initiative.

If yes, describe the program and its intended benefits to Alaskans. How is it being conducted in conjunction with other local, domestic, or international organizations?

See Marketing Alaska program guidelines

11. Does your organization concentrate more on attracting foreign investment to Alaska or supporting the international activities of Alaskans and Alaskan businesses?

☐ Foreign investment

☒ Supporting the international activities of Alaskan businesses

☐ Supporting other international activities of Alaskans (educational, cultural, etc.)

NOTE: ASTF supports projects and individual project managers which undertake research and technology development commercialization activities which often involve scientists and business people throughout the world. So only in this secondary or indirect impact can ASTF be considered to support the international activities of Alaskan businesses.

12. Does your organization operate international offices or employ overseas representatives

No

If yes, list the location of each office or representative, their purpose, and amount it cost to maintain them over the last three years.

13. Does your organization send representatives abroad?

ASTF has only sent a representative abroad once. This response assumes that meetings in Canada are not considered abroad.

If yes, list the travel destinations, what the purpose of each trip was, and what amount was spent on overseas travel for the last three years.

Robert Harris, Technology Administrator attended the International Society for Cold Region Development 1994 Symposium and related events. Travel destinations were Finland, Norway, Copenhagen and Stockholm, Sweden. Total cost was \$5,727.00 or rounded \$6.K.

14. List any trade missions or product promotion campaigns conducted over the last three years. Include where and what the purpose of the trade missions were. What were the benefits to Alaska from this trade mission or campaign?

Not applicable

15. What recommendations does your organization have for formulating a coordinated international policy in Alaska?

ASTF has no recommendation for a coordinated international policy in Alaska.

16. Please attach or paste in here an organization chart for your organization. List each of your staff members directly involved in international activities

The current organizational chart is attached. A new Executive Director, was hired on June 28, 1995; so it is possible there will be changes in the coming year to the organizational chart.

17. Who are your clients and how do they benefit from your activities?

ASTF clients include private industry, including entrepreneurs and existing businesses, the University of Alaska and other academic institutions as well as state agencies; international research agencies, private research organizations, and the general public.

Clients benefit from ASTF's activities through the promotion and enhancement of basic and applied research, economic development and technical innovation in Alaska. ASTF activities also benefit public health, telecommunications and the sustained growth and development of Alaskan scientific and engineering capabilities.

18. Has your organization ever conducted a needs assessment of your constituent clients in order to confirm the usefulness of your international activities.

If so, please describe here or attach to your response.

Not in order to assess the usefulness of international activities. ASTF has an outside evaluation of its grants program.

19. Has there ever been an external or internal management audit of your organization? If so, please attach it to your response.

ASTF has not undergone an external or internal management audit.

20. Describe any ways your organization could be enhanced in order to serve Alaska better.

This answer applies to the overall mission of ASTF. ASTF is in the process of revising its grant or project process to bring in at the start the end user of the research or technology, or the financier for the technology. In addition, ASTF plans to work with industry to analyze a number of goods-producing sectors to define group projects which could add value and produce products from Alaskan resources.

21. What are the barriers to achieving these enhancements?

The size and structure of the private sector in Alaska, and in particular, the need for business people to survive in the near term, acts as an understandable constraint to working with ASTF and other businesses, and scientists on longer

longer term opportunities. So even longer term projects must be designed for shorter term paybacks for both technology developers and users.

22. Do you have an advisory board, board of directors, or other committee which provided input on your activities? If so please list the members.

Sec. 37.17.040 Board of Directors (a) The foundation is governed and administered by a board of directors appointed by the governor to serve staggered terms of four years. (membership list attached)

SECTION II, FISCAL REVIEW

1. What is your organization's total budget?

FY 1993 \$9,543.1

FY 1994 \$9,609.7

FY 1995 \$9,789.9

2. Estimate of the amount of state general fund dollars your organization has spent on international activities during the past three years.

FY 1993: \$ 0.0

FY 1994: \$ 6.0

FY 1995: \$ 0.0

2. Estimate the amount of private or other public sector money your organization has spent on international activities during the past three years.

FY 1993:

Amount: Not Applicable

Source:

Purpose:

Sub-contractors hired:

FY 1994:

Amount: \$ 6.0

Source: **ASTF Endowment interest earnings.**

Purpose: **Attendance at the International Society for Cold Regions Development 1994 Symposium.**

Sub-contractors hired: **N/A**

FY 1995: **Not applicable**

Amount:

Source:

Purpose:

Sub-contractors hired:

3. How has your organization leveraged general fund dollars with other agencies for international activities?

ASTF does not use general fund dollars.

4. Is your organization sufficiently funded to meet all of its responsibilities and goals?

xx_ Yes

This answer assumes that there are no additional legislative earmarks of ASTF earnings.

SECTION III, Activity / Programs Review

INSTRUCTIONS:

- Each of the following questions have six parts.
- Please use examples of organizational activities or programs for completing this section. Include things like seminars, trade shows, special community events, etc.
- Use specific examples for clarity when necessary.
- Please skip any questions which do not apply to your organization.
- Question F of this section deals with organizations which offer or provide personalized counseling or other ad-hoc (unplanned) assistance to Alaskans. Make all responses concerning counseling and ad-hoc activities in Question F only.

SECTION III, Question A: International Trade Services

1. List and describe all activities your organization conducts to *promote international trade opportunities for Alaskan companies*.

Not applicable

2. List other organizations in Alaska that provide similar services..

3. Describe your organization's role in some specific international trade successes of Alaskan businesses.

4. Define your targeted constituency for this activity.

5. Is this activity part of a coordinated effort to benefit Alaska.

6. Describe how these activities reflect your original mandate.

SECTION III, Question B: Education Component

1. List and describe all activities your organization conducts to *promote the international awareness or education level of the constituency.*

Not applicable

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contribute to promoting international educational opportunities for Alaskans.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question C: Creation of Jobs

1. Please list and describe all of your organization's international activities which *directly promote job creation in the state*.

Not applicable

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting job opportunities for Alaskans.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question D: Foreign Investment

1. Please list and describe all activities your organization conducts to *promote foreign investment in the state*.

Not applicable

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting foreign investment in Alaska

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question E: Other International Activities

Not Applicable

1. Please briefly describe *any other international activities your organization conducts* (cultural, sports, etc).

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities goes about benefiting Alaska.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question F

For organizations which offer or conduct personalized counseling or ad-hoc (unplanned) assistance to Alaskans.

1. Please estimate the number of companies or individuals you would typically serve in a year.

7,546

This number reflects the number of information calls ASTF receives on a daily basis as well as the number of ASTF Grants Information Booklets and forms distributed by ASTF staff and circuit riders.

2.

Please list the types of services you would provide to companies (i.e., personalized counseling sessions on exporting in general, literature on specific markets or trade opportunities, referrals to other private or public sources, etc.)

- A. One on one personalized counseling sessions.
- B. Referrals to other private or public sources of information and funding.

3. Do your counseling or ad-hoc activity efforts focus more on assisting companies which are already exporting (or experienced and knowledgeable in exporting fundamentals) or companies which have never exported before or have limited experience and knowledge in exporting? Explain.

ASTF generally is assisting companies with small start-up ventures. The large majority of companies that ASTF assists are not at the stage of development to consider exporting products.

Is personalized international counseling or ad-hoc international business assistance a direct part of your mission or mandate?

- 1. ☐ Yes
- 2. ☒ No Not International

THANK YOU FOR YOUR COOPERATION IN RESPONDING TO THIS QUESTIONNAIRE.

Chapter 17. Alaska Science And Technology Foundation.

Section

- 10. Foundation established
- 20. Establishment and investment of endowment
- 30. Endowment income, expenses, and grants
- 40. Board of directors
- 50. Election of officers
- 60. Quorum

Section

- 70. Meetings and reimbursement for expenses
- 80. Staff
- 90. Grant procedures, limitation, and requirements
- 100. Conflict of interest
- 110. Regulations

Sec. 37.17.010. Foundation established. (a) The Alaska Science and Technology Foundation is established as a public corporation in the Department of Revenue.

(b) The purpose of the foundation is to promote and enhance through basic and applied research: economic development and technological innovation in Alaska; public health; telecommunications; and sustained growth and development of Alaskan scientific and engineering capabilities. (§ 1 ch 37 SLA 1988)

Sec. 37.17.020. Establishment and investment of endowment.

(a) In order to support the foundation, the Alaska science and technology endowment is established, consisting of money appropriated to the endowment for the benefit of the foundation.

(b) The endowment shall be held and invested by the Alaska Permanent Fund Corporation subject to AS 37.13.120; however, net income from the endowment shall be distributed under this chapter. Net income from the endowment may not be included in the computation of net income available for distribution under AS 37.13.140. (§ 1 ch 37 SLA 1988)

Sec. 37.17.030. Endowment income, expenses, and grants.

(a) The distribution of the income and realized capital gains of the endowment is subject to AS 37.07. The net annual realized capital gains of the endowment may be equally divided between the income and the principal of the endowment. Upon application of the foundation's board of directors or its authorized representative, after authorization under AS 37.07 the Alaska Permanent Fund Corporation shall pay to the foundation the income appropriated.

(b) In addition to endowment income, the foundation may receive gifts, grants, and other aid. The foundation may accumulate income, gifts, grants, and other aid from any one year and distribute them in a later year.

(c) The administrative expenses of the foundation are subject to AS 37.07 and shall be paid from the income of the endowment.

(d) The board of directors shall distribute the income of the endowment through competitive grants under this chapter. The board may disburse money that is received by the foundation for special or general purposes.

(e) Subject to AS 37.07, the board of directors may pay into the principal of the endowment any part of the endowment income. Money paid to the principal under this subsection may not later be withdrawn by the board of directors. (§ 1 ch 37 SLA 1988)

Sec. 37.17.040. Board of directors. (a) The foundation is governed and administered by a board of directors appointed by the governor to serve staggered terms of four years. A member serves on the board until a successor qualifies and is appointed. A member of the board of directors may be removed from the board by the governor for cause.

(b) The board of directors is composed of nine members, as follows:

(1) two members must be scientists or engineers residing in Alaska who are recognized contributors in the science or engineering fields, one of whom is employed by the University of Alaska;

(2) two members must be scientists or engineers residing outside Alaska who are recognized contributors in the science or engineering fields;

(3) four members of the public, at least two of whom have recognized expertise or experience in resource development, manufacturing, finance, telecommunications, or public health;

(4) one member who is employed by a department or agency of the state, other than the University of Alaska. (§ 1 ch 37 SLA 1988)

Sec. 37.17.050. Election of officers. The board of directors shall elect a chairperson and a secretary from its members, each to serve for a term not to exceed two years. (§ 1 ch 37 SLA 1988)

Sec. 37.17.060. Quorum. A majority of the voting members of the board constitutes a quorum for the transaction of business. (§ 1 ch 37 SLA 1988)

Sec. 37.17.070. Meetings and reimbursement for expenses. The board shall meet at least twice a year. Additional meetings may be called at the discretion of the chairperson. Board members are entitled to per diem and travel expenses authorized for boards and commissions under AS 39.20.180. Board members not employed by the state or the University of Alaska receive an honorarium of \$200 for each day spent on official business of the board, not to exceed a total of 30 days per annum. (§ 1 ch 37 SLA 1988)

Sec. 37.17.080. Staff. The board of directors shall employ and determine the salary of an executive director, subject to AS 37.07. The executive director serves at the pleasure of the board. The executive director may, with approval of the board, select and employ additional staff as necessary. An employee of the foundation, including the executive director, may not be a member of the board. The executive director and the other employees of the foundation are in the exempt service under AS 39.25.110. (§ 1 ch 37 SLA 1988)

Sec. 37.17.090. Grant procedures, limitation, and requirements. (a) The board of directors shall provide adequate and appropriate notice of all solicitations for grant proposals at least once a year. The board shall give preference, consistent with the purposes of this chapter, to soliciting proposals for research projects that are reasonably expected to use or enhance research capabilities for basic and applied research in the state. The board may actively solicit persons, organizations, or institutions to apply for general or specific grants.

(b) Grant proposals must be submitted for impartial and competitive peer review for scientific and technical validity by a panel of recognized experts appointed by the board of directors. Members of a peer review panel are entitled to per diem and travel expenses authorized under AS 39.20.180. The identity of members of a peer review panel is confidential until final action is taken by the board on the grant proposal. The board shall consider the recommendations of the panel in deciding whether to award a grant. The board may exempt grants of \$5,000 or less from peer review.

(c) Grant awards by the board must be consistent with the policy and research priorities identified by the Alaska Science and Engineering Advisory Commission.

(d) Not less than 50 percent of the endowment income that is distributed as grants by the foundation in a fiscal year must be for grants of \$100,000 or less, exclusive of other funding.

(e) The board of directors shall, as a condition of a grant, and as necessary, set the maximum percentage of a grant award that may be expended by a grantee to pay for overhead costs of the grantee's project.

(f) The board shall require from each grant recipient periodic reports and a final report. The board shall disseminate to the scientific community and to the public, on a regular basis, the results of research sponsored by the foundation. Proprietary reports and other information voluntarily filed with the board or critical to patent applications may be kept confidential if the person providing the information so requests and the board finds that it is in the best interest of the state. Information developed under a grant awarded by the board is public information unless the applicant requests and the board grants confidentiality prior to the award of the grant. Dissemination of spon-

sored research must be in a form of greatest utility to the scientific community and the general public and may include technological transfer or applications information for promising results.

(g) As a condition of all grants awarded under this chapter, the board of directors shall require that a fair and reasonable percentage of all income, if any, from royalties, licenses, and patents produced as a result of the grant be paid into the principal of the endowment, subject to AS 37.07.

(h) In awarding a grant under this chapter, the board of directors shall give preference to an applicant who is an Alaska resident, association, organization, or institution. If the board determines that an Alaskan applicant does not have the expertise or capability to satisfactorily perform the grant research without assistance from an out-of-state person or institution, the board may award a grant, jointly, to the Alaskan applicant and an approved out-of-state person or institution. If a grant is awarded to an out-of-state person or institution, the board may require that the out-of-state grantee associate with an Alaska scientific or technical organization while performing the grant research. In all cases, a grant may be awarded only if the board determines that the research to be performed will further the purposes of the foundation under AS 37.17.010(b).

(i) A grant may include money to obtain equipment. The equipment is the property of the foundation. At the termination of the grant, the equipment shall be disposed of at the discretion of the board.

(j) The board of directors shall provide a written report of its activities and finances to the governor and the legislature no later than January 30 each year. (§ 1 ch 37 SLA 1988)

Sec. 37.17.100. Conflict of interest. (a) Members of the board of directors are subject to AS 39.52 (Alaska Executive Branch Ethics Act).

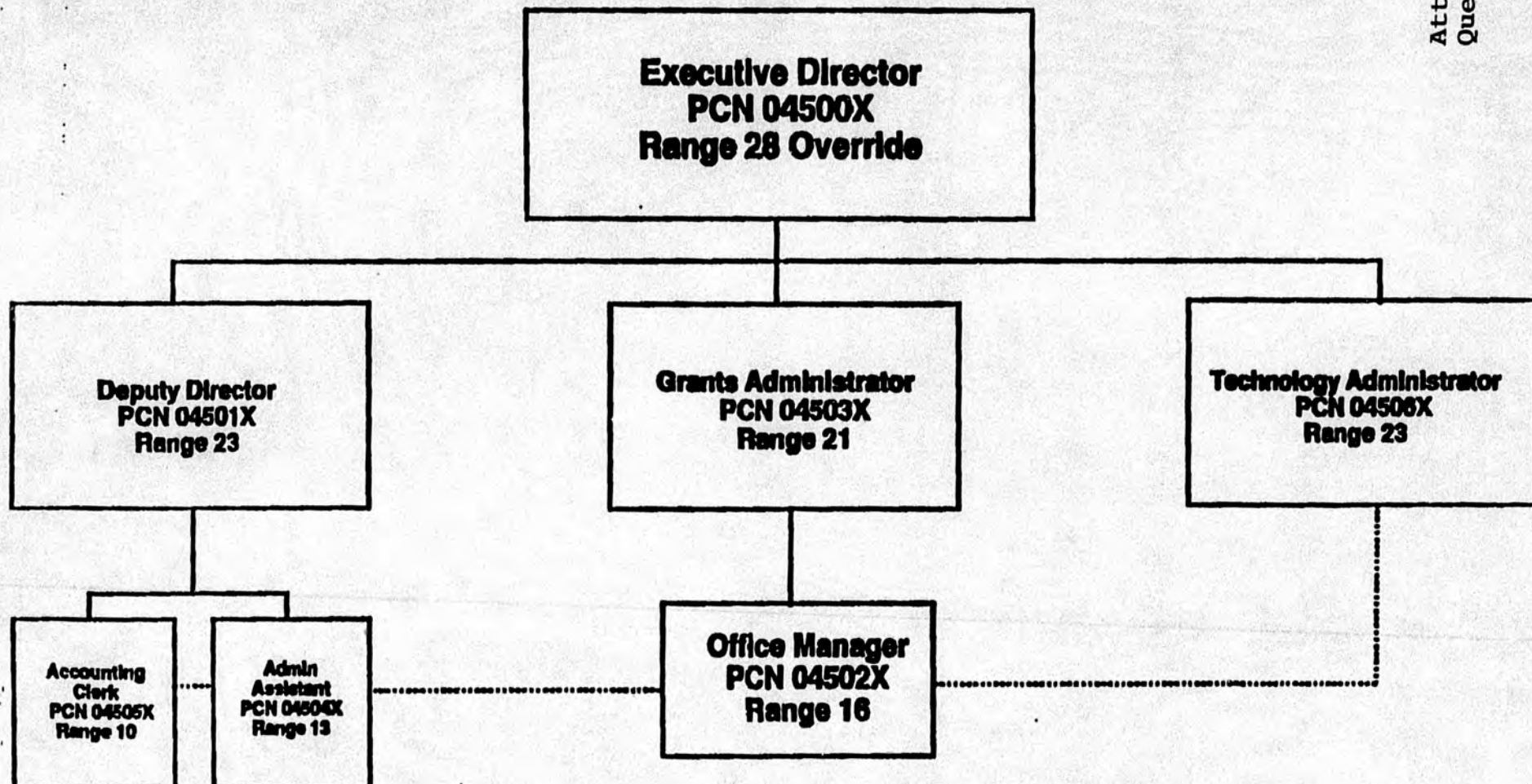
(b) The board of directors shall adopt a written policy, in addition to the requirements of AS 39.52, to address potential conflicts of interest of its members and members of a peer review panel. (§ 1 ch 37 SLA 1988)

Sec. 37.17.110. Regulations. The board of directors may adopt regulations to implement this chapter. (§ 1 ch 37 SLA 1988)

Alaska Science & Technology Foundation Organizational Chart

(All ASTF Duty Stations are Located in Anchorage)

Attachment 2
Question 16



Legend:

———— Supervisory Relationships

----- Multiple Task Support Relationships

November 22, 1994

ALASKA SCIENCE & TECHNOLOGY FOUNDATION

Board of Directors

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James Kenworthy, Executive Director
Paula Rasmus-Dede, Director of Administration & Finance
Robert E. Harris, Director of Technology & Acting Director of Grants Administration
Janice L. Faber, Grants & Systems Coordinator
Pamela J. Thihault, Administrative Assistant
Barbara K. Macy, Accounting Clerk

J.P. Godfrey, Business Consultant
(907) 344-3065
Jim Palin, Business Consultant
(907) 376-6900
Stephen Street, Business Consultant
(907) 562-0335, Fax: 562-6988
Kay Slack, Business Consultant
(907) 746-3060, Fax: 746-6678

Attachment 3
Question 22

ANCHORAGE

+

FAIRBANKS

INTERNATIONAL

AIRPORTS

PLEASE LIST YOUR ORGANIZATION'S NAME, ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

AIR PORTS

SECTION I, Programmatic Review

1. What is your organization's international mission?

To provide safe and efficient operation of Anchorage and Fairbanks International Airports.

2. How does this mission benefit Alaskans?

- Access between Alaska and international points for trade and tourism traffic
- Employment associated with cargo and passenger activities

3. Is your organization established in statute or created administratively?

Please list here or attach your enabling statute or administrative order or document establishing your organization?

The International Airport Revenue Fund, AS37.15.?, was established to provide self-funding for Anchorage and Fairbanks International Airports.

4. What is your parent organization? (Department of Commerce, University, etc.)

Department of Transportation and Public Facilities, Alaska International Airport System

5. Please describe any types of international activities your organization conducts which are not directly reflected in your mandate or mission.

None

6. Which of your organization's employee positions are political or board appointments (exempt or PX) and which are classified (permanent) employees?

Fairbanks Intl Airport 1 ex/px94 permanent
Anchorage Intl Airport 3 ex/px280 permanent

7. List the three most unique international activities your organization conducts which distinguishes it from other organizations in the state?

A. Conduct analyses of air route potential for specific passenger and cargo air carriers.

B. Facilitate development on airport lands.

C. Track and recommend action on international aviation negotiations and agreements as they pertain to international traffic rights for Alaska.

7. Are there other organizations in the state which conduct similar international activities? List all that apply.

Some regional economic development groups: Fairbanks Industrial Development Corporation and Anchorage Economic Development Corporation.

8. Has your organization, over the last five years, filed any type of official report detailing your international activities? Please identify here and attach to your response.

Attached is the most current annual report for Anchorage and Fairbanks International Airports, FY 94.

9. List the top five organizations (in order of importance) which your organization works with on a regular basis to promote the international goals of Alaska.

1. Convention and Visitors Bureaus and Regional Economic Development Corporations in Anchorage and Fairbanks.
2. Alaska Governor's Office, DC and Juneau and Congressional Delegation, DC
3. Airports Council International, North America: International Air Service Program
4. State of Alaska Division of Tourism
5. United States Department of Transportation, Washington, DC

10. Is your organization a partner in a coordinated international trade effort aimed at benefiting Alaska? (e.g. Marketing Alaska, etc)

Both Airports are members of convention and visitor bureaus, chambers of commerce, etc. Anchorage International Airport is just in the process of outlining a team approach to Airport Marketing, which will involve the Airport, Anchorage Economic Development Corporation, and the Alaska Industrial Development & Export Authority.

If yes, describe the program and its intended benefits to Alaskans. How is it being conducted in conjunction with other local, domestic, or international organizations?

The program will evolve in the next few months for Anchorage International Airport. All relevant organizations will be kept apprised and invited to join in as appropriate.

11. Does your organization concentrate more on attracting foreign investment to Alaska or supporting the international activities of Alaskans and Alaskan businesses?

- ☐ Foreign investment
☒ Supporting the international activities of Alaskan businesses
☒ Supporting other international activities of Alaskans (educational, cultural, etc.)

12. Does your organization operate international offices or employ overseas representatives

No.

If yes, list the location of each office or representative, their purpose, and amount it cost to maintain them over the last three years.

13. Does your organization send representatives abroad?

Yes.

If yes, list the travel destinations, what the purpose of each trip was, and what amount was spent on overseas travel for the last three years.

Representatives of both Anchorage and Fairbanks International Airport travel 0-3 times per year to North America, Europe, and Asia on air carrier specific marketing missions. Neither airport has expended more than \$10,000 on international marketing travel in any given year in the past three years.

14. List any trade missions or product promotion campaigns conducted over the last three years. Include where and what the purpose of the trade missions were. What were the benefits to Alaska from this trade mission or campaign?

The Airports' efforts are not in the line of "trade missions" or "product promotion campaigns"

15. What recommendations does your organization have for formulating a coordinated international policy in Alaska?

Both Airports benefit from working cooperatively (not against each other) in promoting a liberal USDOT policy towards international traffic rights. This cooperation between the Anchorage and Fairbanks airports and, sometimes, the Governor's office and Congressional Delegation, should be encouraged.

16. Please attach or paste in here an organization chart for your organization. List each of your staff members directly involved in international activities

At Anchorage International Airport, two individuals (Airport Director and Marketing Manager) participate in international activities. At Fairbanks International Airport, two individuals (Airport Director and the Fairbanks Industrial Development Corporation airport marketing consultant) participate in international activities.

This does not include the occasions when heads of states or VIPs transit the airports and the safety, operations, and building maintenance departments are involved in the visits.

17. Who are your clients and how do they benefit from your activities?

International air carriers benefit from increased activity at either airport which provides a larger base from which to fund airport operations.

18. Has your organization ever conducted a needs assessment of your constituent clients in order to confirm the usefulness of your international activities. If so, please describe here or attach to your response.

Air carriers are traditionally critical of airport efforts to market themselves; this is a nationally recognized attitude. However, those airports which market themselves clearly increase their community's chances for better air service and more employment opportunities.

19. Has there ever been an external or internal management audit of your organization? If so, please attach it to your response.

Financial audits are conducted annually.

20. Describe any ways your organization could be enhanced in order to serve Alaska better.

Continued infrastructure development to accommodate growing cargo and passenger activities.

21. What are the barriers to achieving these enhancements?

The airports perceive a need for continuing education about the International Airports Revenue Fund process.

22. Do you have an advisory board, board of directors, or other committee which provided input on your activities? If so please list the members.

Department of Transportation & Public Facilities; Legislature; Air Carriers; Community Council (Fairbanks only).

SECTION II, FISCAL REVIEW

1. What is your organization's total budget?

FY 1993

Alaska International Airport System Revenue was \$44.9 million

FY 1994

Alaska International Airport System Revenue was \$46.7 million

FY 1995

Not yet available

2. Estimate of the amount of state general fund dollars your organization has spent on international activities during the past three years.

FY 1993:

Zero. No general fund dollars support Anchorage and Fairbanks International Airports.

FY 1994:

Zero. No general fund dollars support Anchorage and Fairbanks International Airports.

FY 1995:

Zero. No general fund dollars support Anchorage and Fairbanks International Airports.

2. Estimate the amount of private or other public sector money your organization has spent on international activities during the past three years.

This is extremely difficult to construct. Some parts of Anchorage and Fairbanks International Airports marketing budgets are spent internationally.

3. How has your organization leveraged general fund dollars with other agencies for international activities?

Both Airports cooperate with Division of Tourism and Governor's Office as requested; however no general fund dollars flow to the Airports.

4. Is your organization sufficiently funded to meet all of its responsibilities and goals?

Anchorage and Fairbanks International Airports's funding mechanism with the air carriers (the operating agreement) ensures adequate funding.

☒ Yes

☐ No

SECTION III, Activity / Programs Review

INSTRUCTIONS:

- Each of the following questions have six parts.
- Please use examples of organizational activities or programs for completing this section. Include things like seminars, trade shows, special community events, etc.
- Use specific examples for clarity when necessary.
- Please skip any questions which do not apply to your organization.
- Question F of this section deals with organizations which offer or provide personalized counseling or other ad-hoc (unplanned) assistance to Alaskans. Make all responses concerning counseling and ad-hoc activities in Question F only.

SECTION III, Question A: International Trade Services

1. List and describe all activities your organization conducts to *promote international trade opportunities for Alaskan companies.*

Promotion and facilitation of international air service--both for passengers and cargo--to and through Alaska.

2. List other organizations in Alaska that provide similar services..

3. Describe your organization's role in some specific international trade successes of Alaskan businesses.

Facilitation of FedEx and UPS hub development at Anchorage International; designation of Alaska as a gateway to Hong Kong.

4. Define your targeted constituency for this activity.

Air carriers.

5. Is this activity part of a coordinated effort to benefit Alaska.

Yes.

6. Describe how these activities reflect your original mandate.

Increases airport activity and aviation-related employment.

SECTION III, Question B: Education Component

1. List and describe all activities your organization conducts to *promote the international awareness or education level of the constituency.*

N/A.

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contribute to promoting international educational opportunities for Alaskans.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question C: Creation of Jobs

1. Please list and describe all of your organization's international activities which *directly promote job creation in the state*.

Promotion and facilitation of international air service--both for passengers and cargo--to and through Alaska.

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting job opportunities for Alaskans.

New international air service creates new jobs both at the airports (ground handlers, cargo warehouse workers, etc.), and for off-airport service providers (e.g., hotels, which offer crew lodging). Also, every improvement in international transportation boosts Alaska's capabilities and opportunities in international business.

4. Define your targeted constituency for this activity.

Air carriers.

5. Is this activity is part of a coordinated effort to benefit Alaska.

Yes.

6. Describe how this activity reflects your original mandate.

Increases airport activity and aviation-related employment.

SECTION III, Question D: Foreign Investment

1. Please list and describe all activities your organization conducts to ***promote foreign investment in the state.***

N/A.

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting foreign investment in Alaska

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question E: Other International Activities

1. Please briefly describe *any other international activities your organization conducts* (cultural, sports, etc).

N/A.

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities goes about benefiting Alaska.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question F

For organizations which offer or conduct personalized counseling or ad-hoc (unplanned) assistance to Alaskans.

1. Please estimate of the number of companies or individuals you would typically serve in a year.

N/A.

2. Please list the types of services you would provide to companies (i.e., personalized counseling sessions on exporting in general, literature on specific markets or trade opportunities, referrals to other private or public sources, etc.)

3. Do your counseling or ad-hoc activity efforts focus more on assisting companies which are already exporting (or experienced and knowledgeable in exporting fundamentals) or companies which have never exported before or have limited experience and knowledge in exporting? Explain.

Is personalized international counseling or ad-hoc international business assistance a direct part of your mission or mandate?

1. ☐ Yes
2. ☐ No

THANK YOU FOR YOUR COOPERATION IN RESPONDING TO THIS QUESTIONNAIRE.

SCHOOL OF
MANAGEMENT
UNIV. OF ALASKA
FAIRBANKS

PLEASE LIST YOUR ORGANIZATION'S NAME, ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

*David O. Porter, Dean
School of Management
University of Alaska
Fairbanks, AK 99775
ffdop@aurora.alaska.edu*

SECTION I, Programmatic Review

1. What is your organization's international mission?

University level instruction leading to the BA, BS, BBA and MBA degrees in business and economics. Also applied research related to international business.

2. How does this mission benefit Alaskans?

Includes international business dimension in curriculum for all students majoring in management at the School of Management. Applied research identifies existing and potential Alaska business opportunities in international business

3. Is your organization established in statute or created administratively? Please list here or attach your enabling statute or administrative order or document establishing your organization?

Statue and UA Regent Regulations

4. What is your parent organization? (Department of Commerce, University, etc.)

University of Alaska, Fairbanks campus

5. Please describe any types of international activities your organization conducts which are not directly reflected in your mandate or mission.

Professors are active participants in international research. Sponsor and/or support student and faculty exchanges. Through grants from the USAID and other services provide training in business education for faculty in Russia, China, and other countries.

6. Which of your organization's employee positions are political or board appointments (exempt or PX) and which are classified (permanent) employees ?

None are political or board appointments. 26 faculty permanent employees, 4-6 part time faculty employees (temporary), five permanent staff, 10-15 graduate and undergraduate student assistants (temporary).

7. List the three most unique international activities your organization conducts which distinguishes it from other organizations in the state?

A. BBA, BA and MBA courses which integrate international business into a comprehensive business and economics education program.

B. Ongoing applied research on the impacts and opportunities of the global economy on the Alaska economy and for Alaska businesses.

C. Seminars and research presentations on international business, presented in Alaska, the Russian Far East and at various international conferences.

7. Are there other organizations in the state which conduct similar international activities? List all that apply.

Two organizations conduct activities which are similar to some of those conducted by the School of Management. The School of Business, University of Alaska Anchorage, offers university instruction which includes an international business dimension. They also conduct applied research in international business but this aspect of the School of Management's mission is given less emphasis at the School of Business. The Alaska Russian Center, University of Alaska System works with organizations such as the School of Management and the School of Business in seeking external grants to support exchanges and research in the Russian Far East.

8. Has your organization, over the last five years, filed any type of official report detailing your international activities? Please identify here and attach to your response.

As part of the requirement for reaffirming our specialized accreditation in business and accounting education, the School of Management prepared an extensive self-evaluation report in 1994 for the American Assembly of Collegiate Schools of Business (AACSB). The AACSB requires that accredited schools integrate materials on the global dimension of business in their curriculum. Copies of the relevant parts of that report are attached.

9. List the top five organizations (in order of importance) which your organization works with on a regular basis to promote the international goals of Alaska.

- 1. School of Economics, Yakutsk State University, Yakutsk, Russia*
- 2. Alaska Russia Center, University of Alaska System*
- 3. North Pacific Fishery Management Council and other international, national and Alaska fisheries organizations*
- 4. Informally, but regularly - Alaska Division of Tourism, the Alaska Visitors Association, Alaska Wilderness and Tourism Association, U.S. Travel and Tourism Research Association*
- 5. Faculty maintain numerous contacts with international research and academic organizations.*

10. Is your organization a partner in a coordinated international trade effort aimed at benefiting Alaska? (e.g. Marketing Alaska, etc.)

Yes

If yes, describe the program and its intended benefits to Alaskans. How is it being conducted in conjunction with other local, domestic, or international organizations?

- 1. Dean David Porter served as a member of the seafood industry task force in the Marketing Alaska initiative.*
- 2. Conduct a two year series of graduate-level seminars in the core business education disciplines for the faculty of the School of Economics, Yakutsk State*

University, Yakutsk, Russia. This project is part of a larger group of projects which includes projects being conducted by the School of Business, University of Alaska Anchorage and the School of Business and Public Administration, University of Alaska Southeast. The overall project is being coordinated by the Alaska Russia Center.

11. Does your organization concentrate more on attracting foreign investment to Alaska or supporting the international activities of Alaskans and Alaskan businesses?

 Foreign investment

XXX Supporting the international activities of Alaskan businesses

XXX Supporting other international activities of Alaskans (educational, cultural, etc.)

12. Does your organization operate international offices or employ overseas representatives

No

If yes, list the location of each office or representative, their purpose, and amount it cost to maintain them over the last three years.

13. Does your organization send representatives abroad?

Yes

If yes, list the travel destinations, what the purpose of each trip was, and what amount was spent on overseas travel for the last three years.

Two or three members of the faculty, on average, make presentations at international conferences each year which are supported at least in part by funds from the School of Management. Faculty average eight to ten trips per year to international destinations which are financed by external sources, including personal funds.

The School presently has a contract with the USAID to present graduate-level seminars on the core disciplines in management education at the School of Economics, Yakutsk State University, Yakutsk, Russia. Five or six UA faculty travel to Yakutsk in the summers of 1995, 1996, and 1997 to present these seminars. Funds for the travel come from the USAID.

14. List any trade missions or product promotion campaigns conducted over the last three years. Include where and what the purpose of the trade missions were. What were the benefits to Alaska from this trade mission or campaign?

None

15. What recommendations does your organization have for formulating a coordinated international policy in Alaska?

Many, depending on the issue and faculty member, research project. In a general sense, however, we urge and are supporting regular exchanges of information and resources with our sister campuses. I regularly exchange information with the deans at UAA and UAS. The recently retired Dean at UAS is a participant in our project in Yakutsk.

16. Please attach or paste in here an organization chart for your organization. List each of your staff members directly involved in international activities

Attached. Most faculty members have responsibilities to cover the international dimension of business in their specialties.

17. Who are your clients and how do they benefit from your activities?

Regularly enrolled undergraduate and graduate students. Businesses and government agencies which contract for research. Businesses and government agencies which hire our students and use our applied research reports.

18. Has your organization ever conducted a needs assessment of your constituent clients in order to confirm the usefulness of your international activities. If so, please describe here or attach to your response.

We have not conducted a needs assessment specific to the international dimension of our mission. More general evaluations of our overall effectiveness are conducted every five years. Also, the American Assembly of Collegiate Schools of Business requires regular assessments of our effectiveness. If these more general evaluations will be useful to the Task Force, please contact me.

19. Has there ever been an external or internal management audit of your organization? If so, please attach it to your response.

There was a Legislative Audit of the University of Alaska in 1992-93. The School of Management was included in that audit. The American Assembly of Collegiate Schools of Business requires a comprehensive self-study when accreditation is reaffirmed. I would not, however, characterize this self-study and the subsequent verification and evaluation of its contents by peer business deans in the AACSB as a management audit.

20. Describe any ways your organization could be enhanced in order to serve Alaska better.

The School is committed to continuous improvement of its educational and applied research programs. A high priority currently is to provide information on the quality of our programs to more of the potential students in Alaska. To this end, we are reallocating resources to this function. An equally high priority is to improve our effectiveness in instruction. A major initiative is being undertaken during the academic year 1995-96 to learn about and implement recent innovations recommended by the Accounting Education Change Commission.

21. What are the barriers to achieving these enhancements?

Innovations and new initiatives are difficult in a time of retrenchment. The University and the School have experienced modest but persistent decreases in state funding in recent years, especially when the impacts of increasing personnel and materials costs are taken into account.

22. Do you have an advisory board, board of directors, or other committee which provided input on your activities? If so please list the members.

The School of Management founded a Leadership Advisory Board in 1993-94. List of members attached. Attempt to meet at least twice annually.

SECTION II, FISCAL REVIEW

1. What is your organization's total budget?

FY 1993 -- \$2,900,000 (Academic Year 1992-93)

FY 1994 -- \$2,836,000 (Academic Year 1993-94)

FY 1995 -- \$2,745,000 (Academic Year 1994-95)

2. Estimate of the amount of state general fund dollars your organization has spent on international activities during the past three years.

FY 1993: \$8,000-\$10,000 annually to support faculty travel to international academic conferences and associations.

FY 1994: \$8,000-\$10,000 annually to support faculty travel to international academic conferences and associations.

FY 1995: \$8,000-\$10,000 annually to support faculty travel to international academic conferences and associations.

2. Estimate the amount of private or other public sector money your organization has spent on international activities during the past three years.

Most international travel by faculty is personally supported. The School does not keep records of these personally supported trips. Also, a number of outside organizations support faculty travel. Unless they are part of a regular university research project, these amounts are not included in the School of Management's accounts. There were a number of such expenditures between 1993 and 1995. I have no way of estimating these expenditures, short of conducting a survey of all the faculty. If you would like me to conduct such a survey, please let me know.

FY 1993:

Amount:

Source:

Purpose:

Sub-contractors hired:

FY 1994:

Amount:

Source:

Purpose:

Sub-contractors hired:

FY 1995:

Amount: \$650,000 over three years. This includes matching funds and indirect cost recovery. The Alaska Russia Center for the University of Alaska is the prime contractor for this sub-contract.

Source: US AID

Purpose: Provide a series of graduate level seminars in the core management disciplines for faculty in the School of Economics, Yakutsk State University, Yakutsk, Russia

Sub-contractors hired: None by the School of Management. A number of sub-contractors have been hired by the US AID.

A second project is beginning in international tourism, funded by the US Department of Education.

Amount: \$190,000 over two years.

Source: US Department of Education

Purpose: Internationalize the tourism training program at UAF. Will develop curriculum materials on international tourism, the cultural components, internships, and connections with Alaska firms.

Sub-contractors: None.

3. How has your organization leveraged general fund dollars with other agencies for international activities?

The contracts discussed leveraged local match by the School of Management, mostly in terms of faculty waiving a portion of their regular compensation rates for summer work.

4. Is your organization sufficiently funded to meet all of its responsibilities and goals?

☐ Yes

☒ No Not all goals in
international business and exchanges

SECTION III, Activity / Programs Review

INSTRUCTIONS:

- Each of the following questions have six parts.
- Please use examples of organizational activities or programs for completing this section. Include things like seminars, trade shows, special community events, etc.
- Use specific examples for clarity when necessary.
- Please skip any questions which do not apply to your organization.
- Question F of this section deals with organizations which offer or provide personalized counseling or other ad-hoc (unplanned) assistance to Alaskans. Make all responses concerning counseling and ad-hoc activities in Question F only.

SECTION III, Question A: International Trade Services

1. List and describe all activities your organization conducts to *promote international trade opportunities for Alaskan companies.*

Outside of the mission of the School of Management

2. List other organizations in Alaska that provide similar services..

3. Describe your organization's role in some specific international trade successes of Alaskan businesses.

4. Define your targeted constituency for this activity.

5. Is this activity part of a coordinated effort to benefit Alaska.

6. Describe how these activities reflect your original mandate.

SECTION III, Question B: Education Component

1. List and describe all activities your organization conducts to *promote the international awareness or education level of the constituency.*

Our BBA, BA, and MBA courses all include the international business dimension. An overview of which courses is included in the attachments. If details about what material is covered in which courses, I will provide it.

2. List any similar activities conducted by other organizations in Alaska.

See discussion above under I.7.

3. Briefly explain how each of these activities contribute to promoting international educational opportunities for Alaskans.

See discussion above under I.7.

4. Define your targeted constituency for this activity.

Regularly enrolled students in the University of Alaska. We also conduct and/or support a number of seminars, exchanges, and workshops for businesses, government agencies, and others interested in international business.

5. Is this activity is part of a coordinated effort to benefit Alaska.

Yes. Our program is coordinated within the University of Alaska System and the Fairbanks campus.

6. Describe how this activity reflects your original mandate.

Our activities in international business are fully consistent with our original mandate to provide up-to-date education in management. To remain up-to-date, the School of Management has, in recent years, added substantial elements to its curriculum on the international aspects of business.

SECTION III, Question C: Creation of Jobs

1. Please list and describe all of your organization's international activities which *directly promote job creation in the state*.

Direct job creation is outside the mission of our School.

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting job opportunities for Alaskans.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question D: Foreign Investment

1. Please list and describe all activities your organization conducts to *promote foreign investment in the state*.

Promoting direct international investment is outside of the mission of our School. We regularly support such efforts when requested and when we have resources which can be of assistance.

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting foreign investment in Alaska

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question E: Other International Activities

1. Please briefly describe *any other international activities your organization conducts* (cultural, sports, etc.).

The School is involved in numerous international exchanges involving businesses, students, scholars, faculty, and government officials.

2. List any similar activities conducted by other organizations in Alaska.

See discussions under Section III. C.

3. Briefly explain how each of these activities goes about benefiting Alaska.

See discussions under Section III. C.

4. Define your targeted constituency for this activity.

See discussions under Section III. C.

5. Is this activity is part of a coordinated effort to benefit Alaska.

See discussions under Section III. C.

6. Describe how this activity reflects your original mandate.

See discussions under Section III. C.

SECTION III, Question F

For organizations which offer or conduct personalized counseling or ad-hoc (unplanned) assistance to Alaskans.

Does not apply.

1. Please estimate of the number of companies or individuals you would typically serve in a year.

2. Please list the types of services you would provide to companies (i.e., personalized counseling sessions on exporting in general, literature on specific markets or trade opportunities, referrals to other private or public sources, etc.)

3. Do your counseling or ad-hoc activity efforts focus more on assisting companies which are already exporting (or experienced and knowledgeable in exporting fundamentals) or companies which have never exported before or have limited experience and knowledge in exporting? Explain.

Is personalized international counseling or ad-hoc international business assistance a direct part of your mission or mandate?

1. ☐ Yes
2. ☐ No

THANK YOU FOR YOUR COOPERATION IN RESPONDING TO THIS QUESTIONNAIRE.

**SCHOOL OF MANAGEMENT
LEADERSHIP ADVISORY BOARD**

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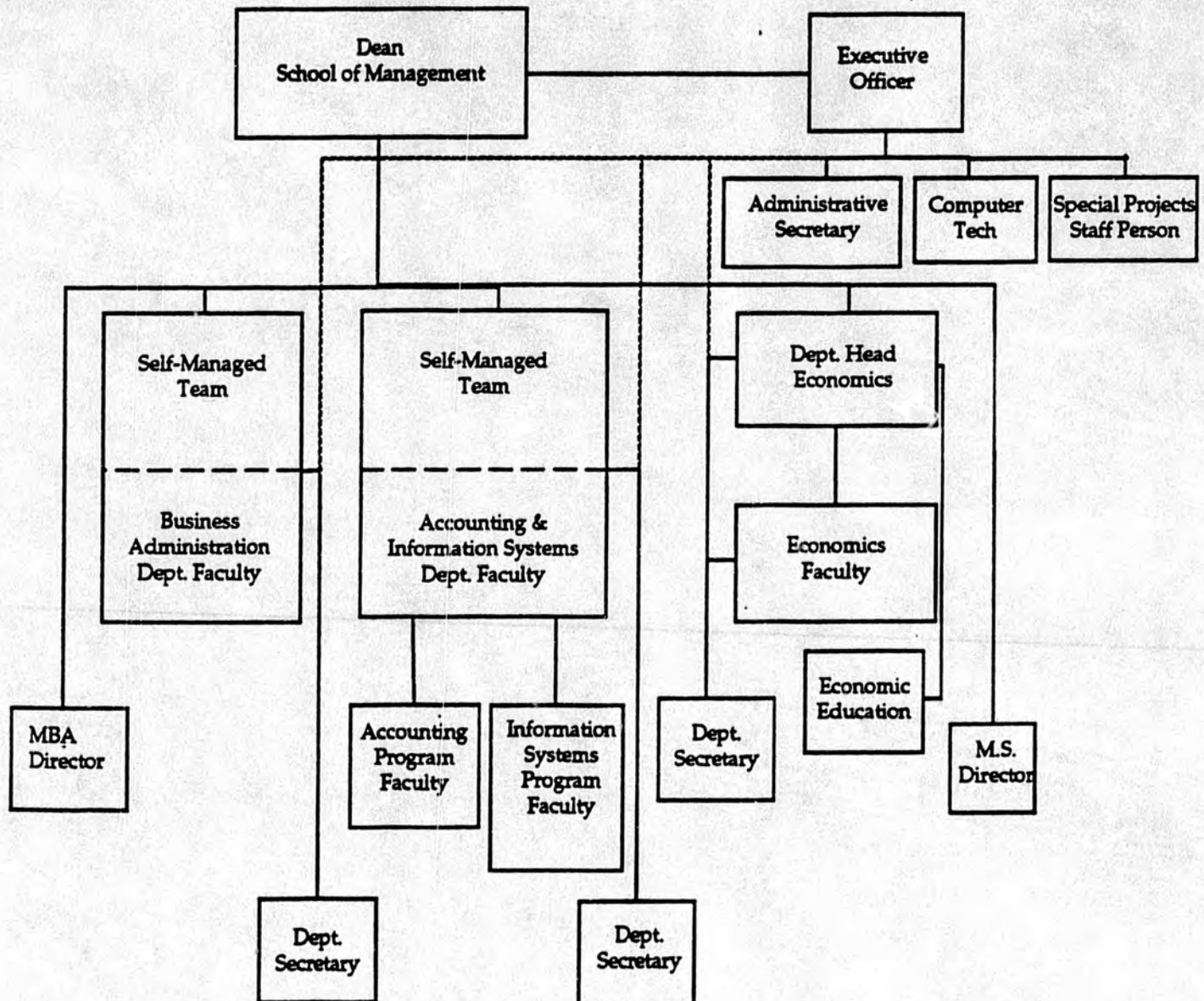
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AY 1994-95

Figure I-1
School of Management Organizational Structure



ALASKA
INDUSTRIAL
DEVELOPMENT
+ EXPORT
AUTHORITY
(AIDEA)

PLEASE LIST YOUR ORGANIZATION'S NAME, ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

Alaska Industrial Development and Export Authority (AIDEA)
480 West Tudor Road
Anchorage, AK 99503
Phone: 907-561-8050
Fax: 907-561-8998

SECTION I, Programmatic Review

1. What is your organization's international mission?

To facilitate the financing of eligible export transactions of Alaskan goods, services and raw materials by guaranteeing loans originated through financial institutions.

2. How does this mission benefit Alaskans?

The program is intended to encourage financial institutions to extend export financing to small and medium sized Alaskan businesses involved in export trade.

3. Is your organization established in statute or created administratively?

Please list here or attach your enabling statute or administrative order or document establishing your organization?

Alaska Statute AS 44.88 is AIDEA's enabling legislation. The legislature expanded AIDEA's abilities in 1987 to provide a program for financing guarantees for Alaskan export transactions and added "Export" to the Authority's title.

4. What is your parent organization? (Department of Commerce, University, etc.)

AIDEA is a public corporation of the State of Alaska functionally situated within the Department of Commerce and Economic Development, but with separate and independent legal existence.

5. Please describe any types of international activities your organization conducts which are not directly reflected in your mandate or mission.

N/A

6. Which of your organization's employee positions are political or board appointments (exempt or PX) and which are classified (permanent) employees ?

All AIDEA positions are PX.

7. List the three most unique international activities your organization conducts which distinguishes it from other organizations in the state?

A. Ability to provide export financing.

- B. Made application to Exim Bank to become a representative of this federal agency through the City/State Program.
- C. Can leverage funds to encourage private sector investment in Alaska and undertake resource development projects which support private sector development (i.e. road and port at Red Dog).

7. Are there other organizations in the state which conduct similar international activities? List all that apply.

The Small Business Administration

8. Has your organization, over the last five years, filed any type of official report detailing your international activities ? Please identify here and attach to your response.

No

9. List the top five organizations (in order of importance) which your organization works with on a regular basis to promote the international goals of Alaska.

- 1. Financial Institutions
- 2. Department of Commerce and Economic Development
- 3. Alaska World Trade Center
- 4. Governor's Office of International Trade
- 5. Alaska Center for International Business

10. Is your organization a partner in a coordinated international trade effort aimed at benefiting Alaska? (e.g. Marketing Alaska, etc)

Marketing Alaska
Member of the Alaska World Trade Center
Alaska International Airport System
Anchorage Economic Development Corporation
Alaska Miners Association
Resource Development Council

If yes, describe the program and its intended benefits to Alaskans. How is it being conducted in conjunction with other local, domestic, or international organizations?

AIDEA participates in these "partnerships" by providing expertise and information and to coordinate efforts between the state and private sector.

11. Does your organization concentrate more on attracting foreign investment to Alaska or supporting the international activities of Alaskans and Alaskan businesses?

- ☐ Foreign investment
☒ Supporting the international activities of Alaskan businesses
☐ Supporting other international activities of Alaskans (educational, cultural, etc.)

12. Does your organization operate international offices or employ overseas representatives

NO

If yes, list the location of each office or representative, their purpose, and amount it cost to maintain them over the last three years.

13. Does your organization send representatives abroad?

Yes, occasionally

If yes, list the travel destinations, what the purpose of each trip was, and what amount was spent on overseas travel for the last three years.

- Canada: Negotiations and meetings with mine operators, using or interested in using, the Skagway Ore Terminal for the export of minerals; to attend mining conventions.
- Japan and Taiwan: Met with Kobe Steel to encourage development of an iron ore processing facility in Alaska.
- Approximate spent over the last three years: \$12,000

14. List any trade missions or product promotion campaigns conducted over the last three years. Include where and what the purpose of the trade missions were. What were the benefits to Alaska from this trade mission or campaign?

AIDEA has participated with other state agencies and with the Alaska Miners Association to promote Alaska and Alaskan products, services and resources overseas, primarily in Canada, by providing financial resources, information and collateral material.

15. What recommendations does your organization have for formulating a coordinated international policy in Alaska?

Define specific tasks of each agency involved in international trade and monitor efforts and progress. Form a committee which meets quarterly to discuss international activities and coordinated strategies, to avoid duplication of efforts and unnecessary costs.

16. Please attach or paste in here an organization chart for your organization. List each of your staff members directly involved in international activities

Please see attached organizational chart.

Staff time is allocated as necessary depending on activity and expertise required.

17. Who are your clients and how do they benefit from your activities?

For the export finance program, AIDEA's direct clients are financial institutions that provide export financing to Alaskan exporters (AIDEA can guarantee these transactions). Indirectly, AIDEA's client is Alaskan exporters (AIDEA provides information and education in export finance). AIDEA can also assist in financing infrastructure which facilitates international trade (Skagway Ore Terminal; Unalaska Marine Center; Red Dog road and port).

18. Has your organization ever conducted a needs assessment of your constituent clients in order to confirm the usefulness of your international activities.

If so, please describe here or attach to your response.

AIDEA has organized numerous meetings with Alaskan banks, exporters and agencies providing international trade assistance to Alaskans to find ways to amend our export finance program to make it more attractive to the banks and useful for Alaskans.

19. Has there ever been an external or internal management audit of your organization? If so, please attach it to your response.

Yes. Please see attached UAA ISER Report and the LBA audit on AIDEA's financial resources.

20. Describe any ways your organization could be enhanced in order to serve Alaska better.

Be accepted into the Exim Bank City/State Program.

21. What are the barriers to achieving these enhancements?

AIDEA is willing to contribute time and resources to the City/State Program. Training scheduled for October, 1995 may be delayed due to federal budget problems.

22. Do you have an advisory board, board of directors, or other committee which provided input on your activities? If so please list the members.

AIDEA's Board of Directors are as follows:

Harry J. Porter, Chairman (private sector seat)
Commissioner Willie Hensley, DCED*
Commissioner Wilson Condon, DoR*
Commissioner Joe Perkins**
Wilson Hughes (private sector)

*Required by statute

**Commissioner seat appointed by the Governor.

SECTION II, FISCAL REVIEW

1. What is your organization's total budget?

FY 1993 \$2,291.4

FY 1994 \$2,418.4

FY 1995 \$3,003.8*

*includes Alaska Energy Authority component of \$927.0)

2. Estimate of the amount of state general fund dollars your organization has spent on international activities during the past three years.

FY 1993: -0-

FY 1994: -0-

FY 1995: -0-

AIDEA does not utilize general fund money.

2. Estimate the amount of private or other public sector money your organization has spent on international activities during the past three years.

FY 1993:

Amount: \$3,000.00

Source: AIDEA funds

Purpose: Membership, AWTC
Travel to Canada
Co-Sponsor Alaska Miners Association Event

Sub-contractors hired:

FY 1994:

Amount: \$9,000

Source: AIDEA funds

Purpose: Membership, AWTC
Travel to Canada, Japan and Taiwan
Co-Sponsor Alaska Miners Association Event

Sub-contractors hired:

FY 1995:

Amount: \$2,000

Source: AIDEA funds

Purpose: Membership, AWTC
Travel to Canada
Co-Sponsor Alaska Miners Association Event

Sub-contractors hired:

3. How has your organization leveraged general fund dollars with other agencies for international activities?

No

4. Is your organization sufficiently funded to meet all of its responsibilities and goals?

☒ Yes

☐ No

SECTION III, Activity / Programs Review

INSTRUCTIONS:

- Each of the following questions have six parts.
- Please use examples of organizational activities or programs for completing this section. Include things like seminars, trade shows, special community events, etc.
- Use specific examples for clarity when necessary.
- Please skip any questions which do not apply to your organization.
- Question F of this section deals with organizations which offer or provide personalized counseling or other ad-hoc (unplanned) assistance to Alaskans. Make all responses concerning counseling and ad-hoc activities in Question F only.

SECTION III, Question A: International Trade Services

1. List and describe all activities your organization conducts to *promote international trade opportunities for Alaskan companies.*

Participates as a member of the Alaska World Trade Center
Participates in and financially supports seminars and conferences

2. List other organizations in Alaska that provide similar services..

N/A

3. Describe your organization's role in some specific international trade successes of Alaskan businesses.

- Provided a loan participation to Circle DE who exports wood chips from Homer
- Developed the DeLong Mountain Transportation System to export minerals from the Red Dog Mine.
- Purchased and upgraded the Skagway Ore Terminal for the export of minerals from the Yukon through Alaska.
- Provided a loan participation to finance the Kodiak Fish Meal Plant necessary to meet federal regulations that could have closed down the seafood industry in Kodiak.
- Provided financing to develop and own the Unalaska Marine Center which supports the fishing industry in the Bering Sea and the export of products through this port.

4. Define your targeted constituency for this activity.

Financial institutions
Alaskan businesses

5. Is this activity part of a coordinated effort to benefit Alaska.

We work with other government agencies when appropriate.

6. Describe how these activities reflect your original mandate.

The activities expand and develop Alaska's economy and provide jobs for Alaskans.

SECTION III, Question B: Education Component

1. List and describe all activities your organization conducts to *promote the international awareness or education level of the constituency.*

Sponsor and participate in seminars and forums that provide educational opportunity for Alaskan financial institutions and businesses.

Meet one-on-one with financial institutions and Alaskan businesses to create greater awareness of AIDEA's export assistance program and export finance.

2. List any similar activities conducted by other organizations in Alaska.

World Trade Center provides educational opportunities on export finance and sponsors educational events.

3. Briefly explain how each of these activities contribute to promoting international educational opportunities for Alaskans.

Seminars and one-on-one meetings provide a forum to learn.

4. Define your targeted constituency for this activity.

Financial institutions
Alaskan businesses

5. Is this activity is part of a coordinated effort to benefit Alaska.

Yes

6. Describe how this activity reflects your original mandate.

AS 44.88 encourages AIDEA to provide information on export finance.

SECTION III, Question C: Creation of Jobs

1. Please list and describe all of your organization's international activities which *directly promote job creation in the state*.

AIDEA's various financing programs directly promote job creation in the state related to international trade.

2. List any similar activities conducted by other organizations in Alaska.

None

3. Briefly explain how each of these activities contributes to promoting job opportunities for Alaskans.

AIDEA's financing of business expands the economy and creates or maintains jobs for Alaskans.

4. Define your targeted constituency for this activity.

Financial institutions in Alaska
Alaskan businesses

5. Is this activity is part of a coordinated effort to benefit Alaska.

AIDEA works with other state agencies and the private sector when it is appropriate.

6. Describe how this activity reflects your original mandate.

Creating and maintaining jobs in the state and providing financial assistance to Alaskan businesses directly affects the economy of the state.

SECTION III, Question D: Foreign Investment

1. Please list and describe all activities your organization conducts to *promote foreign investment in the state*.

AIDEA receives calls from foreign banks regarding the Alaska economy and proposed foreign investment in Alaska. Foreign banks utilize the Authority as an informational resource when providing bond underwriting on business and development projects in Alaska. Among the banks that contact AIDEA are the Sakura Bank, Fuji Bank, Christiania Bank and First Bank of Switzerland.

In addition, AIDEA is available to meet with foreign companies interested in investing in the State. We primarily "sell" our programs; we don't promote them. Our target market is financial institutions and Alaskan businesses and we view the Authority as a "tool" in the toolbox to enhance economic development in Alaska.

2. List any similar activities conducted by other organizations in Alaska.

N/A

3. Briefly explain how each of these activities contributes to promoting foreign investment in Alaska

AIDEA programs are a "tool" to promote investment in the State.

4. Define your targeted constituency for this activity.

N/A

5. Is this activity is part of a coordinated effort to benefit Alaska.

The Authority meets with foreign investors that are brought to the state by other agencies.

6. Describe how this activity reflects your original mandate.

Providing information about AIDEA programs can provide encouragement/incentives to establish a business in Alaska.

SECTION III, Question E: Other International Activities

1. Please briefly describe *any other international activities your organization conducts* (cultural, sports, etc.).

N/A

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities goes about benefiting Alaska.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question F

For organizations which offer or conduct personalized counseling or ad-hoc (unplanned) assistance to Alaskans.

1. Please estimate of the number of companies or individuals you would typically serve in a year.

Until financial institutions become interested in utilizing AIDEA's export assistance program, AIDEA's personal counseling sessions are very limited.

2. Please list the types of services you would provide to companies (i.e., personalized counseling sessions on exporting in general, literature on specific markets or trade opportunities, referrals to other private or public sources, etc.)

We are willing and have the staff resources to provide personalized counseling sessions on export finance; and to provide literature on export finance. We would like to be able to provide pre-qualification commitments to Alaskan businesses to take to their banks.

3. Do your counseling or ad-hoc activity efforts focus more on assisting companies which are already exporting (or experienced and knowledgeable in exporting fundamentals) or companies which have never exported before or have limited experience and knowledge in exporting? Explain.

N/A

Is personalized international counseling or ad-hoc international business assistance a direct part of your mission or mandate?

1. ☒ Yes
2. ☐ No

THANK YOU FOR YOUR COOPERATION IN RESPONDING TO THIS QUESTIONNAIRE.

FAIRBANKS
INDUSTRIAL
DEVELOPMENT
CORPORATION

PLEASE LIST YOUR ORGANIZATION'S NAME, ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

Fairbanks Industrial Dev. Corp.

SECTION I, Programmatic Review

1. What is your organization's international mission?

None

2. How does this mission benefit Alaskans?

n/a

3. Is your organization established in statute or created administratively? Please list here or attach your enabling statute or administrative order or document establishing your organization?

Established in 1968 as Alaska nonprofit corporation - document not available.

4. What is your parent organization? (Department of Commerce, University, etc.)

Greater Fairbanks Chamber of Commerce.

5. Please describe any types of international activities your organization conducts which are not directly reflected in your mandate or mission.

6. Which of your organization's employee positions are political or board appointments (exempt or PX) and which are classified (permanent) employees ?

n/a

7. List the three most unique international activities your organization conducts which distinguishes it from other organizations in the state?

A.

B.

C.

7. Are there other organizations in the state which conduct similar international activities? List all that apply.

8. Has your organization, over the last five years, filed any type of official report detailing your international activities ? Please identify here and attach to your response.

No

9. List the top five organizations (in order of importance) which your organization works with on a regular basis to promote the international goals of Alaska.

1.

2.

3.

4.

5.

10. Is your organization a partner in a coordinated international trade effort aimed at benefiting Alaska? (e.g. Marketing Alaska, etc) *No*

If yes, describe the program and its intended benefits to Alaskans. How is it being conducted in conjunction with other local, domestic, or international organizations?

11. Does your organization concentrate more on attracting foreign investment to Alaska or supporting the international activities of Alaskans and Alaskan businesses? *n/a*

☐ Foreign investment

☐ Supporting the international activities of Alaskan businesses

☐ Supporting other international activities of Alaskans (educational, cultural, etc.)

12. Does your organization operate international offices or employ overseas representatives? *No*

If yes, list the location of each office or representative, their purpose, and amount it cost to maintain them over the last three years.

13. Does your organization send representatives abroad?

If yes, list the travel destinations, what the purpose of each trip was, and what amount was spent on overseas travel for the last three years.

14. List any trade missions or product promotion campaigns conducted over the last three years. Include where and what the purpose of the trade missions were. What were the benefits to Alaska from this trade mission or campaign?

15. What recommendations does your organization have for formulating a coordinated international policy in Alaska?

None

16. Please attach or paste in here an organization chart for your organization.
List each of your staff members directly involved in international activities

*Board of Directors
Executive Director
Director of Airport Marketing
Executive Assistant
Administrative Assistant*

17. Who are your clients and how do they benefit from your activities?

We do not have clients.

18. Has your organization ever conducted a needs assessment of your constituent clients in order to confirm the usefulness of your international activities.
If so, please describe here or attach to your response.

n/a

19. Has there ever been an external or internal management audit of your organization? If so, please attach it to your response.

n/a

20. Describe any ways your organization could be enhanced in order to serve Alaska better.

None.

21. What are the barriers to achieving these enhancements?

n/a

22. Do you have an advisory board, board of directors, or other committee which provided input on your activities? If so please list the members. *Yes*

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1881 Livengood
Fairbanks, Alaska 99701

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William R. Satterberg, Jr.
Attorney At Law
709 Fourth Avenue
Fairbanks, Alaska 99701

SECTION II, FISCAL REVIEW

1. What is your organization's total budget?

FY 1993: *Revenue: \$369,000.00 / Expenditures: \$370,558.00*
Net Revenue Over Expenditures: (\$1,558.00)

FY 1994: *Revenue: \$366,000.00 / Expenditures: \$365,170.00*
Net Revenue Over Expenditures: \$830.00

FY 1995: *Revenue: \$348,000.00 / Expenditures: \$348,120.00*
Net Revenue Over Expenditures: (\$120.00)

2. Estimate of the amount of state general fund dollars your organization has spent on international activities during the past three years.

FY 1993: \$0

FY 1994: \$0

FY 1995: \$0

2. Estimate the amount of private or other public sector money your organization has spent on international activities during the past three years.

FY 1993:

Amount: \$0

Source:

Purpose:

Sub-contractors hired:

FY 1994:

Amount: \$0

Source:

Purpose:

Sub-contractors hired:

FY 1995:

Amount: \$0

Source:

Purpose:

Sub-contractors hired:

3. How has your organization leveraged general fund dollars with other agencies for international activities?

n/a

4. Is your organization sufficiently funded to meet all of its responsibilities and goals?

☐ Yes

☒ No

SECTION III, Activity / Programs Review

INSTRUCTIONS:

- Each of the following questions have six parts.
- Please use examples of organizational activities or programs for completing this section. Include things like seminars, trade shows, special community events, etc.
- Use specific examples for clarity when necessary.
- Please skip any questions which do not apply to your organization.
- Question F of this section deals with organizations which offer or provide personalized counseling or other ad-hoc (unplanned) assistance to Alaskans. Make all responses concerning counseling and ad-hoc activities in Question F only.

SECTION III, Question A: International Trade Services

1. List and describe all activities your organization conducts to *promote international trade opportunities for Alaskan companies*.

None

2. List other organizations in Alaska that provide similar services..

3. Describe your organization's role in some specific international trade successes of Alaskan businesses.

4. Define your targeted constituency for this activity.

5. Is this activity part of a coordinated effort to benefit Alaska.

6. Describe how these activities reflect your original mandate.

SECTION III, Question B: Education Component

1. List and describe all activities your organization conducts to *promote the international awareness or education level of the constituency.*

None

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contribute to promoting international educational opportunities for Alaskans.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question C: Creation of Jobs

1. Please list and describe all of your organization's international activities which *directly promote job creation in the state*.

None

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting job opportunities for Alaskans.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question D: Foreign Investment

1. Please list and describe all activities your organization conducts to *promote foreign investment in the state*.

None

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities contributes to promoting foreign investment in Alaska

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question E: Other International Activities

1. Please briefly describe *any other international activities your organization conducts* (cultural, sports, etc).

None

2. List any similar activities conducted by other organizations in Alaska.

3. Briefly explain how each of these activities goes about benefiting Alaska.

4. Define your targeted constituency for this activity.

5. Is this activity is part of a coordinated effort to benefit Alaska.

6. Describe how this activity reflects your original mandate.

SECTION III, Question F

For organizations which offer or conduct personalized counseling or ad-hoc (unplanned) assistance to Alaskans.

1. Please estimate of the number of companies or individuals you would typically serve in a year.

None

2. Please list the types of services you would provide to companies (i.e., personalized counseling sessions on exporting in general, literature on specific markets or trade opportunities, referrals to other private or public sources, etc.)

3. Do your counseling or ad-hoc activity efforts focus more on assisting companies which are already exporting (or experienced and knowledgeable in exporting fundamentals) or companies which have never exported before or have limited experience and knowledge in exporting? Explain.

Is personalized international counseling or ad-hoc international business assistance a direct part of your mission or mandate?

- 1. ☐ Yes
- 2. ☒ No

THANK YOU FOR YOUR COOPERATION IN RESPONDING TO THIS QUESTIONNAIRE.