

AK LEGISLATURE SPECIAL COMMITTEE FILES SCOMM 146 3131

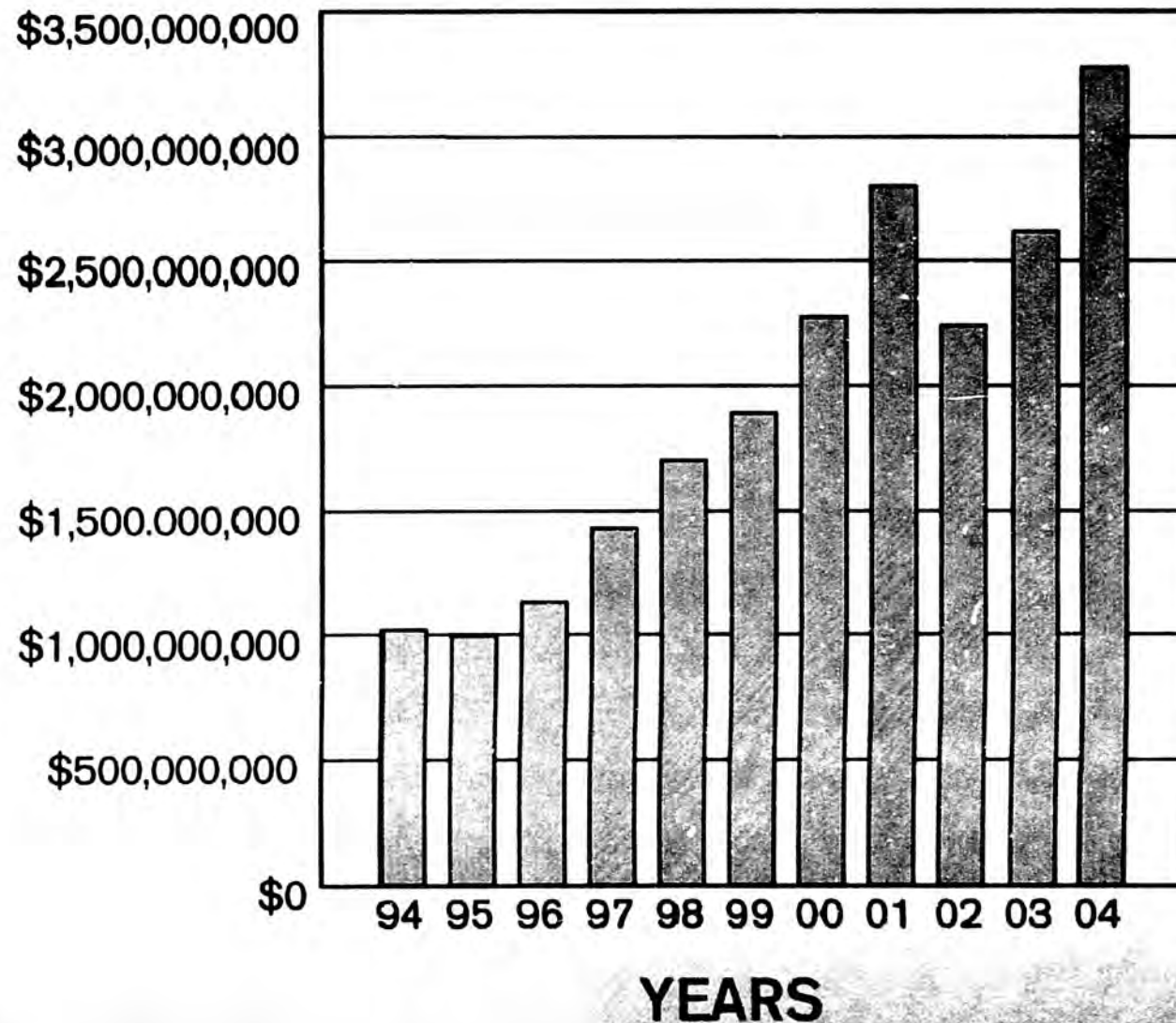
We are trying our best to better Alaska Native people socially and economically

Our Elders
have taught us
that we are
people who
are part of
something
larger than
ourselves



Total Revenue

13 Regional Corporations



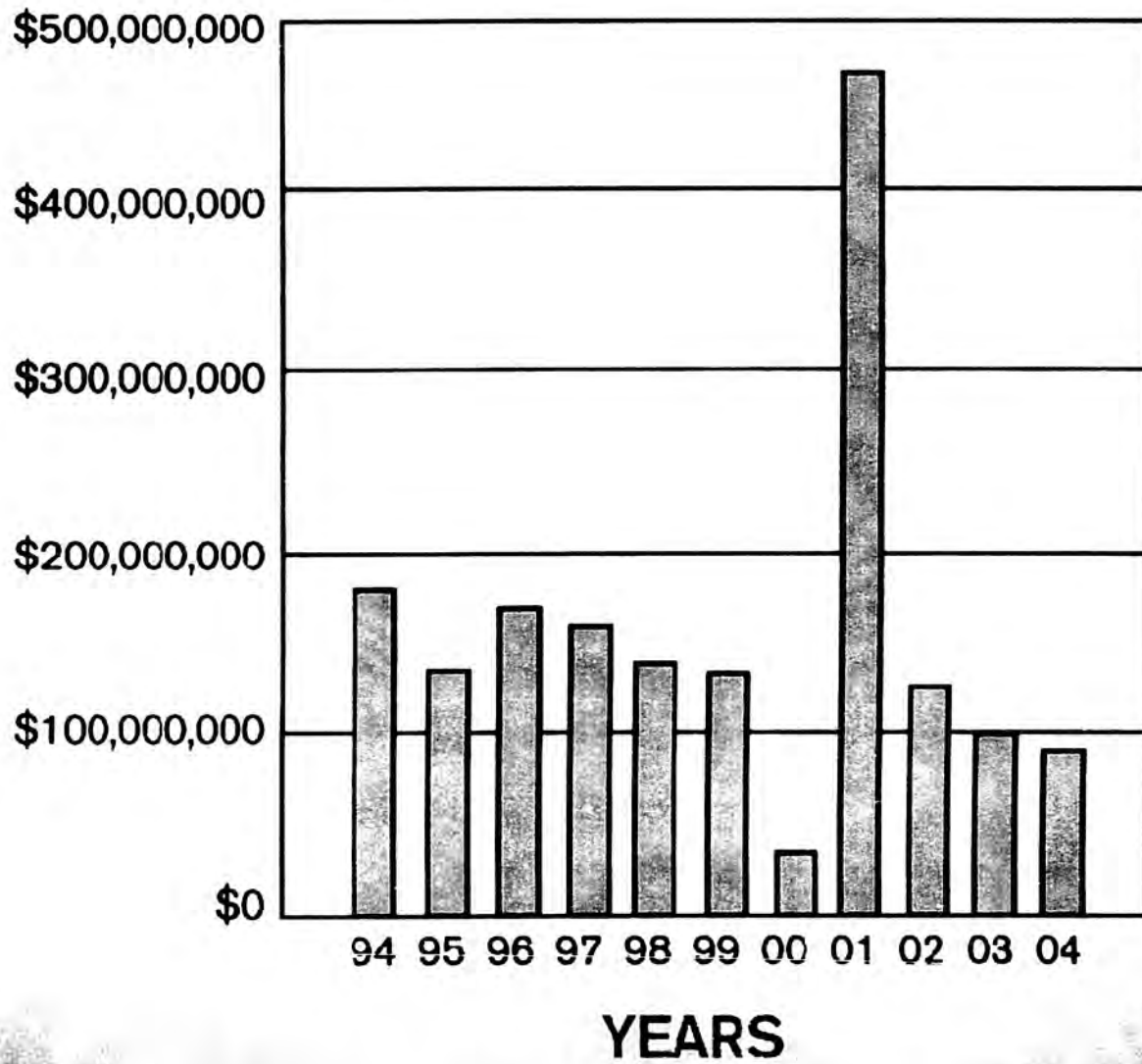
IN THE TOP 49 MOST SUCCESSFUL
BUSINESSES IN ALASKA PER ALASKA
BUSINESS MONTHLY, OCTOBER 2006

<i>Native Corporation</i>	<i>Rank</i>
Arctic Slope Regional Corporation	1
Chugach Alaska Corporation	2
Chenega Corporation	4
NANA Development Corporation	6
Afognak Native Corporation	7
Bristol Bay Native Corporation	8
Ukpeagvik Inupiat Corporation	9
Doyon, Limited	13
Koniag Inc.	15
The Aleut Corporation	19
CIRI	21
Ahtna, Inc.	22
The Eyak Corporation	26
Olgoonik Corporation	28
Goldbelt, Inc.	35
Calista Corporation	38
Cape Fox Corporation	45

2004 Employment Alaska Economic Trends

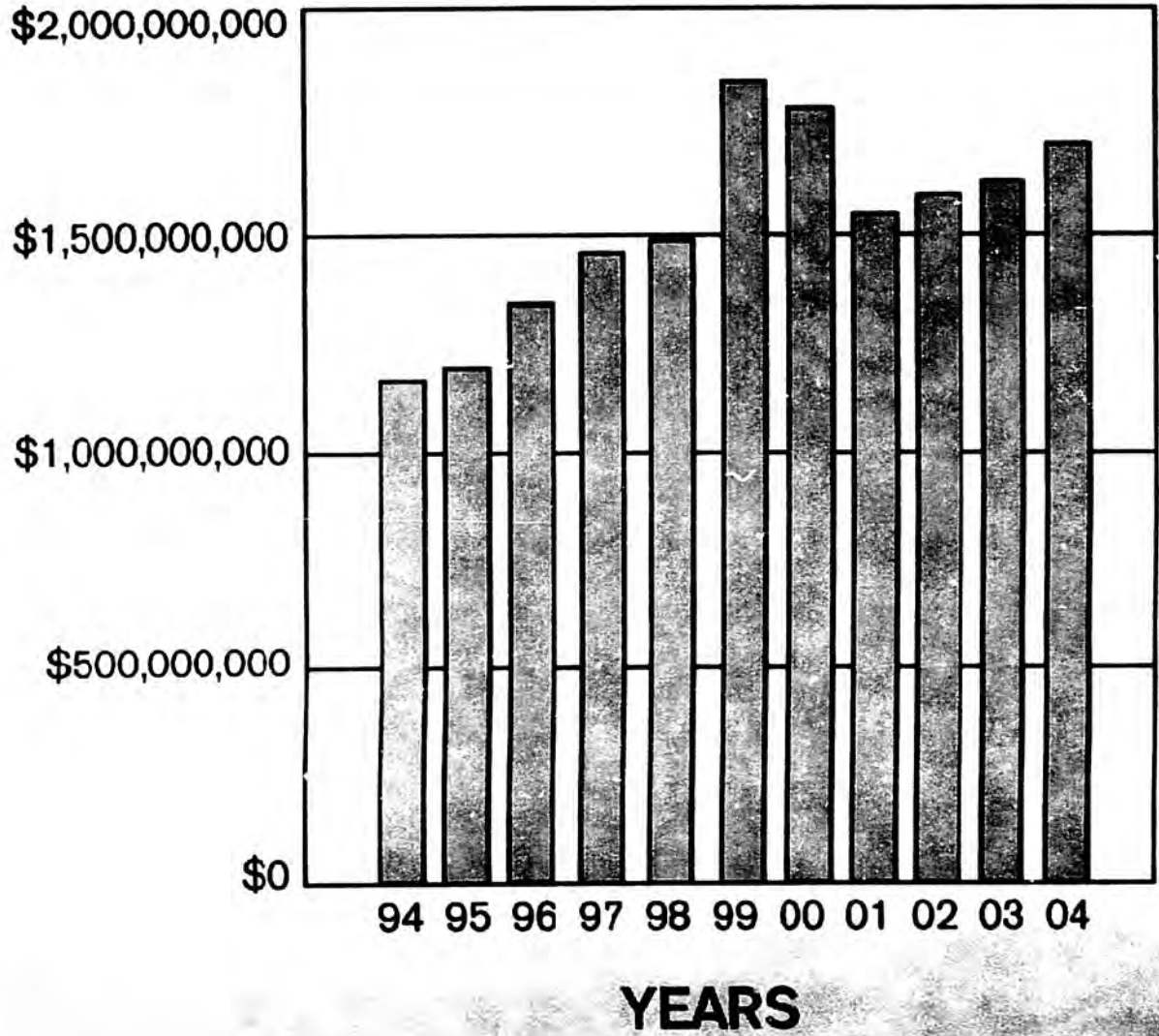
Rank	Company/Organization	Sector	Employees
7	Yukon-Kuskokwim Health Corporation	Health Care	1,346
11	NANA Management Services	Catering/Lodging/Security	1,222
12	ASRC Energy Services	Oil Field Services	1,197
14	Alaska Native Tribal Health Consortium	Hospital/Medical Center	1,104
16	Southcentral Foundation	Health Care	1,023
25	Southeast Alaska Regional Health Consortium	Social Services/Health Care	754
33	Tanana Chiefs Conference	Social Services/Health Care	621
36	Doyon/Universal Ogden, JV	Catering/Security	612
40	Maniilaq Association	Social Services/Health Care	576
47	Chugach Development Corporation	Facility Support Services	492
50	Peak Oilfield Service Company	Oil Field Services	467
55	Norton Sound Health Corporation	Health Care	432
62	ASRC Energy Services Pipeline Power & Comm.	Oil Field Services	404
74	Bristol Bay Area Health Corporation	Health Care	358
94	Petro Star	Refinery/Retail Gasoline	283
97	Association of Village Council Presidents	Social Services	269

Total Net Income 13 Regional Corporations



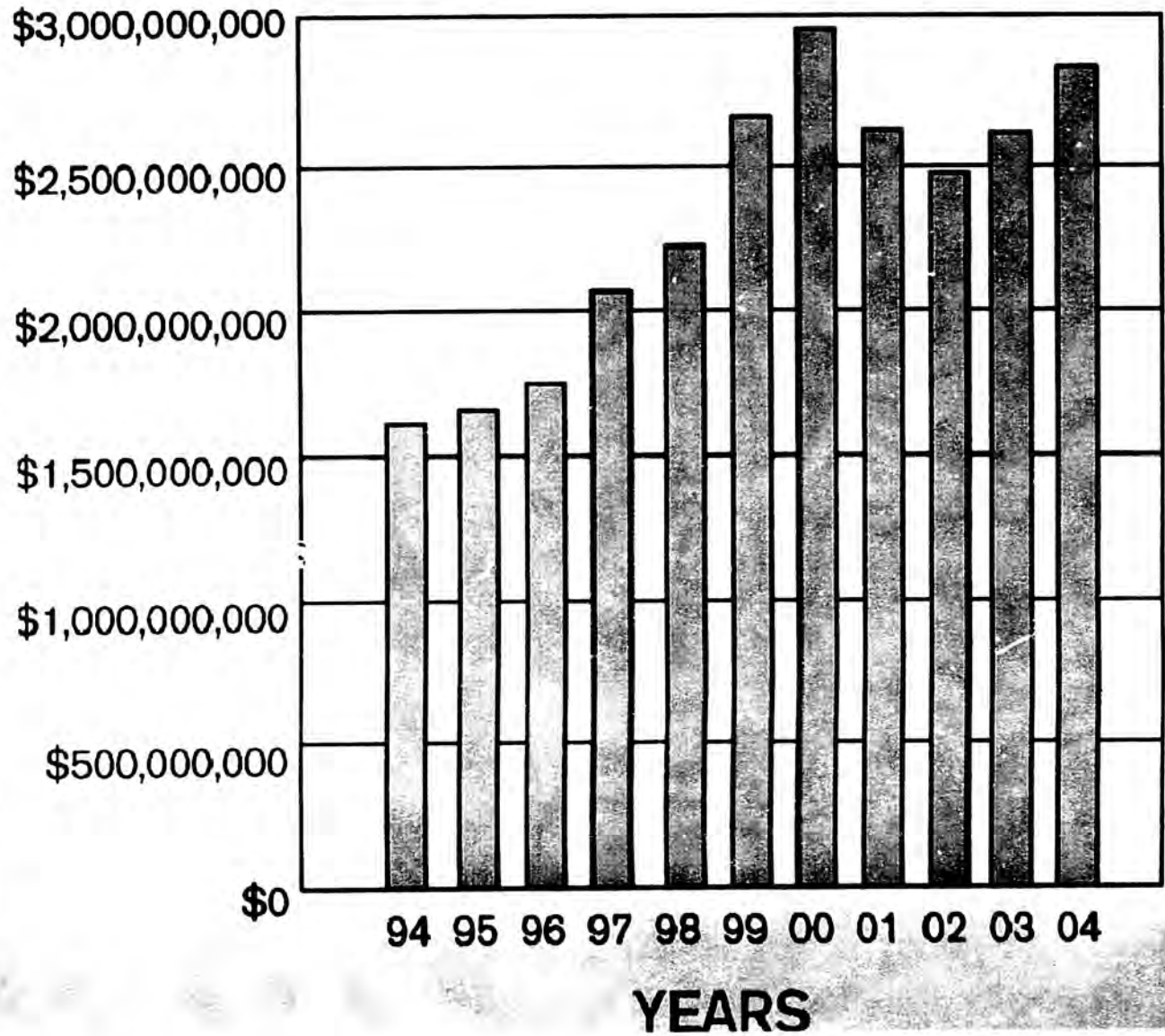


Total Equity 13 Regional Corporations

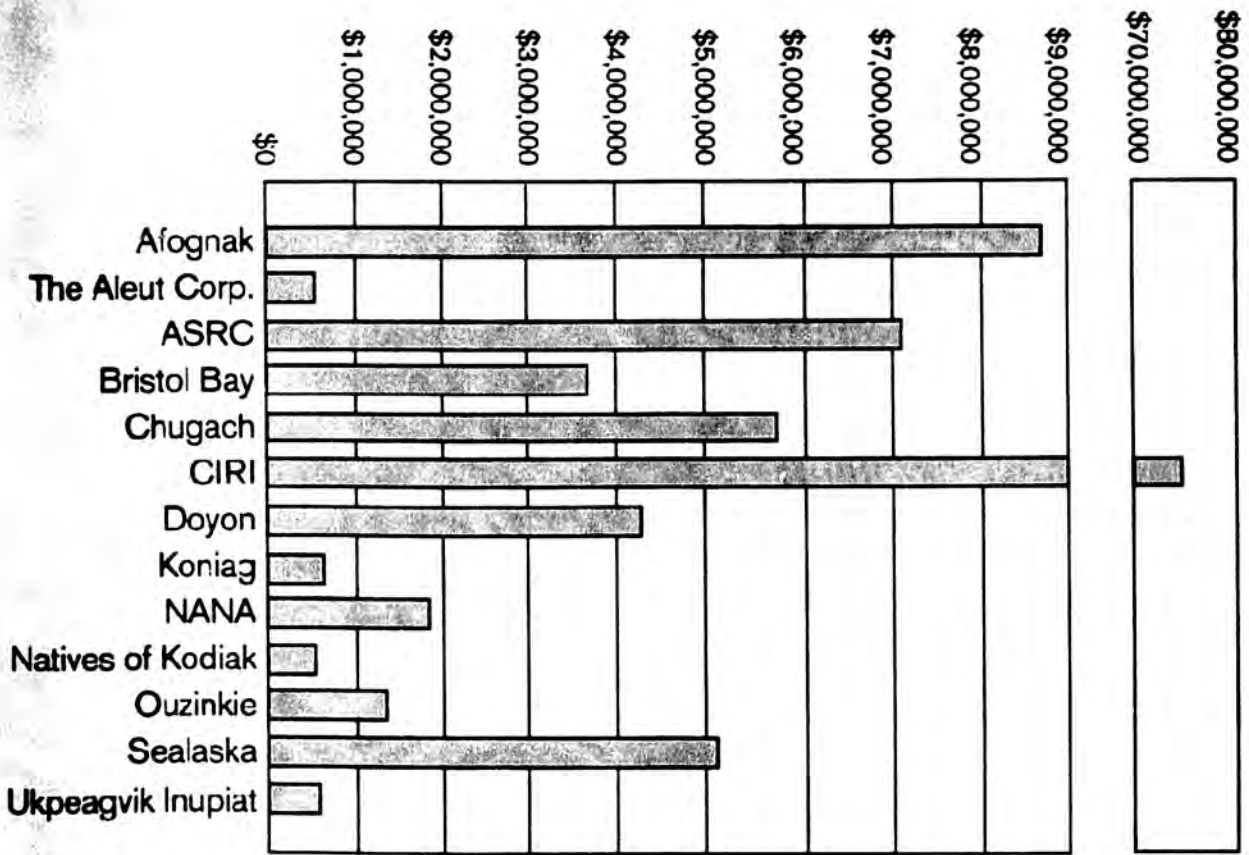




Total Assets 13 Regional Corporations



2004 Dividends (over \$500,000)





STATEWIDE EMPLOYMENT

**42 Corporations in this study have
a workforce of 12,536 in the State
of Alaska**

**3,116 Alaska Native people are
employed by the 42 Corporations**



A LEGACY OF PHILANTHROPY



**In 2004, the 42 Native
Corporations participating
distributed \$8.5 million to
Charitable Organizations**

**\$5.4 million was distributed in
scholarships to approximately
2,600 recipients**

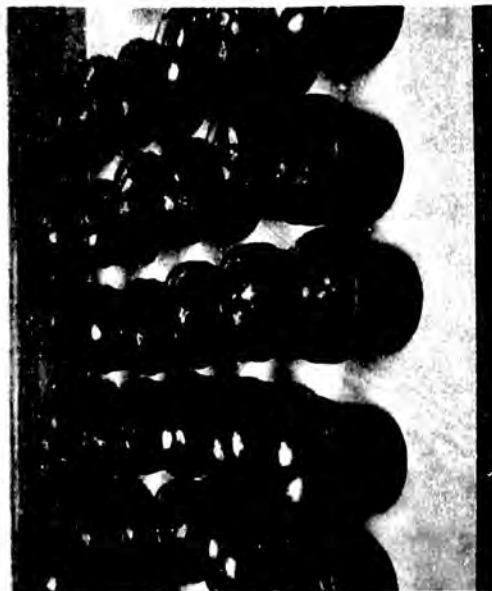
LEVELLING THE PLAYING FIELD ~ 8(a) Companies



8(a) BENEFITS ALASKA

In 2004, Alaska Native Corporation 8(a) businesses paid over \$141 million in payroll within Alaska, and had over 7,700 employees

“AS WE LOOK
TO THE
FUTURE, WE
CAN LOOK TO
OUR CULTURAL
AND
TRADITIONAL
VALUES AND
OUR FIDERS
FOR GUIDANCE”



Thank You!



votte@ciri.com

SCOMM

146:3

Alaska's Role in the Global Marketplace

The Importance of International Trade
to Alaska's Economy

By: Greg Wolf, Executive Director,
World Trade Center Alaska

Date: February 13, 2007



International Trade is Big Business for Alaska

Annual Worldwide Exports total \$4 billion

This represents:

Nearly 10% of the Alaska's Gross State Product (GSP)

New Money into Economy

Thousands of Direct and Indirect Jobs

Results in:

Stronger, More diversified Economy



Why Trade Matters

Substantial component of Alaska's economy. Exports account for approximately 10% of the GSP. Export total does not include the export of services from Alaska—such as construction, engineering and oil and gas services.

Exports bring \$4 billion of new money into our economy. New money, not recycled money.

Export jobs are high paying jobs. Export-related jobs typically pay 13 to 16% more than jobs tied solely to domestic economy.

Exports allow companies to become larger through expanded markets and customer base.

For some Alaska companies, their best bet for growth is overseas markets.



How Does Alaska Rank?

Alaska is one of the most trade-oriented states in America:

In absolute terms, at \$3.6 billion (2005 total), Alaska ranks 40th among all states

On a per-capita basis, Alaska ranks 4th

Exports as a percentage of Gross State Product, Alaska ranks 8th in the nation

Foreign direct investment: Alaska ranks 12th in attracting overseas investment



2006 Trade Highlights

Exports to reach \$4 billion-up 12%

4th consecutive year of double-digit growth

Mineral exports doubled

Increase driven primarily by higher prices (zinc price up 100% '05-'06)

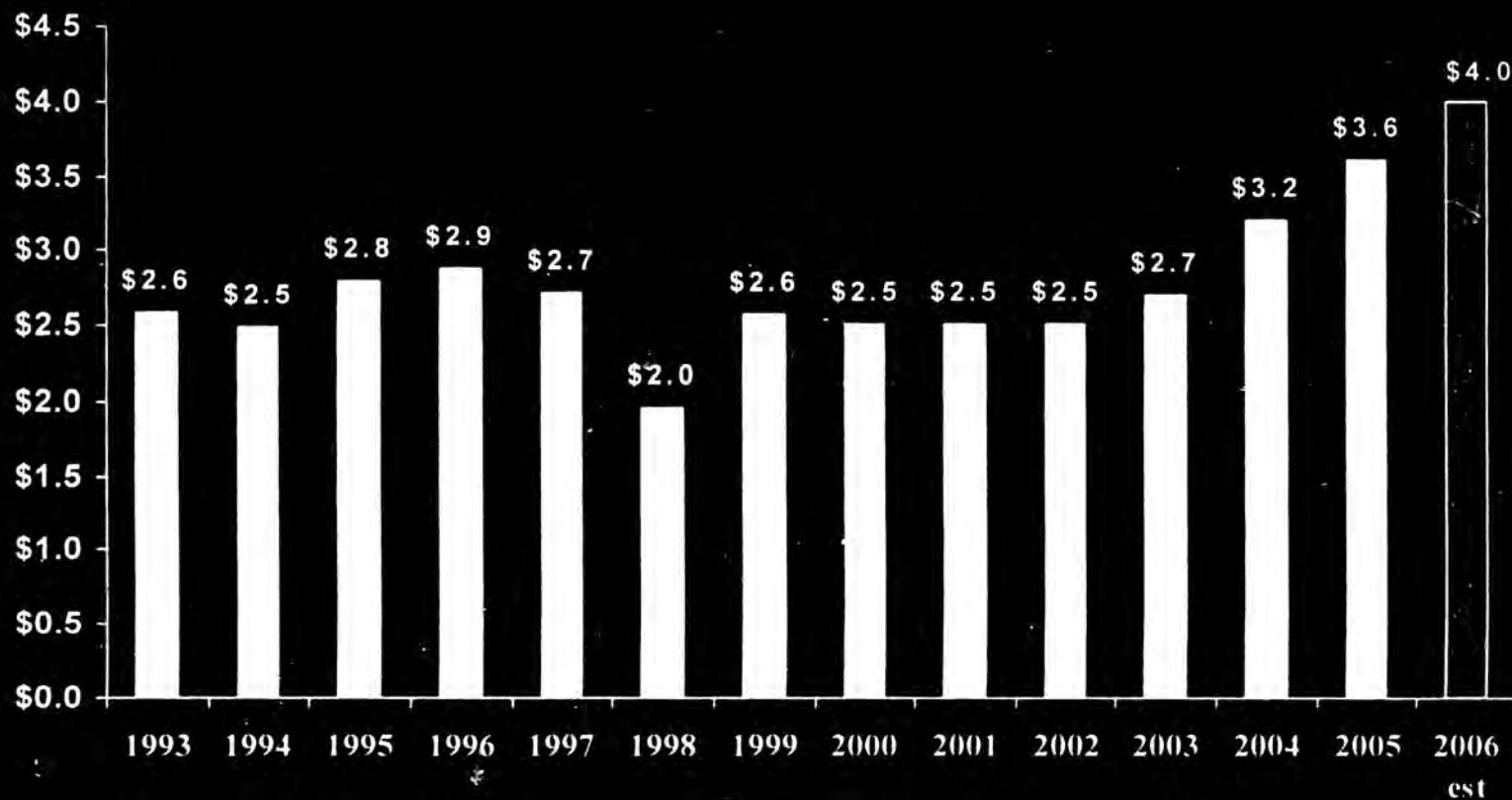
Exports to China increased by 41%

Korean exports reach all-time high



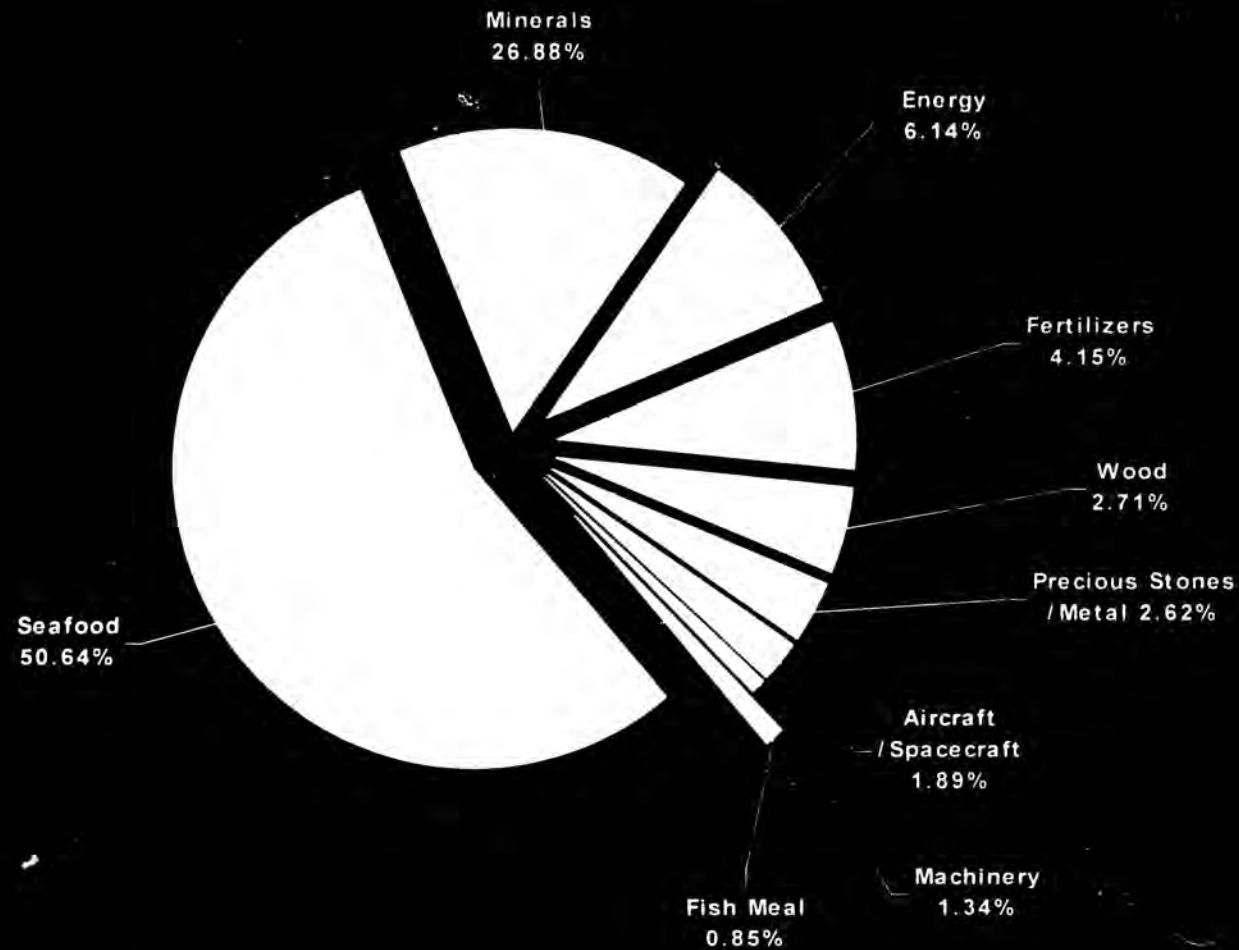
Alaska Worldwide Exports

In Billions



Alaska's Top Export Products 2006

Eleven month January - November

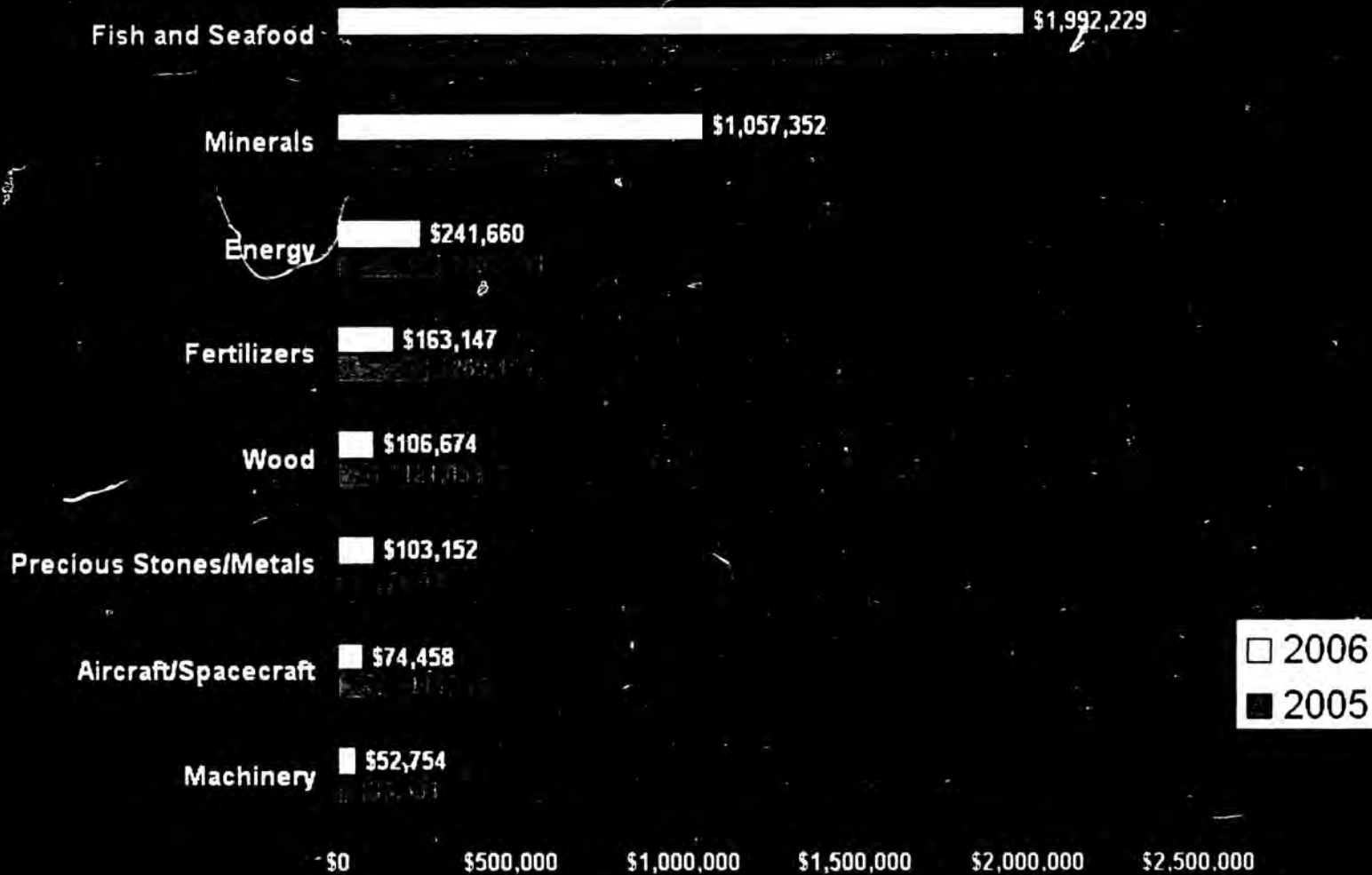


Source: U.S. Census Bureau, State of Origin data



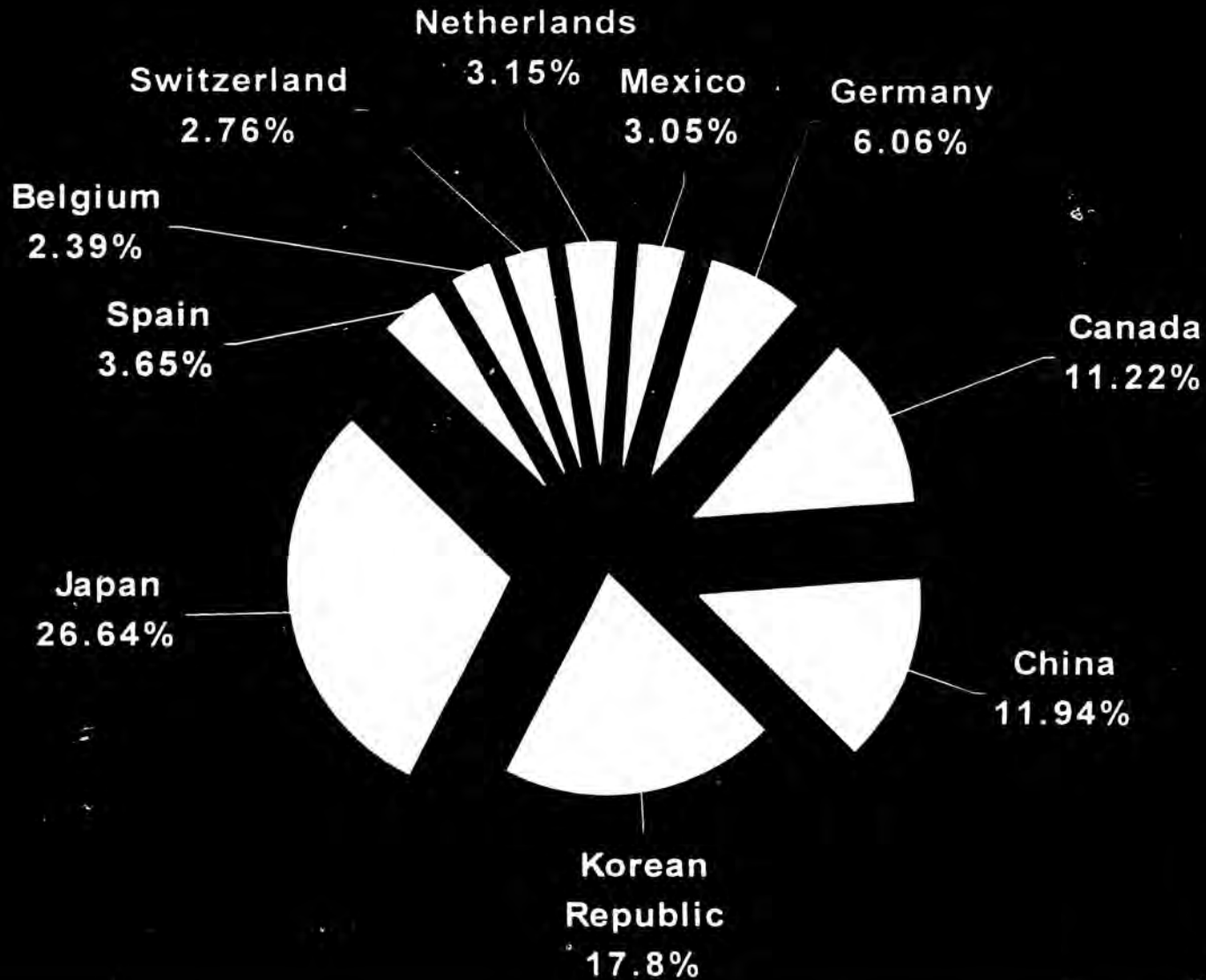
Alaska's Top Export Products 2006

Eleven month January - November
In millions \$



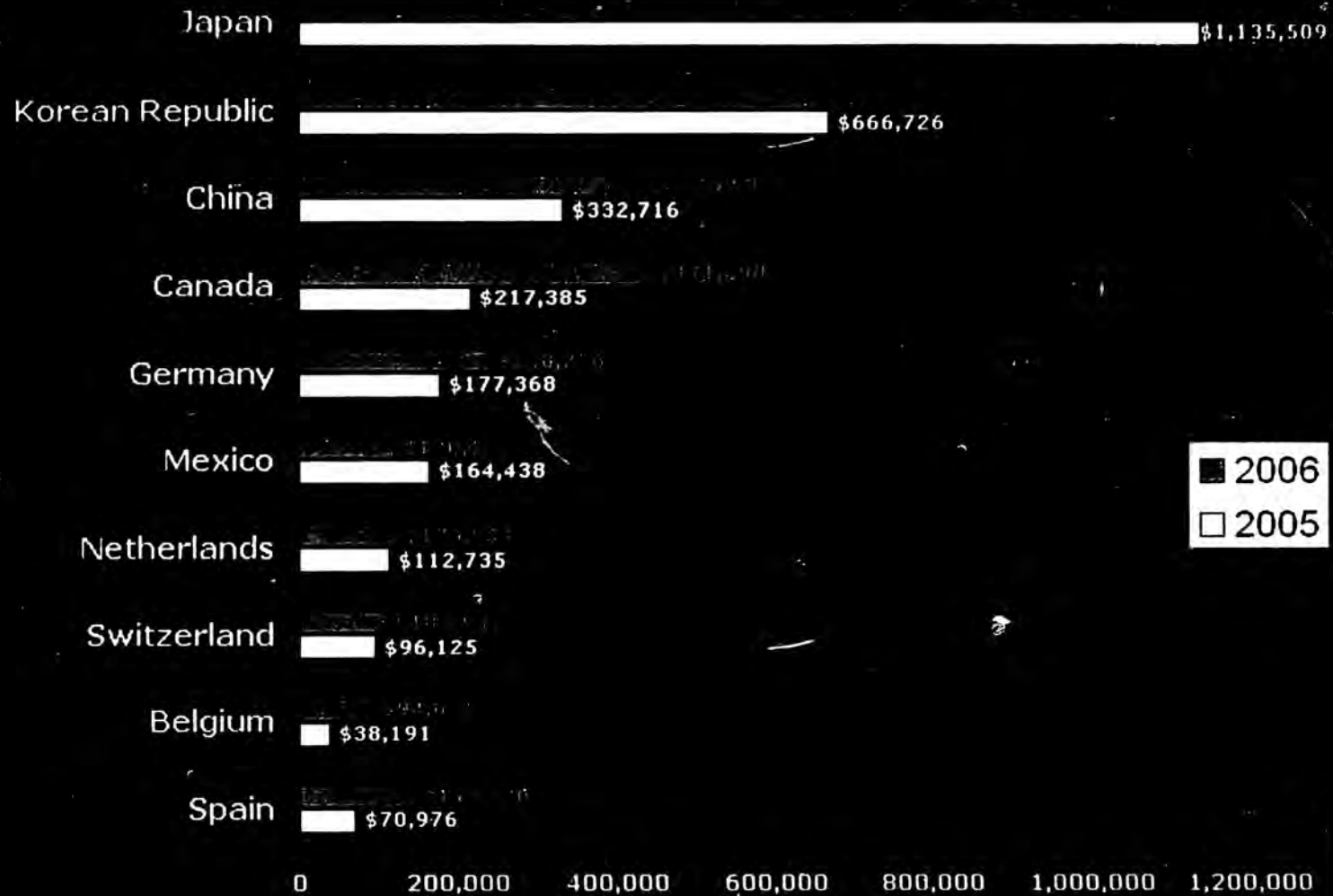
Alaska's Top Ten Export Markets 2006

Eleven month January - November



Alaska's Top Ten Export Markets 2006

Eleven month January - November
In millions



■ 2006
□ 2005



Alaska's Total Exports to China

2004-2006 Comparison

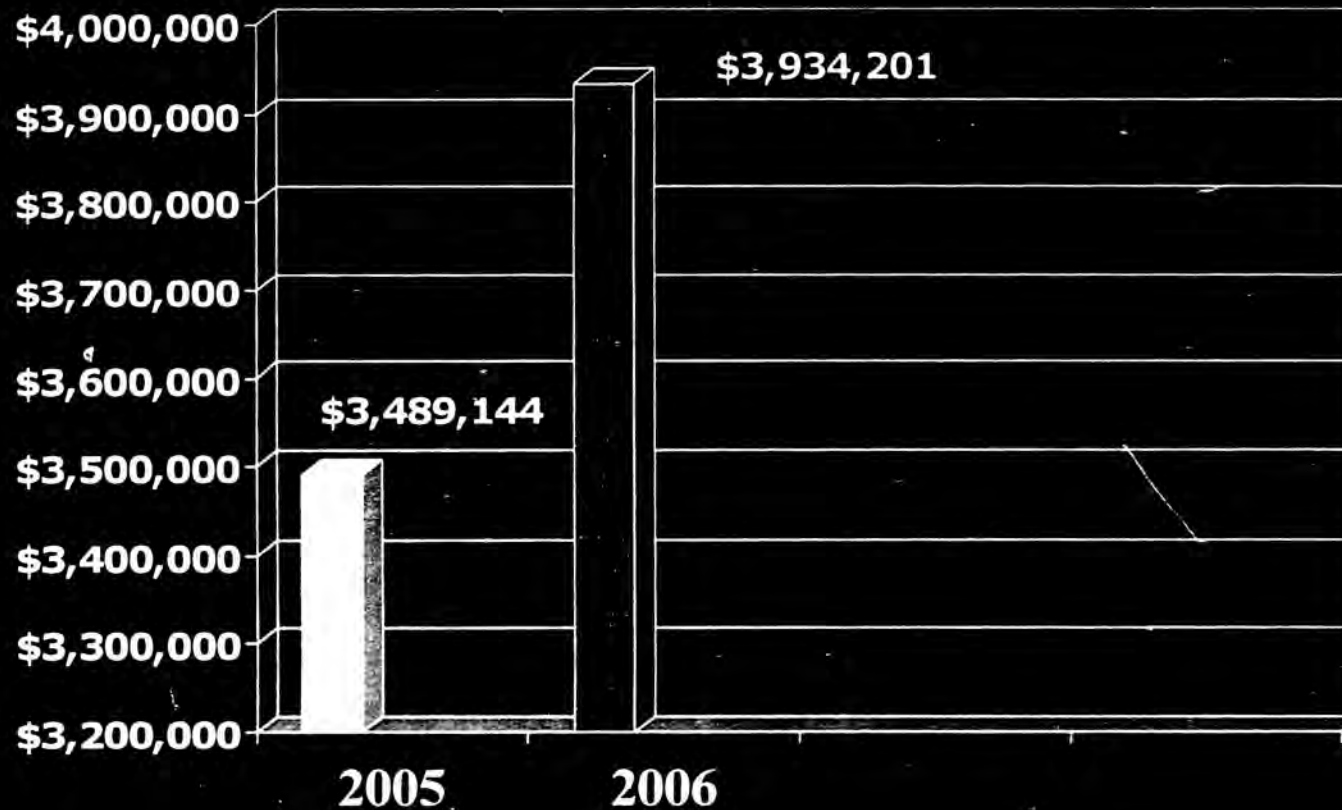
(2006 - Eleven month January - November)



In millions



Alaska Export Update: Jan – Nov 2006 up 12.76%



Highlights: China (up 41%), Spain (up 102%), Canada (up 103%).



2007 Trade Outlook

Results will depend heavily on commodity prices-minerals and metals

Expect continuing growth from China through 2008 (Olympics)

Watch the dollar-weaker dollar makes U.S. exports relatively cheaper

Slow or no export growth likely in '07

2007 Forecast: \$4 billion (+) or (-)



About World Trade Center Alaska

- Established 1987
- Private, non-profit organization
- 18-member Board of Directors
- Statewide mission, membership, directors
- Mission is to assist Alaskans to compete successfully for trade and investment in the global market place
- Small staff – Big Agenda



Core functions

Trade capacity – help Alaska companies to become export ready through information, seminars and other technical assistance

Trade Development – research new markets and identify trade opportunities for Alaska companies

Trade Service – support Alaska companies with the information and hands-on assistance needed to make trade happen; connect Alaska sellers with overseas buyers

Trade Facility – make available office and conference room setting to facilitate business meetings and events

Trade Network – provide members with access to facilities and support services in more than 300 cities around the world



Trade Development Programs

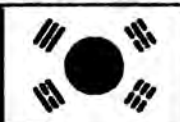
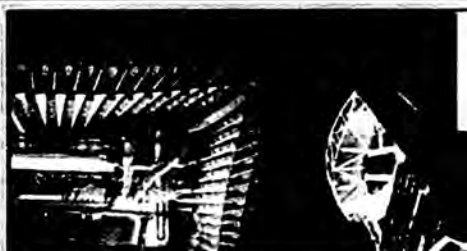


Japan Focus

ジャパン フォーカス



Japan Focus is a trade development program of World Trade Center Alaska. The program provides information and services to Alaskans seeking to do business in Japan.



KOREA

Connection

Korea Connection is a trade development program of World Trade Center Alaska. The program offers information and assistance to Alaskans seeking to do business in Korea.



CHINA CALLING

中国

China Calling is a trade development program of World Trade Center Alaska. The program is designed to assist Alaskans to identify and pursue business opportunities in China.



New Markets

New Customers



WORLD TRADE
CENTER

ALASKA

Public-Private Partnership



Serving Alaska's Business Community
Since 1987



WORLD TRADE CENTER
ALASKA

twenty-years

Phone: (907) 278-7233

Fax: (907) 278-2982

Email: info@wtcak.org

WORLD TRADE CENTER ALASKA



Upcoming WTCAK Events

Monthly Luncheon Series:

February 7, 2007
12 Noon

"China: One Country- Many Markets"

Dr. Yong Cao
Professor of Marketing
College of Business and Public Policy
University of Alaska, Anchorage

March 7, 2007
12 Noon

"Connecting Alaskans to their Natural Gas"

Harold Heinze
Chief Executive Officer
Alaska Natural Gas Development Authority
State of Alaska

Where: Wells Fargo Bank, Headquarters Building (Northern Lights and "C" Street), Fifth Floor

Time: 12 noon (doors open 11:45 am)

Fee:
\$20 WTCAK Members
\$25 Non-Members
\$10 Students (with valid school ID)

Please RSVP at 278-7233 or e-mail: info@wtcak.org

Premium Level Members

CEO Club:
Horizon Lines of Alaska
Wells Fargo Bank Alaska
Lynden International
Alaska Railroad Corporation
South Central Timber Development

Corporate:

WTCAK Recent Events

4th Annual
World Trade Center Alaska Statewide Economic Forecast Luncheon

SPONSORED BY



Please join us for an informative look at Alaska's economy and forecast of market trends.

World Trade Center Alaska 2007 Statewide Economic Forecast Presentations

January 17, 2007

Please click on the links below to open the presentations:

US Economic Update by Dr. Eugenio J. Aleman, Senior Economist & Vice President of Wells Fargo & Company.

The Statewide Economic Review and 2007 Forecast by Pat Burden, President of Northern Economics.

How Exports Benefit Alaska's Economy by Greg Wolf, Executive Director of World Trade Center Alaska.

WTCAK Events

2ND ALASKA-CHINA BUSINESS CONFERENCE

2nd Annual Alaska-China Business Conference

FedEx
 Alaska Airlines
 Alaska Business Publishing Co.
 Alaska Interstate Construction
 ASCG, Inc
 BP
 ConocoPhillips Alaska
 International Telecom
 UBS Financial Services
 United Parcel Service

**Currency and
 Commodity Corner**



3 November 2006

Building upon the success of the inaugural event in 2005, WTCAK conducted the **2nd Annual Alaska-China Business Conference** on 3 November 2006 at the Hilton Anchorage Hotel. Business and government executives from across the state gathered to hear an impressive slate of experienced "China Hands" make presentations on the Chinese economy, trade opportunities and challenges, cultural aspects of doing business in China and to learn about resources, both in Alaska and in China, to assist companies to explore or conduct business in that country. It was information-packed day that also included opportunities for attendees to meet the speakers and have their questions answered. This year's conference included a presentation on the role of Hong Kong as a gateway for doing business in China. To view picture from the event, please click here.

Please click here to meet our 2nd Alaska-China Business Conference speakers and view and listen to their presentations.

November 3, 2006
 "Display Alaska" Project Inaugurated in Taipei

August 16, 2006 Presentation
 of Bill Popp
 Special Assistant to the Mayor
 Oil, Gas & Mining Liaison
 Kenai Peninsula Borough

"The Cook Inlet Hydrocarbon Industry: Past, Present & the Possible Future."

July 12, 2006 Presentation
 of Mark Edwards
 Director of the Office of Economic Development, State of Alaska
 "Alaskan Economic Trends: Mid-Year Update on Alaska's Economy"

Reception for Alaska Consular Corps, August 10 2006

Steel Brothers Signing Ceremony and Reception

U.S. Senator Lisa Murkowski presents major address
 at WTCAK Luncheon

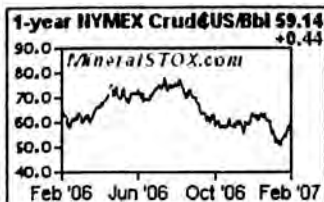
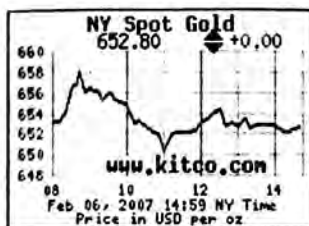
WTCAK 2006 Statewide Economic Forecast Luncheon

1st Alaska-China Business Conference

Foreign Currency Converter

LIVE CURRENCY CONVERTER

convert | Euros ▼ | 100



Contact Information

431 West Seventh Avenue, Suite
108, Anchorage, AK 99501, USA
Phone: (907) 278-7233,
Fax: (907) 278-2982,
Email: info@wtcak.org

Staff

Greg Wolf
Executive Director

Alex Salov
Office Manager

Peter Ratner
Program Coordinator

Recent Newsletters

February 2005

March 2005

This converter is presented for informational purposes only
and doesn't imply an endorsement by WTCAK

About World Trade Center Alaska

World Trade Center Alaska is a private non-profit membership organization providing international trade and business services to members and community partners across the state. The mission of WTCAK is to assist Alaskans to successfully compete for trade and investment in the global market place.

The Center pursues this mission through five core functions:

1. **Trade Capacity** - Help Alaskan companies to become export ready through information, seminars, conferences and other technical assistance.
2. **Trade Development** - Research new markets and identify trade opportunities for Alaska Companies.
3. **Trade Service** - Support Alaska companies with the information and hands-on assistance needed to make trade happen. Connect Alaska sellers with overseas buyers.
4. **Trade Facility** - Make available office and conference room settings to facilitate business meetings and events.
5. **Trade Network** - Provide members with access to facilities and support in more than 300 cities around the world.

Searching For Business?

A growing number of companies and individuals have found that membership in WTCAK is an important, cost-effective way to expand their business. **Three key benefits from WTCAK membership:**

Global Network - WTCAK is one of more than 300 WTC's around the world. As a member in Alaska, you enjoy reciprocal benefits at other WTC's when you travel in the Lower 48 and overseas.

International Business Assistance - As a member you receive customized trade information and assistance. We become your extended staff and help you to identify and pursue international business opportunities.

Networking Opportunities - Throughout the year there are numerous opportunities to market your products and services to fellow members. These opportunities include monthly luncheon programs, weekly e-newsletter, quarterly magazine, special event sponsorship, trade shows and trade missions.

Board of Directors

Joseph Henri - South Central Timber Development
Greg Galik - Aadland Marketing Group
Bob Shake - Northrim Bank

June 2005

October 2005

February 2006

June 2006

Passport To Profit

Special Report No. 1
"Enter The Dragon"
February 2006

Special Report No. 2
"Passage to India"
March 2006

Special Report No. 3
The "Chindia" Phenomenon
June 2006

Special Report No. 4
Singapore - The Lion at the Gate
July 2006

Special Report No. 5
The Dragon Roars
November 2006

**Guide To Alaska's
Consular Corp**

John McClellan - ASCG, Inc.
Joseph Plesha - Trident Seafood Corporation
Mike Higley - FedEx Express
Tom Case - UAA College of Business and Public Policy
Sandra Moller - Aleut Enterprise Corp
Richard Strutz - Wells Fargo Bank Alaska
Rick Pollock - Lynden International
Bill Brophy - Usibelli Coal Mine
Dave Beach - Movers Inc.
Peter Nieuwland - UPS
David Ramseur - Office of Anchorage Mayor Mark Begich
Tom Moyer - Moyer Associates
Tandy Wallack - Circumpolar Expeditions

Membership Levels

CEO CLUB MEMBERSHIP - Designed for leaders in international business in Alaska who desire to make a significant contribution to Alaska's export efforts. In addition to receiving all the benefits listed below, members at this level will also enjoy several exclusive CEO Club benefits during the year.

CORPORATE - Designed for leaders in international business in Alaska. This blends corporate recognition with the customized trade services that further expand the global development and marketing efforts of that business.

COMMERCIAL - Designed for big businesses (more than 50 employees) who seek a customized business development approach, as well as the benefit of membership events, programs and information.

BUSINESS - Designed for medium sized businesses (more than 10 employees) who seek a customized business development approach, as well as the benefit of membership events, programs and information.

SMALL BUSINESS - Designed for small sized businesses (less than 10 employees) who seek a customized business development approach, as well as the benefit of membership events, programs and information.

INTRODUCTORY - Designed for first time members or companies who have not been a member for at least two years.

CONSULAR

Contact info@wtcak.org for more information.

Please click here to download a WTC AK Membership Application

"Serving Alaska's Business Community Since 1987"

WORLD TRADE CENTER ALASKA NEWS

FOR IMMEDIATE RELEASE

February 2, 2007

For more information: Gregory Galik +1 907 229-3474



WORLD TRADE CENTER ALASKA

Alaska Edges \$4 Billion in Annual Exports – World Trade Center Alaska Celebrates 20 Years

Alaska's international trade reached an important milestone in 2006. For the first time in its history, Alaska's yearly exports to overseas markets were set to top the \$4.0 billion mark in December. News of this approaching milestone was announced at World Trade Center Alaska's 2007 Statewide Economic Forecast Luncheon, conducted in mid-January at the Sheraton Anchorage Hotel.

"The final 2006 numbers aren't in yet, but the data for January through November shows that the state's exports have already reached \$3.9 billion," according to Greg Wolf, Executive Director of World Trade Center Alaska, in Anchorage. Once the month of December is added, Wolf expects Alaska's export total to reach the \$4 billion mark. He also indicated that this would mark the fourth consecutive year of double-digit export growth.

"In some export sectors, the increase can be attributed to higher prices being realized for these commodities," said Wolf. "The minerals sector is a good example: from 2005 to 2006, the market price for zinc, Alaska's largest mineral export, doubled in price," he noted.

Leading the export surge was the increase in value of mineral and other exports to China and Canada. Shipments to Korea also rose in 2006, reaching an all-time high. Exports to China have quadrupled since 2001, topping \$400 million in 2006. "China's economic rise and its voracious appetite for natural resources has been the predominant force influencing Alaska's export growth over the past five or six years," said Wolf, who has been an economic development professional and export advocate in Alaska for the past 18 years. "Not only are they buying more of our resources, but this increase in demand from China and other rapidly growing economies has led to higher market prices," he said.

Amidst the cheer for Alaska's good fortune, Wolf also noted that his organization, World Trade Center Alaska, turns 20 this year. "From our beginnings in 1987, we have grown as an organization and have worked with many Alaska companies to find and pursue business opportunities overseas" he continued. The Center has been particularly effective helping Alaskan companies find export opportunities in high growth Asian markets and the Russian Far East. "Many in the US forget that our western states are very much a part of the Asia-Pacific economy," Wolf noted. "California, for example, ships about 30 percent of their exports to Asia-Pacific countries, while Washington and Alaska send 40 and 65 percent, respectively. If you rank Alaska in terms of the percentage of exports relative to its gross state product, we would rank eighth in the nation; fourth if export value per capita is considered. The world's

WORLD TRADE CENTER ALASKA NEWS

appetite for healthy diets is increasingly being met by the wild-caught bounty of Alaska's vast ocean resource," Wolf said.

One of Alaska's major shipping companies, Lynden International, has been a member of World Trade Center Alaska from its earliest days. "I've been delighted to see the growth in this organization's membership over the years, to see it parallel the rise in exports," said Dennis Mitchell, Regional Manager Alaska, for Lynden. "But their success is due to the service they provide Alaska's businesses, including ours. Being a member opens a lot of doors in overseas markets. For 20 years, they've been doing a remarkable job, building economic ties with our important trading partner nations," he added.

Tom Case, Dean of the University of Alaska, Anchorage, College of Business and Public Policy, said that in a state primarily engaged in natural resource extraction, the World Trade Center is also an important business ally in terms of finding new market opportunities for value-added products.

"WTC Alaska provides businesses with the resources and technical assistance they need to take their domestic-only operations to the next level. While being an asset to current businesses, they've also provided a wonderful hands-on experience for business students, our next generation of industry leaders," Case said.

Aside from technical assistance and resource information, WTC Alaska puts on seminars, has monthly programs, holds annual economic forecast events and leads international trade missions. The organization is funded by a combination of private and public sector support. "In that regard, our mission is for all Alaskan businesses," Wolf said.

"We are on the cutting edge to find the next big markets for Alaska's exporters," Wolf continued. "Every day we get to work with some of the most innovative and progressive companies in the state. It's great work because exports are a growing component of the state's economy. And that means exciting days ahead for Alaska and the Trade Center, one of 300 centers in 78 countries."

For more information about World Trade Center Alaska, visit the website:
<http://www.wtcak.org/> or call 907 278-7233.

###

Note Editors:

Greg Wolf is available for interviews to expand on the positive outlook for Alaska trade. Please contact Greg Galik for help.

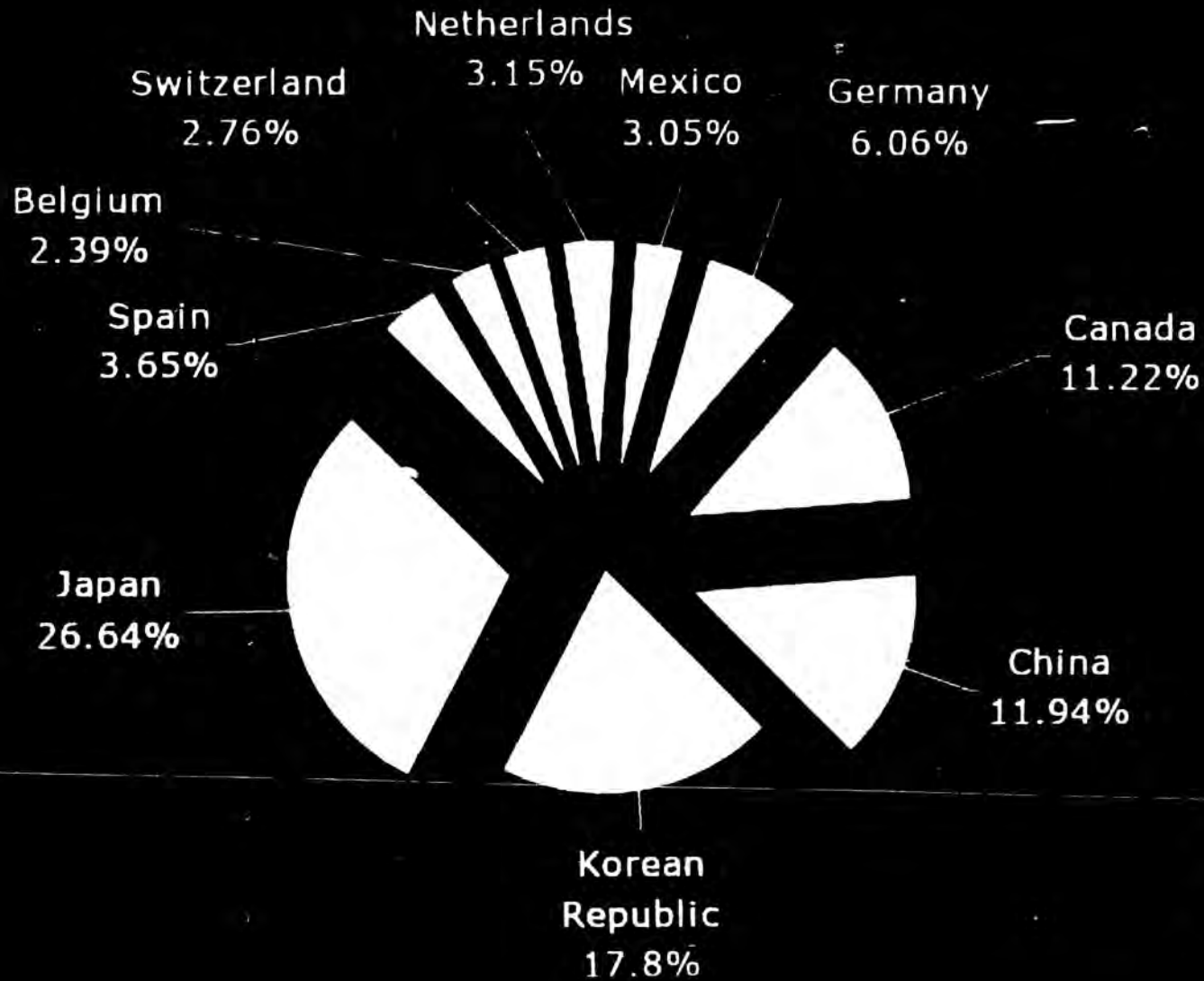
A segment graph is attached detailing the makeup of Alaska trading – by country.

A full copy of Greg Wolf's presentation regarding Alaska Trade is on their website:

<http://www.wtcak.org/EF2007R/GWEF2007.pdf>

Alaska's Top Ten Export Markets 2006

Eleven month January - November



**A Public-Private Partnership For
The State of Alaska's
International Trade Program**

Proposed by World Trade Center Alaska

Brief Outline

World Trade Center Alaska (WTCAK) proposes that a public-private partnership be formed between WTCAK and the **State of Alaska (SOA)** in order to provide Alaskans with a more effective, efficient international trade program by combining the talents, capacities and resources of the two sectors.

It is our belief that such a partnership would result in overall cost-savings to the SOA and enable a trade program that allows Alaska to strengthen its economy through the growth of exports and other international business.

At present, and for a number of years, WTCAK has received grant funding from the SOA to help support its operations and conduct various trade-related activities. The proposed partnership would build upon and expand an established relationship.

WTCAK's Role:

Essentially, in the conduct of this partnership, WTCAK would be assigned the responsibilities and resources to provide day-to-day international trade services and information to Alaskans. This would include:

- Trade Counseling
- Trade Assistance
- Trade Leads and Information
 - Trade Missions
 - Trade Shows
- Management of Overseas Trade Representatives
 - Trade Publications

SOA's Role:

The SOA would conduct those international trade or international relations activities that are government-to-government in nature or involving protocol matters that arise when foreign dignitaries meet with the Governor or other SOA officials, or when the Governor and other SOA officials travel overseas on government business. An SOA staff would be assigned to serve as the liaison between the SOA and WTCAL and administer the grant funding. In addition, it is envisioned that the WTCAL board of directors be expanded by three seats (from the current 18 to 21) so that the Governor could appoint three representatives from the SOA to serve as full, voting members of the board. SOA board appointees could include, for example, the Commissioner of the Department of Commerce, Community, and Economic Development and the director of the Alaska Industrial Development and Export Authority. Thus, the SOA activities would include:

- **Trade Relations-government-to-government interactions related to international trade**
- **Trade Protocol -involving Governor and other SOA Officials**
- **Liaison-between SOA, WTCAL and other State-Funded/Supported Organizations that conduct international activities (e.g. Alaska Travel Industry Association, Alaska Seafood Marketing Institute, Northern Forum, etc.)**
- **Oversight and Administration-Grant Funding for Partnership**

Unique Structure Enables Leverage of Private, State and Federal Resources

Established in 1987, WTCAL is a private, 501 (c) (6) non-profit corporation, guided by an 18-member board of directors. In accordance with a long-term agreement having to do with use of the WTC license, the University of Alaska appoints half of the board while the membership elects the other half. At present, approximately 100 companies, organizations and individuals make up the Center's state-wide, dues-paying membership. WTCAL is a member of the World Trade Centers Association, a network of more than 270 WTC's located in 78 countries.

The Center has a small staff that currently consists of an executive director, office manager, program manager and an intern. In spite of its relatively small size, the Center is one of the most active economic development organizations in the state. So far this year, more than 2,000 Alaskans have participated in WTCAL programs, including international business conferences, trade missions, seminars, executive briefings, luncheons and receptions.

As structured, WTCAK is in a unique position to combine private, state and federal resources and leverage these funds for greater efficiency and effectiveness. WTCAK has already entered into a partnership with the federal government through a Memorandum of Understanding with the U.S. Commercial Service, operating locally as the Alaska Export Assistance Center. As part of that agreement, the U.S. Commercial Service has co-located within the Trade Center as sub-lease tenant. This partnership/co-location has facilitated beneficial interaction and cooperation between the two organizations and created added convenience for Alaskans. The proposed partnership enables true "one-stop" shop for Alaska's business community in the area of international trade assistance.

The partnership structure helps to ensure that Alaska's international trade program is coordinated, comprehensive and that duplication of efforts is avoided. As proposed, it also offers the opportunity to coordinate trade promotion, when appropriate, with the international efforts of SOA supported tourism, seafood, agriculture and other economic development organizations.

A partnership budget is being developed. We welcome the opportunity to meet with the transition team and other involved parties to discuss this proposal, budget and related issues. In the meantime, we hope this outline will be helpful.

WTCAK looks forward to a strong, productive relationship with Governor Palin and her administration.

Contact Information:

Greg Wolf
Executive Director
World Trade Center Alaska
431 West Seventh Avenue, Suite 108
Anchorage, Alaska 99501
Tele: 278-7234
Fax: 278-2982

Email: **greg@wtcak.org**

Web: **www.wtcak.org**

Presentation Highlights

“The Importance of International Trade to Alaska’s Economy”

**By Greg Wolf
Executive Director
World Trade Center Alaska**

Record High: For the full year 2006, Alaska’s worldwide commodity exports are expected to top **\$4 billion**

4th Consecutive year of double digit export growth

Exports account for 10% of state’s economic output

Exports support thousands of direct and indirect jobs

Top Export Commodities:

Seafood
Minerals
Energy
Fertilizers
Forest Products
Precious metals

Top Export Markets:

Japan
Korea
China
Canada
Germany

China is fastest growing major market for Alaska

World Trade Center Alaska celebrates 20th Anniversary in 2007

Public-Private Partnership with State of Alaska, U.S. Department of Commerce and Private Sector

WORLD TRADE
CENTER

431 West Seventh Avenue, Suite 108
Anchorage, Alaska 99501 U.S.A.



Tel: 907-278-7233 Fax: 907-278-2982

Email: info@wtcak.org Website: www.wtcak.org

ALASKA

World Trade Center Alaska is...

World Trade Center Alaska is a private, non-profit membership organization providing international trade and business services to members and community partners across the state. The mission of WTCAK is to assist Alaskans to successfully compete for trade and investment in the global market place.

The Center pursues this mission through five core functions:

Trade Capacity-help Alaska companies to become export ready through information, seminars, conferences and other technical assistance.

Trade Development-research new markets and identify trade opportunities for Alaska companies.

Trade Service-support Alaska companies with the information and hands-on assistance needed to make trade happen. Connect Alaska sellers with overseas buyers.

Trade Facility-make available office and conference room setting to facilitate business meetings and events.

Trade Network-provide members with access to facilities and support in more than 300 cities around the world.

How do you become a WTCAK member?

Contact: info@wtcak.org

Tele: 907-278-7233

AMBASSADOR CIRCLE AWARD

1997-John McClellan • 1998-Brian Brundin • 1999-E.H. Pete Nelson • 2000-Ben Barerra • 2002-Dennis Bird

PREMIUM LEVEL MEMBERS

CEO CLUB: Lynden International • South Central Timber Development • Wells Fargo Bank Alaska
CORPORATE: Alaska Airlines • Alaska Business Publishing Co. • Alaska Interstate Construction, LLC • Alaska Railroad Corporation • ASCG, Inc.
BP Exploration (Alaska), Inc. • FedEx • International Telecom, Inc. • UBS Financial Services • United Parcel Service

**WORLD TRADE
CENTER**

431 West Seventh Avenue, Suite 108
Anchorage, Alaska 99501 U.S.A.



Tel: 907-278-7233 Fax: 907-278-2982

Email: info@wtcak.org Website: www.wtcak.org

ALASKA

BOARD OF DIRECTORS

Mr. Dave Beach, President - Movers, Inc.

Mr. Bill Brophy, Vice-President, Customer Relations - Usibelli Coal Mine, Inc.

Mr. Tom Case, Dean, College of Business & Public Policy - University of Alaska Anchorage

Mr. Gregory J. Galik, President - AADLAND Marketing

Mr. Joseph Henri, President - South Central Timber Development, Inc.

Mr. Mike Higley, Managing Director of Alaska Operations - FedEx Express

Mr. John McClellan, President / CEO - ASCG Inc.

Ms. Sandra Moller, President / CEO - Aleut Enterprise Corporation

Mr. Tom Moyer, Director - Moyer Associates

Mr. Peter Nieuwland, International Manager - Alaska Division, United Parcel Service

Mr. Joe Plesha, General Counsel - Trident Seafoods Corporation

Mr. Rick Pollock, Vice President Alaska/R.F.E. - Lynden International

Mr. David Ramseur, Chief of Staff to Mayor Mark Begich

Mr. Robert L. Shake, Senior Vice President - Northrim Bank

Mr. Richard Strutz, President - Wells Fargo Bank Alaska

Ms. Tandy Wallack, President - Circumpolar Expeditions

AMBASSADOR CIRCLE AWARD

1997-John McClellan • 1998-Brian Brundin • 1999-E.H. Pete Nelson • 2000-Ben Barerra • 2002-Dennis Bird

PREMIUM LEVEL MEMBERS

CEO CLUB: Lynden International • South Central Timber Development • Wells Fargo Bank Alaska

CORPORATE: Alaska Airlines • Alaska Business Publishing Co. • Alaska Interstate Construction, LLC • Alaska Railroad Corporation • ASCG, Inc. • BP Exploration (Alaska), Inc. • FedEx • International Telecom, Inc. • UBS Financial Services • United Parcel Service



WORLD TRADE CENTER

ALASKA

NEWS RELEASE

FOR IMMEDIATE RELEASE

February 5, 2007

For more information: Greg Wolf +1 907-278-7233

**World Trade Center Alaska and the Anchorage School District
Establish Partnership to Benefit Students**

World Trade Center Alaska (WTCAL) and the Anchorage School District (ASD) have entered into a school business partnership that will assist high school students enrolled in the district to gain a better understanding of Alaska's role in the international economy.

Through the School Business Partnership Program, the Trade Center will host students at a number of events each year, including the Center's annual statewide economic forecast luncheon as well as major international-focused conferences and seminars conducted by the Center. Additionally, the Center will offer mentorship opportunities to students through the District's Gifted Mentorship Program.

"We are very pleased to work with the Anchorage School District and offer opportunities for high school students to become familiar with Alaska's international trade economy," said Greg Wolf, executive director of World Trade Center Alaska. "These are tomorrow's leaders and we hope that some of them will be involved with Alaska's major export industries once they enter the workforce."

"This newest partnership is wonderful example of how a business can directly participate in work force development. Our program encourages businesses of all sizes, large and small, profit and non-profit as well government agencies to get involved," said Tam Agosti-Gisler, executive director of Anchorage School Business Partnerships.

Partnership activities have already begun. In mid-January, the Trade Center invited nine students and their teacher from Bartlett and West to attend the 2007 Statewide Economic Forecast Luncheon, one of the state's largest annual business events. The Trade Center will soon begin a mentorship of an international exchange student from Dimond High School.

About Anchorage School Business Partnerships: In its 16th year as a program of both the ASD and the Anchorage Chamber of Commerce, there are over 450+ partnerships at all levels and in most schools.

About World Trade Center Alaska: Founded in 1987, World Trade Center Alaska is a private, non-profit corporation whose mission is to assist Alaskans to successfully compete for trade and investment in the global market place. The group is a member of the global network of nearly 300 trade centers located in 78 countries. For more information about World Trade Center Alaska, visit the website: <http://www.wtcak.org/> or call 907 278-7233.

###

Add1

WORLD TRADE CENTER ALASKA NEWS

FOR IMMEDIATE RELEASE

February 2, 2007

For more information: Gregory Galik +1 907 229-3474



WORLD TRADE CENTER ALASKA

Alaska Edges \$4 Billion in Annual Exports - World Trade Center Alaska Celebrates 20 Years

Alaska's international trade reached an important milestone in 2006. For the first time in its history, Alaska's yearly exports to overseas markets were set to top the \$4.0 billion mark in December. News of this approaching milestone was announced at World Trade Center Alaska's 2007 Statewide Economic Forecast Luncheon, conducted in mid-January at the Sheraton Anchorage Hotel.

"The final 2006 numbers aren't in yet, but the data for January through November shows that the state's exports have already reached \$3.9 billion," according to Greg Wolf, Executive Director of World Trade Center Alaska, in Anchorage. Once the month of December is added, Wolf expects Alaska's export total to reach the \$4 billion mark. He also indicated that this would mark the fourth consecutive year of double-digit export growth.

"In some export sectors, the increase can be attributed to higher prices being realized for these commodities," said Wolf. "The minerals sector is a good example: from 2005 to 2006, the market price for zinc, Alaska's largest mineral export, doubled in price," he noted.

Leading the export surge was the increase in value of mineral and other exports to China and Canada. Shipments to Korea also rose in 2006, reaching an all-time high. Exports to China have quadrupled since 2001, topping \$400 million in 2006. "China's economic rise and its voracious appetite for natural resources has been the predominant force influencing Alaska's export growth over the past five or six years," said Wolf, who has been an economic development professional and export advocate in Alaska for the past 18 years. "Not only are they buying more of our resources, but this increase in demand from China and other rapidly growing economies has led to higher market prices," he said.

Amidst the cheer for Alaska's good fortune, Wolf also noted that his organization, World Trade Center Alaska, turns 20 this year. "From our beginnings in 1987, we have grown as an organization and have worked with many Alaska companies to find and pursue business opportunities overseas" he continued. The Center has been particularly effective helping Alaskan companies find export opportunities in high growth Asian markets and the Russian Far East. "Many in the US forget that

WORLD TRADE CENTER ALASKA NEWS

our western states are very much a part of the Asia-Pacific economy," Wolf noted. "California, for example, ships about 30 percent of their exports to Asia-Pacific countries, while Washington and Alaska send 40 and 65 percent, respectively. If you rank Alaska in terms of the percentage of exports relative to its gross state product, we would rank eighth in the nation; fourth if export value per capita is considered. The world's appetite for healthy diets is increasingly being met by the wild-caught bounty of Alaska's vast ocean resource," Wolf said.

One of Alaska's major shipping companies, Lynden International, has been a member of World Trade Center Alaska from its earliest days. "I've been delighted to see the growth in this organization's membership over the years, to see it parallel the rise in exports," said Dennis Mitchell, Regional Manager Alaska, for Lynden. "But their success is due to the service they provide Alaska's businesses, including ours. Being a member opens a lot of doors in overseas markets. For 20 years, they've been doing a remarkable job, building economic ties with our important trading partner nations," he added.

Tom Case, Dean of the University of Alaska, Anchorage, College of Business and Public Policy, said that in a state primarily engaged in natural resource extraction, the World Trade Center is also an important business ally in terms of finding new market opportunities for value-added products.

"WTC Alaska provides businesses with the resources and technical assistance they need to take their domestic-only operations to the next level. While being an asset to current businesses, they've also provided a wonderful hands-on experience for business students, our next generation of industry leaders," Case said.

Aside from technical assistance and resource information, WTC Alaska puts on seminars, has monthly programs, holds annual economic forecast events and leads international trade missions. The organization is funded by a combination of private and public sector support. "In that regard, our mission is for all Alaskan businesses," Wolf said.

"We are on the cutting edge to find the next big markets for Alaska's exporters," Wolf continued. "Every day we get to work with some of the most innovative and progressive companies in the state. It's great work because exports are a growing component of the state's economy. And that means exciting days ahead for Alaska and the Trade Center, one of 300 centers in 78 countries."

For more information about World Trade Center Alaska, visit the website: <http://www.wtcak.org/> or call 907 278-7233.

###

Note Editors:

WORLD TRADE CENTER ALASKA NEWS

Greg Wolf is available for interviews to expand on the positive outlook for Alaska trade. Please contact Greg Galik for help.

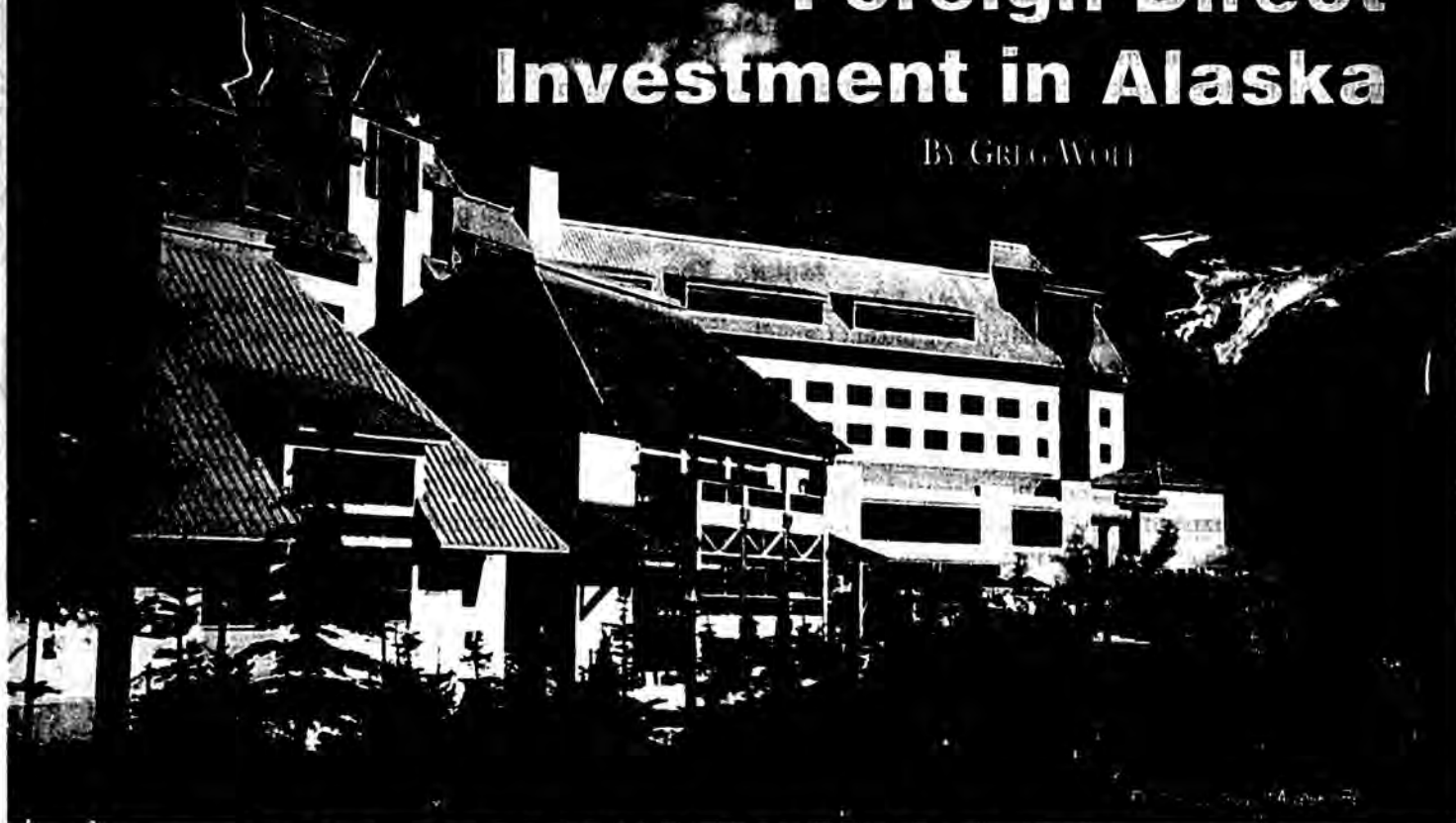
A segment graph is attached detailing the makeup of Alaska trading - by country.

A full copy of Greg Wolf's presentation regarding Alaska Trade is on their website:

<http://www.wtcak.org/EF2007R/GWEF2007.pdf>

Foreign Direct Investment in Alaska

By GREG WOLF



Prince Hotels Inc. of Japan owns the world-class Alyeska Resort at Girdwood. To date, the company has invested \$180 million into the hotel, tram and other facilities. The hotel is now for sale.

Without question, FDI plays a critical role in the state's economy. In addition to their direct capital investments, these companies also contribute significantly to the communities where they operate through payrolls, taxes, procurement of supplies and services, and civic contributions.

International trade is big business for Alaska. In 2005, the state's worldwide exports reached \$3.6 billion, a solid 14 percent increase from the previous year, and marking the third consecutive year of double-digit growth. The continuing global boom in commodities, driven by the economic advances of developing countries like China and India, as well as the growing appreciation and demand for the state's wild caught seafood products, promises to keep Alaska's export engine in high gear.

Exports and other international business are relatively more important to Alaska than to other states. While Alaska ranks 40th overall in export volume compared with the other states, on a per capita basis Alaska ranks fourth and when measured as percentage of the Gross State Product

(the sum of all goods and services produced in a state in a given year), Alaska ranks eighth. At current levels, exports of goods and services account for approximately 10 percent of the state's economic activity.

Clearly, exports play an important role in the Alaska economy. Export industries in the state are also responsible for thousands of direct and indirect jobs, often relatively higher paying ones than those tied solely to the domestic economy.

INVEST HERE

But exports tell only a part of Alaska's international story. Investment by the U.S. affiliates of foreign companies in the state's major industries is significant and growing. According to the U.S. Department of Commerce, cumulative

Foreign Direct Investment (FDI) in Alaska totaled \$30 billion in 2002, the latest year that statistics are available. This ranks Alaska 12th among the states as a recipient of FDI. The Commerce Department also reported that employment by foreign companies (U.S. affiliates) operating in Alaska accounted for some 13,000 jobs.

Foreign companies have funded many of the state's largest development projects completely, or in part, via partnerships or joint ventures. These investments are important not only because they generate tax revenues and create jobs for Alaskans, but also because they are a tangible vote of confidence in Alaska as an attractive place to do business. In many cases, companies have a choice of where to direct their investment dollars. When

they invest them in Alaska, they are expressing confidence in our stable business environment, the opportunity for profitable operations, and in the quality of the state's work force.

BP LEADS WAY

The largest contributor of FDI in Alaska is British Petroleum. During the past three decades, BP has invested more than \$20 billion in North Slope oil facilities, the trans-Alaska oil pipeline system and other related energy infrastructure. The company's investment in the state continues to grow: in 2006, BP's projected capital budget was \$600 million. Looking ahead, the company is developing a 50-year plan to expand oil production and to invest in a natural gas project. BP is one of Alaska's largest taxpayers and employs some 1,500 workers across the state.

Japanese and Canadian companies are also significant investors in Alaska. Marubeni Corp. of Japan owns North Pacific Seafoods (formerly known as North Pacific Processors, Inc). The company has processing operations in Sitka, Kodiak and Bristol Bay and employs approximately 1,000 workers during peak seasons. In 1997, the company received the Governor's Exporter of the Year Award for its pioneering work to produce surimi from pollock harvested in the Gulf of Alaska, and for expanding markets for pink salmon.

Another Japanese investor in the Alaska seafood industry is Maruha. The company owns several operations including Western Alaska Fisheries in Kodiak (220 employees), Westward Seafoods in Dutch Harbor (800 employees), and more than a 50 percent stake in Alyeska Seafoods (750 employees) in Dutch Harbor.

Two other Japanese seafood industry participants with sizable investments in Alaska are Nippon Suisan that owns UniSea in Dutch Harbor (1,200 employees) and Nichiro, the large Japanese seafood and processed foods company, that owns four Peter Pan plants located in King Cove (800 employees), Port Moller (150 employees), Naknek (25 employees) and Dillingham (300 employees).

In addition to having made long-term investment in plants, and employing many Alaskans on a seasonal or year-round basis, these companies also contribute to the local economy by purchasing their fish from Alaskans, making tax payments and through procurement of good and services to support their operations.

MINING, TOO

Alaska's mining industry has attracted significant Canadian investment. Teck Cominco Ltd, a Canadian firm, owns Red Dog Mine, the world's largest producer of zinc concentrate, located north of Kotzebue. To date, the company has invested more than \$700 million in facilities at the mine. Teck Cominco has made important contributions to the region and the local communities, including agreements with NANA Regional Corp, the landholder, establishing committees that review the impacts of mining on traditional hunting and fishing activities. The company employs nearly 500 workers and more than 56 percent of these are NANA shareholders.

Other Alaska major mining operations are foreign owned: Toronto-based Kinross Corp. owns Fort Knox, a gold mine just north of Fairbanks; the Greens Creek Mine outside of Juneau is majority owned (70 percent) by Rio Tinto, a British mining company. Greens Creek is the largest silver mine in the United States. It also produces gold, zinc and lead. The Fort Knox Mine operates year-round and employs 425 workers while the Greens Creek operation has a payroll of 235. Another foreign-owned producing mine is Pogo, a joint venture of Teck Cominco and Sumitomo Metal Mining of Japan. The mine poured its first gold in February this year.

Foreign firms are developing a number of mines not yet producing but under construction. These include the Rock Creek Mine, near Nome, being developed by Nova Gold Resources, a Canadian junior mining company. Ontario-based St. Andrews Gold Field is refurbishing and reopening the Nixon Fork Mine located close to McGrath. Overseas companies with advanced exploration projects underway include Barrick Gold (Donlin Creek) and Northern Dynasty (Pebble). Both of these are Canadian companies.

In addition to investment in mines, foreign firms, mainly Canadian, have spent considerable sums on mineral exploration in the state. Records show that of the \$850 million spent on exploration since 1981, non-U.S. companies carried out the lion's share. In 2004, for example, of the \$70 million spent on exploration, 75 percent of these expenditures are attributed to Canadian firms.

OTHERS INVEST AS WELL

It is not only mining that has brought Canadian investment dollars to Alaska. Calgary-based Agrium Inc. bought the former Unocal fertilizer plant in Nikiski on the Kenai Peninsula in September 2000. The plant, which employs 150, produces urea and ammonia for agricultural and industrial customers. The company ships product to customers in Asian countries as well as the Pacific Northwest, California and Mexico. Earlier this year, the company decided to shut down production until spring of 2007. It is exploring the utilization of coal gasification to provide feedstock for the plant.

The state's tourism industry also has benefited from overseas investments. For example, Prince Hotels Inc. of Japan owns the world-class Alyeska Resort at Girdwood. To date, the company has invested \$180 million into the hotel, tram and other facilities. On a seasonal basis, the resort employs 500 workers and has an annual payroll of approximately \$13 million. Recently, the company announced its intention to sell the hotel. In Anchorage, the London-based Millennium and Copthorne Hotels currently own the Millennium Alaskan Hotel, once owned by a Hong Kong company.

Without question, FDI plays a critical role in the state's economy. In addition to their direct capital investments, these companies also contribute significantly to the communities where they operate through payrolls, taxes, procurement of supplies and services, and civic contributions. Alaska has proven itself to be an attractive destination for investment and this bodes well for the future growth and diversification of the state's economy. □

Greg Wolf is executive director of the World Trade Center Alaska.

World Trade Center Alaska

Is This Your Year?

We Will Point the Way

Perhaps you've made the most of marketing here and the Lower 48. Our specialty at World Trade Center Alaska (WTCAK) is helping businesses find new opportunities overseas: Japan, Korea, China, Canada and Germany, for example. Are you one of those reaping the rewards of more than \$3 billion in annual exports from Alaska?

Our Role and Commitment

For 20 years, membership in WTCAK has paid off for companies pursuing international markets. Our role includes assistance with market development, networking and the hands-on support needed to make international business opportunities a reality.

Our monthly lunch meetings, conferences, international trade missions and annual economic forecasts are further commitments to members. Our job is to make your business growth a priority.

Partners For Global Business

World Trade Center Alaska is part of a strong, 300-member network of centers around the world. Businesses overseas are looking for partners in Alaska.

Your membership in WTCAK gives you a distinct advantage in finding and capitalizing on those opportunities.

**For more information, visit our website:
www.wtcak.org or call 278-7233. Working with
us, you can be local and global!**



twenty-years



Advertising and promotional material produced by Aadland Marketing,
another active member of World Trade Center Alaska.

(aadland marketing)
Insight • Strategy • Growth



WORLD TRADE CENTER ALASKA

12/21

MEMBERSHIP APPLICATION

Thank You for your interest in joining our membership

CEO CLUB MEMBERSHIP - \$ 5,000/yr. Designed for leaders in international business in Alaska who desire to make a significant contribution to Alaska's export efforts. In addition to receiving all the benefits listed below, members at this level will also enjoy several exclusive CEO Club benefits during the year.

CORPORATE - \$ 2,500/yr. Designed for leaders in international business in Alaska. This blends corporate recognition with the customized trade services that further expand the global development and marketing efforts of that business.

COMMERCIAL - \$ 1,500/yr. Designed for big businesses (more than 50 employees) who seek a customized business development approach, as well as the benefit of membership events, programs and information.

BUSINESS - \$ 850/yr. Designed for medium sized businesses (more than 10 employees) who seek a customized business development approach, as well as the benefit of membership events, programs and information.

SMALL BUSINESS - \$ 500/yr. Designed for small sized businesses (less than 10 employees) who seek a customized business development approach, as well as the benefit of membership events, programs and information.

INTRODUCTORY - \$ 250 for the first year only. Designed for first time members or companies who have not been a member for at least two years.

CONSULAR - \$ 100/yr.

Name	_____	Title	_____
Company	_____		_____
Address	_____		_____
Telephone	_____	Fax	_____
Email	_____	Website	_____
2 nd Contact Name	_____	Title	_____
Telephone	_____	Email	_____
3 rd Contact Name	_____	Title	_____
Telephone	_____	Email	_____
Applicants Signature	_____	Date	_____

Please make payments to: World Trade Center Alaska
431 West 7th Avenue, Suite 108, Anchorage, Alaska 99501 USA
Telephone 907.278.7233 Fax 907.278.2982 Email info@wtcak.org Website www.wtcak.org

Exports on the Rise:

Countries purchase everything from zinc to fish.

BY GREG WOLF

Led by a continuing surge in commodity sales to China, Alaska's worldwide exports are up just more than 5 percent compared with the same period last year. Looking at January through August, the latest period for which statistics are available, exports from Alaska to markets overseas have grown by 5.2 percent in 2006, reaching \$2.5 billion. If this pace continues during the remainder of the year, we anticipate that exports will total approximately \$3.8 billion for 2006 versus \$3.6 billion in 2005.

China continues to be the big story for Alaska's exports. So far this year, Alaska shipments to China have grown by 44 percent to \$358 million, driven primarily by the growth in seafood and fishmeal sales to that country. China is the fastest-growing major market for Alaska exports. Rising rapidly from the \$100 million level in 2001 to \$337 million last year, we are projecting that the state's exports to China will reach \$400 million by the end of 2006. The country now ranks as Alaska's third-largest trading partner, the position held previously, for many years, by Canada.

Japan has been and remains the state's largest export market. So far this year, at \$753 million, exports to Japan are down just more than 9 percent compared with the same period last year. Many analysts are predicting an upturn in the Japanese economy, however, and, if this unfolds, Alaska may benefit from the increased demand.

Shipments to Korea, the state's second-largest export customer, are essentially flat

(up less than 1 percent) over the same time period last year. Through August, sales to Korea total \$477 million.

Rounding out the top five exports markets are Canada and Germany. A new entrant into Alaska's top 10 markets is Finland. Ranked 10th, the country is a destination for zinc exports from Alaska.

Seafood has long been the state's largest export commodity and this remains the case in 2006. So far, through August, seafood exports total \$1.4 billion, representing 56 percent of the state's total exports. Minerals, mainly zinc and lead, are the second-largest export category. Through August, mineral exports reached \$456 million, up an impressive 60 percent over the same period last year.

Energy is the state's third-largest export commodity. Consisting primarily of liquid natural gas (LNG), refined fuel products and coal, exports in this category amounted to approximately \$180 million in the first eight months of the year. Fertilizers, precious metals and forest products are the other major export commodities. Among these three categories, precious metals exports are up 30 percent over last year, reflecting a combination of higher prices and expanded output.

Looking forward, 2007 should be a strong year for Alaska's export industries as sustained higher prices and growing demand for natural resources translate into robust sales.

Greg Wolf is executive director of the World Trade Center Alaska.

WORLD TRADE
CENTER



ALASKA

Alaska is benefiting from China's economic explosion

By Greg Wolf
For the Journal

It is certainly no secret that China's economic and political ascent is having a significant impact on its neighbors in Asia and, indeed, on the rest of the world. Since the late 1970s, when the liberalization of its economic system got underway, China's economy has expanded rapidly, averaging 9 percent growth annually between 1993 and 2003.

For Alaska, the expansion and modernization of China's economy has translated into significant export opportunities. Following a decade of exports in the \$100 million to \$150 million range, this year shipments from Alaska to China have risen sharply, up 60 percent through the first nine months of the year. For the full year 2004, it is anticipated that the state's exports to China will reach \$250 million. For the first time, China will become the state's third largest trading partner, assuming the position long held by Canada.

What does China import from Alaska? Primarily, seafood to help feed its large and growing population. Through the first seven months of this year, this category accounted for approximately 70 percent of the state's exports to China. Seafood exports to China included cod, crab and salmon. The Chinese are also important buyers of fish waste products (fish meal) that are used in their aquaculture and agricultural industries. In addition, China buys logs from Alaska.

Alaska is fortunate to have "on-the-

ground" representation in this dynamic market. Two years ago, the state of Alaska established a trade representative in Beijing. The representative assists Alaskans



Wolf

seeking to identify and pursue business opportunities. Also, the Alaska Seafood Marketing Institute has a representative to promote Alaska seafood exports. Their representative is based in Shanghai.

It is important to note that Alaska's business ties with China are not limited to commodity exports. Companies in Alaska also export technical

"know-how" to China, participating in infrastructure development projects and other endeavors related to the service sector. Anchorage-based VECO Corp., for example, has partnered or worked as a subcontractor with some of China's largest energy companies. Their work has included project management and engineering in connection with oil and gas field development. The company's successful involvement with these projects has led to ongoing business.

Alaska also plays a growing role in the transportation of air cargo between China and the United States. Chinese air carriers, China Southern Airlines and Air China, utilize the Ted Stevens Anchorage International Airport as a fuel stop on their cargo flights between China and the United States. Also, two Hong Kong-based cargo carriers, Cathay Pacific and Air Hong Kong, make stops at the Anchorage airport on

their cargo runs to and from the Lower 48. These operations generate fees for the airport, fuel sales, payments to hotels for crew lodging and a variety of other economic benefits for Alaska.

It is not only Chinese carriers that are moving cargo between China and the United States. FedEx, for example, was recently awarded 12 additional weekly frequencies to China, bringing their total to 23 weekly flights, more than any other U.S. carrier. Currently, FedEx offers the only direct flight between the United States and the booming Pearl River Delta area in southern China with a daily flight from to Shenzhen to Anchorage.

Besides their flight operations, FedEx

now uses the hub in Anchorage to sort and manifest all of its North America cargo bound for China. This business is growing rapidly, and in the last quarter FedEx saw its China-bound cargo volume increase by 52 percent. FedEx has been active in China since 1984 and offers guaranteed service to more than 220 cities. The company's China operations are headquartered in Shanghai.

UPS also serves the China market from Anchorage with a daily flight to Shanghai. Like FedEx, UPS was awarded 12 additional frequencies during the latest round of bilateral negotiations, bringing their total now

Continued on Page A10

As China grows, so does our opportunity

Continued from Page A4

to 18 weekly frequencies. In China itself, UPS has strengthened its position by purchasing its local partner, Sinotrans. The \$100 million acquisition will give UPS direct control of its international express operation in China's largest cities by the end of next year. The two companies have been partners since 1988 when UPS first entered the China market.

As trade, tourism and other business expand between the United States and China, Alaska's role is poised to grow as well. It is important for Alaska to aggressively pursue trade ties with China.

As the world's largest emerging market, and with gross domestic product growth averaging 9 percent annually during the past 10 years, the opportunity to build significant trade and investment ties is simply too big to ignore.

At World Trade Center Alaska, we are working closely with the state of Alaska and with the U.S. Department of Commerce to help Alaskans establish business relations with companies in China. We also network with World Trade Centers located in China and with Chinese government trade agencies to gather information and garner their assistance.

Looking back, the state's pioneering trade development work with Japan in the '60s and '70s, and later with Korea in the '80s, has paid handsome dividends. Alaska exports to those countries grew dramatically as those countries rose to economic prominence.

With the once slumbering big dragon of Asia now fully awake, the China opportunity can follow the same successful pattern for Alaska. Indeed, it could even surpass our previous successes.

— Greg Wolf is the executive director of the World Trade Center Alaska

World Trade Center Alaska
Singapore
Business Conference
March 13-20, 2006

New Markets

WORLD TRADE
CENTER



ALASKA

New Customers

World Trade Center Alaska
Trade Mission to India
and Singapore
June 19-29, 2006



WORLD TRADE
CENTER



ALASKA



**Discover New Markets and Customers
for your Business.**

Alaska-India/Singapore Business Conference
May 18, 2006 (8:30am to 5:00pm)
Egan Convention Center, Anchorage

You can't afford to miss this information-packed, one-day conference designed to provide you with the information you need to understand India and Singapore's economies and how to pursue business opportunities in these rapidly expanding markets.

WTCAL Trade Mission: India - Singapore
June 17-29, 2006

Don't miss this chance to gain a first-hand perspective on these emerging markets. Meet potential customers, business partners, and valuable contacts. Learn about India and Singapore's history and culture.

World Trade Center Alaska

431 West 7th Avenue, Ste. 106 Anchorage, AK 99501

Telephone: (907) 278 - 7233

Fax: (907) 278 - 2982

For details and registration please visit WWW.WTCAK.ORG

World Trade Center Alaska
China Trade Mission
September 17-29
2005

WORLD TRADE
CENTER



ALASKA

中

国

C
A
C
A

