

SCOMM

146:1

Rex Shattuck

From: Sara Fisher-Goad [SFisherGoad@aidea.org]
Sent: Friday, January 19, 2007 10:15 AM
To: Rex Shattuck
Cc: Ron Miller; Chris Anderson
Subject: Econ. Development Trade and Tourism Committee Meeting
Follow Up Flag: Follow up
Flag Status: Red

It was nice talking to you this morning. Just to summarize

AIDEA will make a presentation to the Economic Development Trade and Tourism committee. 20 minutes, with time for questions.

Tentative date and time: Tuesday January 30th from 11:00am – noon.

From AIDEA: Ron Miller, Executive Director of AIDEA
Chris Anderson, Deputy Director – Credit and Business Development
Sara Fisher-Goad, Deputy Director - Operations

We will provide information on AIDEA programs. Please let me know if there is anything specific that Representative Neuman, or other committee members would like covered.

Please confirm date and time via email or call me at 269-4623.

Thank you,

Sara Fisher-Goad
Deputy Director – Operations
907-269-4623

[Governor](#) [About OMB](#) [Contact](#) [Archives](#)
[Management & Budget](#) [find](#)

Missions & Measures

[State of Alaska](#) > [Governor](#) > [OMB](#) > [Missions & Measures](#) > [Agency List](#) > [AIDEA](#)
[Department of Commerce, Community, & Economic Development](#)

Alaska Industrial Development & Export Authority

[Results Summary](#) | [Details](#) | [Questions/Comments](#)

Mission

- Provide means of financing to promote economic growth and diversification in Alaska.

Core Services

- Loan Participation Program
- Conduit Revenue Bond Program
- Business and Export Assistance Program
- Development Finance Program – AIDEA-owned projects
- Staffing and administrative overhead for the Alaska Energy Authority
- Rural Development Initiative Fund and Small Business Economic Development Revolving Loan Fund (AIDEA statutory programs, partially funded by AIDEA, managed by DCED)

End Result: >>>	Strategies to Achieve End Result
A: Economic growth in Alaska is Promoted Details > • TARGET #1: 500 Permanent jobs annually created or retained in Alaska by AIDEA financing • MEASURE #1: Number of permanent jobs annually created or retained in Alaska by AIDEA financing • TARGET #2: 400 Construction jobs annually created or retained in Alaska by AIDEA financing • MEASURE #2: Number of construction jobs annually created or retained in Alaska by AIDEA financing	A1: Maintain/improve existing "A" credit rating Details > • TARGET #1: Keep loan delinquencies (over 90 days) at or below Alaska financial industry levels. • MEASURE #1: Loan delinquency percentages compared to performance of Alaska banks • TARGET #2: 1:1 ratio of cash to General Obligation debt outstanding • MEASURE #2: Ratio of cash to outstanding General Obligation debt • TARGET #3: Percent of loan portfolio to one type of industry limited to 50% • MEASURE #3: Percent of loan portfolio by industry type

Performance Measure Detail

A: Result - Economic growth in Alaska is Promoted

Target #1: 500 Permanent jobs annually created or retained in Alaska by AIDEA financing

Measure #1: Number of permanent jobs annually created or retained in Alaska by AIDEA financing

Number of Permanent Jobs Created or Retained in Alaska by AIDEA Financing

Fiscal Year	YTD Total
FY 2003	542
FY 2004	630
FY 2005	1026
FY 2006	813

Analysis of results and challenges: The Loan Participation Program provides long-term financing to Alaska businesses for new or existing projects, or for the refinancing of existing loans. The Loan Participation Program has been highly successful since its inception in the early 1980's, as it mirrors the overall health of the real estate market. AIDEA's participation in financing loans helps businesses create jobs for Alaskans.

Target #2: 400 Construction jobs annually created or retained in Alaska by AIDEA financing

Measure #2: Number of construction jobs annually created or retained in Alaska by AIDEA financing

Number of Construction Jobs Created or Retained in Alaska by AIDEA Financing

Fiscal Year	YTD Total
FY 2003	471
FY 2004	310
FY 2005	390
FY 2006	610

Analysis of results and challenges: AIDEA measures its success by creating jobs and distinguishes the types of jobs created. Since AIDEA's loan participation program is used to finance commercial real estate projects and businesses, it is important to distinguish permanent jobs created from construction jobs which although temporary in nature are important in measuring economic growth.

A1: Strategy - Maintain/improve existing "A" credit rating

Target #1: Keep loan delinquencies (over 90 days) at or below Alaska financial industry levels.

Measure #1: Loan delinquency percentages compared to performance of Alaska banks

% Loan Delinquencies (over 90 days) at June 30

Year	Alaska Financial Inst	AIDEA %Delinquent
2003	NA	4.75%
2004	NA	.77%
2005	2.10%	.20%
2006	2.82%	.16%

Analysis of results and challenges: Since AIDEA's loan portfolio is primarily commercial real estate and AIDEA does not have the ability to diversify to other types of loans, such as residential or multifamily real estate, it is important for AIDEA's delinquency rate to remain below the banking industries level of delinquencies.

Target #2: 1:1 ratio of cash to General Obligation debt outstanding

Measure #2: Ratio of cash to outstanding General Obligation debt

Ratio of Cash to GO Debt Outstanding at June 30

Year	YTD Total
2002	1.53
2003	1.67
2004	1.54
2005	1.88
2006	1.86

Analysis of results and challenges: At least one dollar of cash is available for every dollar of General Obligation debt AIDEA has outstanding. On June 30, 2006 AIDEA had \$1.86 in cash for every dollar of debt outstanding. Debt coverage is an important measure used by rating agencies to determine AIDEA's credit strength.

Target #3: Percent of loan portfolio to one type of industry limited to 50%

Measure #3: Percent of loan portfolio by industry type

Loan Portfolio	
Diversification by Industry as of June 30, 2006	
Industry	% of Total Outstanding Principal Balance
Hospital/Clinic/Day Care	1.59%
Restaurant	1.29%
Aviation	2.77%
Office/Warehouse	14.02%
Recreation	6.78%
Office/Business Condo	13.80%
Retail	27.69%
Tourism: Hotel/Lodge	21.70%
Warehouse/Shop	7.33%
Other	3.03%
	100.00%

Analysis of results and challenges: The loan participation program has helped diversify the Alaskan economy by providing financing for a large variety of commercial facilities ranging from office buildings, warehouses and retail establishments to hotels, fishing vessels and manufacturing facilities. AIDEA, unlike commercial banks, is limited in its loan participations to the category of commercial real estate and tangible personal property. AIDEA manages the commercial real estate portfolio for maximum diversification in conjunction with market needs.

[< Return to Agency list](#)

[OMB Home](#) [Governor](#) [Webmaster](#)

Alaska Industrial Development & Export Authority

Contacts

Manager: D. Randy Simmons, Executive Director
Tel: (907) 269-3000 Fax: (907) 269-3044

[Next](#)

Mission

To encourage economic growth and diversification of the economy.

Services Provided:

AIDEA acts as an economic development catalyst by providing capital at a reasonable cost for Alaskan businesses, with emphasis on projects that create new jobs and economic activity in the private sector. AIDEA is a primary source of secondary financing in the state for business loans made by financial institutions. The loans are serviced by the banks, thereby limiting staffing requirements at AIDEA. The Authority can also own and operate specific development projects that enhance the economy of the state and support private sector investment. The Authority can also act as a conduit for the issuance of both taxable and tax-exempt bonds for specific business development projects. For small businesses, AIDEA has a Business and Export Assistance program, which provides loan guarantees, with particular emphasis on businesses in rural Alaska.

Bonds sold for AIDEA projects are the general obligation of AIDEA and do not have the expressed moral obligation of the State of Alaska.

All staffing for Alaska Energy Authority (AEA) functions is provided by AIDEA. As the owner of six hydroelectric plants and the Alaska Intertie transmission line, AEA is responsible for the administrative oversight for these facilities. In addition, AIDEA staff is responsible for providing staffing for the oversight and operation of all rural and alternative energy programs and the circuit rider program of AEA.

[Previous](#) / [Next](#)

Goals and Strategies

1 To stimulate economic development and diversification.

- Provide business financing assistance throughout Alaska through AIDEA's Credit programs by participating in or guaranteeing bank originated loans.
- Continue to develop, operate and maintain AIDEA owned development projects that support private sector investment and create or maintain jobs for Alaskans.

2 To efficiently oversee the operations and maintenance of approximately \$1 billion in electrical generation and transmission facilities owned by AEA in Alaska.

- To the extent feasible, contract to user utilities direct operating, maintenance and repair responsibilities for the AEA owned facilities.

3 To effectively provide management support for the rural and alternative energy programs and the circuit rider program of AEA.

[Previous](#) / [Next](#)

Major Accomplishments

- Provided a \$16 million dividend to the State General Fund in FY99. The AIDEA board approved an \$18 million dividend for FY00.
- Purchased approximately \$20 million in loan participations originated through financial institutions for businesses and projects in Alaska, helping to expand Alaska's economic base and create jobs in Alaska.
- Began construction on the \$125 million Alaska Seafood International manufacturing facility (ASI), with operation scheduled to begin in the fall of 1999. In full production, ASI will provide 450 year-round manufacturing jobs, result in hundreds of indirect jobs, and stimulate the local economies of fishing communities by providing a reliable market for their product.
- Working with banks and the private sector, recommended regulatory changes to eliminate archaic and unnecessary requirements in AIDEA's Credit programs. AIDEA is proactive in making necessary changes to our programs based on the changing needs of AIDEA's stakeholders and the economy.
- Issued \$21.8 million in conduit financing for private sector and non-profit projects.
- Partnered with the U.S. Economic Development Administration to provide low-interest loans to Western Alaska communities hurt by the recent poor salmon runs.

- Continued demonstration testing of the Healy Clean Coal Project, exceeding environmental expectations.
- Completed installation of new underwater transmission cables on the AIDEA-owned Snettisham Hydroelectric Project. The project was completed on schedule and under budget. Snettisham provides 85% of Juneau's electrical energy.
- Continued to work with Cominco Alaska and the U.S. Corp of Engineers to study the potential feasibility of a deep water port at the DeLong Mountain Transportation facility (DMTS), the road and port serving the Red Dog Mine. The Red Dog Mine and the DMTS provide approximately 485 permanent, full-time jobs in the NW Arctic Borough.
- Completed a revised development plan for the AIDEA-owned Ketchikan Shipyard. The proposed improvements will increase shipyard efficiency and production capacity and improve services, ultimately creating a more viable shipyard and increased employment. The shipyard currently employs nearly 100 employees.
- Maintained and administered AEA owned facilities, maximizing services and revenues and minimizing unscheduled outages.
- Continued to administer outstanding AEA long-term debt in excess of \$300 million; continued to administer special trust funds relating to the facilities.

[Previous](#) / [Next](#)

Key Issues

- Provide technical assistance and financing to help businesses diversify the economy in rural Alaska.
- Provide financing assistance under the Business and Export Assistance Guarantee Program, assisting small businesses and businesses in rural Alaska to obtain bank financing that otherwise may not have been available to them.
- Continue to maintain the technical integrity of AEA projects.
- Continue to maximize local control of AEA projects, to the extent feasible, by contracting with the operating utilities to provide operating and maintenance services.
- Continue to work with the operating utilities to lower operating costs and improve efficiencies at the AEA owned hydroelectric projects.
- HB 40, passed by the 1999 Legislature, moved the Rural and Alternative Energy programs from the Department of Community and Regional Affairs to Alaska Energy Authority (AEA). Because AEA has no staff, AIDEA will provide the staff to operate the programs and the Rural and Alternative Energy Programs BRU and the Circuit Rider BRU will reimburse AIDEA for the staff costs.

[Previous](#) / [Next](#)

Capital Projects

Capital Projects Listed by Department. 

[Previous](#) / [Next](#)

Operating Budget Financial Summaries

• Financial Summary

[Previous](#) / [Next](#)

EBS Home Page / Office of Management and Budget / Webmaster / State of Alaska
Karen_Allen@gov.state.ak.us
(907) 465-4660
December 15, 1999



Alaska Industrial Development and Export Authority

**Overview for House Economic Development,
Trade and Tourism Committee and
House Finance Committee
of the 25th Legislature**

January 30, 2007

AIDEA's Mission

**“To provide various means of financing
to promote economic growth and
diversification in Alaska.”**

AIDEA fulfills its mission by providing Alaskan
businesses with long-term commercial and
development financing at a reasonable cost.



John Wintner
Public Member



Board of Directors

Mike Barry, Chair

Public Member

Emil Notti

Commissioner, Dept. of Commerce, Community and Economic
Development

Leo Von Scheben

Commissioner, Department of Transportation and Public Facilities

Patrick Galvin

Commissioner, Department of Revenue

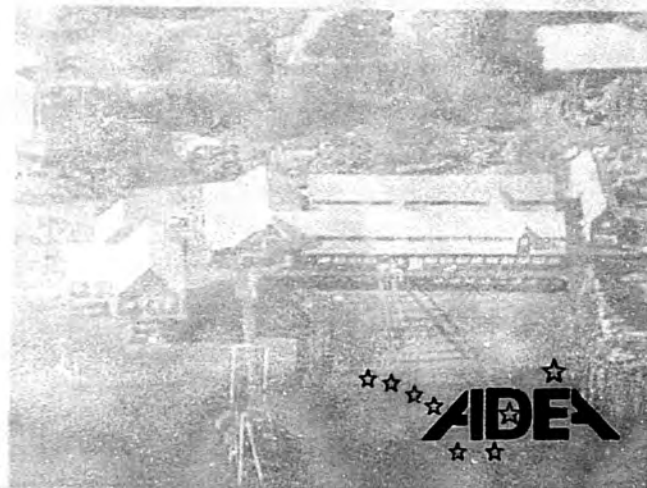
John Winther

Public Member



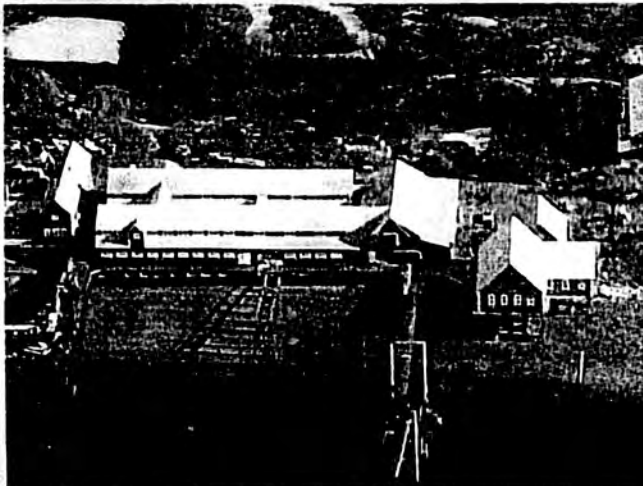
AIDEA's Dividend

Since the start of the AIDEA dividend program in 1996, the AIDEA Board has made available over **\$204 million** in total dividends for appropriation to the state's general fund.

The AIDEA logo, featuring the word "AIDEA" in a stylized, bold, sans-serif font.

AIDEA assists in financing

- Large and small Alaskan projects
- Urban and rural projects
- All major industry sectors, including retail, tourism, natural resource extraction and processing, air cargo and services



AIDEA does not...



- Compete with the private sector
- Provide grants
- Finance only large projects



AIDEA's credit ratings

AIDEA recently received upgrades from both Moody's Investors Services and Standard and Poor's.

AIDEA Ratings

- **Moody's Investors Services = A1**
(upgraded from A2, Dec. 20, 2006)
- **Standard and Poor's = A**
(upgraded from A-, Oct. 7, 2005)



AIDEA's credibility

Referring to AIDEA's recent ratings upgrades, Merrill Lynch noted in its January 25, 2007, presentation to the AIDEA Board,

"AIDEA has tremendous credibility with the Agencies based on its long term, proactive ratings approach.

This has yielded strong ratings, reduced borrowing costs for the State and positioned AIDEA well for the future."

AIDEA

AIDEA's identified credit strengths

- Diverse sources of pledged revenue – loans, investments and projects
- Large and diversified loan portfolio with strong historical performance
- Support of State as key economic development agency
- Strong liquidity and debt service coverage – historical and projected
- Strong covenants
- Conservative and proactive debt management



Key AIDEA Programs

Credit

- Loan Participation
- Conduit Revenue Bond
- Loan Guaranty and Export Assistance
- Rural Development Initiative Fund
- Small Business Economic Development Loans

Development Finance



Credit Program: Loan Participation

- **Objective:** To provide long-term financing to Alaska businesses.
- **To qualify:** Participation may total up to 90% of a loan originated by a commercial lending institution, with total participation not to exceed \$20 million.



Loan Participation portfolio

- As of June 30, 2006, AIDEA's outstanding revolving loan portfolio consisted of **324 loans** with an outstanding principal balance of **\$361.5 million**.



AIDEA



Loan portfolio diversification

Loan Portfolio Diversification by Industry

June 30, 2006

Industry	Percent
Hospital/Clinic/Day Care	1.59%
Restaurant	1.29%
Aviation	2.77%
Office/Warehouse	14.02%
Recreation	6.78%
Office/Business Condo	13.80%
Retail	27.69%
Tourism: Hotel/Lodge	21.70%
Warehouse/Shop	7.33%
*Other	3.03%
	100.00%

*Other = single and multi-family dwelling, equipment, Laundromats, manufacturing and carwash.



Loan delinquency is very low

Loan Portfolio Delinquency

June 30, 2006

(000's)

Loan Status	%	\$ Amount
Current:	99.67	360,261
Past Due:		
31-60 days	0.17	620
61-90 days	0	3
Over 90 days	0.16	583
	100	361,467

* Economic regions used by the Alaska Dept. of Labor & Workforce Development

AIDEA



Loan portfolio diversification

Loan Portfolio Diversification by Geographic Region*

June 30, 2006

% Loan Balance # Borrowers % Borrowers

■ Anchorage	54.9	139	51.5
■ Interior	5.3	26	9.6
■ Northern	3.5	6	2.2
■ Mat-Su	4.7	20	7.4
■ Gulf Coast	8.3	26	9.6
■ Southeast	21.1	45	16.7
■ Southwest	2.2	11	4.1

* Economic regions used by the Alaska Dept. of Labor & Workforce Development

AIDEA



Results from the loan programs

From FY 2002 through FY 2006, 1,781 construction jobs and 2,999 permanent jobs have been created or retained through AIDEA's loan participation program.

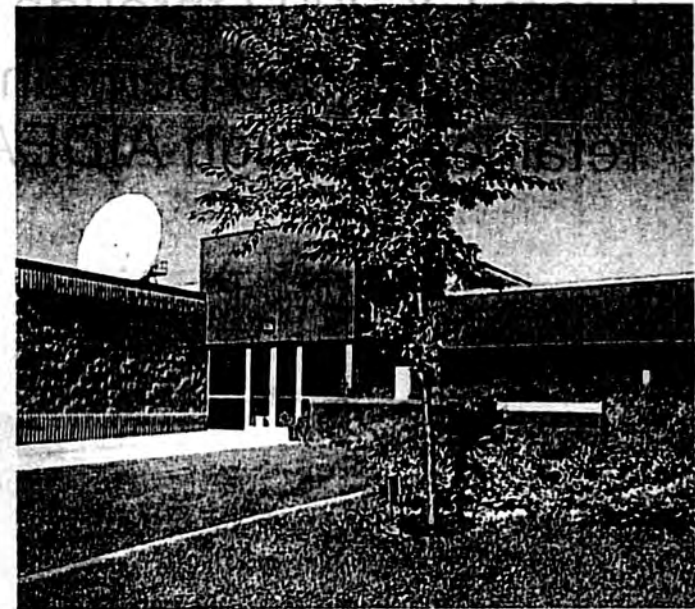


AIDEA



Credit Program: Conduit Revenue Bond

- **Objective:** To provide financing where AIDEA acts as a conduit for the issuance of taxable and tax-exempt bonds.
- **Method:** Neither the assets nor credit of AIDEA or the state of Alaska are at risk; the creditworthiness of the project and credit enhancements offered by the applicant are essential to underwriting and placement of bonds.



AIDEA



Conduit Revenue Bond Program

To qualify: A business enterprise may request the adoption of an eligibility resolution for tax-exempt financing by submitting a preliminary application and nonrefundable fee to AIDEA.

If AIDEA's Board adopts an eligibility resolution for a project, an application for financing the project may then be submitted.



Conduit Revenue Bond projects

- Williams Lynx Alaska Cargoport, LLC.
- AEL&P - Lake Dorothy Hydro
- Nabors Alaska Drilling, Inc.
- Providence Hospital
- Fairbanks Memorial Hospital
- Ft. Knox Gold Mine
- Westours
- King Cove Corp.
- Alaska Public Telecommunications
- Harbor Enterprises
- Fairbanks Sewer & Water
- Fairbanks Motel Assoc.
- Hope Community Resources, Inc.
- Anchorage Sportsplex
- Spenard Builders Supply
- Carr's Quality Centers
- Tesoro Alaska
- Bering Straits Native Corp.
- Arctic Slope Reg. Corp.
- Sheldon Jackson College
- Association of Village Council Presidents
- Alaska Public Radio
- Peninsula Medical Center

Conduit Revenue Bond Program

In 2006, AIDEA surpassed the one billion dollar mark in total bond issues since the inception of the program in 1978. Over \$354 million was issued in the period between 2003-06.



AIDEA's largest bond issuance to date was \$120 million issued in 2005 to fund the expansion and improvement of Fairbanks Memorial Hospital.



Credit Program: Loan Guaranty and Export Assistance

- Provides eligible financial institutions with a guarantee of up to 80%, not to exceed \$1 million on the principal of the loan.
- Provides assistance to manufacturing enterprises for the export of goods and services.
- AIDEA is a city-state partner with the U.S. Export-Import Bank.



Credit Program: Rural Development Initiative Fund

- **Objective:** To provide private sector employment by financing the start-up and expansion of businesses that will create significant long-term employment.
- **To qualify: Loans** may be made for working capital, equipment, construction or other commercial purposes, to businesses located in a community of 5,000 or less.
- **Maximum loan amount:** \$100,000/person
- **Maximum term:** 25 years

This program is administered by the Division of Investments, DCCED.



Credit Program: Small Business Economic Development Loans

- **Objective:** To provide private sector employment by financing the start-up and expansion of business that will create significant long-term employment.
- **To qualify:** Must have fewer than 500 employees, net worth under \$6 million and average net income after taxes of less than \$2 million for preceding two years.
- **Maximum loan amount:** \$300,000
- **Maximum term:** 20 years for fixed asset loans

This program is administered by the Division of Investments, DCCED.



Development Finance Program

- **Objective:** To finance infrastructure necessary to support Alaskan economic development projects.
- **Method:** AIDEA owns the project and is repaid through user fees, leases and other revenue sources.



Development Finance Program

To qualify: The project must be endorsed by the local government and 3AAC 99.530 requires that:

- the project and its development under AS44.88 will be economically advantageous to the state and to the general public welfare and will contribute to the economic growth of the state;
- the project applicant is financially responsible; and
- the project is economically and financially feasible and able to produce revenue adequate to repay the bonds or loans with which it is financed.

AIDEA

AIDEA



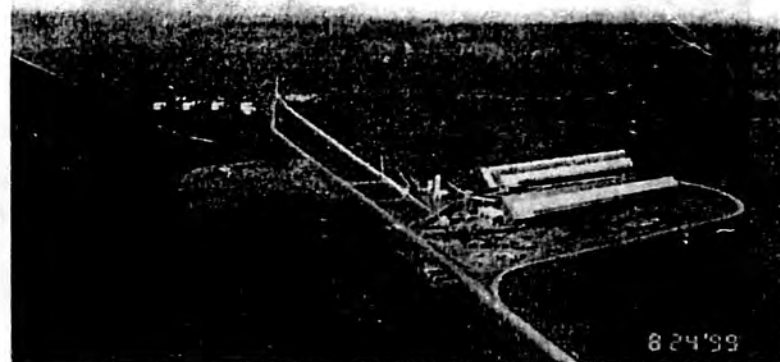
Development projects

- DeLong Mt. Transportation System
- FedEx Maintenance Hanger
- Snettisham Hydroelectric
- Ketchikan Shipyard
- Skagway Ore Terminal
- Healy Clean Coal Project



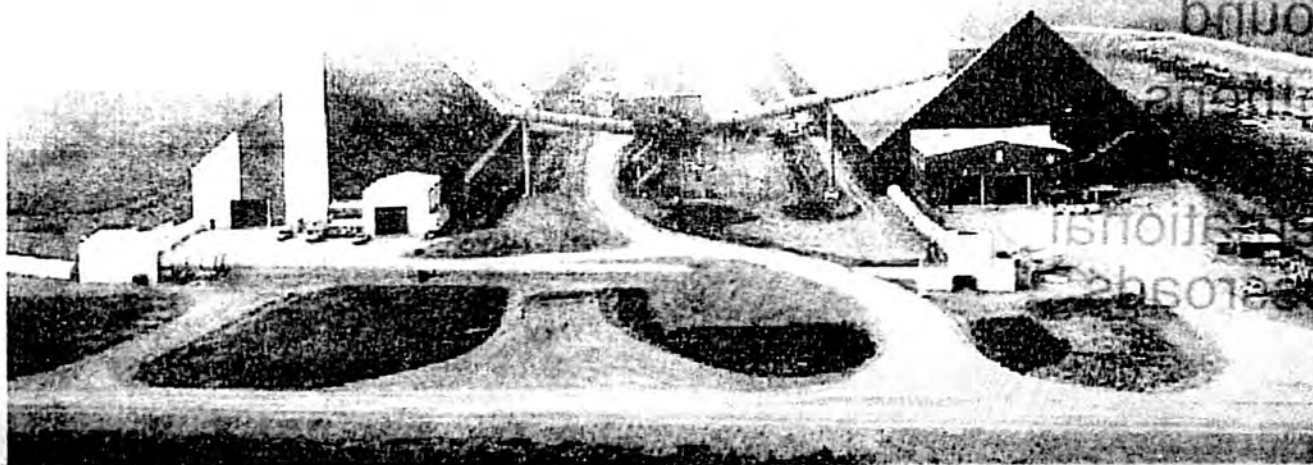
DeLong Mt. Transportation System

- AIDEA's investment in the DeLong Mountain Transportation System (DMTS) made Red Dog mine a reality and created a tax base that led to the formation of the Northwest Arctic Borough.



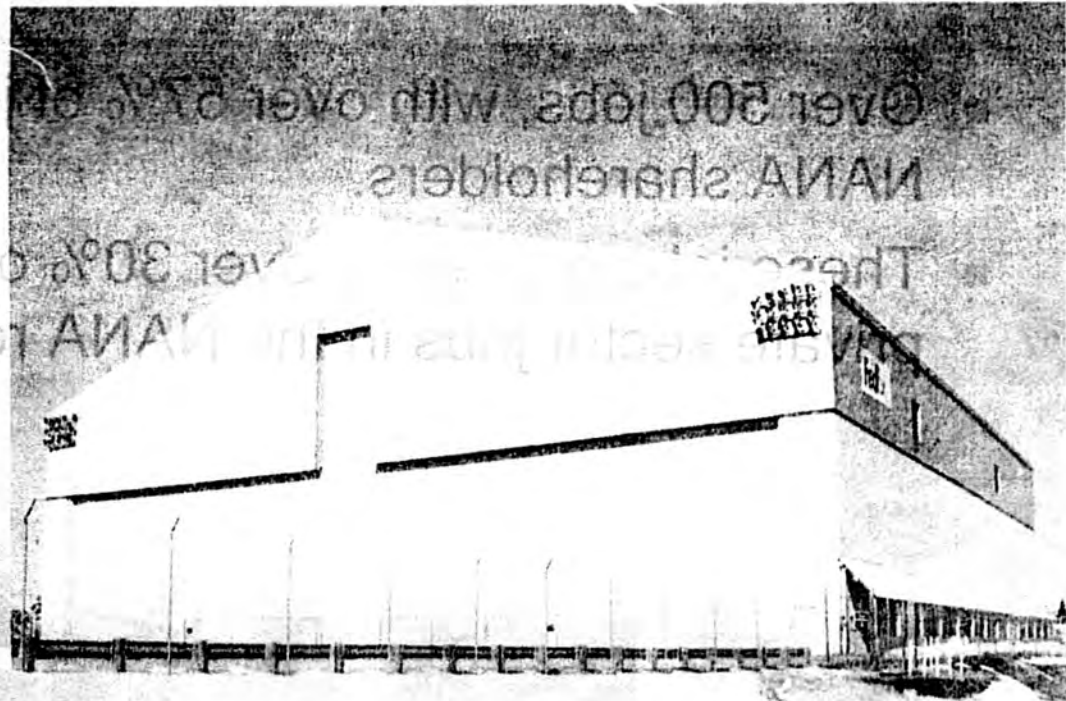
DMTS and Red Dog Mine provide jobs

- Over 500 jobs, with over 57% of jobs held by NANA shareholders.
- These jobs represent over 30% of the private sector jobs in the NANA region.



FedEx maintenance facility

- Created 20 permanent, highly-skilled jobs
- Brought a pilot base to Alaska
- Infuses income into Southcentral year-round
- Strengthens Alaska's role as an international air crossroads



Snettisham hydroelectric project

- A 78,210 kw hydroelectric project located 28 air miles southeast of Juneau.
- Snettisham provides approximately 80% of the Juneau-Douglas area electrical energy.
- AEL&P purchases all project power under a long-term power sales agreement.



Ketchikan Shipyard

Owner

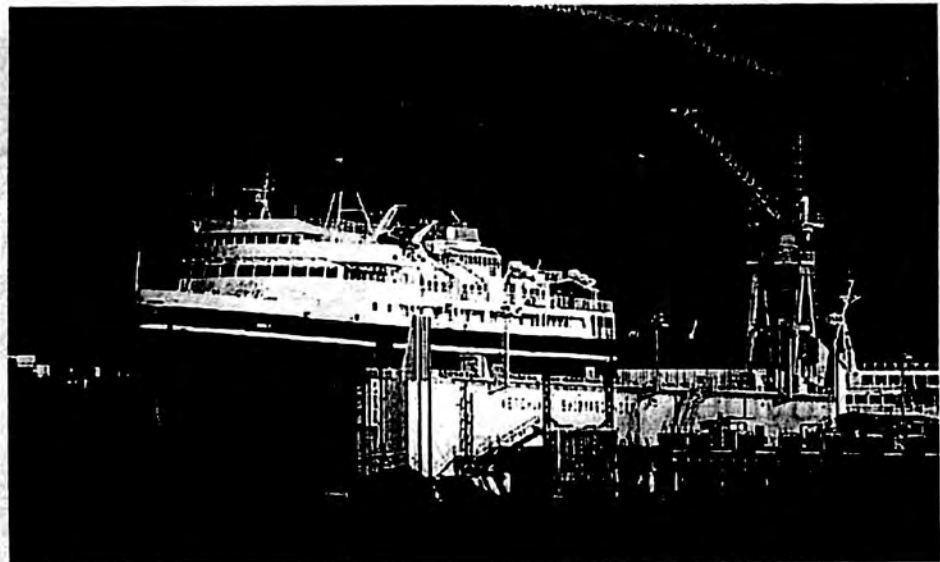
- AIDEA

Local partners

- Ketchikan Gateway Borough
- City of Ketchikan
- Ketchikan Public Utilities

Operator

- Alaska Ship and Drydock



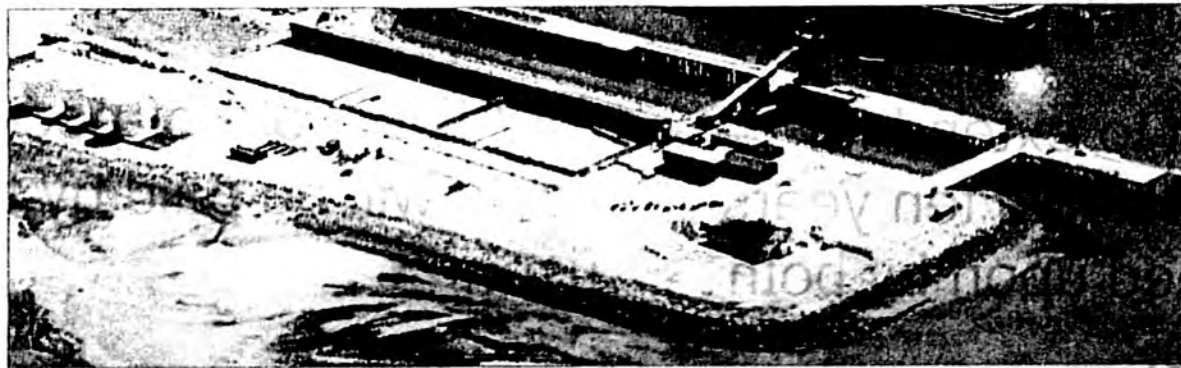
AIDEA

AIDEA

AIDEA

Skagway Ore Terminal

- Idle since 1998.
- On January 19, 2007 AIDEA signed a seven year user agreement with Sherwood Copper of Vancouver, B.C., to trans-ship copper-gold production from a mine located at Minto, Y.T.



Skagway Ore Terminal

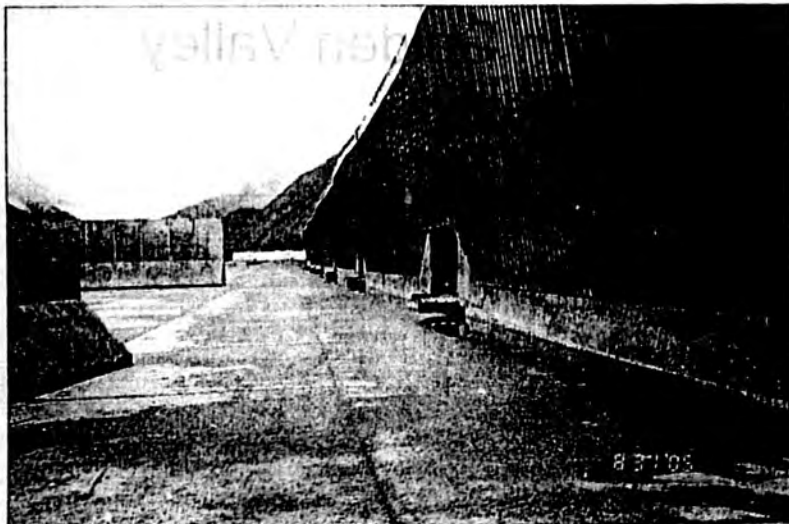
- The *estimated* cost of this project is \$7.6 million.
- AIDEA will receive an estimated annual user fee of approximately \$1.75 million.
- Option to extend for an additional ten years if agreed upon by both parties.



All AIDEA out-of-pocket costs will be paid by the user.

Skagway Ore Terminal

Local benefits



- Five full-time equivalent year-round jobs
- Local contractor to perform upgrade work
- Diversifies local economy
- Improves seasonal economic development

Healy Clean Coal Project

- In November 2006, AIDEA signed agreements with Homer Electric Association (HEA) to re-start and operate the plant. HEA will also purchase power from the plant.
- AIDEA continues litigation/mediation with Golden Valley Electric over access issue to AIDEA's facility.



AIDEA and the ALASKA ENERGY AUTHORITY

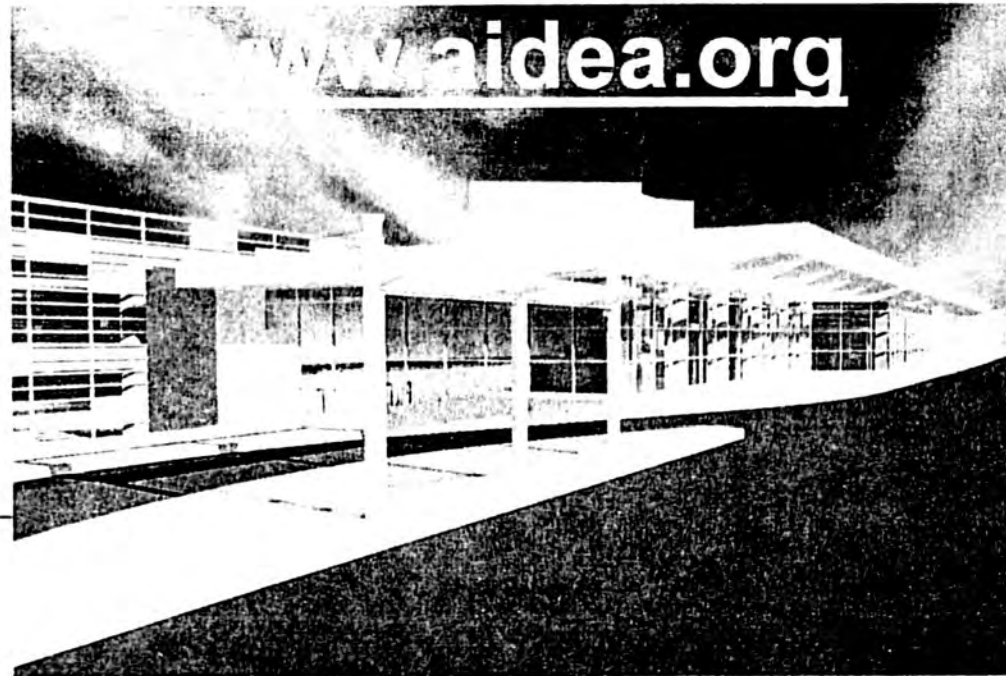
- By statute, AIDEA oversees and staffs the Alaska Energy Authority (AEA) whose mission is providing safe, reliable and efficient energy for Alaska.



AIDEA and the ALASKA ENERGY AUTHORITY

- AEA builds rural energy projects
- AEA owns state energy assets – Bradley Lake Hydro Project, Alaska Intertie, Larsen Bay Hydro
- AEA manages the Power Cost Equalization program
- AEA provides training and assistance to rural utilities
- AEA pursues alternative energy programs
- AEA responds to electrical power emergencies

AIDEA is Alaska's financing agency!



**Alaska Industrial Development and
Export Authority**

813 West Northern Lights Blvd.

Anchorage, AK 99503

907-269-3000

