

ALASKA LEGISLATURE SPECIAL COMMITTEE / SUBJECT FILE 8672
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Areas of identified trade potential

Governor Cowper's Alaska-Soviet Trade Initiative identified a number of areas of trade potential. While in Khabarovsk and Nakhodka, I asked for local assessment of areas of economic development and trade potential. Alaska's trade proposals are nicely aligned with the identified and stated policy of economic diversification in the Soviet Far East.

1. Tourism: air/cruise/hotel construction/tourism management seminars in Nakhodka, Provideniya, Khabarovsk and Vladivostock.
2. Construction: port construction, expansion and repair in Provideniya, Nakhodka.
3. Fishing Joint Ventures: Dalryba has identified three Alaska firms to begin negotiations on fisheries joint ventures.
4. Micro-economic projects: reindeer product marketing, native crafts, sled dogs, joint research projects.
5. Telecommunications: establishing video space bridges between Alaska and Kamchatka Peninsula and other towns in the Soviet Far East.
6. Scientific and Cultural exchanges.

Perestroika's effects in the Soviet Far East region and ways this relates to Alaska trade opportunities.

Important changes occurred while I was in the region that directly impact Alaska-Soviet trade relations.

- The port town of Nakhodka was designated a "Foreign Trade Zone" or special economic zone. This means that the region now has autonomy to deal directly with foreigners and to negotiate joint ventures. Once capital is acquired, this area is likely to become a mixed economy region. Alaskans interested in tourism, fisheries, construction and cargo/shipping industries should consider Nakhodka in their itineraries and negotiating strategies.

- A special association, "The Pacific Trade Association," was established in Vladivostock to negotiate foreign trade. This association will be given access to capital and is headed by Mr. Lazovoi, the former director of the trading ministry DALINTORG. It is important that Alaskans direct their correspondence to this trade association, among others, as it will ultimately wield the regional authority to negotiate business transactions.

How to do business in the Soviet Far East/Moscow

Moscow continues to control all major decisions and most minor ones. Alaskans trading with the Soviets still must travel to Moscow and visit the ministry concerned with their projects. For example, most tourism projects are likely to involve Aeroflot, Infloat and Intourist at both the regional and Moscow levels.

The Soviets are eager to begin negotiating business transactions but have little understanding of the process. Each Alaska trade proposal needs to be summarized on one page and detailed business management processes must be outlined. The initiative must come from the Americans. It is not in the Soviet experience to initiate business deals. The doors are opening fast; the first businesses through the door are likely to establish regional monopolies because so much of business depends on trust and face-to-face meetings.

Governor Cowper's Alaska-Soviet Far East Trade Initiative/October Mission

The Alaska-Soviet Trade Initiative seeks to facilitate direct trade relations between Alaska businesses and Soviet ministries. A state trade mission in October 1988 will continue to build on existing Alaska-Soviet ties established through the cultural and scientific exchanges advanced by the University of Alaska, the results of the fisheries delegation visit to Khabarovsk last March and the June 13, 1988 Nome-Provideniya Friendship Flight.

Given the existing ties between our regions and the goal of increasing trade between Alaska and the Soviet Far East, the October trade mission's success will depend largely on the degree of private sector involvement in the mission. It is important to have the state represented but the emphasis should be on opening doors for business people and facilitating trade relations.

Conference Results

The magnitude of economic development required to bring the Soviet Far East into the 20th century is phenomenal. The transportation, distribution, communication and political infrastructure is comparable to a third world nation. The fact that 82 participants from 11 nations took over three days to travel from Moscow to Nakhodka is indicative of an archaic transportation system. With the exception of Gorbachev's 1986 Vladivostock speech urging economic development of the region, few Soviet leaders have put economic diversification and development of the region on their political agendas.

The Nakhodka conference sought to address the immense problems inherent in developing this vast region. Topics addressed included: the Soviet economic plan for the region; the relationship between military development and economic development; mutually beneficial ties that can be established between the Soviet Far East and other Pacific Basin regions. A wider discussion of the role of nuclear weapons in deterring war was held and the impact of improvements in Sino-Soviet relations and Russo-Japanese relations was explored.

The emphasis of the conference was that there is a general trend toward strengthening mutual economic interdependence in the Asia-Pacific basin. Scholars and economists unanimously agree that the 21st century will see a shift in economic power away from the Atlantic region to the Pacific Basin. The ASEAN nations and newly industrialized nations are assuming a more significant place on the world stage and will affect the balance of power in the region.

Conference sessions emphasized the importance of security relations and economic cooperation in the Pacific Basin. Key points included: pockets of conflict continue to dot the horizon and it is easier to speak about misperceptions and conflict than to focus on cooperation. Gorbachev's 1986 Vladivostock speech emphasized economic development in the region but had no recipes. Discussion topics touched upon the recent effects of the Gorbachev-Reagan summit; the Treaty of Liquidation that eliminates two missile classes and the security/political effects of Soviet withdrawal from Afghanistan. Several Soviet participants referred to the July 19th party conference in Moscow and discussed how extraordinary the conference was because of open debate.

Perestroika, it was noted, has met with great interest around the world but has not filtered to the Soviet Far East. Opportunity exists to build economic relations on basis of mutual complementarity and they will likely be profitable relations. An atmosphere of mutual trust must be established to make economic zones function smoothly.

Alaska's economic, military and diplomatic interests in the Soviet Far East stem from geography, trade incentives and a historical link. Alaska and the Soviet Far East share common strengths -- especially in natural resources -- and common constraints -- both are considered remote frontiers within their countries with Washington D.C. and Moscow dictating regional policy. The lessening of regional conflicts and discussion of removing missiles and the focus on military build-ups in the region can positively affect the trade environment for Alaska entrepreneurs. Strengthening regional economic ties between Alaska and the Soviet Far East will lessen military tension in the North Pacific.

ECONOMIC WORKING GROUP

I attended the economic working group. The most important discussions focused on the development of trade/economic relations in the Asia-Pacific region and ways in which regional economic cooperation enhances security relations. Topics addressed included:

capital ventures in the Soviet Far East; border trade and countertrade; the establishment of special economic zones where foreign capital can move more freely. It was noted that out of 50 existing Soviet joint ventures in the Soviet Far East, only two are with the United States.

Over 200 billion rubles have been pumped into the Soviet Far East in an effort to develop the region; however, the region remains a military outpost and until this dynamic is altered, real economic ties are difficult because they pose a potential security risk.

Meetings/Key issues

A large part of my time was spent meeting with government officials from the Academy of Sciences, Infloot, Intourist, Far Eastern Shipping Company and Marine Resources.

The following notes identify the nature of the meetings and recommended action items.

Mr. Michael Chlenov of the Academy of Sciences Institute of Ethnography regarding Nome-Provideniya Friendship Flight and future interaction between Western Alaska and Eastern Siberia village journeys. Mr. Chlenov is one of three authorities in the Soviet Union on the villages of New Chapilino, Uelen, Provideniya, Anadyr and Lawrentiya. He noted that the Friendship Flight was considered a success in the villages and was an indication of the shift in Moscow's policy towards the remote region surrounding Provideniya and represents a first step in opening relations for Natives to travel between Alaska and Siberia.

Mr. Chlenov recommended working with the Minister of Internal Affairs, Mr. Kuznetsov, Intourist and Aeroflot to arrange Alaska tourism packages to the Provideniya region and to facilitate Native travel between Alaska and Siberia.

Marine Resources/Troika/SOVAM -- Nakhodka

I met with Mr. David Stack of SOVAM -- the Soviet-American trading company based in Seattle with Troika and Marine Resources (the 11-year Soviet/American fishing joint venture).

We discussed the state's October mission goals and itinerary. Mr. Stack took me on a tour of their operations and showed the joint venture boats in the Nakhodka harbor. Marine Resources is expanding into a joint Soviet/American trading company that can represent American interests inside the Soviet Far East.

Kamchatka Peninsula Proposal

I met with Mr. Vladimir Efimov of Petropavlovsk (on the Kamchatka Peninsula) who is interested in people-to-people exchanges that can lead to economic exchanges. Mr. Efimov claimed he has the support of the regional Governor to develop exchanges. Potential ties exists between our regions: Kamchatka recently opened two ports to Alaska (U.S.) fishing boats. His main interest is to establish a video space bridge between Kamchatka and Alaska.

Meeting with Vladivostock Tourism Staff

I met with Natalia N. Demeshchenkova, a staff person with the Institute for Ocean Development Studies. Ms. Demeshchenkova is responsible for developing tourism plans that incorporate the natural beauty of the region. She is interested in tourism-related proposals Alaska may have for the Vladivostock region.

We discussed the impact of the October 1988 "opening" of Vladivostock. She recommended working with three main groups in Vladivostock and Moscow to generate trade proposals: Sputnik -- group organizes youth cruises and events; Intourist -- in Moscow and locally responsible for tourism development; and the newly formed Pacific Trade Association.

Note: A Japanese trading company has made a proposal to Vladivostock to build a hotel, train the staff, improve the airport and port. However, the proposal has not yet been accepted.

Vladivostock represents a critical market. It is the largest port in the region. Vladivostock is often compared to San Francisco. It is a closed region -- even to Soviets -- but once opened, will act as a magnet for economic development.

Vladivostock trade opportunities include:

- Sport fishing, tourism -- cultural and historical; beaches, sea tourism and mineral baths.
- Port development/construction;
- Hotel construction and management seminars.
- Development of air service to the region.

Nakhodka Intourist director: Mr. Eugene Parfyonov

Mr. Parfyonov expressed great interest in Alaska tourism and cruise ship development and noted that Intourist stands ready to assist with cruise planning, services on shore, tourism packages and joint ventures.

He mentioned that two American cruise ships visited the port last year -- some 700 American tourists stayed for one day and one night. Joint ventures in hotel development and management service seminars are also of great interest to INTOURIST. A plan exists to build an INTOURIST hotel to accomodate 300 visitors.

Mr. Parfyonov noted, "Our Intourist office has the right to direct contacts with foreign companies and has access to foreign currency." Other trade agencies to contact include DALINTORG and INFLOAT, the internal shipping agency for the region.

MEETING WITH FAR EASTERN SHIPPING COMPANY REPRESENTATIVE : Mr. Valarie

FESCO is the governmental entity responsible for all cargo shipping in the region. The office is headquartered in Vladivostock and Mr. Valarie came to Nakhodka to meet with me and to inquire about Alaska interests in the area. He was interested in Dutch Harbor and wanted to know what type of container cargo they handle.

INFLOAT

Infloat is the government ministry responsible for port and ship related servicing. Services include: setting tariff structures for port user fees; servicing fleets, servicing tourists in conjunction with Intourist; acts as a go-between for ships and government officials. As with Intourist, Infloat stands ready to assist Alaskans with their port related needs.

Dr. Baklanov , Director, Academy of Sciences, Far Eastern Research Institute, Khabarovsk

We discussed the October trade mission to Khabarovsk and the protocol for a sister-province agreement. Dr. Baklanov proceeded to outline the key regional economic development issues :

1. Development of processing industries; 30% of industrial output stems from the extraction and exportation of semi-processed minerals.
2. Development of infrastructure: building and construction of homes is top priority. Goal for year 2000 is that each family will have its own apartment and amenities. The state offers long term leases with favorable terms for families to pay back rubles over a 15-20 year period.
3. Social problems: Development of infrastructure and incentives to encourage people to settle in the Soviet Far East. A worker is paid up to twice as much as a worker in Moscow to encourage them to live in the Far East.

According to Dr. Baklanov, perestroika in the Soviet Far East region means that over time, local enterprises will have more autonomy to make economically related decisions. He

noted that the true effect is limited since little autonomous control has been transferred to the region by Moscow.

Dr. Baklanov identified the following opportunities for Alaska: 1. Research/studies: Magadan region needs to develop better research and scientific exchanges in the areas of northern problems. This includes social/medical/political and environmental issues associated with the Far North.

2. Tourism: Seeking another American airline, preferably Alaska Airlines, to re-establish air routes to Khabarovsk.

Alexander Parkansky, Academy of Sciences, adviser to Soviet Ambassador to the U.S.

Mr. Parkansky reviewed Governor Cowper's Alaska-Soviet Trade Initiative and commented that many of the specific trade proposals have a lot of potential because they are small, manageable projects that facilitate regional economic development.

Mr. Parkansky was to forward specific trade proposals to appropriate ministries.

RECOMMENDED ACTION

Kamchatka Peninsula:

- Contact Alascom for telecommunications/video space bridge idea and contact non-trade groups and see if they are interested in establishing people-to-people relations (perhaps establish a sister-city relationship). Invite Governor of region to Khabarovsk during October to meet with state trade delegation to talk tourism, telecommunications and fisheries.

Vladivostock

- Contact the newly formed Pacific Trade Association with Alaska trade proposals and seek an invitation to Vladivostock for the October mission. Seek Alaska firms interested in developing hotel/port improvements and management training seminars for tourism - development in Vladivostock. Seek out airlines -- Alaska or others-- interested in flying between Alaska and the U.S. and Vladivostock.

Nakhodka

- Contact tourist firms -- from airlines to cruise industry officials-- to see if any interest exists in developing relations with Nakhodka officials. Visit Nakhodka with concrete proposals during the October mission.

If an Alaska entrepreneur wanted to export goods from the Soviet Far East (such as reindeer products) to Asia they could use FESCO facilities in Vladivostock. If Alaska fishing vessels or cruise ships are interested in the Port of Nakhodka, we need to continue communication with INFLOT. For INFLOT to service vessels, it needs all ship related information.

Nakhodka defines its interests as developing a regional economic hub. The port is the only open port in the area and represents an avenue for shipping goods to Asia.

- The port needs modernization. Contact firms interested in port construction.

- Fishing: Dalryba contacted three Alaska firms to begin negotiating for joint ventures in the Bering Sea: Alaska Crab Coalition, Ocean Trawlers and Alaska Joint Ventures. The port of Nakhodka is a likely destination point for some of the joint ventures; the others are Dutch Harbor in the U.S. and two ports on Kamchatka Peninsula in the Soviet Union. For all negotiations, it will be essential to work with Dalryba. This entity must be

contacted both locally in the Soviet Far East and in Moscow.

Nakhodka is being designated by the Soviets as a Foreign Trade Zone. This is similar to China's special economic zone and will allow more direct contact with foreigners and foreign capital for joint ventures. OIT should closely monitor the development of the economic zone and ways this zone can benefit Alaska.

Khabarovsk

- Prepare protocols for trade agreements and sister-province relationship. Inquire whether Alaska Airlines or another airlines is interested in re-establishing an air link between Alaska and Khabarovsk. Inquire whether Exploration Cruise Lines or Society Expeditions are interested in entering into Port of Nakhodka.

- Protocol documents must be drafted for any negotiation and must be accompanied with specific proposals. The work must be done on the American side; the ingenuity and strategy must come from the Americans. The Soviets are ready to negotiate but lack the incentive, innovation and knowledge of ways to establish foreign trade relations.

STATE OF ALASKA

OFFICE OF THE GOVERNOR
JUNEAU

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FOR IMMEDIATE RELEASE
Oct. 29, 1988
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COWPER ANNOUNCES RESULTS OF SOVIET TRADE MISSION

ANCHORAGE--Gov. Steve Cowper announced today the results of an Alaska trade mission to the Soviet Union that includes a first-ever U.S. sister-state relationship with a Soviet territory, two trade and cultural agreements and good prospects for several Alaska business deals.

The sister-state agreement, signed Oct. 27 by Cowper Chief of Staff Garrey Peska in the Soviet city of Khabarovsk, calls for increased trade, and cultural and information exchanges between the two countries. It also establishes an executive committee composed of Alaskans and Soviets to oversee the terms of the agreement.

"This agreement makes formal the improved relationship we've established with the Soviet Far East over the past 18 months," Cowper said. "I'm confident it will lead to new business opportunities for Alaskans and a better understanding of our two systems by people from both countries."

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"Alaska is breaking ground for the rest of the country in reducing tensions between the U.S. and Soviet Union. This is another important step toward that goal," the Governor said.

The signing of the agreement capped a 10-day trade mission by five Alaska business leaders and three state officials designed to promote increased trade and improved relations between Alaska and the Soviet Union. The delegation visited Khabarovsk, a major Soviet Far East city, and the port city of Vladivostok, which has been closed to westerners until only recently.

Here are other results of the visit:

- * Signing of a "protocol" or agreement between Alaska and Vladivostok that makes formal trade and cultural exchanges.

- * Signing of a protocol between Alaska and the Soviet territory of Magadan for exchanges.

- * Promising prospects for several business deals with Alaska companies. For example, Ron Sheardown, president of Greatland Exploration, Ltd., received considerable interest for a proposal to ship ore from Nome for processing in the Soviet Union.

Alaska Airlines President Bruce Kennedy discussed expanding the proposed Nome-Provideniya flights to include Khabarovsk. Alaska Commercial Co. President Sam Salkin is

-MORE-

near a deal to import honey into Alaska from Vladivostok.

Alascom Vice President Lee Wareham made progress on establishing a communications system between the USSR and Alaska. Alaska Joint Venture Seafoods President Bill Phillips held talks aimed at joint venture fisheries operations.

The sister-state agreement, signed by Alexander Vojevitov, deputy governor of the Khabarovsk territory, was consummated in a ceremony attended by about 80 Soviets including local, regional and national reporters.

The group departed Alaska Oct. 19 and returned today.

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To:

Heather

From:

Lus

Number of pages following transmittal sheet: *4*
Date: *10/21*

Please call 907-561-5585 if this does not transmit properly.

*Last minute permission was given
for the group to travel into Vladivostok
so this is not the final itinerary*

Alaska-Soviet Far East Trade Mission Tentative Itinerary

October 19, 1988 -- Wednesday

- 1:30 p.m.: Check-in at Anchorage International Airport, International Terminal, Japan Airlines, flight # 434.
- 2:00 p.m.: Press Conference, International Terminal, main lobby. All delegates are requested to attend. Press packets describing the mission and delegation will be distributed. Contact Ginna with questions or information for press packets.
- 2:30 p.m.: Meet in the Denali Room of the International Terminal. Trip briefing and final logistics.
- 3:15 p.m.: Board Japan Airlines flight #434.
- 3:50 p.m.: JAL 434 departs for Osaka, Japan.

October 20 -- Thursday

- 8:10 p.m.: Arrive in Osaka. Proceed to Osaka Airport Hotel for check-in. Hotel is within walking distance of the airport. Dinner in hotel complex. No evening activities planned.

October 21 -- Friday

- 8:00 a.m.: Check-out and meet in hotel lobby for breakfast. Hotel must be paid for in cash or credit card.
- 9:15 a.m.: Proceed to airport; check-in for TDA #793 for Niigata.
- 10:35 a.m.: TDA 793 departs for Niigata.
- 12:15 Arrive in Niigata, Japan.
- 2:00 p.m.: Check-in for Aerofloat #696 from Niigata to Khabarovsk.
- 3:30 p.m.: Aerofloat #696 departs for Khabarovsk.
- 6:30 p.m. Arrive in Khabarovsk (Khabarovsk time). Soviet transport to Intourist hotel. Change money at the hotel.

NOTE: BRING YOUR PASSPORTS WITH JAPANESE VISA. ELISA MILLER WILL HAVE YOUR SOVIET VISA.

Page -- 2 -- Alaska Trade Delegation Itinerary

KHABAROVSK TENTATIVE ITINERARY

Trade mission staff recommended the following Khabarovsk itinerary to our Soviet hosts. Final schedules will be provided in Khabarovsk.

While efforts are still being made to travel to Vladivostok and Magadan, this itinerary assumes a Khabarovsk only stay. If last minute permission for travel into these areas is secured, all plans will shift. Please be flexible and ready to travel on a moments notice.

The Soviets are not likely to conduct business on the week-end. We will use the time to explore the city and countryside surrounding Khabarovsk. Official meetings will begin on Monday.

October 22 -- Saturday, Khabarovsk

9:00 a.m.: Breakfast. A table will be designated for our group.

10:00 a.m.: Guided tour of city/visit to markets.

Lunch

2:00 p.m.: Explore the city. Walking tour of neighborhoods/city-center.

Dinner -- Evening entertainment.

October 23 -- Sunday

9:00 a.m.: Breakfast in hotel.

Swimming in open-air pool
Trip to the countryside

Dinner in the city.

October 24 -- Monday

8:30 a.m.: Breakfast in hotel.

10:00 a.m.: Morning Session -- Lecture

"The Soviet Far East Region: Prospects and problems. Historical, cultural, political and economic overview."

Lunch

2:00 p.m.: Afternoon Business Sessions.

Peake:	Working session on sister-state agreement/ creation of trade group and government to government relations.
Kennedy:	Tourism in the Far North.
Phillips:	Fisheries meeting with Dalryba.
Salkin:	Meeting on Consumer Cooperatives.
Sheardown:	Meeting on mining with Magadan officials.
Wareham:	Meeting with Ministry of Telecommunications.

4:00 p.m.: Afternoon activity -- Menu of options to be provided.

Dinner and evening entertainment (symphony, play)

Page -- 3 -- Alaska Trade Delegation Itinerary**October 25 -- Tuesday**

8:30 a.m.: Breakfast in hotel.

10:00 a.m.: Morning session: Economic Relations
 "Doing Business With Foreigners Under The New System Of
 Foreign Economic Relations."

Lunch

2:00 p.m.: Afternoon Business Sessions

Peska:	Meeting on Alaska-Soviet Trade Group and reindeer industry discussions/ TINRO meeting
Kennedy:	Meeting with Civil Aviation officials
Phillips:	Fisheries/TINRO/DALRYBA
Salkin:	Buying furs/Fur farming
Sheardown:	Shipping meeting
Wareham:	Alaska-Soviet Trade Group meeting or Shipping

Dinner: Afternoon activity
 Governor's Office to host Soviet hosts for dinner.

October 26 -- Wednesday

8:30 a.m.: Breakfast at hotel.

10:00 a.m.: Morning Session: Central vs. Local Authority
 "The Role of Central Authorities and Local Authorities Under
 The New System of Administration Of The Economy."

Lunch

2:00 p.m.: Afternoon Business Sessions.

Peska:	To join Salkin in consumer goods distribution meeting
Kennedy:	Activity
Phillips:	Fisheries meetings
Salkin:	Department of local industry/Department of distribution of consumer goods meetings.
Sheardown:	Sports Exchanges/Intourist meetings.
Wareham:	Marine Radio Services meetings.

Dinner: In town with entertainment.

October 27 -- Thursday

8:30 a.m.: Breakfast in hotel.

10:00 a.m.: Morning Session
 "Tasks of the Association for Business Cooperation in the Asia
 Pacific. Topics: Coastal Trade and Creation of Alaska-Soviet Trade
 Group."

Lunch

2:00 p.m.: Activities. Last afternoon in Khabarovsk. Shopping, touring, last
 minute business meetings.

Dinner: Official ceremony to sign Sister-Province Agreement between
 Alaska and Khabarovsk Territory. Gift giving.

Page -- 4- Alaska Trade Delegation Itinerary**October 28 -- Friday**

8:30 a.m.: Breakfast.

10:00 a.m.: Hotel check-out. Prepare for departure.

12:00 : Depart for Airport.

2:30 p.m.: Aerofloat #695 departs for Niigata, Japan.

4:05 p.m.: (Japan time) Arrive Niigata.

5:50 p.m.: Depart for Osaka, TDA Air # 421.

9:40 p.m.: Arrive Osaka. Proceed to Osaka Airport Hotel.

October 29 -- Saturday

Breakfast in hotel. Check-out. Hotel must be paid in cash or credit card.
Return to the United States according to individual itineraries.

Vitaliy S. PONOMARYOV

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*Translation of material
presented in Khabarovsk, 10/1988.*

Proposals of the Khabarovsk Region for the Development of Sister-State Relations with the State of Alaska in the fields of economics and culture.

Forest Product Industry

To investigate the possibility of the construction of a joint venture for the processing of wood and the possibility of a sale to the enterprise, Dalesprom, of modern wood processing machinery and advanced technology.

Fishing Industry

To study the question of fishing hake in the US 200 mile zone with fishing vessels of Khabarovsk Fishing Industry Enterprise, Khabrybprom, and the acquisition by the Soviet side of cutting/fish processing equipment (for filets).

Air Transport and Tourism

American and Soviet side by April 1, 1989 will exchange ideas for the organization of flights between Anchorage and Khabarovsk with a landing in Magadan with planes (Boeing 737) of Alaska Airlines and planes (TU-154 or IL-62) of the Far Eastern Division of Civil Aviation with frequencies and times according to negotiations and based on demand.

With the help of Tourist Firms in the State of Alaska and the Khabarovsk Dept of Intourist, to work on the question of organizing in August through September of 1989 a series of tourist programs between Khabarovsk and Anchorage.

To look at an airroute between Khabarovsk and Anchorage taking into account: that Khabarovsk is ready and is realizing an international air route -- Niigata/Penyang/Kharbin; the base for a tourist industry in the city exists with a future for growth; the airport in Khabarovsk connects non-stop flights to Tashkent, Kiev, Moscow, Leningrad, Simferopol, Mineral Waters (sic), Krasnoyarsk, Irkutsk, Novosibirsk, Magadan, Anadyr; via Kiev, Leningrad, Moscow, Tashkent there are direct flights to Europe's largest cities.

In order to increase the demand for Anchorage/Khabarovsk flights, Aeroflot in conjunction with Intourist and Alaska Airlines will organize advertising. To reduce the present air traffic load from Montreal to Moscow and New York to Moscow, we propose to transport passengers from Anchorage to Khabarovsk and then to Moscow, this will bring economic benefits to carriers as well as shorten the length of travel.

Service Industry

To investigate the possibility of sending to Soviet side equipment and instruments for chemical and microchemical factories, for hairstyling, sewing and shoe repair.

Culture exchanges

- o Concert ensemble, Dalnii Vostok (Far East) of the local symphony (40-50 people).
- o Chamber orchestra of the local symphony (20 people)
- o Exhibition of Art (50-200 pieces of work)
- o Folk groups (2-3 groups of 17-25 people each)
- o Traveling exhibit from the Regional Museum

Contacts of school children and exchange of teachers

Exchange of art exhibits of school children and other "technical creations."

Celebrating common festivals (i.e., "Children for Peace")

Exchange of delegations ("Children for Peace")

Conducting sport events among school children in a variety of sports.

Organize in the state of Alaska an auction of the works of native children.

Exchange of teachers

Sport Contacts

Yearly exchanges of sport delegations on a bezvalutnyi basis (hosts pay hotel, food, local transport)---all kinds of sports, such as skiing, figure skating, hockey, swimming, basketball, light athletics, native sports, baseball, etc.

Jointly conducting training groups, exchange of trainers

Participation in international tournaments taking place in Alaska and in Khabarovsk.

* * * * *

Signed: A. M. Vozhevitov, Deputy Chairman,
Khabarovsk Territorial Executive Committee (undated)

A G R E E M E N T

to Establish Sister-State Relations between
the State of Alaska (USA) and the Territory of Khabarovsk (USSR)

In order to establish long-term and friendly ties between themselves, the State of Alaska and the Territory of Khabarovsk officially enter into a sister-state relationship.

Given the fact that establishing friendly ties between regions is one of the factors contributing towards peace and towards the mutual understanding and cooperation between peoples, and considering the common wish of the citizens of the State of Alaska and the Territory of Khabarovsk to contribute their share to the development of goodneighbor relations between the USA and the USSR, the plenipotentiaries of the Governor's Office of the State of Alaska and the Executive Committee of the Khabarovsk Territorial Soviet of People's Deputies herewith sign this Agreement to establish sister-state relations between the State of Alaska and the Territory of Khabarovsk.

In the spirit of sister-state relations, both sides express their readiness to cooperate in the following general areas:

exchange of official delegations; specialists in regional problems, tourist groups, representatives of science, technology, economy, art, literature, culture, youth and sports;

-- exchange of information on different cultures and the activities of local governments, having in mind that these exchanges can facilitate a deeper understanding of each other's experience with economic development, trade, education, provision of social and health services, culture and sports.

Both sides will strive to find other areas and forms of cooperation that represent their mutual interests.

Specific programs of exchange and cooperation will be agreed to each year between the Governor's Office of the State of Alaska and the Executive Committee of the Khabarovsk Territorial Soviet of People's Deputies.

Two original copies of this Agreement were signed, including a Russian and English text, both of which are equally valid.

On behalf of the Governor's
Office of the State of Alaska

G. Pesku

Chief of Staff

On behalf of the Executive
Committee of the Khabarovsk
Territorial Soviet
of People's Deputies

A. Vojevitov

Deputy Chairman

SCOMM

65:10

April 29, 1989

To: Rep. Mike Davis, Chairman
Legislative Council

From: George Jacko, Chairman
House Special Committee on Foreign Trade

Subject: Interim Work

My anticipated interim work are in several areas. First I would like to develop a proposal for a trip to Russia in Late September, or early August. In General this trip would consist of three Legislative committee members leading a contingency of approximately 10 business people from the private sector.

In 1987, Soviet Secretary General Gorbachev and President Regan Signed a Joint Declaration which called for increased exchanges and research between Alaska and the Soviet Far East. Gorbachev gave an unprecedented call to pursue "cardinal changes and new approaches in order to invigorate coastal & border trade"

Since this Declaration, we have witnessed and increased amount of exchanges between Russia and Alaska, including a recent visit by a contingency of Russian government official's this past session. From these exchanges we have found that both Alaska and Russia are sincerely committed to developing trade. We are now at the point of needing to learn "where lies the Golden egg." Alaskan business people need to

establish contacts, build rapport and explore such things as production capacity, product mix, distribution systems and transportation infrastructure within the Soviet Union. In short, increased trade is only possible after we gain first hand knowledge of Russia.

We do know that government plays a major role in the Soviet Union and, a contingency of business people from Alaska would have many more doors opened to them if they were led by an official delegation. For this reason the State of Alaska would very likely realize tangible economic benefits from such a trip.

In conjunction with this trip I would like to further *explore* and *discuss* with the Soviets the proposal to open a new shipping route to Europe through the Arctic utilizing Soviet Ice Breakers.

A considerable amount of *coordination* and *planning* are necessary to make such a trip successful. Immediately upon adjournment I would direct committee staff to begin *researching* and further *developing* the particulars of this trip. I would like to submit a detailed proposal sometime in the fall. My estimation of the total cost of such a trip is \$68,000. I am tentatively requesting approximately \$12,000 for legislators and one staff coordinator travel. Committee staff and myself propose to raise the balance from private and Philanthropic foundation through out the United States.

I would also like for this committee to hold hearing and pursue that which is necessary for Alaska to capitalize on the value added aspect of this states major fishing industries. At present, tremendous economic benefit from our fishery accrues to Seattle and other areas out side of Alaska.

Primarily, this has to do with Alaskans shortage of cold storage and warehousing capacity as well as improper transportation corridors and distribution networks to our primary foreign markets. As a result of this work, I would hope to come up with *suggestions* and *direction* for Alaska so that we might one day realize near full economic benefit of this renewable natural resource.

Through out the interim it is my goal to have this Foreign Trade Committee function as a *forum* for foreign trade interests. Not only with the Soviet Union But other Pacific Rim countries as may be brought to the committee by members or otherwise. Up until now Alaska has virtually ignored the development and marketing of minerals and other natural resources to Foreign countries, Alaska cannot afford this attitude any longer. There is much that can be done to diversify and develop Alaskan's Economy; there will be no better future time to do it, and it is the special committee on foreign trade which should be *exploring* and *pursuing* these possibilities right now.

Thank you Mr. Chairman for your consideration of my proposed interim work plan. If you or others have additional suggestion or points of contention with my proposal, please bring that to my attention.

**PROPOSAL FOR A
LEGISLATIVE DELEGATION TO THE SOVIET FAR EAST**

**Sponsor: The House Committee on Foreign and Domestic Trade
Representative George Jacko, Jr., Chairman**

Contact: 561-6154

Henceforth, European commerce, European politics, and European activities, although becoming actually more intimate, will nevertheless, sink in importance, while the Pacific Ocean, its shores, its islands, and the vast regions beyond, will become the chief theatre of events in the world's great hereafter.

- William Seward
U.S. Secretary of State, 1861-1869

David G. Timberman, "In Search of a Pacific Basin Community," Asian Survey, (Vol. XXI, No. 5), May, 1981, p. 579.



U.S.-USSR and the Pacific

Source: Stephan, John J. and V. P. Chichkanov, eds. 1986. *Soviet-American Horizons on the Pacific* (Honolulu, University of Hawaii Press).

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ABSTRACT

What: The House Foreign Trade Committee Mission to the Soviet Far East

When: September 21 to October 6, 1989

Purpose: To increase understanding among public policy makers of Alaska's relationship with the Soviet Far East; to evaluate this relationship and its ramifications for the state; and to determine what role the state should play in this new and rapidly developing relationship.

Where: Magadan Oblast, Cities of Provideniya and Magadan
The Kamchatka Oblast, City of
Petrpavlovsk-Kamchatskii
Khabarovsk Territory, City of Khabarovsk
Primorskii Territory, Cities of Vladivostok and
Nakhodka

Who: Members from the House Committee on Foreign Trade:

George Jacko, Chairman
Mike Davis
Johnny Ellis
Bill Hudson
Virginia Collins
Paul Fuhs, Mayor of Unalaska
Heather Bradner, Committee Assistant
Ron Miller, International Trade Specialist
Governor's Office of International Trade
John Tichotsky, Translator

9 delegation members total

Goals:

1. To increase the awareness and involvement of the public policy making branch within state government in determining Alaska's future in the Pacific Rim.
2. To further cooperation among the legislative, executive and and other branches of state government in determining an overall coordinated state policy toward one of our closest and most rapidly changing partners in the Pacific Rim - the Soviet Union.
5. To assess the nature and direction of the Alaskan-Soviet Far East relationship, which has gained great momentum within the last year through the initiative of a broad and diverse coalition of Alaskan interest groups.
6. To be cognizant of mutual problems and concerns between Alaska and the Soviet Far East as northern regions of the globe:
 - Fisheries
 - Natural resource development
 - The Arctic environment
 - Cold weather technology
 - Telecommunications
 - Tourism
 - The port and transportation industries of the North Pacific
 - The health, education and welfare of our indigenous peoples
4. To create a bipartisan "working group" within the legislature to accumulate knowledge and expertise in the Alaska-Soviet Far East relationship.
5. To exchange policy and lawmakers from each country to develop our understanding of each system. Only after an increased understanding of each system can lawmakers be in a position to truly assess the potential benefits to Alaska of keeping this relationship alive.

Methodology:

1. The delegation will primarily consist of members from the House Special Committee on Foreign Trade. An interpreter and a member of the Governor's Office of International Trade will accompany the delegation, as will the mayor of the Unalaska, the city with perhaps some of the strongest historical and economic links with the Soviet Union.
2. All members of the delegation should be willing and able to commit time and effort in hosting a Soviet legislative delegation before January, 1991. This return trip will be sponsored by the House Foreign Trade Committee. Ideas and projects discussed during our initial trip will be discussed and developed further during the return visit.

3. The trip will be divided into three different phases:

I. Preparation

It is essential for the delegation to be conversant on the history and status of Alaskan-Soviet relations. Several briefings by Alaskan groups with extensive experience with the Soviet Union will be scheduled. A briefing on Russian language and protocol, as well as on the recent changes in Soviet political structure under perestroika will also be scheduled.

II. Trip

The delegation will be sponsored by the Executive Committee (the legislative equivalent) of each region. Please see the enclosed itinerary for information.

III - Post trip

1. Upon return, the Committee will hold hearings to conclude and evaluate the trip. Before January 15th of the next legislative session, the Committee will prepare a report summarizing accomplishments and recommendations for state and federal legislation.

The Committee should forward its final report and include an assessment of the feasibility of trading with the Soviets to the Fiscal Policy Subcommittee, which is considering long term fiscal strategies for the state of Alaska.

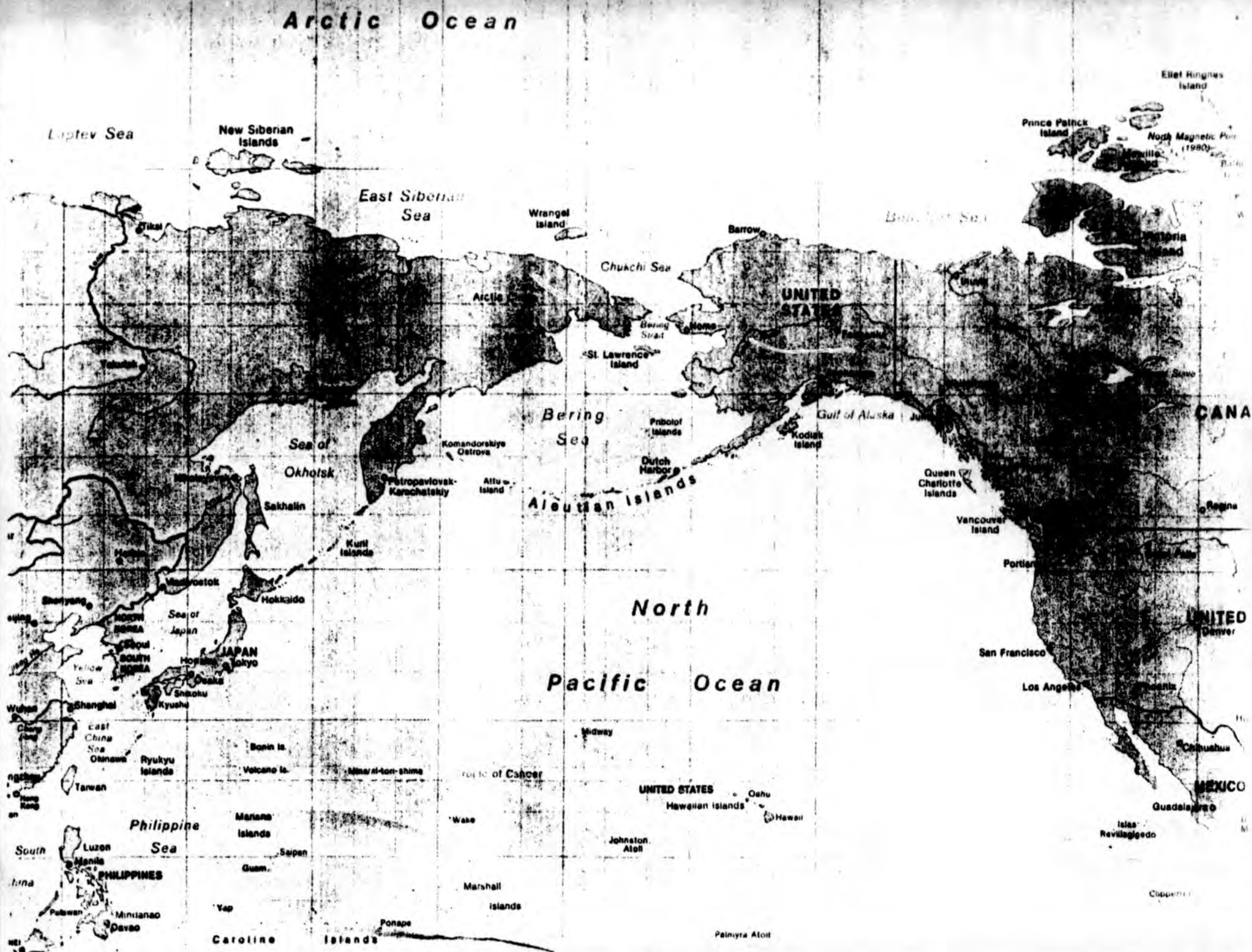
2. The Committee will continue to function as a forum for Soviet-Alaskan interests throughout next session and interim.

3. The Committee should assume the responsibility of hosting a reciprocal Soviet delegation when their visit occurs.

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LEGISLATIVE DELEGATION TO THE SOVIET FAREAST
September 22 to October 6, 1989

1. **SAMUEL RICHARD COTTEN** ****TENTATIVE****
Speaker of the House of Representatives
072242119
Date of expiration June 15, 1999
Date of birth July 16, 1947 K-II 380048
- 13 2. **GEORGE GILLIE JACKO**
Chairman, House Special Committee on Foreign Trade
072239907
Date of expiration June 14, 1999
Date of birth December 14, 1959
3. **MIKE DAVIS** K-II 380056
Member, Foreign Trade Committee
Chairman, Legislative Council
021200100
Date of expiration December 18, 1994
Date of birth August 15, 1946
- 17 4. **JOHNNY ELLIS, JR.** K-II - 380052
Member, Foreign Trade Committee
Chairman, Health, Education and Social Services Committee
071036070
Date of expiration July 13, 1997
Date of birth March 13, 1960
5. **WILLIAM R. HUDSON** K-II 380055
Member, Foreign Trade Committee
D1880781
Date of expiration September 28, 1993
Date of birth, December 14, 1932
- 5 6. **VIRGINIA COLLINS** ****TENTATIVE**** K-II 380051
Member, Foreign Trade Committee
071372882
Date of expiration June 22, 1998
Date of birth April 12, 1937
- 1 8 7. **PAUL FUHS** K-II 380054
Mayor, City of Unalaska
070466857
Date of expiration February 5, 1996
Date of birth March 27, 1949
- 4 8. **HEATHER SHANNON BRADNER** K-II 380053
Trip Coordinator and Foreign Trade Committee Assistant
070979223
Date of expiration June 4, 1997
Date of birth June 10, 1964
- 12 9. **RONALD WAYNE MILLER** K-II 380050
International Trade Specialist, Office of the Governor
070986640
Date of expiration June 18, 1997
Date of birth September 27, 1945
- 3 10. **JOHN TICHOTSKY, Translator** K-II 380192
G013794
Date of expiration January 26, 1996
Date of birth May 25, 1966
- 14



ITINERARY

DATE	DAY	LOCATION	EVENT
3/21	Thu	morning:	
		8:20 a.m. depart Anc	Alaska Airlines flight #51
		10:00 a.m. arrive Nome	
		10:00 a.m. - noon	Prepare to depart Nome
		12:00 noon depart Nome	Bering Air Charter

We will CROSS THE INTERNATIONAL DATELINE and arrive Provideniya (21 hours ahead of Nome time) although actual flight is only one and a half hours.

3/22	Fri	ETA 10:30	Arrive Provideniya
			Customs, etc...
		12:00 noon	Greet Mayor Kulinkin Community reception Present message from Legislature in support of native travel; establishing a special economic zone of free trade and tourism between Nome and Provideniya; promotion of educational, cultural exchange; recent Search & Rescue and other developments of Governor's trip
			Lunch - present gift Brief tour of region port facilities, outlying areas Time to visit a village?
		3:40 p.m.	Depart Provideniya on Aeroflot
		Connecting flight	Anadyr - possible overnight

9/22 Fri	late evening or	Arrive Magadan
9/23 Sat	early morning	
9/23-9/27	Magadan 4 days	Tour community & region Visit gold mining outside of Magadan or other resource development areas Lunch or dinner with Executive Committee and Govenor Kobets Present message from Legislature Slide show on oil spill Slide show on geography, economy, politics of AK Discussion of resources of area/environment Possible helicopter to more remote part of Magadan to see resource development and agriculture Discussion of trade ventures and problems of AK-SFE trade Visit port facilities Discussion on how to best coordinate AK-SFE relations: AK-Magadan Commission Visit elementary school with Soldatna exchange program Tour joint-research facility between University of Alaska and Magadan on arctic research Visit other collectives

9/27 Wed

early morning:

Depart Magadan to Petropavlovsk-Kamchatskii
(Center of the Soviet fishing industry)

Aeroflot

2 days in Petropavlovsk-Kamchatskii

Tour of region
Fisheries and
ocean resources

Port, transportation
discussions

"Sister city" idea
or "friendly" city
with Kodiak or
Unalaska

Mr. Vladimir Efimov
-video space
bridge?

Slide shows - oil
spill & Alaska

9/29 Fri

Early morning:

Depart Petropavlosvsk to Vladivostock

Aeroflot

9/29 Fri

Vladivostok 4 days

Dinner with Executive
Committee and
Chairman Lutsenko
Oil spill slide show
Alaska slide show
Status of AK-Vlad
protocol

Discuss Northern
Sea Route
Visit Far Eastern
Shipping Company
(FESCO)

Tour port of
Vladivostock

Visit local
industries

Visit Pacific
Research Institute
(TINRO)

Discuss establishment
of North Pacific
Science and Trade
Association

9/30 Sat

10/1 Sun

Day of rest
Group meeting/review

10/2 Mon

Day trip to Nakhodka - "Gateway to the Pacific"
Visit port facilities with
city officials
Visit Free Trade Zone

10/3 Tue

Late evening
Depart Vladivostok to Khabarovsk

10/4 Wed

2 days Khabarovsk

10/5 Thu

Local/regional officials
Tour Amur River
Visit local industries
Visit school
-AK presentation
-slides
Discuss status of
sister-state
agreement
Learn relations with China
and Asian economies
Helicopter/fly/drive to
another part of
Khabarovsk territory

10/6 Fri

Depart Khabarovsk to Niigata, Japan 5:20 a.m. Aeroflot #695
Arrive Anchorage 11:15 a.m. same day

or:

Cross Bering Straits via Provideniya depending on monies
funded

SEE NEXT PAGE

The Foreign and Domestic Trade Committee will offer the following itinerary as part of the trip:

10/6 Fri Overnight in Osaka

10/7 Sat Fly Osaka, Japan to Seoul, Korea

4 days in Seoul

Oversight of State
office in Seoul
Meet trade officials
View fisheries
imports from AK
and the value
added to these
raw imports.

10/10 Tue Fly Seoul, Korea to Tokyo, Japan

Tokyo
2 days

Oversight of State
office in Tokyo
Visit fish market
Visit distributors
of Alaskan fish
imports

10/12 Fly Tokyo to Anchorage, direct

JAL, SAS or KLM

KLM Flight 868
Depart Tokyo 9:30 p.m.
Arrive Anchorage 11:05 a.m.

SAS Flight 980
Depart Tokyo 9:30 p.m.
Arrive ANC 11:10 a.m.

JAL Flights are daily
Departing Tokyo
Arriving Anchorage 11am

END OF ITINERARY



THE SOVIET FAR EAST



THE SOVIET UNION



THE SOVIET FAR EAST AND ALASKA



**SELECTED MAPS
OF ALASKA, THE SOVIET FAR EAST,
AND THE ARCTIC REGION**

List of Maps

U.S.-USSR and the Pacific
The Soviet Far East and Alaska
The Bering Strait Region
The Soviet Far East
The Soviet North
The Arctic Region

These maps were compiled by Gunnar Knapp, Associate Professor of Economics,
University of Alaska Anchorage, Institute of Social and Economic Research



U.S.-USSR and the Pacific

Source: Stephan, John J. and V. P. Chichkanov, eds. 1986. *Soviet-American Horizons on the Pacific* (Honolulu, University of Hawaii Press).



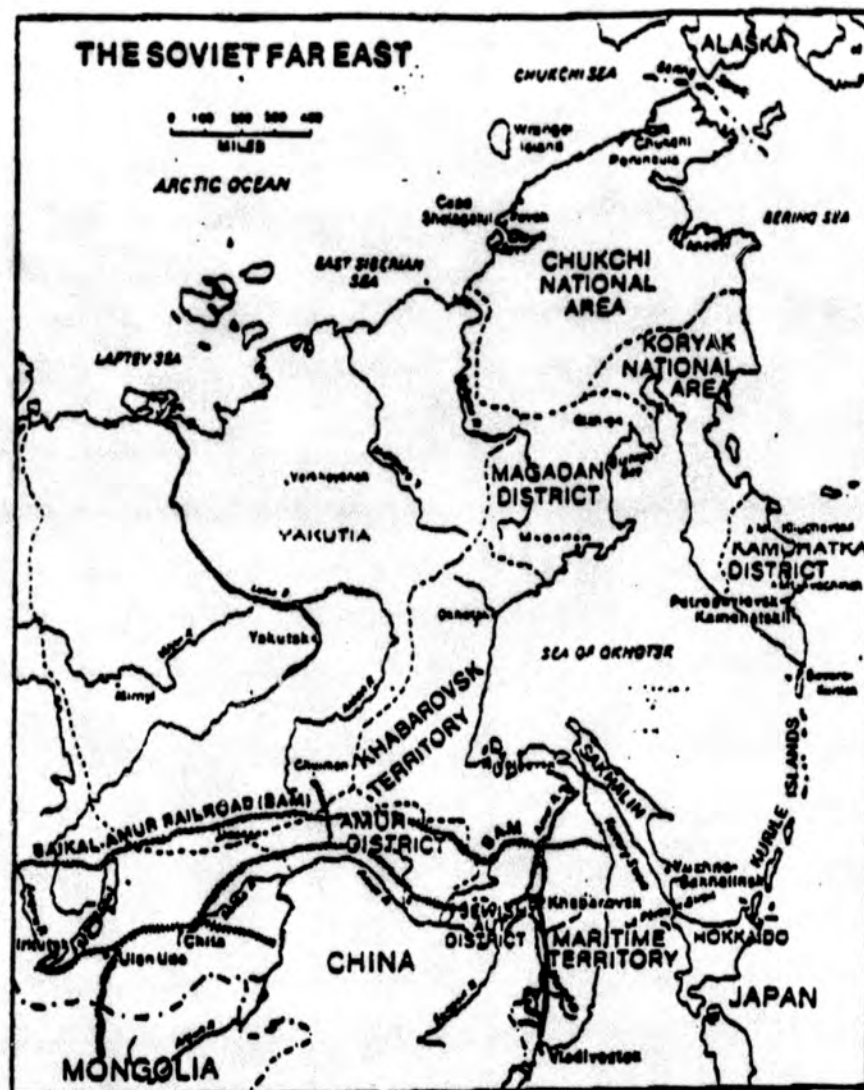
Major cities of the Soviet Far East include Khabarovsk (pop. 1,663,000), the capital of Khabarovsk Territory and an economic and trade center; Petropavlovsk (pop. 252,000), center of Soviet fisheries industry; Magadan (pop. 151,000), staging area for mining industry; Anadyr (pop. 30,000), a government center; Provideniya (pop. 5,000), a port and producer of reindeer products and prefabricated concrete.

The Bering Strait Region



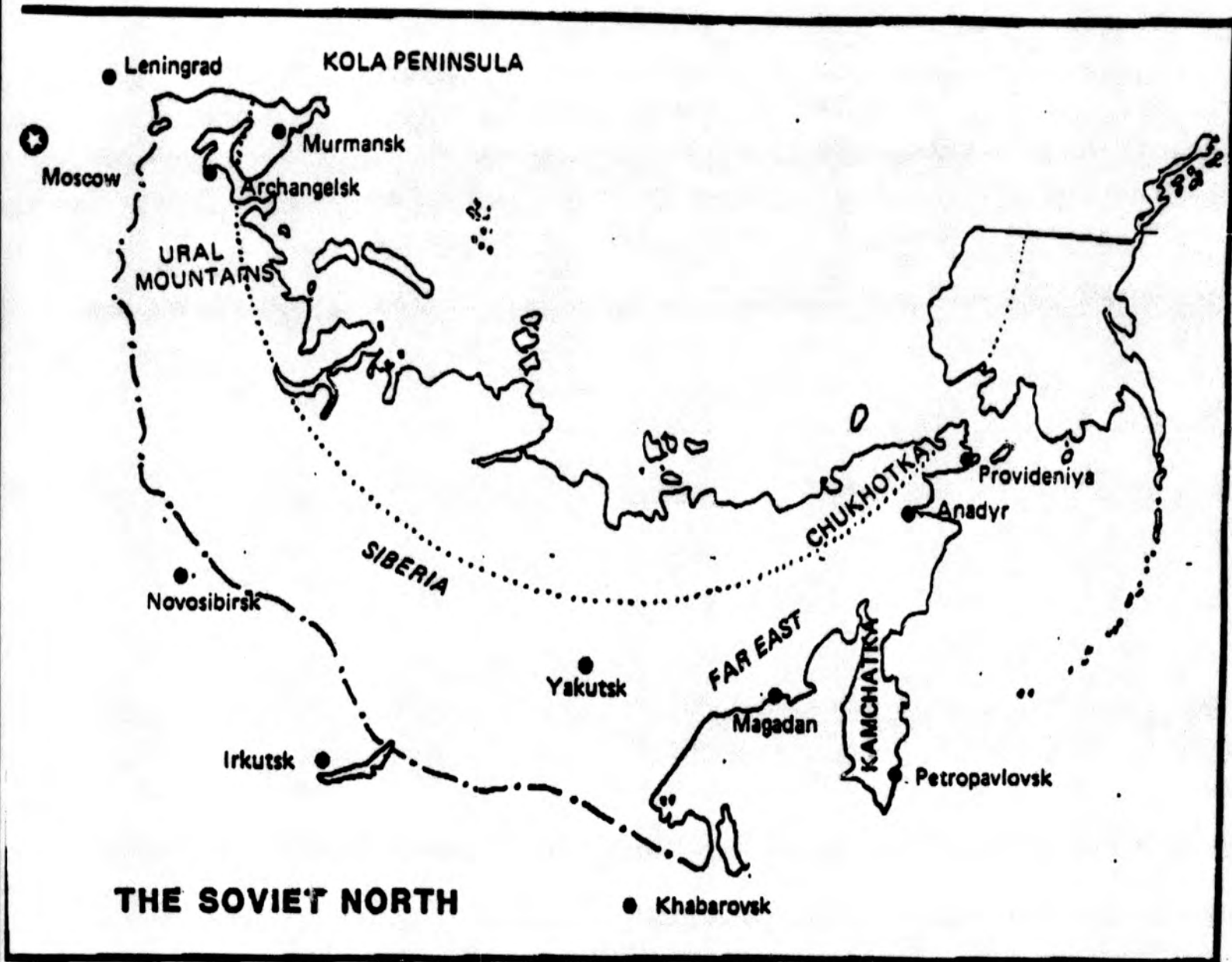
Source: Anchorage Daily News





The Soviet Far East

Source: Stephan, John J. and V. P. Chichkanov, eds. 1986. *Soviet-American Horizons on the Pacific* (Honolulu, University of Hawaii Press).



Arctic Region



**ПРЕДЛОЖЕНАЯ ПОЕЗДКА СПЕЦИАЛЬНОЙ ДЕЛИГАЦИИ НА
СОВЕТСКИЙ ДАЛЬНИЙ ВОСТОК**

Контакты: Представитель Джорж Жако, Председатель

Representative George Jacko , Jr Chairman
311 "C" Street Suite 250
Anchorage, Ak 99507
Телефон: 907- 561-6154
Телефакс 907- 562- 4376
Телекс: 25 278 SOA GOIT ANG

КОНСПЕКТ

Тема: Группа законодателей из Аляски возглавит специальную делегацию состоящую из представителей портов Аляски, транспорта, связи и рыбных предприятий на Советский Дальний Восток.

Спонсор: Специальный комитет внешней и внутренней торговой палаты представителей Аляски 16-го законодательного округа.

Дата: с 22 по 29 сентября 1989 г.

Цель: Расширить познания о зависимости Аляски и Советского Дальнего Востока от развития портовой, транспортной, коммуникационной и рыбной промышленности в северной части Тихого Океана; а также определить области обоюдного интереса обеих стран; оговорить планы на будущее и возможности развития этих отраслей индустрии, и определить возможности совместных работ на благо обеих стран.

Города: Хабаровск, Владивосток и Находка

Члены делегации:

Три члена комитета внешней торговли;
6 - 7 экспертов по бизнесу и различным отраслям индустрии
1 переводчик
1 координатор
1 дипломированный студент в области международной торговли

Цели поездки:

1. Направить специализированную делегацию на Советский Дальний Восток для рассмотрения предложений направленных на сотрудничество в районе побережья Тихого океана. Специальные предложения которые мы хотели бы обсудить с представителями Советского Союза приведены ниже:

- * Маршруты северных морей - сотрудничество по перевозке грузов.**
- * Улучшение связи вдоль побережья Тихого океана путем проложения фибрового оптического кабеля.**
- * Содействие в развитии туризма на Советском Дальнем Востоке.**
- * Недавнее соглашение между США и СССР о создании центра помощи при разливе нефти в Тихом океане.**
- * Обсудить вопросы рыбной промышленности, руководство и защиту. Создание научного и торгового фонда в районе Тихого океана.**

2. Провести работу по воплощению результатов предыдущих переговоров.

3 Продолжить уже ведущиеся значительные интернациональные обмены идеями, технологией и культурой, установленные в результате предыдущих встреч и обмена.

4. Оценить зависимость сотрудничества между Американским и Советским народами и значение этой кооперации для улучшения качества жизни на планете.

5. Прередать дружеский привет и сообщение о кооперации между Америкой и Советским Союзом, между северными народами Аляски и Советским Дальним Востоком, между городами побратимами Аляски и Хабаровской области.

Методология:

В состав делегации войдет 12 человек с различными познаниями и экспертизой во многих отраслях.

- 1. Каждый делегат внесет свои познания, талант, энергию для внедрения в следующих сферах:
Транпорт, связь, порты и причалы, туризм, рыбная индустрия, защита окружающей среды, законодательство.**

Не ограничиваясь проведением совещаний, семинаров, и дискуссий за круглым столом и обменом сведениями из перво-источников, участники встретятся и проконсультируются со своими зарубежными коллегами по различным предложениям.

2. Работа этой делегации будет продолжена на Аляске, где будут участвовать другие организации: такие как Комитет Палаты Внешней и Внутренней торговли, организация " Порты Аляски", Управление международной Торговли штата Аляски, местные общественные организации, управления муниципалитетов и частные предприятия.

В итоге, мы надеемся что эта делегация приведет к обоюдно выгодным экономическим соглашениям.

ITINERARY

September 22 - 29, 1989

DATE-DAY	CITY	AREAS OF INTEREST
9/20 Wed	Depart Anchorage	
9/21 Thu	Arrive Osaka, Japan - overnight	
9/22 Fri	Arrive Khabarovsk	
9/23 Sat to 9/25 Mon	3 days in Khabarovsk	Khabarovsk Chamber of Commerce Meet local and regional officials Discussions on communications, transportation, port and fishing industries in North Pacific and specific proposals Visit local industries A Recreational Event: Tour of Amur River Theatre
9/26 Tue	2 days in Vladivostok	Visit Far Eastern Shipping Company (FESCO) Tour port of Vladivostok Visit local industries Discuss opening Northern Sea Route for joint ventures Visit the Pacific Research Institute of USSR (TINRO)
9/28 Thu	1 day in Nakhodka - "Gateway to the Pacific"	Fisheries Issues -research, management, marketing, environmental concerns, protection -ocean pollution Establishment of North Pacific Fisheries Science and Trade Association
9/29 Fri	Fly to Khabarovsk	
9/29 Fri	Return to Japan, Alaska	

The delegation can stay a longer period of time to accomplish objectives. At this point in time, likely delegates are:

Representative Sam Cotton
Speaker of the House of Representatives
Representative George Jacko
Chairman, Committee on Foreign Trade
Representative Mike Davis
Chairman, Legislative Council
Representative Cliff Davidson,
Chairman, Resources Committee
House Resources Committee
Paul Fuhs, Mayor

The delegation can stay a longer period of time to accomplish objectives. At this point in time, likely delegates are:

Representative Sam Cotton

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Representative Mike Davis

Chairman, Legislative Council

Representative Cliff Davidson,

Chairman, Resources Committee

House Resources Committee

Paul Fuhs, Mayor

City of Unalaska



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

MEMORANDUM

TO: Sam Cotten, Speaker
House of Representatives

FROM: Representative George Jacko, Jr. *HB for SJ*
Chairman, Foreign Trade Committee

DATE: August 21, 1989

SUBJECT: Budget Request for the House Special Committee on
Foreign Trade trip to the Soviet Far East.

Enclosed is the funding request for the Foreign Trade Committee's trip to the Soviet Far East. As our trip is scheduled to depart in exactly one month, I would appreciate your review and approval of the enclosed budget.

For your reference, I have also enclosed documentation to indicate the basis of this funding request.

I look forward to discussing this with you in more detail at your earliest possible convenience.

Thank you.

cc: Mike Davis, Chairman
Legislative Council

Enclosures

BUDGET FOR 7 STATE-FUNDED PERSONNEL TO USSR/JAPAN/KOREA FOR
3 WEEKS (5 legislators, 1 staff, 1 interpreter):

A. Travel request:

\$ 1320. (\$220. O/W fare x 6) Anchorage to Nome
\$ 2250. (\$375. O/W fare x 6) Nome to Provideniya, USSR

\$ 2352. (\$336. x 7) Khabarovsk to Niigata, Japan
*We are waiting for price confirmation on this flight
\$ 1022.24 (146.04 x 7) Niigata, Japan to Osaka, Japan
\$ 1609.32 (268.22 x 6) Osaka to Seoul, Korea and return Osaka
\$ 9380. (\$1,340. x 7) Osaka to Anchorage

\$17,933.60 = Total travel request

*It should be noted the above travel request fluctuates between 6 and 7 people as the translator will already be in Provideniya, USSR when our delegation arrives, and is therefore not included in the Anc-Nome-Provideniya cost. Also, please note the Russian translator would not go to Korea or Japan at state expense, but would continue home direct to Alaska.

B. Travel advance:

Soviet Union:

All per diem (housing, meals, local transport) within the Soviet Union will be paid by the Soviet hosts with the understanding that the Special Committee on Foreign Trade of XVI Alaska Legislature will host a 10 member delegation of Soviet legislators in Alaska for a similar time period before January, 1991.

Japan:

\$2352. (\$196/person/day x 2 days = \$392. x 6 people)

Korea:

\$3600. (\$150/day x 4 days = \$600. x 6 people)

\$5952. = Total per diem request

C. Additional costs:

Translator fees explained below:

\$3,850 (total salary of translator) =
 \$275./day x 14 days [Sept. 22-Oct.6]
 (Equivalent to \$17.11/hr for 16 hrs/day)

\$3,850. divided by 8 delegates using his services
= \$481.25 fee per person

\$3,850 - \$962.50 (\$481.25 x 2 non-legislative delegates)
= \$2,887.50

\$2887.50 = state funded fee for translator

\$550. Gifts

 \$ 50. = 5 Alaska Blue Books

 \$160. = 4 books entitled The Divided Twins at \$40/book

 \$ 50. = plaque for sister state of Khabarovsk

 \$190. = Miscellaneous gifts for Soviet legislators
 and ministry officials:
 30 solar calculators at \$3/piece = \$90
 10 calendars at \$4/piece = \$40
 10 photo books at \$6/piece = \$60

 \$ 50. = Miscellaneous small gifts for Japan
 5 calendars at \$4/piece = \$20.
 5 photo books at \$6/piece = \$30.

 \$ 50. = Small gifts for Korea
 (Same as quoted under Japan)

\$3437.5. = Total "Additional Costs" request

\$27,323.1 = TOTAL FUNDING REQUEST
 (Total of categories A + B + C)



Travel Services, Inc.

Attn: Heather Bradner • P.O. Box 1807 • Palmer, Alaska 99646 • (907) 745-2148

August 8, 1989

Attn: Heather Bradner
Anchorage Legislative Information Office
State of Alaska International Trade
FAX 562-4376/ 562-4484(after 5:00pm)

Dear Heather:

The following is a recap of airfare summarizations given over the phone August 4th.

This is presented for two purposes: (1) Airfare update due to a change in the methodology of international airfare construction, instituted worldwide July 1st.

(2) Comparison of the requested one way fares versus round trip transpacific fares

AIRFARES PRESENTED FOR: LEGISLATIVE DELEGATION TO THE SOVIET FAR EAST

METHOD 1./Use of one way airfares combined with charter cost

\$220.00 Anchorage to Nome
\$375.00 Nome to Laurentia to Provideniya (Cost provided by Bering Sea Charter)

THE CONTINUING PORTION WITHIN USSR TO BE PROVIDED BY THE HOSTS

*\$336.00 Khabarovsk to Nigata, Japan
*Currently there is a discrepancy between carriers on this cost
This is based on the Rupee exchange rate to the dollar/8 Aug.@.6407
\$146.04 Nigata to Osaka, Japan
\$268.22 Osaka to Seoul, Korea and return Osaka
\$1340.00 Osaka to Anchorage (inclusive of stop in Tokyo)
\$10.00 US Customs reentry tax

\$2693.26 TOTAL

METHOD 2./Round trip transpacific fares

\$1092.00 Anchorage-Tokyo-Osaka-Seoul-Anchorage
\$13.00 Intl tax
\$292.08 Osaka-Nigata-Osaka
\$510.52 Nigata to Khabarovsk
\$336.00 Khabarovsk to Nigata

\$2243.60 TOTAL

Above fares are the latest provided by SAS and JAL current August 1989.

Respectfully, *Jayne Slaughter* Jayne Slaughter, International Consultant

END

LOCALITY	MAXIMUM PER DIEM RATES	EFFECTIVE DATE	LOCALITY	MAXIMUM PER DIEM RATES	EFFECTIVE DATE
ITALY (Cont'd)			JAPAN (Cont'd)		
San Remo	\$ 96	8-1-89	Oyama	\$139	6-1-89
Siena	141	8-1-89	Sapporo (Hokkaido)	205	6-1-89
Sigonella (Sicily)	106	8-1-89	Sendai (Miyagi)	187	6-1-89
Sorrento	76	8-1-89	Takamatsu (Kagawa)	172	8-1-89
Stresa	152	8-1-89	Takayama (Gifu)	176	8-1-89
Taranto	112	8-1-89	Tokushima	164	8-1-89
Tirrenia	102	8-1-89	Tokyo 2/	196	8-1-89
Trento	83	8-1-89	Tokyo 3/	133	8-1-89
Treviso	83	8-1-89	Tottori	163	8-1-89
Trieste	117	8-1-89	Toyama	167	6-1-89
Turin	152	8-1-89	Tsu	153	8-1-89
Udine	95	8-1-89	Wakayama	160	6-1-89
Uta (Sardinia)	77	8-1-89	Yokohama (Kanagawa)	174	6-1-89
Varese	95	8-1-89	Other	104	6-1-89
Venice			JERUSALEM	116	3-1-89
(11/1-3/31)	156	8-1-89	JORDAN	97	7-1-89
(4/1-10/31)	168	8-1-89	KENYA		
Verona	92	8-1-89	Kisumu	58	7-1-89
Vicenza	78	8-1-89	Lion Hill Camp (Nakuru		
Villasor	77	8-1-89	National Park)	53	7-1-89
Other	67	8-1-89	Malindi	65	7-1-89
JAMAICA			Mombasa		
Kingston	122	8-1-89	(4/1-7/31)	69	7-1-89
Montego Bay			(8/1-12/14)	89	7-1-89
(5/1-12/14)	132	9-1-85	(12/15-3/31)	108	7-1-89
(12/15-4/30)	172	4-1-85	Nairobi	98	7-1-89
Negril			Nakuru	37	7-1-89
(5/1-12/14)	112	6-1-87	Nanyuki	119	7-1-89
(12/15-4/30)	150	6-1-87	Other	26	7-1-89
Ocho Rios			KIRIBATI		
(5/1-12/14)	132	9-1-85	Christmas Is	135	8-1-89
(12/15-4/30)	172	4-1-85	Other	56	8-1-89
Port Antonio			KOREA		
(5/1-12/14)	132	9-1-85	Changwon	97	6-1-89
(12/15-4/30)	172	4-1-85	Cheju	139	6-1-89
Other	45	2-1-87	Kwangju	94	6-1-89
JAPAN			Masan	106	8-1-89
Akita	172	6-1-89	Okpo (Kojedo)	91	6-1-89
Amagasaki (Hyogo)	190	6-1-89	Pusan	134	6-1-89
Aomori	169	6-1-89	Seoul	150	6-1-89
Asahikawa	141	6-1-89	Taegu	87	6-1-89
Ashiya (Hyogo)	190	6-1-89	Taejon	140	6-1-89
Beppu (Oita)	165	6-1-89	Ulsan	132	6-1-89
Chitose	153	6-1-89	Other	80	6-1-89
Fukui	171	8-1-89	KUWAIT	127	7-1-89
Fukuoka	205	6-1-89	LAOS	53	8-1-88
Fukuyama (Hiroshima)	169	6-1-89	LATVIA	124	8-1-89
Gifu	174	6-1-89	LEBANON 16/	50	5-1-88
Hiroshima	178	8-1-89	LESOTHO	60	6-1-89
Kagoshima	145	6-1-89	LIBERIA		
Kanazawa (Ishikawa)	181	8-1-89	Monrovia	156	6-1-89
Kitakyushu (Fukuoka)	205	6-1-89	Monrovia 1/	140	6-1-89
Kobe (Hyogo)	190	6-1-89	Roberts Int'l Airport	156	6-1-89
Kochi	155	8-1-89	Other	42	11-1-82
Kumamoto	160	6-1-89	LIBYA	113	6-1-89
Kure (Hiroshima)	155	6-1-89	LIECHTENSTEIN	100	8-1-89
Kushimoto (Wakayama)	137	6-1-89	LITHUANIA	124	8-1-89
Kyoto	147	8-1-89	LUXEMBOURG	133	8-1-89
Matsue (Shimane)	165	8-1-89	MACAU	95	6-1-89
Matsuyama (Ehime)	163	6-1-89	MADAGASCAR	84	7-1-88
Miyazaki	144	6-1-89	MADEIRA IS	137	8-1-89
Morioka (Iwate)	164	6-1-89	MALAWI		
Nagasaki	174	6-1-89	Blantyre	76	8-1-89
Nagoya (Aichi)	179	8-1-89	Lilongwe	86	8-1-89
Nara	177	8-1-89	Mangoche	58	8-1-89
Narita Int'l Airport	151	5-1-89	Mzuzu	69	8-1-89
Niigata	144	6-1-89	Zomba	60	8-1-89
Nishinomiya (Hyogo)	190	6-1-89	Other	27	8-1-89
Obihiro	144	6-1-89	MALAYSIA		
Oita	165	6-1-89	Kota Kinabalu, Sabah	116	7-1-89
Okayama	167	6-1-89	Kuala Lumpur	88	6-1-89
Okinawa Is	126	6-1-89	Kuching	110	7-1-89
Osaka	190	6-1-89	Other	88	6-1-89
Otsu	159	8-1-89			

Bering Air

Nome Airport
Box 1660
Nome, Alaska 99762
(907) 443-6464

(907) 443-6620 Accounting
443-6421 Maintenance
443-5919 FAX Machine

INFORMATION PACKAGE FOR PROSPECTIVE VISITORS TO THE USSR

DATE: 18 July, 1989

Thank you for contacting Bering Air about flights between Nome, Alaska, and the Soviet Far East. This information package is designed to answer the most commonly asked questions about this unique flying experience.

A little background.....Bering Air is a US commuter airline operating under the Federal Aviation Regulations, Part 135. All of the flights to and from Nome and the USSR are operated on a charter basis. The opening up of the airways between western Alaska and the Soviet Far East represents the fulfillment of a goal that has existed in the thoughts of many Alaskans. Bering Air owner Jim Rowe has had a personal interest in seeing this border open after 15 years of flying throughout western Alaska with the ever present Soviet coastline so close, yet so terribly far away. The opportunities are fascinating for developing new friendships, reuniting separated families, and improving upon the years of misunderstanding.

However: Provideniya, Lavrentiya, Egvekinot, and Anadyr are still considered to be "closed" cities within the USSR. Access to them by US citizens and other nationals is by invitation from the Soviet authorities only. Visas are issued specifically for visiting one or another of the Soviet cities.

WHAT YOU NEED TO DO TO GO TO THE SOVIET FAR EAST

You are responsible for arranging for an invitation for yourself or your group, and setting target dates for traveling from Nome to the USSR and return to Nome. With written invitation in hand, you can apply to the Consulate of the USSR in San Francisco, CA for a visa into the USSR. You will need to have a current passport to apply for a visa. Submission of the visa applications, four photographs, and the \$25 fee are the travelers' responsibility. When passports, invitations, visas, and travel dates are arranged, the travelers need to arrange their transportation between the point of origin and Nome. Alaska Airlines serves Nome daily from Anchorage and the lower 48 (800-426-0333).

WHAT BERING AIR DOES FOR FLIGHTS TO THE SOVIET FAR EAST

Bering Air handles all arrangements relating to the operation of the flight. Bering applies for permission for each flight through the proper authorities in Moscow. In that flight permit application, Bering needs to include the names of all passengers, passport numbers, nationality, expiration dates, and confirm that passengers have visas. Bering Air needs to have all that information from passengers at least two weeks in advance of the proposed travel dates.

At the present time, there are no U.S. Customs or U.S. Immigration officials stationed in Nome. Bering arranges for the Customs and/or Immigration personnel to come from Anchorage to Nome, and pays their fees. These fees are all included in the charter costs, or seat fare costs.

WHAT TO SEE AND DO IN THE SOVIET FAR EAST

Americans who have business dealings in the Soviet Far East will find that their travel time and costs can be significantly reduced by chartering on Bering Air. Most flights have a mixture of people traveling; some on business, some on pleasure. A most remarkable aspect of the trip is simply going to a distant land, seeing its interesting natural fjord and tundra landscape, and meeting the friendly people. Cities have few visitor facilities, so meals and lodging need to be coordinated with your Soviet hosts. Sightseeing, museums, shops, and travels outside of the cities are all activities that can provide days of fascinating discovery.

FACILITATION AND INVITATIONS

Travelers may find that it will help expedite matters if a Russian speaking person assists them. Translation and consulting services are available:

Soviet American Resource Consultants (translations)	
Vyacheslay (Jerry) Tokar	3510 Spenard Road
Vladimir (Walter) Bhagatram	Suite 101
PHONE (907) 278-5783	Anchorage, Alaska
FAX (907) 276-8525	99503 USA

Invitations: Stimpfle/Johnson Projects
Jim Stimpfle
Dan Johnson
PHONE (907) 443-2002
FAX (907) 443-5349

P.O. Box 729
Nome, Alaska
99762-0729 USA

FACILITATION (continued)

Visas: Consulate General of the USSR 2790 Green Street
San Francisco
California, USA
PHONE (415) 922-0293 94123
FAX (415) 929-0306

Aeroflot Schedule:

FROM	TO	
Provideniya	Anadyr	M,W,F,SU depart 1440 local (1740 ADT)
Anadyr	Moscow	M,TU,TH,SA depart 1215 local (1515 ADT)

Keep in mind that the Chukotka region is one day ahead of Alaska, for example Monday at 1 p.m. (1300) in Nome, is Tuesday at 10 a.m. (1000) in Providineya.

HOW MUCH WILL A FLIGHT COST????

Bering Air uses a twin-engine, nine-passenger Piper Chieftain for these flights. At the present time, most flights from Nome to Provideniya only have six to eight people on board. That is because there are nine seats, but only about 1,300 pounds that can be used to fill those seats. Coming back from Provideniya to Nome, the available load is about 1,500 pounds.

Charter flight costs from Nome-Provideniya-Nome are \$1,750. However, the additional charges for Customs, Immigration, Soviet landing fees, and flight coordination with Moscow brings the total cost to \$3,000. If additional flights are required on the same day, as would be the case with larger groups, the additional flights are \$2,250 since some of the costs are covered by the initial flight.

The chartering party with established credit at Bering Air or upon credit approval may elect to pay the \$1,750 charter cost and be billed for the actual additional expenses of customs, immigration, landing fees, etc. plus a 10% administrative fee.

If a party has chartered the aircraft for a certain number of seats, Bering may sell the remaining available seats for \$250 per seat, one way. In the event that seats on a chartered flight are sold on this "seat fare" basis, Bering will deduct 50% of the seat fares sold from the chartering party's charges. On all international charter flights, passengers are allowed 50 pounds of baggage, with excess baggage charged at the rate of \$0.75/pound.

Before Bering Air initiates contacts to obtain flight clearances, we must have a \$500 (US) non-refundable deposit from the chartering group. This amount covers the costs that Bering incurs, regardless of whether the flight eventually operates (cost of telexes, phone calls, faxes, personnel time).

FLIGHT CHECKLIST

1. Chartering party arranges for a Soviet sponsor to issue invitations to the members of the chartering group. _____
2. Chartering party contacts Bering Air to initiate the charter flight planning process. Bering needs the following information:
 - a) travel dates _____
 - b) names and number of people traveling _____
 - c) amount of baggage or cargo to be transported _____
 - d) passport numbers expiration dates and nationality of travelers _____
 - e) name, address and phone number of sponsoring Soviet organization _____
 - f) verification that visas have been applied for or are in hand _____
3. Chartering party applies for visas to the Soviet consulate in San Francisco, CA. (if visas not already in hand) _____
4. Chartering party pays non-refundable \$500 fee for Bering's administrative costs in arranging charter _____
5. Chartering party arranges for transportation to Nome, Alaska via commercial carriers. _____
6. Bering arranges for U.S. Customs and/or Immigration to be available in Nome for departures/arrivals. _____
7. Arrangements for payment to Bering of charter costs is made through Bering Accounting Department (907) 443-5620 _____
8. Chartering party flies to Nome. Charter flight operates to/or from Provideniya or other USSR destination. _____

John Tichotsky
P.O. Box 103737
Anchorage, Alaska 99510
(907) 786-7710

July 25, 1989

To: Robert Poe, Director, Governor's Office of International
Trade
Virginia Brelsford
Ronald Miller

From: John Tichotsky

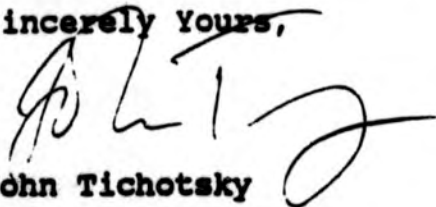
I would like to indicate that I am very eager to join the Governor on his trip to the Soviet Fareast.

I am certain that you are aware of my qualifications as an interpreter as I have engaged in work for the Governor and your office in the past. In addition, I have travel as a representative of the Institute of Social and Economic Research (ISER), where I am currently employed, in the trip that your office concluded jointly with the University of Alaska.

I have spoken to the Lee Gorsuch, Director of ISER and he has agreed to give me a leave of absence from my present duties if I am fortunate enough to travel with the Governor.

I believe that \$275 a day and expenses would be sufficient compensation for my services.

Sincerely Yours,


John Tichotsky

USCG

Commander David Pascoe } oil agreement
202 - 267 - 0421
703 ?

Call USFW, EPA,

Environmental Protection Agreement
Signed between US/USSR in 1972

May 11th - This particular agreement a culmination
of 4 years effort - spurred by
Exxon Valdez -
Signed between USCG and MinmarFlot
Soviet Merchant Marine
to clean pollution in Bering
Sea, including oil

Other agreement:

- World Oceans agreement
- Environmental Protection Agreement
in 1972

US-USSR Pollution Agreement

World Ocean Agreement

Deputy for exchanges
for Soviet desk

Sid Smith

*** Wayne Neil ***
Conversant

202-647-9370
at people to

Agreement between

USCG + Soviet equivalent
for cleaning pollution
in Bering Sea

In keeping up what
Soviets have been
doing

Minmar Flot - Soviet
Merchant Marine

Env Protection Agreement - 1972

- Coincidence
USPAW

- Call EPA

- Call CG - Commander David Pascoe

202-267-0421
Vgin suburbs 703 -

- May 11, +

Visibility accord agreed

- Written agreement that
USCG was working on
w/ Soviet counterparts since 1986

- 1986 was when relations warmed
enough to work/talk/negotiate

- Last October, finals worked out
and signed this May

Later 1989 - 1st contingency plan will
be finalized and signed

Agreement was government to
government, signed May 11,
and was entitled:

"Agreement between Gov of US
+ Gov of USSR concerning
cooperation in combating
pollution in the
Bering + Chukchi Seas
in emergency situations"

Future work:
direction given
to
Bureau,
lot of
state agencies
involved,
lists made up
or pa

Initiative due to other
contingency plans w/ Canada
+ USSR Mexico

Initiative came from
USCG Office in Bureau -
asked Fed USCG in WADC to
look into in USSR

In early ~~mid~~ 80's, negotiations
difficult

EPA also involved -

- What kind of pollution endangers?

US/USSR ~~the~~ meets annually { those that
have responsibility }

Agreed we should get together
after interim of cold relations

- This May 11th Agreement is
first attempt at joint written agreement ^{on}
prior to this USSR just oil
getting geared up for oil
pollution

Strike teams on USA first -

Agreement allows each other
to operate in each
others waters

Vladivostok would be the port
in which response would be
mounted - they have a
"strike" team - (9) in whole USSR
Administration

Looking at additional strike teams
in other areas -

Petrovsk - Sakhalin Island

Ministry of Merchant Marine

MinmarFlot -

- 1) US - Canada cont plan :
Beaufort Sea Area
Dixon Entrance

SCOMM

65:11



Official Business

Alaska State Legislature

House of Representatives

Special Committee
International and Domestic Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-2487

June 7, 1989

Hou Jie, Governor
Heilongjiang Provincial People's Government
No. 202 Zhongshan Road
Harbin, Heilongjiang
People's Republic of China

Dear Governor Hou,

I am sure that I share with you the very deep concern about the events in Beijing, in particular the violence that has occurred against students and unarmed civilians. Detailed coverage of these events appear continuously on national and state television. Many Alaskans who have developed warm friendships with Chinese through our special relationship are very distressed.

I fear that all new initiatives for cooperation will be stopped, and existing efforts also slowed or stopped if a different course of action is not taken on part of the Chinese government. Alaskans, Americans, and Chinese all stand to lose tremendously if doors are closed.

Please register my deep concern for China and the Chinese students and civilians in the manner that you feel will best bring about an end to this violence. Please advise me on what helpful actions I may be able to do toward these ends.

Sincerely,

A handwritten signature in cursive script, appearing to read "George Jacko, Jr.".

Representative George Jacko, Jr.
Chair, House Special Committee on Foreign and Domestic Trade
The Alaska State Legislature

hsb

cc: Mr. Han Su, Ambassador to the United States
Mr. Gao Daozhou, Acting Consulate General, San Francisco



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

June 7, 1989

Paul Fuhs, Mayor
City of Unalaska
P.O. Box 89
Unalaska, Alaska 99685

Dear Paul,

Thank you for your recent letter of support for the House Foreign and Domestic Trade Committee's proposed trip to the Soviet Far East.

This is indeed an exciting opportunity to advance Alaska's trade presence in the Soviet Far East. Thank you for your inspiring ideas and suggestions. I feel they are totally compatible with the aim and purpose of this delegation.

Although still in the formative stages, the focus of this legislative-sponsored trip is to advance the port, transportation, and fishery-related industries in Alaska. The delegation will consist of 12 people: three legislators, a contingency of business personnel, a trip coordinator, a translator, and a business student.

I look forward to talking to you further on the potential of this trip. Please feel free to call my aide, Heather Bradner, who will be the chief organizer of this trip, and please stop by my office anytime you are in Anchorage. My new office address is:

Representative George Jacko
Anchorage LIO
3111 "C" Street, Suite 250
Anchorage, Alaska 99503
Phone: 561-6154
Fax: 562-4376

Page 2

I would also like to accept the invitation you extended last session to members of the Foreign Trade Committee to visit Unalaska/Dutch Harbor. As most members of the Trade Committee are also members of the House Resources Committee, I believe it would be opportune to have both committees visit Unalaska/Dutch Harbor for the SWAMC Conference this August.

Please let me know if this is convenient. I look forward to working with you on both of these exciting projects.

Sincerely,



Representative George Jacko, Jr.
Chair, House Special Committee on Foreign and Domestic Trade

hsb

June 10, 1989

Mr. Gennady Alferenko, Chairman
The Foundation for Social Invention
1108 F Street
Juneau, Alaska 99801

Dear Mr. Alferenko:

I warmly welcome you to Alaska. It is with great enthusiasm I present the enclosed proposal for your review.

As Chairman of the Foreign Trade Committee, I would like to sponsor a delegation of trade, business and legislative leaders to meet with corresponding personnel in Khabarovsk, Vladivostok, and Nakhodka this Septemeber.

The purpose of this mission is to identify and advance specific goals and in the communications, transportation and fishing related fields in which Alaska and the Soviet Far East share a mutual interest.

My legislative colleagues and I, as policy-makers, are specifically interested in better understanding how Alaska and the Soviet Far East can benefit one another in these fields. We share an ocean, a northern climate, a similar resource base, a history, and a future together. We compose part of the same life-sphere, which we vitally depend on to survive. We share mutual problems, challenges and concerns. In short, I feel there is great potential to learn and share from one another.

My Committee sponsored the enclosed proposal to help diverse public and private institutions visualize this potential, to help us visualize long-term, stable projects that will benefit the people of each country as we enter into a new century.

Page 2

I feel this initiative has direct bearing on the future implications of peaceful cooperation both only in the Pacific Rim region, but between east and west. There is a compelling need to understand one another, work together and provide a basis for real solutions in an increasingly problematic world.

I appreciate the opportunity to present this proposal for your consideration and look forward to your positive response. I would be honored by a letter of support from you foundation, and the support of the Soviet people in this exciting endeavor. Any assistance you could provide from within the Soviet Union while we are organizing our trip would be extremely appreciated.

As you can see, our time line is very short. I would greatly appreciate your advice on how to expedite this proposal.

With best personal regards,

Cordially,

Representative George Jacko, Jr.
Chairman, Special Committee on Foreign and Domestic Trade

GJ/hb

Enclosure



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

June 10, 1989

Mr. Anatoly Elizarov, Deputy Director
Institute of Fish Industry and Oceanography
Moscow, The Soviet Union

Dear Mr. Anatoly Elizarov:

I warmly welcome you to Alaska. It is with great enthusiasm I present the enclosed proposal for your review.

As Chairman of the House Foreign Trade Committee in the Alaska Legislature, I would like to sponsor a delegation of visionary trade, business, and community leaders to meet with corresponding personnel in the Soviet Far East this September.

The purpose of this mission is to identify and advance mutual goals in the communications, transportation, and fishing-related fields between Alaska and the Soviet Far East.

Alaska and the Soviet Far East share an ocean, a resource base, a similar climate, a history and a future together. Fisheries resources are among the most important unifying factors for all nations of the North Pacific.

The enclosed proposal states how the preservation, proper management and protection of our shared fishery resources in the North Pacific is vital to our mutual survival. I hope to meet with the appropriate personnel in the Soviet Far East to discuss these concept.

I appreciate the opportunity to present this proposal for your consideration and look forward to your positive response. I would like to ask for the assistance of the Ministry of Fish Industry in this endeavor, and would be grateful for any assistance within the Soviet Union while we organize this trip.

As you can see, our time line is very short. I would appreciate any advice on how to expedite this proposal.

With best personal regards,

Cordially,

Representative George Jacko, Jr.
Chairman, House Foreign and Domestic Trade Committee

GJ/hb



Official Business

Alaska State Legislature

House of Representatives

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

Special Committee On Foreign Trade

June 14, 1989

House Research Agency
P.O. Box Y
Juneau, Alaska 99811-3100

Dear House Research:

I would like to submit a research request concerning the issue of foreign trade.

As Chairman of the House Special Committee on Foreign and Domestic Trade, I would be very interesting in understanding the function and mission of other state trade offices. Following is the kind of information I need:

What state legislatures have designated "trade" committees?
What states have "Offices of International Trade"?
Where are these offices located?
How many branches in each state and abroad?
A list of the directors' names and mailing addresses for these offices.
What is the mission and purpose of these offices?
How long have they been operating?
What is their budget?
What are the major exports and imports, and estimated value of these goods?
Are any of these states contemplating closing or opening new offices abroad?

Basically, I am looking for a profile of trade offices to gain an understanding of the western and northern states relationship with the Pacific Rim region. If these states have any publications describing their trade offices, a copy would be very useful for my purposes.

Thank you for your assistance,

Sincerely,

Rep. George Jacko Jr.

Representative George Jacko, Jr.
Chairman, House Special Committee on Foreign and Domestic Trade

GJ/hb



Official Business

Alaska State Legislature

House of Representatives

Special Committee On Foreign Trade

P.O. Box V
State Capitol
Juneau, Alaska 99811
907-465-4942

June 19, 1989

Kaye Ostgard, Operations Manager
192 Nickerson Street, Suite 312
Seattle, Washington 98109

Dear Ms. Ostgard:

Thank you for your time, consideration and interest in the Alaska State Legislature's proposed trip to the Soviet Far East you discussed with my staff member, Heather Bradner, on the 23rd of May.

As I must submit a final budget by the end of this week, I would greatly appreciate your review of the enclosed proposal, and any corrections you could make to more accurately reflect the expected costs of such a trip.

Also, our delegation will need an interpreter. If your agency could also provide this service, please include an estimated cost, and we can talk in more detail as the trip progresses.

Once again, thank you.

Sincerely,

George Jacko, Jr.

Representative George Jacko, Jr.
Chairman, House Foreign and Domestic Trade Committee

GJ/hb

Enclosure

DRAFT

PROPOSAL FOR SOVIET FAR EAST TRADE MISSION

Sponsor: The House Special Committee on Foreign Trade
The Alaska State Legislature

Contact: Representative George Jacko, Jr., Chairman
3111 "C" Street, Suite 250
Anchorage, Alaska 99507
Phone: 907-561-6154
Telefax: 907-562-4376
Telex: JNU 45331

ABSTRACT

What: A group of Alaskan legislators to lead a specialized delegation of Alaskan port, transportation, communications and fisheries-personnel to the Soviet Far East

Sponsor: The Special Committee on Foreign and Domestic Trade in the House of Representatives of the Sixteenth Alaska Legislature

When: September 22 - September 29, 1989

Purpose: To gain a greater knowledge and understanding of how Alaska and the Soviet Far East depend on the North Pacific for port, transportation, communications and fisheries-related industries; identify areas of mutual interest and concern; discuss how we foresee future development of these industries; and determine how we can work together to advance mutual goals.

Where: Cities of Khabarovsk, Vladivostok, and Nakhodka

Who: Three members of the Foreign Trade Committee
Six to seven business and industry experts
One Interpreter
One Trip Coordinator
One Graduate Student in in field of international commerce who is conversant in Russian

Goals:

1. To bring a delegation of public and private officials to the Soviet Far East to discuss proposals to invigorate coastal and border trade along the North Pacific Rim. Proposals to discuss include:

Northern Sea Route - joint ventures for cargo transport
Communications improvement in the North Pacific Rim by installing a
Fiber Optic Cable
Promoting Alaskan tourism in Soviet Far East
Recent Soviet-U.S. agreement to create a oil-spill response center in
the North Pacific
Discussion of fisheries research, management, and protection
Creation of A North Pacific Science and Trade Foundation

2. To increase the awareness and involvement of the public policy making-branch within our state government in determining the future of Alaska within the North Pacific Rim.
3. To work toward and advance pending business negotiations resulting from previous trade missions.
4. To continue the meaningful, ideas, technology, culture and goodwill established through previous exchange efforts.
4. To carry a message of friendship and cooperation between northern people of the globe, between Alaskans and citizens of the Soviet Far East, and between Americans and Soviets.
5. To recognize the interdependence of nation-states and the value of cooperation in pursuing a quality of life on a global scale.

Methodology:

The delegation will consist of twelve individuals with knowledge and experience in a variety of fields.

1. Each delegate will contribute his or her respective skills, talent, energy and innovation in the following areas: transportation, communications, ports, tourism, fisheries, the environment, public policy/government.

Facilitated by meetings, seminars, round table discussions, and firsthand experiences, participants will meet and consult with their foreign counterparts to discuss proposals in these specific areas.

2. The work of this specific delegation will continue in Alaska through various forums that will advance and follow through on primary efforts: the House Committee on Foreign and Domestic Trade, the organization "Ports Alaska", the State Office on International Trade, local community organizations, municipal governments, and the numerous private businesses and industries already involved.

ITINERARY
September 20 - 29, 1989

DATE-DAY	CITY	AREAS OF INTEREST
9/20 Wed	Depart Anchorage	
9/21 Thu	Arrive Osaka, Japan - overnight	
9/22 Fri	Arrive Khabarovsk	
9/23 Sat to 9/25 Mon	3 days in Khabarovsk	Khabarovsk Chamber of Commerce Meet local and regional officials Discussions on communications, transportation, port and fishing industries in North Pacific and specific proposals Visit local industries A Recreational Event: Tour of Amur River Theatre
9/26 Tue	2 days in Vladivostock	Visit Far Eastern Shipping Company (FESCO) Tour port of Vladivostok Visit local industries Discuss Northern Sea Route Visit TINRO
9/28 Thu	1 day in Nakhodka - "Gateway to the Pacific"	Fisheries Issues -research, management, marketing, environmental concerns, protection -ocean pollution Establishment of North Pacific Fisheries Science and Trade Association
9/29 Fri	Fly to Khabarovsk	
9/29 Fri	Return to Japan, Alaska	

The delegation can stay a longer period of time to accomplish objectives. At this point in time, likely delegates are:

Representative Sam Cotton
Speaker of the House of Representatives
Representative George Jacko
Chairman, Committee on Foreign Trade
Representative Mike Davis
Chairman, Legislative Council
Representative Cliff Davidson,
Chairman, Resources Committee
House Resources Committee
Paul Fuhs, Mayor
City of Unalaska

BUDGET

TOTAL TRAVEL:

- \$__ Anchorage to Osaka, roundtrip
- \$__ Osaka to Khabarovsk, roundtrip, via Niigata
- \$__ Train Khabarovsk to Vladivostock
- \$__ Boat (or train) Vladivostock to Nakhodka
- \$__ Return to Khabarovsk via air, if possible
- \$__ Hotel in Japan
- \$__ Per diem cost in Japan (food, transport)

TOTAL PERDIEM:

- \$__ per day in the Soviet Union
- \$__ Hotel
- \$__ Transportation
- \$__ Food
- \$__ Miscellaneous

TOTAL MISCELLANEOUS:

- \$__ Overhead
 - \$__ Visas (Japanese, Soviet)
 - \$__ Cost of Troika interpreter -- which I can divide to get
per person cost
 - \$__ Other hidden costs you can anticipate
 - \$__ Etc...
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TOTAL ESTIMATED TRAVEL COST PER PERSON FOR TRIP:

(Sum of the above total transport, per diem, miscellaneous)
