

02/11/14

Overview:

Division of

Economic

Development,

Department of

Commerce,

Community and

Economic

Development

<TARGET><BILL></BILL><SUBJECT>02-11-14 Overview Division
of Economic Development, Department of Commerce, Community
and Economic
Development</SUBJECT><COMM>HEDT28</COMM></TARGET>

Alaska State Legislature

Representative Shelley Hughes, Chair

Session Address:
Alaska State Capitol, Room 409
Juneau, Alaska 99801-1182
Phone: (907) 465-3743
Fax: (907) 465-2381
House District 8



Representative Lynn Gattis
Representative Bob Herron
Representative Pete Higgins
Representative Craig Johnson
Representative Kurt Olson
Representative Lance Pruitt
Representative Harriet Drummond
Representative Geran Tarr

House Special Committee on Economic Development, Trade and Tourism

AGENDA

February 11, 2014

1. Call to Order

~Gavel~ Welcome members of the Economic Development, Trade and Tourism Committee.

2. Roll Call

- For the record, in attendance are: (representative xx, representative xx,... and representative xx)
- I would like to introduce Crys Jones (Debbie had a schedule conflict), the committee recording secretary
- Info services person
- Ginger Blaisdell is my staff that will be the committee aide for EDT

3. Mission of the Committee

- Today's speaker is Robbie Graham, Assistant Commissioner of the Department of Commerce Community and Economic Development. Robbie oversees the operations of the Division of Economic Development and will provide us with remarks on the division's program updates and future plans as well as Alaska's general economic health statewide ~ challenges and new opportunities
- Our format is different today. I've invited staff to offer questions to our speaker by passing questions to Ginger and she will forward them to me. I recognize that the members of this committee have conflicting schedules and staffs are often the eyes and ears to the legislators who would otherwise be here. I feel it's important that the

conversation on Alaska economic development be engaging to all of the members of this committee.

Before we adjourn:

- The Thursday meeting of the EDTT will hear from the Alaska Seafood Marketing Institute.
- Do we want this style of question forum at the next meeting?

Thank you for wanting to be part of making Alaska one of the best economic environments in the nation. We are ADJOURNED.” ~gavel~

Topics for Robbie Graham:

Governor's (DCCED) Economic Development Board - EDB

Membership page attached

What is the mission of the EDB?

After Gasline – with or without a gasline, what are the goals for DCCED and Alaska's economic health?

How is the department planning for either scenario?

What other industries is the department focusing on to diversify Alaska's economy?

Long Term Vision/Plan and Priorities

US Department of State – Pathways to Prosperity

- Empowering Small Business by providing access to financial and technical support mechanisms for micro, small, and medium-sized enterprises
- Facilitating Trade by improving regulations and the infrastructure that small businesses need to trade more competitively across borders
- Building Modern Workforce by collaboration with other departments and developing a culture of entrepreneurship
- Promoting sustainable business practices

Collaboration with other agencies

New Industries:

Arctic

Unmanned Aircraft

DCCED theme: "North to Opportunity"

Ginger Blaisdell

From: Crystal Koeneman
Sent: Tuesday, February 11, 2014 9:33 AM
To: Ginger Blaisdell
Subject: Question for EDT&T

Ginger,

Thank you and your boss for allowing the opportunity for others to ask questions of the Assistant Commissioner of Commerce during your hearing today. We would like to offer the question below for consideration:

Since FY 11 the Department has received \$16 million plus a year in tourism marketing funds directly instead contracting with a qualified trade association. What has the department done with \$64 million given during this time? And what does the department plan to do with an addition \$16 million proposed in the Governor budget this year.

Crystal Koeneman
Legislative Aide
Representative Reinbold
Administrative Regulatory Review Committee
(907) 465-3822

Ginger Blaisdell

From: Apache <apache@wwwjnu04.akleg.gov>
Sent: Monday, February 10, 2014 1:53 PM
To: LIO Juneau; Ginger Blaisdell
Subject: Teleconference Order Form

Meeting: new

Sponsor and/or Committee Name: Economic Development Trade and Tourism

Date of Teleconference: February 11, 2014

Start Time: 11:15am

End Time: 12:45pm

Chairing Site: capitol

Juneau Room: 124

Bill Information:

Streamed to akl.tv: yes

Executive Session: no

Contact Person: Ginger Blaisdell

Telephone Number: 465-5265

Email Address: ginger.blaisdell@akleg.gov

LIO Sites:

May other LIO's add: yes

Offnet Name(s):

no one expected to be calling in

Other Information:

DCCED Economic Development Advisory Council

Last Name	First Name	Title	Organization	Address	City	ST	Zip Code	Phone	Email	Notes
Beedle	Joe	President	Northrim Bank	PO Box 241489	Anchorage	AK	99524	261-3525	beedle.joe@nrim.com	calkins.
Binkley	John	President	Alaska Cruise Association	360 K Street Suite 300	Anchorage	AK	99501	322-2390	john@akcruise.org	
Cook	Jeff	Regional Director, External Affairs	Flint Hills		Fairbanks	AK			jeff.cook@fhr.com	
Crockett	Deantha	Executive Director	Alaska Miners Association	3305 Arctic Blvd Suite 105	Anchorage	AK	99503	563-9229	deantha@alaskaminers.org	
Dick	Russell	President, CEO	Haa Aani, LLC	1 Sealaska Plaza Ste 400	Juneau	AK	99801	586-1612	russell.dick@sealaska.com	
Gore	Carol	President & CEO	Cook Inlet Housing Authority	3510 Spenard Rd. #100	Anchorage	AK	99503	276-8822	cgore@cookinlethousing.org	tmeyer
Hajdukovich	Bob	CEO	Era Alaska	4700 Old Intl Airport Rd	Anchorage	AK	99502	248-4422	bhaidukovich@flyera.com	
Leary	Linda	Carlile Transportation Systems	President	1800 E 1st Avenue	Anchorage	AK	99501	276-7797	lleary@carlile.biz	
MacKinnon	John	Executive Director	AGC - Alaska	8005 Schoon St	Anchorage	AK	99518	561-5354	john@agcak.org	
Miller	Lance	VP - Natural Resources	NANA Regional Corporation	PO Box 49	Kotzebue	AK	99752	265-4360	lance.miller@nana.com	
Moriarty	Kara	Director	Alaska Oil and Gas Association	121 W. Fireweed Lane, Suite 207	Anchorage	AK	99503		moriarty@aoga.org	
Petro	Rachel	Executive Director	Alaska State Chamber of Commerce	630 E. 5th Avenue	Anchorage	AK	99501	278.2722	rpetro@alaskachamber.com	
Pruhs	Dana	President	Pruhs Corporation	2193 Viking Dr	Anchorage	AK	99501	279-1020	danapruhs@pruhscorp.com	
Reitmeier	Kim	Executive Director	ANSCA Regional Associations	PO Box 240766	Anchorage	AK	99524	339-6052	kim@ancsaceos.org	
Rogers	Rick	Executive Director	Resource Development Council	121 W. Fireweed Lane	Anchorage	AK	99503	276-0700	rrogers@akrdc.org	
Sweeney	Tara	Senior VP, External Affairs	ASRC	3900 C St, Suite 801	Anchorage	AK	99503	339-6000	tsweeney@asrc.com	



THE STATE
of **ALASKA**
GOVERNOR SEAN PARNELL

Department of Commerce, Community,
and Economic Development

OFFICE OF THE COMMISSIONER

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February 26, 2014

The Honorable Shelley Hughes
Alaska State House of Representatives
State Capitol, Room 409
Juneau, AK 99801

Dear Representative Hughes,

During the Economic Development, Trade & Tourism hearing on Tuesday, February 11, several questions were asked that required follow up response. Please find that information below:

1. How many businesses were assisted by the Division of Economic Development in FY 2013?

The Division of Economic Development (DED) provides assistance to a number of businesses and individuals in myriad industries and business sectors. In FY 2013, DED provided:

- a. New loans to 283 businesses worth \$28.4 million. In helping these business owners, DED was able to create or save scores of jobs. The division also extended or refinanced nearly 200 loans allowing businesses to enjoy a greater cash flow or return on investment.
- b. Assisted 525 requests for one-on-one business assistance and provided small business technical assistance to approximately 480 businesses.
- c. Approximately 550 tourism businesses and communities advertised in the Vacation Planner, which brings business information to 650,000 potential visitors and 1.3 million interested visitors through www.travelalaska.com. Hundreds more participated in opportunities to engage with potential visitors through other tourism marketing efforts including trade shows and business exchanges.
- d. Training to 450 AlaskaHost participants.
- e. Created the "Opportunity Alaska" room at the Prospectors and Developers Association of Canada (PDAC), which included a dozen Alaska mining companies and Native corporations.
- f. Represented dozens of Alaska products and businesses to Walmart buyers at the Walmart Manufacturing Summit.

2. How does the tourism industry leverage state tourism programs to raise its match?

Of the overall \$18.7 tourism marketing budget, the tourism industry contributes \$2.7 million to the marketing efforts of the state, and raises those funds through the following activities:

- a. Advertising sales from the State Vacation Planner
- b. Fees collected from the purchase of labels by tourism businesses

- c. Fees collected from Yukon, British Columbia and Alberta to fund the North to Alaska campaign targeting highway travelers
 - d. Advertising sales from TravelAlaska.com
 - e. Fees collected from Yukon to help fund the Alaska/Yukon campaign
 - f. Fees collected from participation in international shows and training sessions
 - g. Fees collected from participation in Alaska Media Road Show and NY media event
 - h. Fees collected from business participation in travel trade shows and training sessions
 - i. Advertising sales from Coop National Magazine Campaign
 - j. Revenue collected from businesses participating in consumer shows
3. **What is the per-unit cost to produce and mail the State Vacation Planner?**
The state vacation planner production cost is \$1.14 per book, or \$1.86 when all handling, data collection, and mailing fees are included. Approximately 650,000 planners were printed in FY 2013 and an equal number will be printed in FY 2014.
4. **What is the Division of Economic Development doing to address the challenges facing the timber industry and to market Alaskan timber?**
The Division of Economic Development collaborated with ADFG and DNR to produce the Alaska Timber Jobs Task Force report and implement the 34 recommendations in the final report. The division also launched the Made in Alaska Home project, featuring Alaska-made building products at home shows across Alaska. The division is working to research potential markets for second growth timber products.

If you have further questions, please do not hesitate to contact me.

Best regards,

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

Roberta Graham
Assistant Commissioner

ALASKA

NORTH TO OPPORTUNITY

MINERALS AND MINING IN ALASKA



WHY INVEST IN ALASKA?

- Extraordinary geological potential
- Low degree of prior exploration
- Geopolitically stable
- State constitution and government that emphasize resource development
- Clear land ownership
- Competitive tax incentives and low taxation
- State-sponsored infrastructure development and permitting coordination
- Growing geological database
- Strategic global position in close proximity to international minerals markets

STRATEGIC & CRITICAL MINERALS

Alaska is considered highly prospective in regard to strategic and critical minerals for domestic uses. Alaska's diverse geology hosts a wide range of minerals deposit types, including more than 70 occurrences of rare earth elements and millions of acres of selected or conveyed land with significant minerals potential. The State is undertaking a statewide assessment of Alaska's strategic minerals potential and will provide infrastructure partnerships and incentives for the development of known or highly prospective strategic minerals occurrences throughout Alaska.



Alaska is #1 in the United States and #6 in the world for current minerals potential.

Fraser Institute, Survey of Mining Companies 2012/2013

*WORLD-CLASS DEPOSITS AWAITING DISCOVERY
Alaska's undeveloped world-class minerals deposits represent extraordinary potential for future discoveries.*

Top ten globally for known reserves of important minerals:



10 20 30 40 50 60 70 80 90 100

Percent of world's estimated 2012 production volume

USGS estimates and data





The United States is consistently ranked as one of the best countries in the world for mining investment.

Behre Dolbear



INCENTIVE TO EXPLORE

The Alaska Exploration Incentive Credit Program allows the deduction of up to \$20 million of qualified costs from taxes and royalties over a 15-year period for new mines. Exploration credits are site-specific and continue to be earned up to receipt of the final operating permit.

INFRASTRUCTURE PARTNERSHIPS

The State of Alaska provides financing of minerals development and associated infrastructure through the Alaska Industrial Development and Export Authority (AIDEA). AIDEA has a 29-year history of supporting Alaska's mining industry, beginning with the development of the DeLong Mountain Transportation System, which includes a 52-mile road and port facility that serves the Red Dog Mine in Northwest Alaska. AIDEA also financed the development of the Seward Coal Loading Facility and continues to own and operate the Skagway Ore Terminal that serves base metal mines in the Yukon via the port of Skagway.

ROADS TO RESOURCES

New roads to resources are being developed and will provide reliable access to known or highly prospective, significant minerals occurrences. AIDEA is currently leading the State of Alaska's efforts to provide surface access to the Ambler Mining District with a 200-mile, industrial, all-season access road. Additional upgrade and construction projects implemented by the Alaska Department of Transportation and Public Facilities will unlock promising minerals opportunities: www.dot.state.ak.us/roadstoresources.

CONSISTENT AND EFFECTIVE PERMITTING

Alaska supports a rigorous but fair permitting process coordinated through the Alaska Department of Natural Resources (DNR) Office of Project Management and Permitting (OPMP). OPMP facilitates the inter-agency Large Mine Permitting Team, which works cooperatively with large-mine applicants and operators, federal resource agencies and the public. The coordinated process minimizes duplication and is often tailored to fit specific project needs. Five of Alaska's six producing mines coordinated permitting work utilizing the Large Mine Permitting Team.

AN EDUCATED WORKFORCE

Alaska has a variety of educational programs as well as education and training tax credits available to support the minerals industry workforce and ensure that Alaskans entering the workforce are career-ready. Providing education and training opportunities to build in-state workforce expertise is vital to the industry and a priority for Alaska's educational institutions.

- The **University of Alaska** offers undergraduate, graduate and doctoral programs with emphases in earth science, geology, engineering, minerals and mining, operations, permitting, exploration and development.
- The **Center for Mine Training** provides world-class workforce training in occupational fields, with a special emphasis on growing the Alaska workforce for underground hard-rock mining.
- **University of Alaska Corporate Programs** include the Mine and Petroleum Training Service (MAPTS), Underground Mine Classroom, MSHA Certifications and Mine Simulator.
- **University of Alaska Fairbanks (UAF) Community and Technical College** is one of only a few programs in the nation to offer a working wellhead in a classroom environment.
- **The State of Alaska** operates 22 job centers across the state to connect employers to job seekers and also partners with employers, educational institutions and training providers to invest in Alaska workers.

The 2012 gross minerals production value from Alaska totaled \$3.4 billion, yet this just scratched the surface of what's possible.

Based on estimates, Alaska's reserves offer tremendous opportunity for growth in future production and career-making finds for exploration companies, juniors and global mining leaders.

ALASKA'S MINING INDUSTRY

Alaska's minerals remain largely undeveloped. There are only six producing mines in Alaska, with more than 190 million acres of land open to exploration and investment.

Producing Mines and 2012 Mineral Production

- Red Dog Mine: one of the world's largest zinc mines, produced over 583,000 tons of zinc and 105,000 tons of lead
- Greens Creek Mine: among the world's top 10 silver mines, produced over 6.4 million ounces of silver, 55,000 ounces of gold, 64,000 tons of zinc and 21,000 tons of lead
- Pogo Mine: produced 315,900 ounces of gold
- Fort Knox Mine: produced 359,900 ounces of gold
- Usibelli Mine: produced over 2 million tons of low-sulfur coal, exporting half of its production
- Kensington Mine: produced 82,100 ounces of gold

Minerals Exploration

Thirty-one projects spent \$1 million or more in 2012; \$2.4 billion has been spent on minerals exploration in Alaska since 1981. Advanced exploration projects include:

- Pebble: ~ 80.6 billion pounds of copper, 107.3 million ounces of gold and 5.6 billion pounds of molybdenum
- Bokan Mountain: enriched in yttrium, dysprosium and critical, heavy rare earth elements
- Donlin Gold: ~ 42.3 million ounces of gold
- Livengood Gold Project: ~10.1 million ounces of gold
- Niblack: ~9.0 million tons polymetallic (copper, gold, silver and zinc)

KEY CONTACTS

ALASKA DEPARTMENT OF NATURAL RESOURCES

Division of Mining, Land and Water

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Office of Project Management and Permitting

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ALASKA DEPARTMENT OF COMMERCE, COMMUNITY, AND ECONOMIC DEVELOPMENT

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ALASKA

NORTH TO OPPORTUNITY

RESOURCE DEVELOPMENT IN ALASKA





North to Opportunity

With a nearly inexhaustible supply of natural gas, 40 billion barrels of conventional oil, abundant reserves of coal, copper, gold, lead, silver and zinc, vast forests and North America's most prolific wild fisheries, Alaska's natural resources are world-class. Despite this potential, large portions of Alaska remain underexplored and economic opportunity abounds.

Pro-Resource Development

Since statehood, Alaska has been committed to responsibly developing its resources as a key driver of the state's economic development. In contrast to many jurisdictions of comparable potential, Alaska offers political stability, secure land tenure, low tax rates, a skilled workforce, attractive tax incentives, a strategic Pacific Rim location and a state government that emphasizes resource development. Today, Alaska remains committed to natural-resource development and continues to focus on being a competitive and attractive jurisdiction in which to invest. Efforts include exploration incentives and tax abatement, improving permitting processes to enhance efficiency and consistency, and supporting promising projects through infrastructure partnerships and incentives.

"It is the policy of the state to encourage the settlement of its land and the development of its resources by making them available for maximum use consistent with the public interest."

- Article 8, Section 1 of the Alaska Constitution



RESOURCE

Oil and Gas

While more than 16.3 billion barrels of oil and natural gas liquids have been transported through the trans-Alaska pipeline since 1977, an estimated 40 billion barrels of conventional oil and more than 200 trillion cubic feet of conventional natural gas remain untapped on Alaska's North Slope and Outer Continental Shelf. Alaska's world-class unconventional resources include tens of billions of barrels of heavy oil, shale oil and viscous oil, and hundreds of trillions of cubic feet of shale gas, tight gas and gas hydrates. Despite USGS estimates that Alaska's North Slope has more oil than any Arctic nation, the basin is relatively underexplored, with just 500 exploration wells. Other regions, like Cook Inlet, also possess significant undiscovered volumes of hydrocarbons.



Minerals

During 2012, Alaska's six large lode mines, placer mines, and rock, sand and gravel operations produced an estimated \$3.44 billion in gross value.* However, Alaska's exploration potential dwarfs its current production value thanks to its geologic potential, which ranks in the top 10 globally for known reserves of coal, copper, lead, gold, zinc and silver, along with more than 70 occurrences of rare earth elements. In 2012, there were 64** active exploration projects in pursuit of these resources and, in the case of gold alone, more than five million ounces were added to the statewide inventory through new discoveries and advancements.

Timber

Alaska has two distinct forest types: coastal rainforest, stretching from southern Southeast Alaska through Prince William Sound and the Kenai Peninsula to Kodiak Island; and boreal forest, covering much of Interior and Southcentral Alaska. Commercial species include Sitka spruce, hemlock, cedar, white spruce, quaking aspen and paper birch. Annually, an average of more than 200 million board feet (MBF) are offered for sale in Alaska (49.5 MBF from state land; 56.13 MBF from federal land; and approximately 110 MBF from private land).

Seafood

Alaska's seafood industry accounts for more than half of all domestic seafood production and is a key economic driver, directly employing over 63,100 workers in Alaska and another 34,000 in Washington. The combined value of Alaska seafood exports and the retail value of seafood sold in the United States totaled \$6.4 billion, with direct and secondary economic impact in the U.S. estimated at \$15.7 billion. Alaska's diverse and valuable seafood portfolio includes: five species of wild Pacific salmon; shellfish, including shrimp, king crab, Dungeness crab, snow crab, scallops and geoducks; Pacific halibut and black cod (sablefish); Alaska pollock and Pacific cod; and other whitefish varieties managed as "groundfish" (rockfish, sole, flounder, etc.).

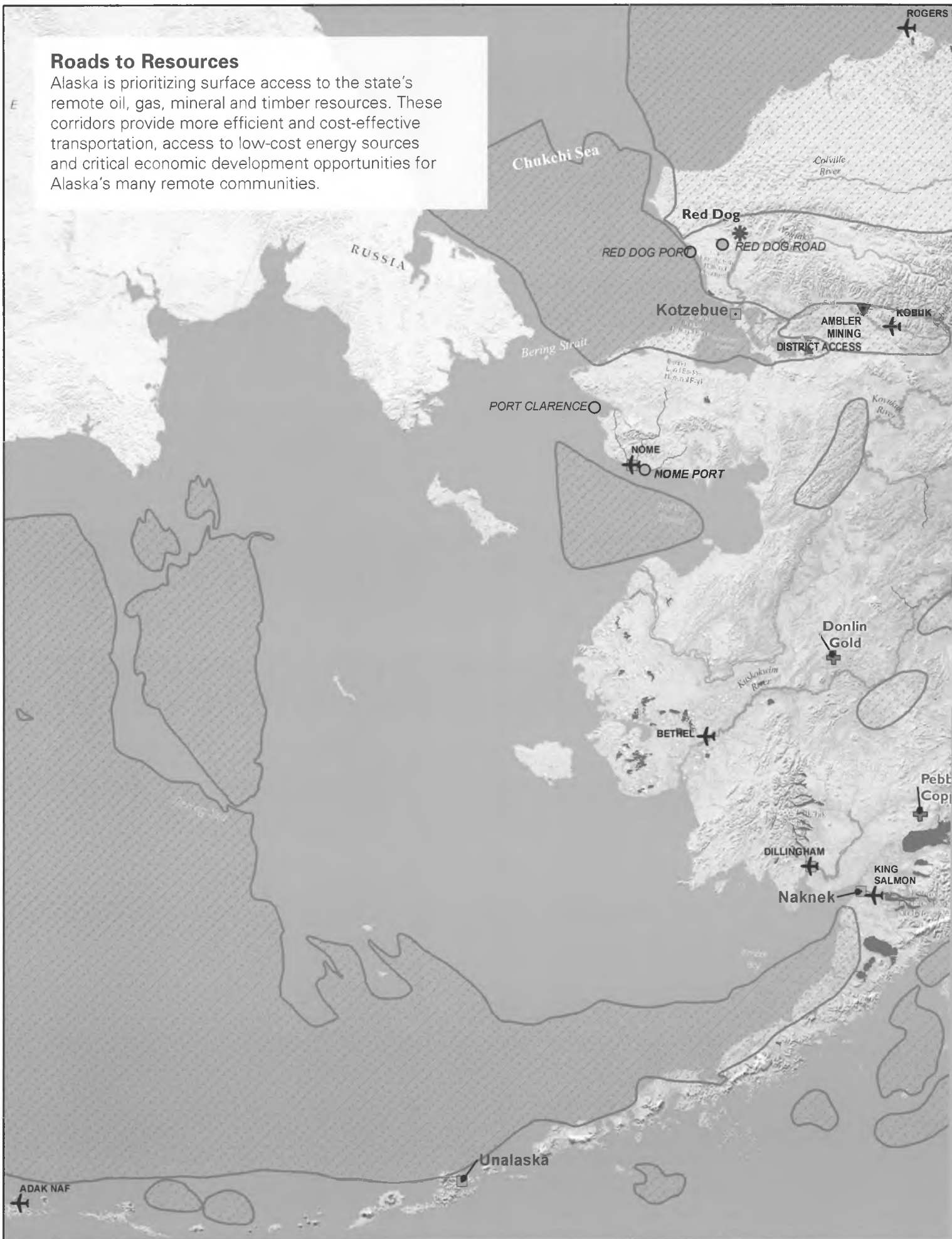
* Category includes zinc ores and concentrates, lead ores and concentrates, copper ores and concentrates, precious metal ores and concentrates, precious stones, and coal.

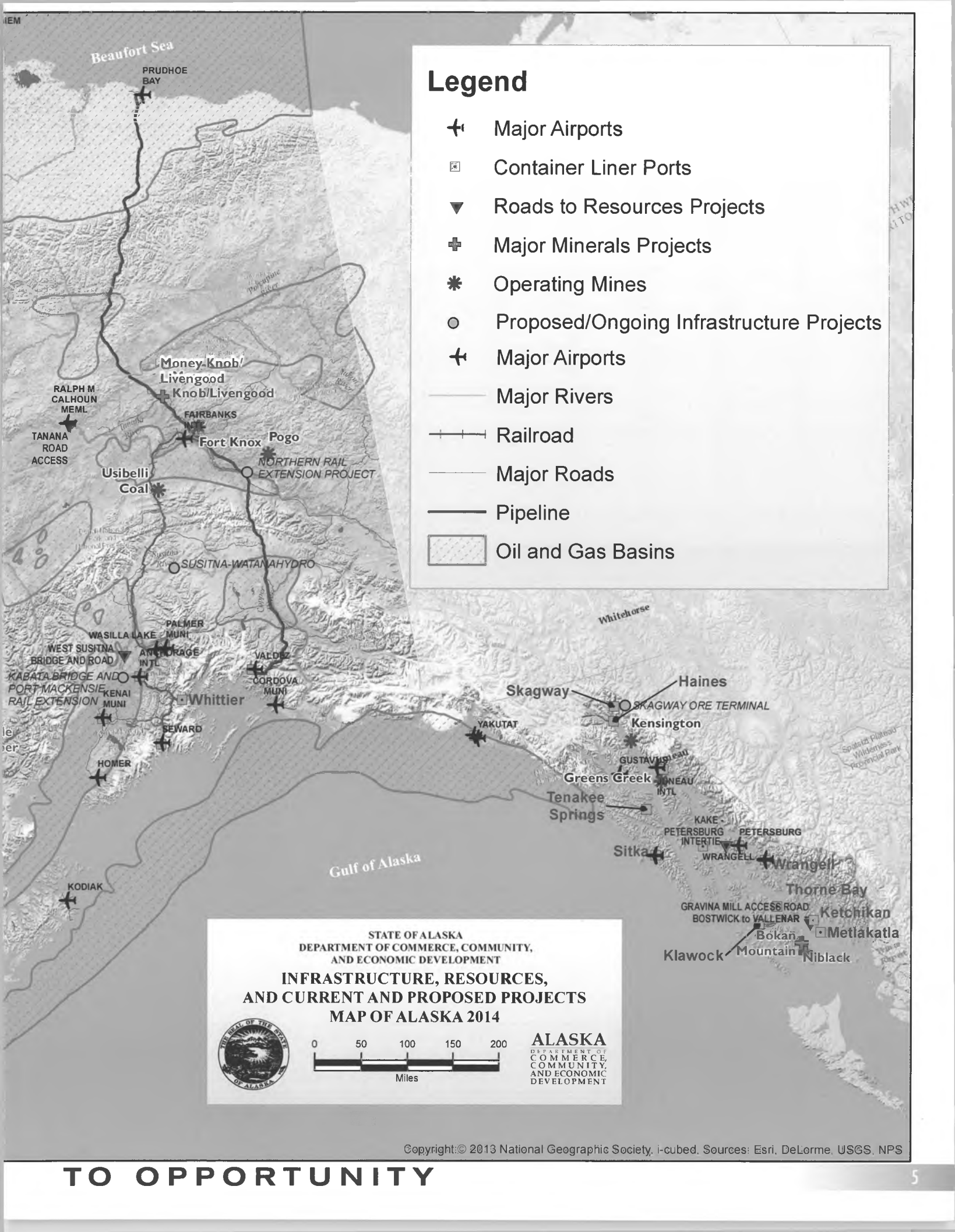
**Alaska Minerals Industry Report

<http://137.229.113.30/webpubs/dggs/sr/text/sr068.pdf>

Roads to Resources

Alaska is prioritizing surface access to the state's remote oil, gas, mineral and timber resources. These corridors provide more efficient and cost-effective transportation, access to low-cost energy sources and critical economic development opportunities for Alaska's many remote communities.






Legend


- ✈ Major Airports
- ☐ Container Liner Ports
- ▼ Roads to Resources Projects
- ⊕ Major Minerals Projects
- * Operating Mines
- Proposed/Ongoing Infrastructure Projects
- ✈ Major Airports
- Major Rivers
- +— Railroad
- Major Roads
- Pipeline
- ▨ Oil and Gas Basins

STATE OF ALASKA
DEPARTMENT OF COMMERCE, COMMUNITY,
AND ECONOMIC DEVELOPMENT

**INFRASTRUCTURE, RESOURCES,
AND CURRENT AND PROPOSED PROJECTS
MAP OF ALASKA 2014**



0 50 100 150 200



Miles

ALASKA
DEPARTMENT OF
COMMERCE,
COMMUNITY,
AND ECONOMIC
DEVELOPMENT

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ALASKA'S ADVANTAGES

Established Land Ownership

Alaska is 586,412 square miles in size – more than twice the size of Texas and larger than all but 18 sovereign nations – with more coastline than all other U.S. states combined.

- Federal land: more than 200 million acres
- State land: ~100 million acres of uplands; 60 million acres of tidelands, shore lands and submerged lands; 40,000 miles of coastline
- Native corporation land: 44 million acres

(Alaska Department of Natural Resources, Jan. 2013)

Alaska Native Claims Settlement Act

The Alaska Native Claims Settlement Act (ANCSA) of 1971 granted 40 million acres of land to 12 regional Native corporations and 220 village corporations. Regional corporations own the surface and subsurface - or mineral estate to their lands, as well as the subsurface estate - of the lands conveyed to the village and urban corporations within their region; village corporations own the surface land around their villages. These lands are held in fee simple and can be sold, mortgaged, or developed similar to private land.

Alaska Native corporations (ANCs) are structured as modern corporations and are unique business institutions that present an array of opportunities for domestic and international partnerships. Increasingly, ANCs partner with private companies in resource-development projects on their lands. American Business Law applies to projects developed with Alaska Native corporations.



State Support

- Comprehensive permitting reform to create timely and efficient permitting process; ongoing reform has already yielded measurable results, achieving a 53.5 percent reduction in the backlog for permits and authorizations for land and water use (1,421 authorizations) since July, 2011
- Tax credits to support exploration, development and vocational education
- Competitive corporate taxes and no individual state income or sales tax; ranked fourth best in the U.S. by the Tax Foundation in the annual "2014 State Business Tax Climate Index"
- Acquiring and publishing new high-resolution geological and geophysical data to assess areas of potential infrastructure development
- Statewide goal of 50 percent renewable power (or electrical energy) by 2025, with more than \$227 million dedicated to 251 renewable-energy projects across Alaska through the Renewable Energy Fund
- An engaged, coordinated and robust statewide university system with an emphasis on engineering, environmental science and technical training



Large Project Permitting Coordination

The Office of Project Management and Permitting (OPMP) facilitates a consistent and efficient permitting process for large-scale projects subject to overlapping jurisdictional authorities in Alaska. With a coordinated team approach to the technical review and environmental permitting, OPMP assists project proponents in navigating the State's permitting processes:

- OPMP coordination is voluntary, at the applicant's expense
- An experienced project coordinator serves as the State's primary point of contact for the project
- Permitting coordination and assistance occurs throughout the project lifecycle
- Clear expectations and open lines of communications are established
- Unnecessary permit contradictions and duplications are avoided
- The OPMP coordinator works to integrate the state and federal permitting processes and to maintain cooperative relationships with the federal agencies

Infrastructure Investment and Lending Programs

The Alaska Industrial Development and Export Authority (AIDEA) is the State of Alaska's finance authority for development projects. Working in partnership with the private sector, AIDEA provides long-term financing for economic-development projects. This business model allows Alaska to be a competitive financing partner and retain Alaska investment, which is recovered through modest rate of return and negotiated user fees. AIDEA has \$1.3 billion in assets under management with a Standard and Poor's credit rating of AA+.

- Long-term commercial and project financing
- Ownership in all or part of a project or infrastructure development
- Co-investment through a corporation or LLC in a project or infrastructure development



KEY CONTACTS

Alaska Department of Commerce, Community, and Economic Development

Division of Economic Development

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Alaska Department of Natural Resources

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