

State of Alaska FY2012 Governor's Operating Budget

**Department of Commerce, Community, and Economic
Development
Alaska Industrial Development and Export Authority
Component Budget Summary**

Component: Alaska Industrial Development and Export Authority

Contribution to Department's Mission

Promote, develop and advance economic growth and diversification in Alaska.

Core Services

- Loan Participation program
- Development Finance program - Alaska Industrial Development and Export Authority (AIDEA) owned projects
- Conduit Revenue Bond program
- Business and Export Assistance program
- Rural Development Initiative Fund and Small Business Economic Development Revolving Loan Fund
- Staffing and administrative overhead for the Alaska Energy Authority

Results at a Glance

(Additional performance information is available on the web at <http://omb.alaska.gov/results.>)

END RESULT A: Economic growth in Alaska is promoted.

- 460 construction jobs were created or maintained in Alaska by AIDEA financing in FY10, exceeding the target of 400.
- 963 permanent jobs were created or retained in Alaska by Alaska Industrial Development and Export Authority financing in FY10, exceeding the target of 500.

Status of Strategies to Achieve End Result

- As of June 30, 2010, AIDEA's delinquency rate was 0.72%, which exceeds the target of keeping loan delinquencies below the industry level of 3.61% (as of March 31, 2010).
- AIDEA exceeded its cash to debt ratio target of 1:1 with a greater than 4:1 cash to debt ratio.
- As of June 30, 2010 the highest percentage was in tourism/recreation/restaurants (30.44%), not exceeding the target of 50% in any one industry.

Major Activities to Advance Strategies

- | | |
|--|---|
| <ul style="list-style-type: none"> • Purchase loan participations • Manage loan portfolio and mitigate risk through industry and geographic diversification • Invest funds • Manage AIDEA-owned projects • Communicate AIDEA's mission, goals, and results to program stakeholders • Add targeted new economic development financing tools to support economic development and job growth • Proactively seek and facilitate new business and economic development opportunities | <ul style="list-style-type: none"> • Streamline and optimize the evaluation of new business proposals • Perform business feasibility studies and evaluate project proposals • Coordinate with and contribute to overall state economic development efforts • Partner in the U.S. Department of Energy Section 1705 Loan Guarantee program • Administer Economic Incentive Interest Rebate Loan Participation program • Develop and participate in technical assistance programs |
|--|---|

Key Component Challenges

Increased workloads for staff resulting from:

- Continued constriction in the secondary capital markets and increased economic challenges with the resultant increase in businesses seeking funding from both the Development Finance and Loan Participation programs.
- Expansion of the Ketchikan Shipyard and the Skagway Ore Terminal will lead to an increase in economic development and job growth in both Ketchikan and Skagway.

- Expansion of AIDEA's existing programs and researching and implementing new targeted economic development financing tools to support economic development and job growth.

Increasing need to attract and evaluate diverse economic development projects for the state.

Increasing the loan portfolio while maintaining the highest credit quality and low delinquency rate.

Maintain AIDEA's current favorable credit rating on its revolving fund bonds. AIDEA's credit rating strengthens its ability to provide financing that helps promote economic growth, development and diversification in Alaska.

Significant Changes in Results to be Delivered in FY2012

In FY10, AIDEA completed its strategic plan and modified its mission statement to place a more direct emphasis on economic development. Consistent with the new mission statement and with the feedback from our stakeholders, AIDEA's strategic vision is to actively partner with Alaskans as a dynamic resource in statewide economic development. In FY11, AIDEA began implementing the strategic plan and will continue this process through FY12. In order to fulfill AIDEA's mission and vision in FY12, AIDEA will implement the following initiatives in the upcoming fiscal year:

- Diversify and grow AIDEA's assets to support economic development through existing programs by expanding AIDEA's loan portfolio by \$25 million (three year target \$50 million) and its development finance asset portfolio by \$70 million (three year target \$100 million).
- Improve and expand AIDEA's existing programs and add targeted new economic development financing tools to support economic development and job growth.
- Expand the deployment and impact of AIDEA's economic development financing and specialty financing.
- Strengthen AIDEA's ability to be a dynamic resource in statewide economic development through increasing its ability to provide financial and business feasibility analysis of needed economic development infrastructure for the State of Alaska to DCCED's administration, other state departments and the Legislature.

Major Component Accomplishments in 2010

AIDEA's Revolving Fund net assets increased by \$37.1 million in FY10. As a result of AIDEA's strong performance in FY10, it is expected that the range for the projected FY12 dividend will be approximately \$14.7 million to \$29.4 million. Since FY96 AIDEA has provided the state of Alaska with over \$274 million in dividends. The FY12 dividend has the potential to bring the total AIDEA dividends paid to the state to more than \$300 million.

Seventeen participated loans purchased for a total of \$37,802,598 (AIDEA portion) in FY10.

Four loan participation purchases approved and waiting funding for a total of \$8,513,104 (AIDEA portion) at the end of FY10.

There were two conduit revenue bond issues in FY10 totaling \$29.1 million. The proceeds were used by the Greater Fairbanks Community Memorial Hospital Foundation to retire previously issued debt and to fund construction of the Harry and Sally Porter Heart Center at the Fairbanks Memorial Hospital. The Heart Center is projected to generate over 30 jobs.

In FY10, AIDEA's Development Finance program continued to expand its project base, including continued expansion of AIDEA's Ketchikan Shipyard. The shipyard expansion enabled Alaska Ship & Drydock, Inc. to build and deliver the first steel marine vessel manufactured in Alaska for the international shipbuilding market. This is a notable achievement for any U.S. shipyard. The Ketchikan Shipyard is an AIDEA-owned development finance project that provides 120 to 150 direct jobs in Ketchikan.

Implementation of AIDEA's Strategic Management Plan continues to move forward to: enhance efficiency and effectiveness; diversify and grow AIDEA's assets to support economic development; improve existing programs and add targeted new economic development financing tools; expand the deployment and impact of AIDEA's economic development financing; and to integrate AIDEA into overall state economic development efforts.

In an effort to assist with the state's renewable energy goals, AIDEA has implemented a new program from the U.S. Department of Energy. The newly funded Section 1705 program from Title XVII of the Energy Policy Act of 2005 provides for the rapid deployment of loan guarantees for eligible renewable energy, renewable energy manufacturing, transmission, and biofuels projects. This is a short-term program that requires construction to begin by September 30, 2010, at which point the program sunsets.

Several significant legislative actions occurred in the 2010 Legislative session that will impact AIDEA's programs and organization:

- The composition of AIDEA's board structure was changed by removing one public sector member and adding three new private sector members. The final make-up is a seven member board comprised of two public members and five private members. This legislative change significantly increases the private sector input into the AIDEA's economic development financing efforts.
- The Legislature gave AIDEA the responsibility of reallocating the \$135 million in Recovery Zone Facility Bond volume cap that was allocated to the state by the Internal Revenue Service. The IRS's process was flawed given Alaska's unique geopolitical subdivisions and the presence of the unorganized borough. As a result, the program required extensive regulatory efforts to make it work for Alaska. AIDEA has worked with borough governments, communities and commercial lenders throughout the state in an effort to make use of this valuable bonding authority.
- Legislation passed allowing AIDEA to change the mechanism by which it establishes its minimum interest rates based upon the greater of either the rates achieved by a type or category of financial security in a published, market index or the five year rate of return AIDEA achieved on investment funds.
- AIDEA under new legislation has the authority to issue a partial rebate of interest charged on certain loan participations for up to five years of the loan. The statute allows AIDEA to establish economic criteria that would be used to define when a rebate may be issued. The amount of the incentive rebate would be up to 100 basis points of the interest rate charged on AIDEA's portion of the principal of the loan during the first five years of the loan participation.
- Legislation passed allowing AIDEA to own projects with partners and do so by owning a percentage of a development finance project. This should permit AIDEA to leverage its available funds and attract knowledgeable private partners that have an economic stake in the success of development projects.
- AIDEA was able to improve its DCCED managed rural lending program by lifting the restrictions on the number of loans a borrower can have, increasing the amount of principle that can be borrowed and by lowering the minimum interest rate from six percent to four percent.
- Legislation allowed AIDEA to purchase loans from the Alaska Energy Authority at a discount rate of 6.02%. The proposed sale of AEA existing power project fund loans will recapitalize the fund with approximately \$21 million dollars.
- AIDEA's ability to provide bond funding support for important development projects in Alaska was greatly improved by removing refunding bonds from AIDEA's \$400 million volume cap limit.
- AIDEA's confidentiality statute was amended to clarify the confidentiality of certain records and the processes for determining confidentiality.

Statutory and Regulatory Authority

AS 44.88	Alaska Industrial Development and Export Authority
3 AAC 99.100-930	Alaska Industrial Development and Export Authority

Contact Information
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Alaska Industrial Development and Export Authority Component Financial Summary

All dollars shown in thousands

	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
Non-Formula Program:			
Component Expenditures:			
71000 Personal Services	8,489.4	9,296.8	9,737.9
72000 Travel	117.8	88.0	108.0
73000 Services	1,623.9	1,463.9	1,363.9
74000 Commodities	59.2	38.9	38.9
75000 Capital Outlay	106.6	15.5	15.5
77000 Grants, Benefits	0.0	0.0	0.0
78000 Miscellaneous	0.0	0.0	0.0
Expenditure Totals	10,396.9	10,903.1	11,264.2
Funding Sources:			
1007 Inter-Agency Receipts	5,445.4	6,027.6	6,217.5
1061 Capital Improvement Project Receipts	0.0	181.2	183.2
1102 Alaska Industrial Development & Export Authority Receipts	4,951.5	4,694.3	4,863.5
Funding Totals	10,396.9	10,903.1	11,264.2

Estimated Revenue Collections

Description	Master Revenue Account	FY2010 Actuals	FY2011 Conference Committee (Final)	FY2011 Authorized	FY2011 Authorized	FY2012 Governor
Unrestricted Revenues						
None.		0.0	0.0	0.0	0.0	0.0
Unrestricted Total		0.0	0.0	0.0	0.0	0.0
Restricted Revenues						
Interagency Receipts	51015	5,445.4	0.0	0.0	6,027.6	6,217.5
Capital Improvement Project Receipts	51200	0.0	0.0	0.0	181.2	183.2
AK Industrial Dev. Export Auth. Receipts	51406	4,951.5	0.0	0.0	4,694.3	4,863.5
Restricted Total		10,396.9	0.0	0.0	10,903.1	11,264.2
Total Estimated Revenues		10,396.9	0.0	0.0	10,903.1	11,264.2

**Summary of Component Budget Changes
From FY2011 Management Plan to FY2012 Governor**

All dollars shown in thousands

	<u>Unrestricted Gen (UGF)</u>	<u>Designated Gen (DGF)</u>	<u>Other Funds</u>	<u>Federal Funds</u>	<u>Total Funds</u>
FY2011 Management Plan	0.0	0.0	10,903.1	0.0	10,903.1
Adjustments which will continue current level of service:					
-Delete FY11 OTI related to implementation of Strategic Plan	0.0	0.0	-100.0	0.0	-100.0
-FY 2012 Personal Services increases	0.0	0.0	295.7	0.0	295.7
Proposed budget increases:					
-Increase for identification and evaluation of new business opportunities in alignment with the Strategic Plan	0.0	0.0	165.4	0.0	165.4
FY2012 Governor	0.0	0.0	11,264.2	0.0	11,264.2

Alaska Industrial Development and Export Authority Personal Services Information

Authorized Positions			Personal Services Costs	
	<u>FY2011</u> <u>Management</u> <u>Plan</u>	<u>FY2012</u> <u>Governor</u>		
Full-time	75	75	Annual Salaries	6,258,755
Part-time	0	0	COLA	147,484
Nonpermanent	1	1	Premium Pay	86,810
			Annual Benefits	3,250,089
			Less 0.05% Vacancy Factor	(5,238)
			Lump Sum Premium Pay	0
Totals	76	76	Total Personal Services	9,737,900

Position Classification Summary

Job Class Title	Anchorage	Fairbanks	Juneau	Others	Total
Accountant	2	0	0	0	2
Accountant II	1	0	0	0	1
Accountant V	1	0	0	0	1
Accounting Technician	4	0	0	0	4
Accounting Technician II	1	0	0	0	1
Admin Assistant	1	0	0	0	1
Administrative Assistant	4	0	0	0	4
Analyst/Programmer	1	0	0	0	1
Assistant Grant Administrator	1	0	0	0	1
Assistant Project Manager	1	0	0	0	1
Assistant Project Mgr - Hydro	1	0	0	0	1
Assistant Project Mgr - Wind	1	0	0	0	1
Asst Prj Mgr-Energy Efficiency	1	0	0	0	1
Asst Prj Mgr-Geo/Ocean River	1	0	0	0	1
Business Development Officer	1	0	0	0	1
Circuit Rider Technician	1	0	0	0	1
Contract/Grants Administrator	1	0	0	0	1
Controller	2	0	0	0	2
Coordinator-Rural Com Outreach	1	0	0	0	1
Credit Administrator	1	0	0	0	1
Data Systems Specialist	1	0	0	0	1
Deputy Director - Development	1	0	0	0	1
Deputy Director - Operations	1	0	0	0	1
Deputy Director Credit	1	0	0	0	1
Deputy Director Finance	1	0	0	0	1
Deputy Director-Rural Energy	2	0	0	0	2
Economic Development Officer	1	0	0	0	1
Executive Assistant	2	0	0	0	2
Executive Director	2	0	0	0	2
Finance Assistant	2	0	0	0	2
Grants Administrator	1	0	0	0	1
Grants Assistant	1	0	0	0	1
Loan Officer II	2	0	0	0	2
Loan Services Supervisor	1	0	0	0	1
Loan Servicing Technician II	1	0	0	0	1
PCE Program Administrator	1	0	0	0	1

Position Classification Summary

Job Class Title	Anchorage	Fairbanks	Juneau	Others	Total
Personnel Officer	1	0	0	0	1
Procurement Assistant	1	0	0	0	1
Procurement Manager	3	0	0	0	3
Program Manager	1	0	0	0	1
Program Manager, Bf & Rpsu	1	0	0	0	1
Proj Mgr-Energy Data Inventory	1	0	0	0	1
Project Assistant	1	0	0	0	1
Project Development Manager	1	0	0	0	1
Project Development Specialist	1	0	0	0	1
Project Manager	8	0	0	0	8
Project Manager II	2	0	0	0	2
Rural Electric Utility Worker	3	0	0	0	3
Technical Engineer II	2	0	0	0	2
Warehouse Manager	1	0	0	0	1
Totals	76	0	0	0	76

Component Detail All Funds
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

	FY2010 Actuals	FY2011 Conference Committee (Final)	FY2011 Authorized	FY2011 Management Plan	FY2012 Governor	FY2011 Management Plan vs FY2012 Governor	
71000 Personal Services	8,489.4	8,900.5	9,336.8	9,296.8	9,737.9	441.1	4.7%
72000 Travel	117.8	68.2	88.0	88.0	108.0	20.0	22.7%
73000 Services	1,623.9	1,423.9	1,423.9	1,463.9	1,363.9	-100.0	-6.8%
74000 Commodities	59.2	38.9	38.9	38.9	38.9	0.0	0.0%
75000 Capital Outlay	106.6	15.5	15.5	15.5	15.5	0.0	0.0%
77000 Grants, Benefits	0.0	0.0	0.0	0.0	0.0	0.0	0.0%
78000 Miscellaneous	0.0	0.0	0.0	0.0	0.0	0.0	0.0%
Totals	10,396.9	10,447.0	10,903.1	10,903.1	11,264.2	361.1	3.3%
Fund Sources:							
1007 I/A Rcpts	5,445.4	5,652.0	6,027.6	6,027.6	6,217.5	189.9	3.2%
1061 CIP Rcpts	0.0	180.1	181.2	181.2	183.2	2.0	1.1%
1102 AIDEA Rcpt	4,951.5	4,614.9	4,694.3	4,694.3	4,863.5	169.2	3.6%
Unrestricted General (UGF)	0.0	0.0	0.0	0.0	0.0	0.0	0.0%
Designated General (DGF)	0.0	0.0	0.0	0.0	0.0	0.0	0.0%
Other Funds	10,396.9	10,447.0	10,903.1	10,903.1	11,264.2	361.1	3.3%
Federal Funds	0.0	0.0	0.0	0.0	0.0	0.0	0.0%
Positions:							
Permanent Full Time	73	73	76	75	75	0	0.0%
Permanent Part Time	0	0	0	0	0	0	0.0%
Non Permanent	2	2	2	1	1	0	0.0%

Change Record Detail - Multiple Scenarios With Descriptions
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Scenario/Change Record Title	Trans Type	Totals	Personal Services	Travel	Services	Commodities	Capital Outlay	Grants, Benefits	Miscellaneous	PFT	Positions PPT	NP
***** Changes From FY2011 Conference Committee (Final) To FY2011 Authorized *****												
FY2011 Conference Committee												
	ConfCom	10,447.0	8,900.5	68.2	1,423.9	38.9	15.5	0.0	0.0	73	0	2
1007 I/A Rcpts		5,652.0										
1061 CIP Rcpts		180.1										
1102 AIDEA Rcpt		4,614.9										
ADN 810099 AIDEA Membership CH 72 SLA 10 (HB363) (Ch 41 SLA 10 Pg 49 L 15-17) (HB300)												
	FisNot	22.8	3.0	19.8	0.0	0.0	0.0	0.0	0.0	0	0	0
1102 AIDEA Rcpt		22.8										
Implementation of the fiscal note for CH 72 SLA 10 AIDEA Membership (HB363). This legislation changes the AIDEA board membership from the Commissioner of Revenue and the Commissioner of Commerce, Community and Economic Development and one other commissioner (currently the Commissioner of Transportation) and two public members to the Commissioner of Revenue and the Commissioner of Commerce, Community and Economic Development and five public members each of whom have with expertise in private sector business and possesses demonstrated leadership skills.												
ADN 810100 Energy Efficiency / Alternative Energy CH 83 SLA 10 (SB220) (Ch 41 SLA 10 Pg 53 L 6-9) (HB300)												
	FisNot	276.5	276.5	0.0	0.0	0.0	0.0	0.0	0.0	3	0	0
1007 I/A Rcpts		276.5										
Implementation of the fiscal note for CH 83 SLA 10 Energy Efficiency / Alternative Energy (SB220). Part of this legislation establishes the "Emerging Energy Technology Fund" and requires the Alaska Energy Authority to administer the fund by making grants to eligible applicants. The Alaska Energy Authority positions are located in the Alaska Industrial Development and Export Authority.												
ADN 810101 FY11 Non-Covered Salary Increase Yr 1 CH 56 SLA 10 (HB421) (CH 41 SLA 10 Pg 49 L 33 & Pg 50 L 3-5) (HB300)												
	FisNot	156.8	156.8	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0
1007 I/A Rcpts		99.1										
1061 CIP Rcpts		1.1										
1102 AIDEA Rcpt		56.6										
: \$156.8												
***** Changes From FY2011 Authorized To FY2011 Management Plan *****												
ADN 800093 Reflect Transfer of PCN 08-X020 from AIDEA to Commissioner's Office Approved Prior to FY11 Management Plan												
	Trout	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1	0	0
This transaction reflects a position transfer approved prior to the FY11 Management Plan. PCN 08-X020, Assistant Grants Administrator, Range 20, transferred from the Alaska Industrial Development and Export Authority to the Commissioner's Office and was reclassified to Communications Coordinator, Range 23.												

Subtotal 10,903.1 9,336.8 88.0 1,423.9 38.9 15.5 0.0 0.0 76 0 2												
***** Changes From FY2011 Authorized To FY2011 Management Plan *****												
ADN 800093 Reflect Transfer of PCN 08-X020 from AIDEA to Commissioner's Office Approved Prior to FY11 Management Plan												
Trout 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 -1 0 0												
This transaction reflects a position transfer approved prior to the FY11 Management Plan. PCN 08-X020, Assistant Grants Administrator, Range 20, transferred from the Alaska Industrial Development and Export Authority to the Commissioner's Office and was reclassified to Communications Coordinator, Range 23.												

FY2012 Governor												
Released December 15, 2010												
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Change Record Detail - Multiple Scenarios With Descriptions
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Scenario/Change Record Title	Trans Type	Totals	Personal Services	Travel	Services	Commodities	Capital Outlay	Grants, Benefits	Miscellaneous	Positions		NP
										PFT	PPT	
ADN 810163 Establish Two New Positions Approved Prior to FY11 Management Plan												
	PosAdj	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2	0	0
This transaction establishes two new full time positions approved prior to the FY11 Management Plan, a Geothermal Assistant Project Manager, PCN 08-X033, and an Energy Efficiency Assistant Program Manager, PCN 08-X034.												
ADN 810164 Delete Two Full Time Temporary Positions and One Non-Perm Position												
	PosAdj	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-2	0	-1
This transaction deletes two temporary full time positions, Assistant Project Manager/End Use Energy Efficiency, PCN 08-T022, and an Assistant Project Manager/Geo/Ocean/River Energy, PCN 08-T023. It also deletes a non-perm Database Specialist, PCN 08-T024, which ended on July 1, 2010.												
ADN Upgrade of 08-0202 from Dep Director to Deputy Director - Development												
	PosRecl	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0
Reclassification of Deputy Director, Range 24 to Deputy Director - Development, Range 27 (upgrade of 3 ranges).												
Approved by:												
ADN 810221 Line Item Transfer from Personal Services to Services to Meet Vacancy												
	LIT	0.0	-40.0	0.0	40.0	0.0	0.0	0.0	0.0	0	0	0
Line item transfer from personal services to meet the vacancy requirement that resulted due to the transfer of one position (08-X020) out of the component.												
	Subtotal	10,903.1	9,296.8	88.0	1,463.9	38.9	15.5	0.0	0.0	75	0	1
***** Changes From FY2011 Management Plan To FY2012 Governor *****												
Increase for identification and evaluation of new business opportunities in alignment with the Strategic Plan												
	Inc	165.4	145.4	20.0	0.0	0.0	0.0	0.0	0.0	0	0	0
1102 AIDEA Rcpt		165.4										
In line with the strategic plan and the ten year plan, this increment will fully fund a financial analyst FTE and \$20.0 in travel for the review, analysis and evaluation of economic development projects, and increased outreach into rural and interior Alaska. In FY11, there are eight projects at different review levels from prefeasibility to three board approved full due diligence analysis. In FY12, over ten projects will be in various levels of review. This increment provides funding for an existing position and includes a restoration of the \$100,000 FY11 appropriation and requests an additional \$65,000. Without this funding, AIDEA will not be able to manage the increase in project reviews which will have a negative effect on economic development and on the size of the dividend to the states.												
Delete FY11 OTI related to implementation of Strategic Plan												
	OTI	-100.0	0.0	0.0	-100.0	0.0	0.0	0.0	0.0	0	0	0

Change Record Detail - Multiple Scenarios With Descriptions
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Scenario/Change Record Title	Trans Type	Totals	Personal Services	Travel	Services	Commodities	Capital Outlay	Grants, Benefits	Miscellaneous	Positions		NP
										PFT	PPT	
1102 AIDEA Rcpt		-100.0										
Deletion of the FY11 OTI - The AIDEA Strategic plan directed the addition of one to three projects per year over three years totaling \$100 million. To meet this directive, six to ten projects per year will need evaluation. This request supplemented in-house staff in the identification and evaluation of new projects and the analysis of new business opportunities.												
FY 2012 Personal Services increases												
	SalAdj	295.7	295.7	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0
1007 I/A Rcpts		189.9										
1061 CIP Rcpts		2.0										
1102 AIDEA Rcpt		103.8										
This change record includes the following personal services increases : \$295.7												
Non-Covered Employees FY2012 Health Insurance Increased Costs : \$145.8												
Non-Covered Employees FY 12 COLA increases : \$149.9												
	Totals	11,264.2	9,737.9	108.0	1,363.9	38.9	15.5	0.0	0.0	75	0	1

Personal Services Expenditure Detail
Department of Commerce, Community, and Economic Development

Scenario: FY2012 Governor (8665)
Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

PCN	Job Class Title	Time Status	Retire Code	Barg Unit	Location	Salary Sched	Range / Step	Comp Months	Split / Count	Annual Salaries	COLA	Premium Pay	Annual Benefits	Total Costs	GF Amount
08-0200	Executive Director	FT	A	XE	Anchorage	AA	28	12.0		140,000	0	0	60,467	200,467	0
08-0201	Deputy Director Credit	FT	A	XE	Anchorage	AA	27	12.0		129,202	0	0	57,465	186,667	0
08-0202	Deputy Director - Development	FT	A	XE	Anchorage	AA	27	12.0		126,000	0	0	56,575	182,575	0
08-0203	Deputy Director Finance	FT	A	XE	Anchorage	AA	27M	12.0		141,882	0	0	60,990	202,872	0
08-0204	Loan Officer II	FT	A	XE	Anchorage	AA	24K / L	12.0		109,284	2,793	0	51,928	164,005	0
08-0205	Loan Officer II	FT	A	XE	Anchorage	AA	24E / F	12.0		97,860	2,621	0	48,204	148,685	0
08-0206	Deputy Director-Rural Energy	FT	A	XE	Anchorage	AA	27J / K	12.0		121,704	3,111	0	55,381	180,196	0
08-0207	Loan Services Supervisor	FT	A	XE	Anchorage	AA	18D / E	12.0		62,962	1,687	0	36,363	101,012	0
08-0208	Executive Director	FT	A	XE	Anchorage	AA	28A	12.0		97,860	0	0	48,204	146,064	0
08-0209	Controller	FT	A	XE	Anchorage	AA	24F / J	12.0		101,073	2,707	0	49,294	153,074	0
08-0210	Loan Servicing Technician II	FT	A	XE	Anchorage	AA	12B / C	12.0		38,538	1,032	0	28,076	67,646	0
08-0211	Accounting Technician	FT	A	XE	Anchorage	AA	14J / K	12.0		53,640	1,437	0	33,200	88,277	0
08-0213	Executive Assistant	FT	A	XE	Anchorage	AA	16F	12.0		57,228	1,533	0	34,417	93,178	0
08-0214	Finance Assistant	FT	A	XE	Anchorage	AA	15J / K	12.0		56,913	1,524	0	34,311	92,748	0
08-0215	Credit Administrator	FT	A	XE	Anchorage	AA	16J / K	12.0		59,469	1,593	0	35,178	96,240	0
08-0216	Procurement Assistant	FT	A	XE	Anchorage	AA	11J / K	12.0		42,078	1,127	0	29,277	72,482	0
08-0217	Accounting Technician	FT	A	XE	Anchorage	AA	12A / B	12.0		37,633	1,008	0	27,769	66,410	0
08-0219	Executive Assistant	FT	A	XE	Anchorage	AA	16J	12.0		59,376	1,590	0	35,146	96,112	0
08-0220	Procurement Manager	FT	A	XE	Anchorage	AA	24L / M	12.0		113,388	2,898	0	53,069	169,355	0
08-0221	Accounting Technician	FT	A	XE	Anchorage	AA	14K / L	12.0		53,892	1,444	0	33,286	88,622	0
08-0222	Project Manager	FT	A	XE	Anchorage	AA	25M / N	12.0		122,063	3,120	0	55,480	180,663	0
08-0223	Project Manager	FT	A	XE	Anchorage	AA	22K / L	12.0		92,997	2,491	0	46,554	142,042	0
08-0224	Economic Development Officer	FT	A	XE	Anchorage	AA	24	12.0		113,061	2,890	0	52,978	168,929	0
08-0227	Data Systems Specialist	FT	A	XE	Anchorage	AA	22J / K	12.0		91,992	2,464	0	46,213	140,669	0
08-0228	Project Manager	FT	A	XE	Anchorage	AA	25J / K	12.0		113,220	2,894	0	53,022	169,136	0
08-0229	Technical Engineer II	FT	A	XE	Anchorage	AA	25J / K	12.0		110,663	2,829	0	52,311	165,803	0
08-0230	Project Manager	FT	A	XE	Anchorage	AA	22F / J	12.0		88,668	2,375	0	45,085	136,128	0
08-0231	Project Manager II	FT	A	XE	Anchorage	AA	24J / K	12.0		101,691	2,724	0	49,504	153,919	0
08-0232	Project Manager II	FT	A	XE	Anchorage	AA	24F / J	12.0		101,532	2,720	0	49,450	153,702	0
08-0233	Grants Assistant	FT	A	XE	Anchorage	AA	15L / M	12.0		60,789	1,628	0	35,626	98,043	0
08-0401	Coordinator-Rural Com Outreach	FT	A	XE	Anchorage	AA	24F / J	12.0		101,532	2,720	0	49,450	153,702	0
08-0402	Business Development Officer	FT	A	XE	Anchorage	AA	22F / J	12.0		86,666	2,321	0	44,406	133,393	0
08-0403	Project Development Specialist	FT	A	XE	Anchorage	AA	20F / J	12.0		77,148	2,066	0	41,176	120,390	0

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Personal Services Expenditure Detail
Department of Commerce, Community, and Economic Development

Scenario: FY2012 Governor (8665)
Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

PCN	Job Class Title	Time Status	Retire Code	Barg Unit	Location	Salary Sched	Range / Step	Comp Months	Split / Count	Annual Salaries	COLA	Premium Pay	Annual Benefits	Total Costs	GF Amount
08-0405	Deputy Director - Operations	FT	A	XE	Anchorage	AA	27K	12.0		121,704	3,111	0	55,381	180,196	0
08-0407	Deputy Director-Rural Energy	FT	A	XE	Anchorage	AA	27K	12.0		121,704	3,111	0	55,381	180,196	0
08-0410	Administrative Assistant	FT	A	XE	Anchorage	AA	12C / D	12.0		39,916	1,069	0	28,544	69,529	0
08-0411	PCE Program Administrator	FT	A	XE	Anchorage	AA	17C / D	12.0		55,770	1,494	0	33,923	91,187	0
08-0412	Accounting Technician	FT	A	XE	Anchorage	AA	14J / K	12.0		53,235	1,426	0	33,063	87,724	0
08-0423	Accountant	FT	A	XE	Anchorage	AA	24F / J	12.0		100,767	2,699	0	49,190	152,656	0
08-0425	Proj Mgr-Energy Data Inventory	FT	A	XE	Anchorage	AA	22E / F	12.0		84,106	2,253	0	43,537	129,896	0
08-0434	Admin Assistant	FT	A	XE	Anchorage	AA	12C / D	12.0		39,448	1,057	0	28,385	68,890	0
08-0438	Accounting Technician II	FT	A	XE	Anchorage	AA	14B / C	12.0		44,406	1,189	0	30,067	75,662	0
08-0440	Warehouse Manager	FT	A	XE	Anchorage	AA	15F	12.0		53,352	1,429	0	33,102	87,883	0
08-0443	Technical Engineer II	FT	A	XE	Anchorage	AA	25L / M	12.0		121,872	3,115	0	55,427	180,414	0
08-0453	Controllor	FT	A	XE	Anchorage	AA	24F / J	12.0		101,073	2,707	0	49,294	153,074	0
08-0455	Personnel Officer	FT	A	XE	Anchorage	AA	18C	12.0		59,196	1,586	0	35,085	95,867	0
08-0457	Grants Administrator	FT	A	XE	Anchorage	AA	22M / N	12.0		99,167	2,656	0	48,647	150,470	0
08-0458	Project Manager	FT	A	XE	Anchorage	AA	24F / J	12.0		98,931	2,650	0	48,567	150,148	0
08-0466	Assistant Project Manager	FT	A	XE	Anchorage	AA	22C / D	12.0		79,908	2,140	0	42,113	124,161	0
08-0468	Finance Assistant	FT	A	XE	Anchorage	AA	12C / D	12.0		39,968	1,071	0	28,561	69,600	0
08-0469	Contract/Grants Administrator	FT	A	XE	Anchorage	AA	15F / J	12.0		55,356	1,483	0	33,782	90,621	0
08-0473	Administrative Assistant	FT	A	XE	Anchorage	AA	13F / J	12.0		46,743	1,252	0	30,860	78,855	0
08-0479	Rural Electric Utility Worker	FT	A	XE	Anchorage	AA	20L	12.0		83,556	2,875	28,923	52,816	168,170	0
08-0490	Project Development Manager	FT	A	XE	Anchorage	AA	25L / M	12.0		121,872	3,115	0	55,427	180,414	0
08-0491	Project Manager	FT	A	XE	Anchorage	AA	25M / N	12.0		123,206	3,149	0	55,798	182,153	0
08-0493	Accountant	FT	A	XE	Anchorage	AA	18C / D	12.0		59,788	1,601	0	35,286	96,675	0
08-0495	Procurement Manager	FT	A	XE	Anchorage	AA	20O	12.0		93,312	2,499	0	46,661	142,472	0
08-0498	Project Manager	FT	A	XE	Anchorage	AA	25J / K	12.0		110,663	0	0	52,311	162,974	0
08-T019	Analyst/Programmer	NP	N	XE	Anchorage	AA	15C	12.0		48,000	1,058	0	4,882	53,940	0
08-X003	Circuit Rider Technician	FT	A	XE	Anchorage	AA	20D / E	12.0		72,144	1,932	0	39,478	113,554	0
08-X007	Project Manager	FT	A	XE	Anchorage	AA	24F / J	12.0		100,155	2,683	0	48,983	151,821	0
08-X019	Procurement Manager	FT	A	XE	Anchorage	AA	20D / E	12.0		71,528	1,916	0	39,269	112,713	0
08-X022	Accountant V	FT	A	XE	Anchorage	AA	24E / F	12.0		95,991	2,571	0	47,570	146,132	0
08-X028	Assistant Project Mgr - Wind	FT	A	XE	Anchorage	AA	22B / C	12.0		76,623	2,052	0	40,998	119,673	0
08-X029	Assistant Project Mgr - Hydro	FT	A	XE	Anchorage	AA	22B / C	12.0		75,859	2,032	0	40,739	118,630	0
08-X033	Asst Prj Mgr-Geo/Ocean River	FT	A	XE	Anchorage	AA	22A / B	12.0		74,586	1,998	0	40,307	116,891	0

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Personal Services Expenditure Detail
Department of Commerce, Community, and Economic Development

Scenario: FY2012 Governor (8665)
Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

PCN	Job Class Title	Time Status	Retire Code	Barg Unit	Location	Salary Sched	Range / Step	Comp Months	Split / Count	Annual Salaries	COLA	Premium Pay	Annual Benefits	Total Costs	GF Amount
08-X034	Asst Prg Mgr-Energy Efficiency	FT	A	XE	Anchorage	AA	20F	12.0		74,808	2,004	0	40,382	117,194	0
08-X036	Administrative Assistant	FT	A	XE	Anchorage	AA	12A / B	12.0		37,766	1,012	0	27,814	66,592	0
08-X037	Assistant Grant Administrator	FT	A	XE	Anchorage	AA	15C	12.0		48,000	1,286	0	31,286	80,572	0
08-X038	Program Manager	FT	A	XE	Anchorage	AA	22C	12.0		77,100	2,065	0	41,160	120,325	0
21-7010	Rural Electric Utility Worker	FT	A	XE	Anchorage	AA	20K / L	12.0		81,162	2,787	27,877	51,860	163,686	0
21-7011	Project Assistant	FT	A	XE	Anchorage	AA	16C	12.0		51,420	1,377	0	32,447	85,244	0
21-7012	Rural Electric Utility Worker	FT	A	XE	Anchorage	AA	20L / M	12.0		86,688	2,983	30,010	53,989	173,670	0
21-7013	Administrative Assistant	FT	A	XE	Anchorage	AA	12C	12.0		39,240	1,051	0	28,314	68,605	0
21-7014	Program Manager, Bf & Rpsu	FT	A	XE	Anchorage	AA	25J / K	12.0		113,220	2,894	0	53,022	169,136	0
21-7015	Accountant II	FT	A	XE	Anchorage	AA	16K / L	12.0		63,442	1,699	0	36,526	101,667	0
													Total Salary Costs:	6,258,755	
													Total COLA:	147,484	
													Total Premium Pay::	86,810	
													Total Benefits:	3,250,089	
													Total Pre-Vacancy:	9,743,138	
													Minus Vacancy Adjustment of 0.05%:	(5,238)	
													Total Post-Vacancy:	9,737,900	
													Plus Lump Sum Premium Pay:	0	
													Personal Services Line 100:	9,737,900	
Total Component Months:		912.0													

PCN Funding Sources:	Pre-Vacancy	Post-Vacancy	Percent
1007 Inter-Agency Receipts	6,074,355	6,071,089	62.34%
1061 Capital Improvement Project Receipts	69,179	69,142	0.71%
1102 Alaska Industrial Development & Export Authority Receipts	3,599,603	3,597,668	36.95%
Total PCN Funding:	9,743,138	9,737,900	100.00%

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Line Item Detail
Department of Commerce, Community, and Economic Development
Travel

Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

Line Number	Line Name		FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
72000	Travel		117.8	88.0	108.0
Expenditure Account	Servicing Agency	Explanation	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
72000 Travel Detail Totals			117.8	88.0	108.0
72100	Instate Travel	In-State Transportation - Transportation costs for travel relating to field work, administration, conventions and meetings.	58.7	43.0	53.0
72400	Out Of State Travel	Out-of-State Transportation - Transportation costs for travel relating to field work, administration, conventions and meetings.	59.1	45.0	55.0

Line Item Detail
Department of Commerce, Community, and Economic Development
Services

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Line Number	Line Name		FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
73000	Services		1,623.9	1,463.9	1,363.9
Expenditure Account	Servicing Agency	Explanation	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
73000 Services Detail Totals			1,623.9	1,463.9	1,363.9
73025	Education Services	Training, educational conferences, agency memberships, tuition, books and fees for work-related courses.	19.9	20.0	20.0
73050	Financial Services	Accounting, auditing, management consulting, loan servicing and insurance related services.	50.5	51.0	51.0
73075	Legal & Judicial Svc	Legal services and fees.	59.9	65.0	65.0
73156	Telecommunication	Telecommunications to Outside Vendor - Cellular, television, data/network, equipment, long distance, and other wireless charges.	17.2	18.0	5.0
73225	Delivery Services	Freight, courier service, and postage.	11.1	15.0	15.0
73450	Advertising & Promos	Advertising, promotions and legal notices.	41.3	50.0	50.0
73525	Utilities	Utility costs	0.5	1.0	1.0
73675	Equipment/Machinery	Machinery, furniture and equipment purchase, repair, maintenance, rental, and leases.	6.6	15.0	15.0
73750	Other Services (Non IA Svcs)	Program management/consulting, economic/development, safety-related services, printing, copying, and other services.	416.9	891.4	804.4
73804	Economic/Development (IA Svcs)	Office of Economic Development RSA with the Office of Economic Development for the Alaska Regional Development Organizations (ARDOR) program.	725.8	0.0	0.0
73805	IT-Non-Telecommnctns	Admin Enterprise Technology Services - Multiple computer services, including mainframe applications, Alaska Budget System (ABS), anitvirus and MICS.	28.3	30.0	30.0
73806	IT-Telecommunication	Admin Enterprise Technology Services - Non-telephone telecommunication services, including dedicated circuits, space and power, radio circuits, video conferencing, etc. (EPR).	0.1	0.2	0.2

Line Item Detail
Department of Commerce, Community, and Economic Development
Services

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Expenditure Account	Servicing Agency	Explanation	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
73000 Services Detail Totals			1,623.9	1,463.9	1,363.9
73810	Human Resources	Admin	Division of Personnel - Human resource and personnel services.	27.9	28.0
73812	Legal	Law	General legal services.	89.5	100.0
73814	Insurance	Admin	Div. of Risk Management – Risk insurance charges for buildings, repossessed properties, aviation, public official bonds, and overhead.	1.5	2.0
73815	Financial	Admin	Div. of Finance – Computer services for state accounting (AKSAS) and payroll (AKPAY) systems	1.7	2.0
73816	ADA Compliance	Labor	Division of Vocational Rehabilitation – Pro-rated share of expenses relating to Americans with Disabilities Act (ADA) enforcement.	0.4	1.0
73822	Construction (IA Svcs)	Trans	Construction procurement delegation.	6.6	6.6
73979	Mgmt/Consulting (IA Svcs)	Commissioner's Office	Commissioner's Office and Division of Administrative Services – Management Support Services.	118.2	167.7

Line Item Detail
Department of Commerce, Community, and Economic Development
Commodities

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Line Number	Line Name		FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
74000	Commodities		59.2	38.9	38.9
Expenditure Account	Servicing Agency	Explanation	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
74000 Commodities Detail Totals			59.2	38.9	38.9
74200	Business	Supplies for office, library, training, and instructional needs, including small equipment, tools and subscriptions.	56.0	35.7	35.7
74480	Household & Instit.	Food, cleaning and other household supplies.	3.2	3.2	3.2

Line Item Detail
Department of Commerce, Community, and Economic Development
Capital Outlay

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Line Number	Line Name		FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
75000	Capital Outlay		106.6	15.5	15.5
Expenditure Account	Servicing Agency	Explanation	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
75000 Capital Outlay Detail Totals			106.6	15.5	15.5
75700	Equipment	Information technology, communication, electronic, safety, industrial, and transportation equipment.	106.6	15.5	15.5

Restricted Revenue Detail
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

Master Account	Revenue Description		FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
51015	Interagency Receipts		5,445.4	6,027.6	6,217.5

Detail Information

Revenue Amount	Revenue Description	Component	Collocation Code	AKSAS Fund	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
59080	Commrc & Economc Dev Receipts from the Alaska Energy Authority (AEA).				5,445.4	6,027.6	6,217.5

Restricted Revenue Detail **Department of Commerce, Community, and Economic Development**

Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

Master Account	Revenue Description	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
51200	Capital Improvement Project Receipts	0.0	181.2	183.2

Detail Information

Revenue Amount	Revenue Description	Component	Collocation Code	AKSAS Fund	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
51200	Cap Improv Proj Rec				0.0	181.2	183.2
	Receipts from capital project improvements.						

Restricted Revenue Detail
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)
RDU: Alaska Industrial Development and Export Authority (125)

Master Account	Revenue Description	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
51406	AK Industrial Dev. Export Auth. Receipts	4,951.5	4,694.3	4,863.5

Detail Information

Revenue Amount	Revenue Description	Component	Collocation Code	AKSAS Fund	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
51406	AIDEA Receipts				4,951.5	4,694.3	4,863.5
	Receipts generated by general operations of the Enterprise Development Account and the Economic Development Account of the Authority.						

Inter-Agency Services
Department of Commerce, Community, and Economic Development

Component: Alaska Industrial Development and Export Authority (1234)

RDU: Alaska Industrial Development and Export Authority (125)

Expenditure Account		Service Description	Service Type	Servicing Agency	FY2010 Actuals	FY2011 Management Plan	FY2012 Governor
73804	Economic/Development (IA Svcs)	RSA with the Office of Economic Development for the Alaska Regional Development Organizations (ARDOR) program.	Intra-dept	Office of Economic Development	725.8	0.0	0.0
73804 Economic/Development (IA Svcs) subtotal:					725.8	0.0	0.0
73805	IT-Non-Telecommnctns	Enterprise Technology Services - Multiple computer services, including mainframe applications, Alaska Budget System (ABS), anivirus and MICS.	Inter-dept	Admin	28.3	30.0	30.0
73805 IT-Non-Telecommnctns subtotal:					28.3	30.0	30.0
73806	IT-Telecommunication	Enterprise Technology Services - Non-telephone telecommunication services, including dedicated circuits, space and power, radio circuits, video conferencing, etc. (EPR).	Inter-dept	Admin	0.1	0.2	0.2
73806 IT-Telecommunication subtotal:					0.1	0.2	0.2
73810	Human Resources	Division of Personnel - Human resource and personnel services.	Inter-dept	Admin	27.9	28.0	28.0
73810 Human Resources subtotal:					27.9	28.0	28.0
73812	Legal	General legal services.	Inter-dept	Law	89.5	100.0	100.0
73812 Legal subtotal:					89.5	100.0	100.0
73814	Insurance	Div. of Risk Management – Risk insurance charges for buildings, repossessed properties, aviation, public official bonds, and overhead.	Inter-dept	Admin	1.5	2.0	2.0
73814 Insurance subtotal:					1.5	2.0	2.0
73815	Financial	Div. of Finance – Computer services for state accounting (AKSAS) and payroll (AKPAY) systems	Inter-dept	Admin	1.7	2.0	2.0
73815 Financial subtotal:					1.7	2.0	2.0
73816	ADA Compliance	Division of Vocational Rehabilitation – Pro-rated share of expenses relating to Americans with Disabilities Act (ADA) enforcement.	Inter-dept	Labor	0.4	1.0	1.0
73816 ADA Compliance subtotal:					0.4	1.0	1.0
73822	Construction (IA Svcs)	Construction procurement delegation.	Inter-dept	Trans	6.6	6.6	6.6
73822 Construction (IA Svcs) subtotal:					6.6	6.6	6.6
73979	Mgmt/Consulting (IA Svcs)	Commissioner's Office and Division of Administrative Services – Management Support Services.	Intra-dept	Commissioner's Office	118.2	167.7	167.7
73979 Mgmt/Consulting (IA Svcs) subtotal:					118.2	167.7	167.7
Alaska Industrial Development and Export Authority total:					1,000.0	337.5	337.5
Grand Total:					1,000.0	337.5	337.5