

# **State of Alaska FY2014 Governor's Operating Budget**

## **Department of Commerce, Community, and Economic Development Economic Development RDU/Component Budget Summary**

**RDU/Component: Economic Development**

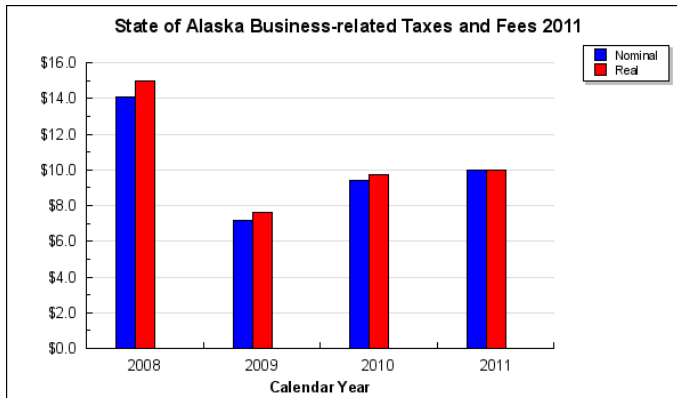
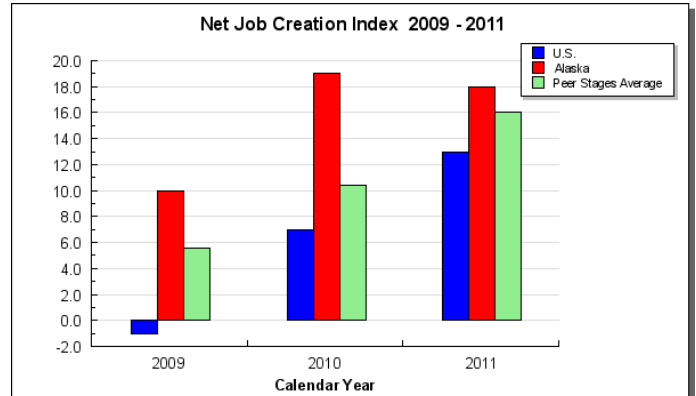
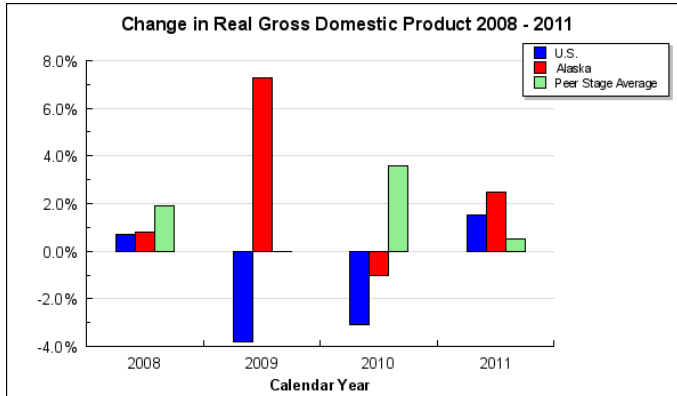
*(There is only one component in this RDU. To reduce duplicate information, we did not print a separate RDU section.)*

**Contribution to Department's Mission**

Promote economic development opportunities.

**Results**

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



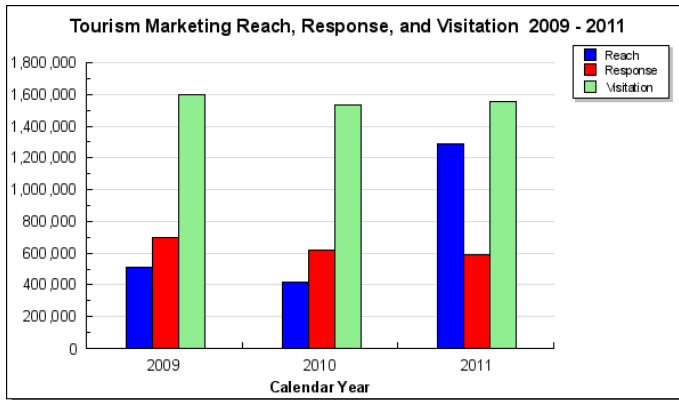
**Core Services**

- Research
- Marketing
- Business Technical Assistance

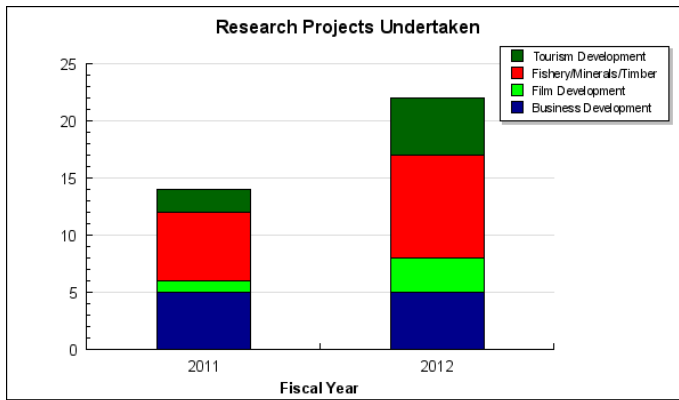
## Measures by Core Service

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

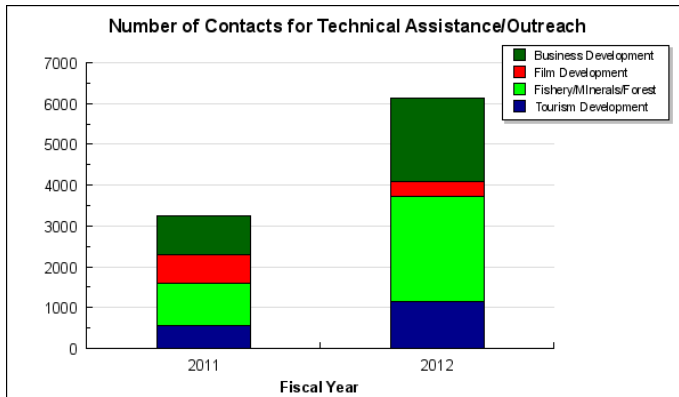
### 1. Marketing



### 2. Research



### 3. Business Technical Assistance



## Major Component Accomplishments in 2012

### Tourism

- Successfully recruited Icelandair to begin seasonal service between Anchorage and Reykjavik opening a new gateway between Alaska and Europe.
- Through targeted television and magazine advertising, generated 626,403 requests for Alaska travel information; exceeding the goal by 23 percent.

- Generated 973,850 site visits to *TravelAlaska.com* through all advertising efforts; launched a Japanese language version of the web site.
- Produced and launched the new *TravelAlaska* application, which is available via iTunes.
- Through public relations efforts, 456 Alaska tourism stories appeared in print and digital media with an advertising equivalency value of \$71.7 million; conducted the Alaska Media Road Show, an event that hosted 40 select journalists who conduct one-on-one meetings with 32 Alaska tourism businesses.
- Redesigned the State Vacation Planner and North to Alaska Vacation Guide to incorporate greater representation of ten additional state marketing efforts.
- Conducted travel industry outreach at the International POW WOW Conference, reaching 50 travel journalists and 155 international tour operators through one-on-one meetings; Cruise3Sixty, reaching 200 travel agents and 150 agents in training sessions; provided four in-house tour operation training sessions; and, certified 1,995 U.S. travel agents as Alaska Certified Experts.
- The Alaska Visitors Statistics Program [AVSP] was completed and published in February documenting the number of visitors during the summer of 2011. The report found that summer visitation was at 1.5 million, of which 154,000 visitors came from outside of North America. Australia is now Alaska's number one source of foreign visitors.
- Field work for the fall/winter 2011-2012 visitor season was completed and work commenced on the economic impact study of Alaska visitor industry.
- Training was provided to 450 AlaskaHost participants and provided training to 11 new AlaskaHost trainers to improve the customer experience and enhance skills for frontline personnel employed in tourism businesses.
- A total of 25 new trainers were added to the Certified Alaska Tour Guide program, enhancing the value of the state's investment by training trainers. The program is intended to increase the number of local guides working in rural Alaska,
- Served 8,500 visitors (8,791 in FY2011) at the State Visitor and Welcome Center/Alaska Public Lands Information Center in Tok; transacted \$59,091 in Alaska Marine Highways System sales (\$118,075 in FY2011), and \$225,990 in Division of Motor Vehicles activities (\$215,890 in FY2011); responded to 1,682 student inquiries (870 in FY2011).

#### **Film Development**

- Qualified 25 productions and approved them for tax credits of \$18,615,847 based on eligible spending of \$57,390,458.
- During FY2012, 38 productions received pre-qualification for estimated tax credits of \$39,673,428 based on eligible spending of \$122,507,241. Two productions were denied qualification based on best interest findings and two productions withdrew their request for qualification.
- Assistance provided to a wide range of productions and participated in various events including the Association of Film Commissioners (AFCI) International *Location Trade Show*. Presentations were made to a variety of Alaska business groups to encourage businesses to sign up as service providers and locations as well as to interest businesses in purchasing tax credits.
- Training was provided to 35 Alaska certified public accountants regarding production budgets so they could expertly certify expenses claimed by productions applying for their tax credit.
- Joined with the Department of Labor's Alaska Workforce Investment Board to assist in the development of film workforce training called the Alaska Crew and Cast Advancement Program, which resulted in seven awards totaling \$257,350 for training programs initiated in FY2012.

#### **Fisheries, Minerals, and Timber**

- Participated with fisheries and seafood businesses in a number of public meetings and shows to help educate businesses about available financing and loan options including Pacific Marine Trade Show in Seattle, Comfish Kodiak Trade Show and the Alaska Shellfish Growers Association's annual conference in Ketchikan.
- Answered an average of 260 technical and permit related questions from businesses inquiring about seafood development opportunities, and provided written technical responses to over 40 requests from the public seeking Alaska seafood product and processing information including potential markets, potential supplier's, available product forms, and financing.
- To better understand the marine trade services sector, conducted a business retention and expansion survey. Results will be published in FY 2013.
- Developed several new marketing products to improve the state's presentation and information about Alaska mining opportunities.

- Promoted the state's minerals marketing program at Alaska Miners Association, Northwest Mining Association, the Association of Mineral Exploration of Canada Roundup, and the Prospectors and Developers Association of Canada. This provided exposure to 40,200 attendees and resulted in follow-up with approximately 350 contacts
- Assisted a Canadian company in hosting their board of directors and major investors in Alaska and relayed producer and export information to two Chinese delegations through the Office of International Trade.
- Arranged two public meetings for the Alaska Minerals Commission, and worked with DNR's Division of Geological and Geophysical Survey to create the Alaska Minerals Industry Report. This report provides critical mineral and economic information for the industry and policy makers, and contains exploration, development, and production estimates, and detailed information on minerals inventory in Alaska.
- Conducted 86 surveys and completed an in-depth analysis of Alaska's forest products industry to determine current timber demand, optimal supply, and expansion opportunities. Of the Southeast businesses surveyed, cumulative demand for wood supply was projected to be 413 million board feet, and 36 percent of those surveyed (mostly sawmills and wood product manufacturers) were interested in future expansion.
- Assisted the Alaska Energy Authority in planning the wood energy conference to highlight value added renewable energy wood products. Outreach efforts were conducted in timber-dependent communities including Craig, Thorne Bay, Hoonah, Sitka and Juneau.

### **Business Development**

- Through the ConnectAlaska grant, continued to develop better digital literacy options for rural educators and applications for economic programs.
- Continued work with the 12 Alaska Regional Development Organizations (ARDORs) on regional economic planning, leading discussions on resource development, transportation improvements, workforce development, and attending annual ARDOR and five individual meetings. Assisted the Association of Village Council Presidents in the Kuskokwim and Yukon region to establish an ARDOR.
- In concert with the McDowell Group, the staff developed a research project to examine the economic impact of the Endangered Species Act (ESA) and to determine the costs borne by businesses from compliance to ESA requirements. Collaborated with the Departments of Fish & Game and Law to study, review and inform on the long-term effort of reform to the Act.
- To determine the future needs of the Made-in-Alaska permit holders, surveyed 300 businesses and found a strong interest more marketing assistance.
- Provided small business technical assistance to more than 400 businesses.
- Conducted a coordinated planning and outreach effort with 35 Alaska small businesses and technical assistance providers to develop priority small business strategies in conjunction with the University of Alaska Center for Economic Development.

### **Reports Completed**

- 2010 Alaska Economic Performance Report
- FY2010 Alaska Regional Development Organization Annual Report
- Alaska Visitor Statistics Program VI, Summer 2011
- International Visitors to Alaska, Summer 2011
- 2011 Conversion Study of the Alaska Tourism Marketing Program
- 2011 Conversion Study of the North to Alaska Program
- Report of the 2012 Alaska Minerals Commission (coordinated production)
- Alaska's Mineral Industry 2010 Report (with DNR/DGGS)
- Film Office Annual Report to the Legislature ([www.film.alaska.gov/reports](http://www.film.alaska.gov/reports))

### **Key Component Challenges**

Alaskan suppliers operate in increasingly competitive national and international markets. Division-led marketing efforts must provide visibility for Alaska's superior products, extensive natural resources, and favorable investment climate.

The Arctic continues to grow in national and international importance, however capitalizing on the development potential remains elusive. Analysis continues of Alaska's potential in Arctic shipping. Increased exploration of the region's potential for mineral, tourism, commercial fisheries, and other industries is needed.

Minimal processing of natural resources or value-added manufacturing takes place in our state. Development specialists' work with industry and community leaders will promote incentives and help address challenges related to transportation, climate, energy costs, and workforce.

International constraints continue for rare earth elements, despite tremendous development potential in Alaska. The division will continue to promote Alaska's resources and work with industry and university leaders to address processing and manufacturing challenges.

Alaska's once robust forest products industry struggles to achieve sufficient access to timber on federal land. Additionally, small-scale mills and manufacturers have limited resources for promotion. Development of cooperating marketing programs, enhancement of biomass technology, vigilance in federal policy and decision making, and pursuit of technological solutions is needed to restore the industry's health.

Fewer production companies are choosing Alaska as a feature film location. The division must increase promotion of recent changes to the incentive program as well as Alaska's increasingly skilled workforce.

### **Significant Changes in Results to be Delivered in FY2014**

No significant changes are anticipated in FY2014, however the division will remain focused on expanding markets for Alaska's products and services, attracting investors, and enhancing business opportunities.

### **Statutory and Regulatory Authority**

AS 44.33.120 Department of Commerce, Community and Economic Development  
AS 44.33.740 Rural Development  
AS 44.33.231 - .239 Alaska Film Office (3 AAC 188.010 - .990)  
AS 44.33.431 Alaska Minerals Commission  
AS 44.33.020(36) Tourism Development  
AS 44.33.895 Alaska Regional Development Organizations Program  
AS 36.30.332-338 Alaska Product Preference  
AS 45.65.010-070 Made in Alaska Program

| <b>Contact Information</b>  |
|---|
| <p><b>Contact:</b> Lorene Palmer, Division Director<br/><b>Phone:</b> (907) 465-2625<br/><b>Fax:</b> (907) 465-3767<br/><b>E-mail:</b> lorene.palmer@alaska.gov</p> |

**Economic Development  
Component Financial Summary**

*All dollars shown in thousands*

|  | <b>FY2012 Actuals</b> | <b>FY2013<br/>Management Plan</b> | <b>FY2014 Governor</b> |
|--|-----------------------|-----------------------------------|------------------------|
| <b>Non-Formula Program:</b>                |                       |                                   |                        |
| <b>Component Expenditures:</b>             |                       |                                   |                        |
| 71000 Personal Services                    | 1,721.0               | 2,100.6                           | 2,122.3                |
| 72000 Travel                               | 84.3                  | 166.2                             | 176.2                  |
| 73000 Services                             | 653.7                 | 19,213.7                          | 19,197.1               |
| 74000 Commodities                          | 26.7                  | 30.3                              | 30.3                   |
| 75000 Capital Outlay                       | 0.0                   | 2.9                               | 2.9                    |
| 77000 Grants, Benefits                     | 1,745.5               | 1,507.7                           | 1,207.7                |
| 78000 Miscellaneous                        | 0.0                   | 0.0                               | 0.0                    |
| <b>Expenditure Totals</b>                  | <b>4,231.2</b>        | <b>23,021.4</b>                   | <b>22,736.5</b>        |
| <b>Funding Sources:</b>                    |                       |                                   |                        |
| 1002 Federal Receipts                      | 42.9                  | 173.3                             | 173.3                  |
| 1004 General Fund Receipts                 | 3,648.2               | 19,445.5                          | 19,160.4               |
| 1007 Interagency Receipts                  | 103.6                 | 125.9                             | 126.1                  |
| 1061 Capital Improvement Project Receipts  | 62.2                  | 109.6                             | 109.6                  |
| 1108 Statutory Designated Program Receipts | 38.7                  | 2,828.4                           | 2,828.4                |
| 1200 Vehicle Rental Tax Receipts           | 335.6                 | 338.7                             | 338.7                  |
| <b>Funding Totals</b>                      | <b>4,231.2</b>        | <b>23,021.4</b>                   | <b>22,736.5</b>        |

**Estimated Revenue Collections**

| <b>Description</b>                    | <b>Master Revenue Account</b> | <b>FY2012 Actuals</b> | <b>FY2013<br/>Management Plan</b> | <b>FY2014 Governor</b> |
|---------------------------------------|-------------------------------|-----------------------|-----------------------------------|------------------------|
| <b>Unrestricted Revenues</b>          |                               |                       |                                   |                        |
| General Fund Program Receipts         | 51060                         | 2.2                   | 0.0                               | 0.0                    |
| <b>Unrestricted Total</b>             |                               | <b>2.2</b>            | <b>0.0</b>                        | <b>0.0</b>             |
| <b>Restricted Revenues</b>            |                               |                       |                                   |                        |
| Federal Receipts                      | 51010                         | 42.9                  | 173.3                             | 173.3                  |
| Interagency Receipts                  | 51015                         | 103.6                 | 126.4                             | 126.1                  |
| Statutory Designated Program Receipts | 51063                         | 38.7                  | 2,828.4                           | 2,828.4                |
| Capital Improvement Project Receipts  | 51200                         | 62.2                  | 109.6                             | 109.6                  |
| <b>Restricted Total</b>               |                               | <b>247.4</b>          | <b>3,237.7</b>                    | <b>3,237.4</b>         |
| <b>Total Estimated Revenues</b>       |                               | <b>249.6</b>          | <b>3,237.7</b>                    | <b>3,237.4</b>         |

**Summary of Component Budget Changes  
From FY2013 Management Plan to FY2014 Governor**

*All dollars shown in thousands*

|  | <u>Unrestricted<br/>Gen (UGF)</u> | <u>Designated<br/>Gen (DGF)</u> | <u>Other Funds</u> | <u>Federal<br/>Funds</u> | <u>Total Funds</u> |
|--|-----------------------------------|---------------------------------|--------------------|--------------------------|--------------------|
| <b>FY2013 Management Plan</b>  | <b>19,445.5</b>                   | <b>338.7</b>                    | <b>3,063.9</b>     | <b>173.3</b>             | <b>23,021.4</b>    |
| <b>Adjustments which will continue current level of service:</b>   |                                   |                                 |                    |                          |                    |
| -Reverse Phytosanitary Testing of Seed Potatoes Sec24 Ch5 SLA2011 P161 L20 (SB46) Lapses 6/30/2013           | -300.0                            | 0.0                             | 0.0                | 0.0                      | -300.0             |
| -Reverse Tourism Marketing Third Party Receipts  | 0.0                               | 0.0                             | -2,700.0           | 0.0                      | -2,700.0           |
| -Reverse Tourism Marketing   | -16,000.0                         | 0.0                             | 0.0                | 0.0                      | -16,000.0          |
| -FY2014 Salary and Health Insurance Increases  | 2.9                               | 0.0                             | 0.2                | 0.0                      | 3.1                |
| <b>Proposed budget increases:</b>  |                                   |                                 |                    |                          |                    |
| -Restore Tourism Marketing Related Third Party Receipts  | 0.0                               | 0.0                             | 2,700.0            | 0.0                      | 2,700.0            |
| -Restore Tourism Marketing   | 16,000.0                          | 0.0                             | 0.0                | 0.0                      | 16,000.0           |
| -Commercial Passenger Vessel Tax Review CH101 SLA2010 (SB312) (Sec2 CH41 SLA 2010 P54, L19) (HB300) - Year 4 | 10.0                              | 0.0                             | 0.0                | 0.0                      | 10.0               |
| -Department of Administration Core Services Rates  | 2.0                               | 0.0                             | 0.0                | 0.0                      | 2.0                |
| <b>FY2014 Governor</b>   | <b>19,160.4</b>                   | <b>338.7</b>                    | <b>3,064.1</b>     | <b>173.3</b>             | <b>22,736.5</b>    |



| Economic Development<br>Personal Services Information |                              |                    |                                  |                  |
|---|------------------------------|--------------------|----------------------------------|------------------|
| Authorized Positions                                  |                              |                    | Personal Services Costs          |                  |
|   | FY2013<br>Management<br>Plan | FY2014<br>Governor |                                  |                  |
| Full-time   | 18                           | 18                 | Annual Salaries                  | 1,418,620        |
| Part-time   | 1                            | 1                  | Premium Pay                      | 0                |
| Nonpermanent  | 0                            | 0                  | Annual Benefits                  | 792,161          |
|   |                              |                    | <i>Less 4.00% Vacancy Factor</i> | (88,481)         |
|   |                              |                    | Lump Sum Premium Pay             | 0                |
| <b>Totals</b>   | <b>19</b>                    | <b>19</b>          | <b>Total Personal Services</b>   | <b>2,122,300</b> |

| Position Classification Summary |           |           |          |          |           |
|---------------------------------|-----------|-----------|----------|----------|-----------|
| Job Class Title                 | Anchorage | Fairbanks | Juneau   | Others   | Total     |
| Administrative Assistant II     | 1         | 0         | 0        | 0        | 1         |
| Business Development Officer    | 1         | 0         | 0        | 0        | 1         |
| Dev Spec II, Option A           | 3         | 1         | 2        | 0        | 6         |
| Dev Spec II, Option B           | 1         | 1         | 1        | 0        | 3         |
| Development Manager             | 0         | 0         | 1        | 0        | 1         |
| Division Director               | 0         | 0         | 1        | 0        | 1         |
| Economic Development Advisor    | 0         | 0         | 1        | 0        | 1         |
| Office Assistant I              | 0         | 0         | 0        | 1        | 1         |
| Office Assistant II             | 0         | 0         | 0        | 1        | 1         |
| Office Assistant IV             | 0         | 0         | 0        | 1        | 1         |
| Planner III                     | 0         | 0         | 1        | 0        | 1         |
| Tourism Marketing Manager       | 1         | 0         | 0        | 0        | 1         |
| <b>Totals</b>                   | <b>7</b>  | <b>2</b>  | <b>7</b> | <b>3</b> | <b>19</b> |

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

**Component:** Economic Development (AR29506) (2743)  
**RDU:** Economic Development (598)

|                                   | FY2012 Actuals | FY2013 Conference Committee | FY2013 Authorized | FY2013 Management Plan | FY2014 Governor | FY2013 Management Plan vs FY2014 Governor |              |
|-----------------------------------|----------------|-----------------------------|-------------------|------------------------|-----------------|---|--------------|
| 71000 Personal Services           | 1,721.0        | 1,836.0                     | 1,836.0           | 2,100.6                | 2,122.3         | 21.7                                      | 1.0%         |
| 72000 Travel                      | 84.3           | 91.2                        | 91.2              | 166.2                  | 176.2           | 10.0                                      | 6.0%         |
| 73000 Services                    | 653.7          | 19,563.3                    | 19,563.3          | 19,213.7               | 19,197.1        | -16.6                                     | -0.1%        |
| 74000 Commodities                 | 26.7           | 20.3                        | 20.3              | 30.3                   | 30.3            | 0.0                                       | 0.0%         |
| 75000 Capital Outlay              | 0.0            | 2.9                         | 2.9               | 2.9                    | 2.9             | 0.0                                       | 0.0%         |
| 77000 Grants, Benefits            | 1,745.5        | 1,207.7                     | 1,507.7           | 1,507.7                | 1,207.7         | -300.0                                    | -19.9%       |
| 78000 Miscellaneous               | 0.0            | 0.0                         | 0.0               | 0.0                    | 0.0             | 0.0                                       | 0.0%         |
| <b>Totals</b>                     | <b>4,231.2</b> | <b>22,721.4</b>             | <b>23,021.4</b>   | <b>23,021.4</b>        | <b>22,736.5</b> | <b>-284.9</b>                             | <b>-1.2%</b> |
| <b>Fund Sources:</b>              |                |                             |                   |                        |                 |   |              |
| 1002 Fed Rcpts (Other)            | 42.9           | 173.3                       | 173.3             | 173.3                  | 173.3           | 0.0                                       | 0.0%         |
| 1004 Gen Fund (UGF)               | 3,648.2        | 19,145.5                    | 19,445.5          | 19,445.5               | 19,160.4        | -285.1                                    | -1.5%        |
| 1007 I/A Rcpts (Other)            | 103.6          | 125.9                       | 125.9             | 125.9                  | 126.1           | 0.2                                       | 0.2%         |
| 1061 CIP Rcpts (Other)            | 62.2           | 109.6                       | 109.6             | 109.6                  | 109.6           | 0.0                                       | 0.0%         |
| 1108 Stat Desig (Other)           | 38.7           | 2,828.4                     | 2,828.4           | 2,828.4                | 2,828.4         | 0.0                                       | 0.0%         |
| 1200 VehRntITax (DGF)             | 335.6          | 338.7                       | 338.7             | 338.7                  | 338.7           | 0.0                                       | 0.0%         |
| <b>Unrestricted General (UGF)</b> | <b>3,648.2</b> | <b>19,145.5</b>             | <b>19,445.5</b>   | <b>19,445.5</b>        | <b>19,160.4</b> | <b>-285.1</b>                             | <b>-1.5%</b> |
| <b>Designated General (DGF)</b>   | <b>335.6</b>   | <b>338.7</b>                | <b>338.7</b>      | <b>338.7</b>           | <b>338.7</b>    | <b>0.0</b>                                | <b>0.0%</b>  |
| <b>Other Funds</b>                | <b>204.5</b>   | <b>3,063.9</b>              | <b>3,063.9</b>    | <b>3,063.9</b>         | <b>3,064.1</b>  | <b>0.2</b>                                | <b>0.0%</b>  |
| <b>Federal Funds</b>              | <b>42.9</b>    | <b>173.3</b>                | <b>173.3</b>      | <b>173.3</b>           | <b>173.3</b>    | <b>0.0</b>                                | <b>0.0%</b>  |
| <b>Positions:</b>                 |                |                             |                   |                        |                 |   |              |
| Permanent Full Time               | 17             | 15                          | 15                | 18                     | 18              | 0   | 0.0%         |
| Permanent Part Time               | 1              | 2                           | 2                 | 1                      | 1               | 0   | 0.0%         |
| Non Permanent                     | 0              | 0                           | 0                 | 0                      | 0               | 0   | 0.0%         |

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

**Component:** Economic Development (2743)

**RDU:** Economic Development (598)

| Scenario/Change Record Title  | Trans Type | Totals          | Personal Services | Travel      | Services        | Commodities | Capital Outlay | Grants, Benefits | Miscellaneous | Positions |          | NP       |
|---|------------|-----------------|-------------------|-------------|-----------------|-------------|----------------|------------------|---------------|-----------|----------|----------|
|   |            |                 |                   |             |                 |             |                |                  |               | PFT       | PPT      |          |
| ***** Changes From FY2013 Conference Committee To FY2013 Authorized *****   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| <b>FY2013 Conference Committee</b>  |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| ConfCom   |            | 22,721.4        | 1,836.0           | 91.2        | 19,563.3        | 20.3        | 2.9            | 1,207.7          | 0.0           | 15        | 2        | 0        |
| 1002 Fed Rcpts  |            | 173.3           |                   |             |                 |             |                |                  |               |           |          |          |
| 1004 Gen Fund   |            | 19,145.5        |                   |             |                 |             |                |                  |               |           |          |          |
| 1007 I/A Rcpts  |            | 125.9           |                   |             |                 |             |                |                  |               |           |          |          |
| 1061 CIP Rcpts  |            | 109.6           |                   |             |                 |             |                |                  |               |           |          |          |
| 1108 Stat Desig   |            | 2,828.4         |                   |             |                 |             |                |                  |               |           |          |          |
| 1200 VehRntlTax   |            | 338.7           |                   |             |                 |             |                |                  |               |           |          |          |
| <b>Testing Seed Potatoes Sec24 Ch5, SLA2011 P161 L20(SB46) Lapses 6/30/2013</b>   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| CarryFwd  |            | 300.0           | 0.0               | 0.0         | 0.0             | 0.0         | 0.0            | 300.0            | 0.0           | 0         | 0        | 0        |
| 1004 Gen Fund   |            | 300.0           |                   |             |                 |             |                |                  |               |           |          |          |
| This carries forward the unexpended balance of Testing Seed Potatoes AR 29845 appropriated in SLA2011 CH5 Sec24(n) P161 L20, lapse date 6/30/13.  |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| <b>Subtotal</b>   |            | <b>23,021.4</b> | <b>1,836.0</b>    | <b>91.2</b> | <b>19,563.3</b> | <b>20.3</b> | <b>2.9</b>     | <b>1,507.7</b>   | <b>0.0</b>    | <b>15</b> | <b>2</b> | <b>0</b> |
| ***** Changes From FY2013 Authorized To FY2013 Management Plan *****  |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| <b>Change Development Specialist II (08-1281) from Part-time to Full-time</b>   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| TechPos   |            | 0.0             | 0.0               | 0.0         | 0.0             | 0.0         | 0.0            | 0.0              | 0.0           | 1         | -1       | 0        |
| Corrections the Alaska Budget System (ABS) and the Legislative Finance position count, effectively increasing the full-time (FT) count by one and decreasing the part-time (PT) count by one.   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| The FY2012 management plan used a position reclass rather than a position adjustment transaction type to reflect a time status change and a reclassification for PCN 08-1281. Position reclass transaction types are not included in position data transferred from the Office of Management and Budget to Legislative Finance because this transaction type does not impact PCN counts. Consequently, the time status change from PT to FT was not accounted for in Legislative Finance position count reports. The error in position count was carried forward into FY2013 reports. |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| <b>Align Authority with Budgeted Expenditures</b>   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| LIT   |            | 0.0             | 264.6             | 75.0        | -349.6          | 10.0        | 0.0            | 0.0              | 0.0           | 0         | 0        | 0        |
| Transfer to fund administrative costs of the tourism program.   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| <b>Add Tourism Marketing Manager (08-T101) for Tourism Program</b>  |            |                 |                   |             |                 |             |                |                  |               |           |          |          |
| PosAdj  |            | 0.0             | 0.0               | 0.0         | 0.0             | 0.0         | 0.0            | 0.0              | 0.0           | 1         | 0        | 0        |
| Tourism Marketing Manager, 08-T101 is dedicated to implementing and ensuring continuity for the state tourism marketing program. The position oversees program planning and execution, ensures adherence to state budget and administrative policy, and has direct oversight of the domestic and international marketing contractors. This position enhances the department's capacity to continue implementing the state tourism marketing program and ensures alignment   |            |                 |                   |             |                 |             |                |                  |               |           |          |          |

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

**Component:** Economic Development (2743)

**RDU:** Economic Development (598)

| Scenario/Change Record Title | Trans Type | Totals | Personal Services | Travel | Services | Commodities | Capital Outlay | Grants, Benefits | Miscellaneous | Positions |     | NP |
|------------------------------|------------|--------|-------------------|--------|----------|-------------|----------------|------------------|---------------|-----------|-----|----|
|                              |            |        |                   |        |          |             |                |                  |               | PFT       | PPT |    |

with investments in tourism research, training, and other development activities.

In recent years, the tourism program was implemented by a qualified trade association (QTA) with 19 employees. Previous to that, the state Division of Tourism and the Alaska Tourism Marketing Council managed the program with teams of 6 to 12 employees. This history, program size and scope are indicative of the skilled level that is needed for successful implementation of the state tourism marketing program.

In FY2013, the marketing program is being fully integrated into the department's division structure. Successful implementation will require dedicated marketing staff to assist the division in developing the structure that will ensure continuity for the state tourism marketing program.

**Add Development Specialist II (08-#041) for State Tourism Program**

|        |     |     |     |     |     |     |     |     |     |   |   |   |
|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|---|---|---|
| PosAdj | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1 | 0 | 0 |
|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|---|---|---|

Development Specialist II Option A, 08-#041 implements the travel trade and international portions of the state tourism program, and will report directly to the state Tourism Marketing Manager. The position implements critical elements of the tourism marketing strategy that pertain to domestic and international travel agents, tour operators, cruise lines, and other travel trade entities. Additionally, the position coordinates the state's international contractors in Germany, Australia, Japan, United Kingdom, and South Korea and activities in secondary markets. This position is responsible for successfully implementing essential tasks such as attendance at tour operator and travel agent shows in North America, in-state familiarization trips, and trade missions and travel shows in international markets.

In recent years, the tourism program was implemented by a qualified trade association (QTA) with 19 employees. Previous to that, the state Division of Tourism and the Alaska Tourism Marketing Council managed the program with teams of 6 to 12 employees. This history, program size and scope are indicative of the skilled level that is needed for successful implementation of the state tourism marketing program.

In FY2013, the tourism marketing program is being fully integrated into the department's division structure. Successful implementation will require dedicated marketing staff to assist the division in developing the structure that will ensure continuity for the state tourism marketing program.

|                 |                 |                |              |                 |             |            |                |            |           |          |          |
|-----------------|-----------------|----------------|--------------|-----------------|-------------|------------|----------------|------------|-----------|----------|----------|
| <b>Subtotal</b> | <b>23,021.4</b> | <b>2,100.6</b> | <b>166.2</b> | <b>19,213.7</b> | <b>30.3</b> | <b>2.9</b> | <b>1,507.7</b> | <b>0.0</b> | <b>18</b> | <b>1</b> | <b>0</b> |
|-----------------|-----------------|----------------|--------------|-----------------|-------------|------------|----------------|------------|-----------|----------|----------|

\*\*\*\*\* **Changes From FY2013 Management Plan To FY2014 Governor** \*\*\*\*\*

**Reverse Phytosanitary Testing of Seed Potatoes Sec24 Ch5 SLA2011 P161 L20 (SB46) Lapses 6/30/2013**

|               |        |     |     |     |     |     |        |     |   |   |   |
|---------------|--------|-----|-----|-----|-----|-----|--------|-----|---|---|---|
| OTI           | -300.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | -300.0 | 0.0 | 0 | 0 | 0 |
| 1004 Gen Fund | -300.0 |     |     |     |     |     |        |     |   |   |   |

Reverses the appropriation for Phytosanitary Testing of Seed Potatoes appropriated in Sec24(n) CH5 SLA2011 P161 L20, lapses 6/30/2013.

Funding History:  
 Sec 24(n), Ch 5, SLA2011

**Reverse Tourism Marketing Third Party Receipts**

|                 |          |     |     |          |     |     |     |     |   |   |   |
|-----------------|----------|-----|-----|----------|-----|-----|-----|-----|---|---|---|
| OTI             | -2,700.0 | 0.0 | 0.0 | -2,700.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0 | 0 | 0 |
| 1108 Stat Desig | -2,700.0 |     |     |          |     |     |     |     |   |   |   |

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

**Component:** Economic Development (2743)

**RDU:** Economic Development (598)

| Scenario/Change Record Title  | Trans Type | Totals    | Personal Services | Travel | Services  | Commodities | Capital Outlay | Grants, Benefits | Miscellaneous | Positions |     | NP |
|---|------------|-----------|-------------------|--------|-----------|-------------|----------------|------------------|---------------|-----------|-----|----|
|   |            |           |                   |        |           |             |                |                  |               | PFT       | PPT |    |
| <p>This reverses the one-time authorization for the Division of Economic Development to collect and expend tourism marketing third party receipts of up to \$2.7 million for FY2013. These funds are generated from advertising sales for a state publication and other charges associated with participation in state sponsored tourism events.</p>  |            |           |                   |        |           |             |                |                  |               |           |     |    |
| <b>Restore Tourism Marketing Related Third Party Receipts</b>   |            |           |                   |        |           |             |                |                  |               |           |     |    |
|   | IncM       | 2,700.0   | 0.0               | 0.0    | 2,700.0   | 0.0         | 0.0            | 0.0              | 0.0           | 0         | 0   | 0  |
| 1108 Stat Desig   |            | 2,700.0   |                   |        |           |             |                |                  |               |           |     |    |
| <p>This restores authorization for the Division of Economic Development to collect and expend tourism marketing third party receipts of up to \$2.7 million in Statutory Designated Program Receipts (SDPR) for FY2014. These funds are generated from advertising sales for a state publication and participation in state sponsored tourism events. These revenues from the business and community are used to leverage the tourism program.</p>  |            |           |                   |        |           |             |                |                  |               |           |     |    |
| <b>Reverse Tourism Marketing</b>  |            |           |                   |        |           |             |                |                  |               |           |     |    |
|   | OTI        | -16,000.0 | -264.6            | -75.0  | -15,650.4 | -10.0       | 0.0            | 0.0              | 0.0           | 0         | 0   | 0  |
| 1004 Gen Fund   |            | -16,000.0 |                   |        |           |             |                |                  |               |           |     |    |
| <p>This reverses the one-time authorization for Alaska's statewide tourism marketing program. This program helps generate significant benefits including \$3.4 billion in direct and indirect spending, over 40,000 Alaskan jobs, and more than \$100 million in state taxes and fees. The multi-media program creates awareness and demand among prospective visitors in North America and several international markets; it also provides travel planning information needed to convert interest into actual Alaska bookings. Key program elements include: printing and distribution of the Official Alaska State Vacation Planner, development and promotion of the TravelAlaska.com website, advertising (including print, television, and internet), direct mail, media and travel trade programs, and market research.</p>   |            |           |                   |        |           |             |                |                  |               |           |     |    |
| <b>Restore Tourism Marketing</b>  |            |           |                   |        |           |             |                |                  |               |           |     |    |
|   | IncM       | 16,000.0  | 264.6             | 75.0   | 15,650.4  | 10.0        | 0.0            | 0.0              | 0.0           | 0         | 0   | 0  |
| 1004 Gen Fund   |            | 16,000.0  |                   |        |           |             |                |                  |               |           |     |    |
| <p>Continue the Tourism Marketing program in FY2014. State investment in tourism marketing is essential to continuing the recovery from a significant loss of visitors and jobs in recent years. This marketing program helps generate significant benefits including \$3.4 billion in direct and indirect spending, over 40,000 Alaskan jobs, and more than \$100 million in state taxes and fees. The multi-media program creates awareness and demand among prospective visitors in North America and targeted international markets; it also provides travel planning information needed to convert interest into actual Alaska bookings. Key program elements include: the Official Alaska State Vacation Planner, development and promotion of the TravelAlaska.com website, advertising (including print, television, and internet), direct mail, media and travel trade programs, public relations and market research.</p> |            |           |                   |        |           |             |                |                  |               |           |     |    |
| <b>Commercial Passenger Vessel Tax Review CH101 SLA2010 (SB312) (Sec2 CH41 SLA 2010 P54, L19) (HB300) - Year 4</b>  |            |           |                   |        |           |             |                |                  |               |           |     |    |
|   | IncM       | 10.0      | 0.0               | 10.0   | 0.0       | 0.0         | 0.0            | 0.0              | 0.0           | 0         | 0   | 0  |
| 1004 Gen Fund   |            | 10.0      |                   |        |           |             |                |                  |               |           |     |    |

The Commercial Passenger Vessel Tax Review legislation (Ch101 SLA2010)(SB312)(Sec2 Ch41 SLA 2010 P54 L19)(SB 300), lowered the commercial passenger vessel excise tax on passengers and required the Department of Commerce, Community and Economic Development to conduct a periodic review of projected community needs and usage of past appropriations. The fiscal note for SB 312, included a 10.0 travel increment for FY2014 to conduct the required review.

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

**Component:** Economic Development (2743)

**RDU:** Economic Development (598)

| Scenario/Change Record Title  | Trans Type | Totals          | Personal Services | Travel       | Services        | Commodities | Capital Outlay | Grants, Benefits | Miscellaneous | Positions |          | NP       |
|---|------------|-----------------|-------------------|--------------|-----------------|-------------|----------------|------------------|---------------|-----------|----------|----------|
|   |            |                 |                   |              |                 |             |                |                  |               | PFT       | PPT      |          |
| <b>Department of Administration Core Services Rates</b>   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| 1004 Gen Fund   | Inc        | 2.0             | 0.0               | 0.0          | 2.0             | 0.0         | 0.0            | 0.0              | 0.0           | 0         | 0        | 0        |
| Rates for core services provided by the Department of Administration, including Risk Management, Personnel, Information Technology Services, and Public Building Fund, are estimated to be \$7.2 million higher in FY2014. Funding in the amount of \$4 million is being provided to departments. |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| <b>Transfer Administrative Assistant II (08-1279) and Development Specialist (08-1278) to Department of Revenue</b>   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
|   | Atout      | 0.0             | 0.0               | 0.0          | 0.0             | 0.0         | 0.0            | 0.0              | 0.0           | -2        | 0        | 0        |
| Per Ch41 SLA2012 (SB 23), Administrative Assistant II (08-1279) and Development Specialist II (08-1278) are transferred from Division of Economic Development's film office to the Department of Revenue.   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| <b>Add Administrative Assistant (08-#067) and Development Specialist II (08-#068) for Film Office per Ch51 SLA2012 (SB23)</b>   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
|   | PosAdj     | 0.0             | 0.0               | 0.0          | 0.0             | 0.0         | 0.0            | 0.0              | 0.0           | 2         | 0        | 0        |
| This transaction aligns the film office positions with the SB 23 fiscal note recommendations.   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| Administrative Assistant II, 08-#067, range 14, Anchorage<br>Development Specialist II, 08-#068, range 20, Anchorage  |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| <b>Align Authority to Comply with Vacancy Factor Guidelines</b>   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
|   | LIT        | 0.0             | 18.6              | 0.0          | -18.6           | 0.0         | 0.0            | 0.0              | 0.0           | 0         | 0        | 0        |
| This aligns authority to comply with vacancy factor guidelines.   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| <b>FY2014 Salary and Health Insurance Increases</b>   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
|   | SalAdj     | 3.1             | 3.1               | 0.0          | 0.0             | 0.0         | 0.0            | 0.0              | 0.0           | 0         | 0        | 0        |
| 1004 Gen Fund   |            | 2.9             |                   |              |                 |             |                |                  |               |           |          |          |
| 1007 I/A Rcpts  |            | 0.2             |                   |              |                 |             |                |                  |               |           |          |          |
| FY2014 Salary and Health Insurance increase : \$3.1   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| FY2014 Health Insurance increase of \$59.00 per month per employee - from \$1,330 to \$1,389 per month Non-covered: \$3.1   |            |                 |                   |              |                 |             |                |                  |               |           |          |          |
| <b>Totals</b>   |            | <b>22,736.5</b> | <b>2,122.3</b>    | <b>176.2</b> | <b>19,197.1</b> | <b>30.3</b> | <b>2.9</b>     | <b>1,207.7</b>   | <b>0.0</b>    | <b>18</b> | <b>1</b> | <b>0</b> |

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

**Scenario:** FY2014 Governor (10289)  
**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| 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-#067                         | Administrative Assistant II  | FT          | A           | GP        | Anchorage | 200          | 14G          | 12.0        |               | 50,976          | 0    | 0           | 34,070                                    | 85,046      | 85,046    |
| 08-#068                         | Dev Spec II, Option A        | FT          | A           | GP        | Anchorage | 200          | 20D / E      | 12.0        |               | 71,635          | 0    | 0           | 41,145                                    | 112,780     | 112,780   |
| 08-0505                         | Business Development Officer | FT          | A           | XE        | Anchorage | NAA          | 23A / B      | 12.0        |               | 82,164          | 0    | 0           | 44,809                                    | 126,973     | 126,973   |
| 08-1207                         | Dev Spec II, Option B        | FT          | A           | GP        | Juneau    | 205          | 20B / C      | 12.0        |               | 70,500          | 0    | 0           | 40,757                                    | 111,257     | 111,257   |
| 08-1245                         | Dev Spec II, Option B        | FT          | A           | GP        | Anchorage | 200          | 20C / D      | 12.0        |               | 68,058          | 0    | 0           | 39,920                                    | 107,978     | 107,978   |
| 08-124X                         | Division Director            | FT          | A           | XE        | Juneau    | NAA          | 27C / D      | 6.0         | **            | 53,976          | 0    | 0           | 26,821                                    | 80,797      | 80,797    |
| 08-1274                         | Economic Development Advisor | FT          | A           | XE        | Juneau    | NAA          | 21F          | 12.0        |               | 83,136          | 0    | 0           | 45,142                                    | 128,278     | 96,209    |
| 08-1281                         | Dev Spec II, Option A        | FT          | A           | GP        | Fairbanks | 203          | 20C          | 12.0        |               | 69,156          | 0    | 0           | 40,296                                    | 109,452     | 109,452   |
| 08-2205                         | Dev Spec II, Option A        | FT          | A           | GP        | Juneau    | 205          | 20G          | 12.0        |               | 80,520          | 0    | 0           | 44,188                                    | 124,708     | 124,708   |
| 08-2219                         | Planner III                  | FT          | A           | GP        | Juneau    | 205          | 19N          | 12.0        |               | 90,888          | 0    | 0           | 47,739                                    | 138,627     | 110,902   |
| 08-2225                         | Office Assistant I           | PT          | A           | GP        | Tok       | 2FF          | 8C / D       | 6.0         |               | 18,188          | 0    | 0           | 14,535                                    | 32,723      | 24,542    |
| 08-2226                         | Office Assistant II          | FT          | A           | GP        | Tok       | 2FF          | 10J          | 12.0        |               | 46,908          | 0    | 0           | 32,676                                    | 79,584      | 59,688    |
| 08-2227                         | Office Assistant IV          | FT          | A           | SS        | Tok       | 6FF          | 12O          | 12.0        |               | 64,176          | 0    | 0           | 38,084                                    | 102,260     | 76,695    |
| 08-2238                         | Dev Spec II, Option A        | FT          | A           | SS        | Juneau    | 205          | 20L / M      | 12.0        |               | 92,975          | 0    | 0           | 47,948                                    | 140,923     | 140,923   |
| 08-5099                         | Dev Spec II, Option B        | FT          | A           | GP        | Fairbanks | 203          | 20J / K      | 12.0        |               | 82,682          | 0    | 0           | 44,929                                    | 127,611     | 127,611   |
| 08-9008                         | Administrative Officer II    | FT          | A           | SS        | Anchorage | 200          | 19J / K      | 6.0         | *             | 38,919          | 0    | 0           | 21,382                                    | 60,301      | 60,301    |
| 08-9085                         | Dev Spec II, Option A        | FT          | A           | GG        | Anchorage | 100          | 20C / D      | 12.0        |               | 69,651          | 0    | 0           | 40,466                                    | 110,117     | 110,117   |
| 08-T007                         | Development Manager          | FT          | A           | XE        | Juneau    | NAA          | 24J          | 12.0        |               | 105,624         | 0    | 0           | 52,844                                    | 158,468     | 158,468   |
| 08-T101                         | Tourism Marketing Manager    | FT          | A           | XE        | Anchorage | NAA          | 24F          | 12.0        |               | 101,808         | 0    | 0           | 51,537                                    | 153,345     | 153,345   |
| 21-6047                         | Dev Spec II, Option A        | FT          | A           | GP        | Anchorage | 200          | 20G          | 12.0        |               | 76,680          | 0    | 0           | 42,873                                    | 119,553     | 119,553   |
| <b>Total Positions</b>          |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Total Salary Costs:</b>                | 1,418,620   |           |
| <b>Full Time Positions:</b>     |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Total COLA:</b>                        | 0           |           |
| <b>Part Time Positions:</b>     |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Total Premium Pay:</b>                 | 0           |           |
| <b>Non Permanent Positions:</b> |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Total Benefits:</b>                    | 792,161     |           |
| <b>Positions in Component:</b>  |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Total Pre-Vacancy:</b>                 | 2,210,781   |           |
|                                 |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Minus Vacancy Adjustment of 4.00%:</b> | (88,481)    |           |
| <b>Total Component Months:</b>  |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Total Post-Vacancy:</b>                | 2,122,300   |           |
|                                 |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Plus Lump Sum Premium Pay:</b>         | 0           |           |
|                                 |                              |             |             |           |           |              |              |             |               |                 |      |             | <b>Personal Services Line 100:</b>        | 2,122,300   |           |

Note: If a position is split, an asterisk (\*) will appear in the Split/Count column. If the split position is also counted in the component, two asterisks (\*\*) will appear in this column. [No valid job title] appearing in the Job Class Title indicates that the PCN has an invalid class code or invalid range for the class code effective date of this scenario.

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

**Scenario:** FY2014 Governor (10289)  
**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| <b>PCN Funding Sources:</b>      | <b>Pre-Vacancy</b> | <b>Post-Vacancy</b> | <b>Percent</b> |
|----------------------------------|--------------------|---------------------|----------------|
| 1004 General Fund Receipts       | 2,030,355          | 1,949,096           | 91.84%         |
| 1007 Interagency Receipts        | 113,437            | 108,897             | 5.13%          |
| 1200 Vehicle Rental Tax Receipts | 66,989             | 64,308              | 3.03%          |
| <b>Total PCN Funding:</b>        | <b>2,210,781</b>   | <b>2,122,300</b>    | <b>100.00%</b> |

Note: If a position is split, an asterisk (\*) will appear in the Split/Count column. If the split position is also counted in the component, two asterisks (\*\*) will appear in this column.  
 [No valid job title] appearing in the Job Class Title indicates that the PCN has an invalid class code or invalid range for the class code effective date of this scenario.



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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Line Number                       | Line Name           |   | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
|-----------------------------------|---------------------|---|----------------|------------------------|-----------------|
| 72000                             | Travel              |   | 84.3           | 166.2                  | 176.2           |
| Expenditure Account               | Servicing Agency    | Explanation   | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
| <b>72000 Travel Detail Totals</b> |                     |   | <b>84.3</b>    | <b>166.2</b>           | <b>176.2</b>    |
| 72100                             | Instate Travel      | Instate Transportation - Transportation costs for travel relating to field work, administration, and conventions and meetings.      | 50.0           | 91.0                   | 100.0           |
| 72400                             | Out Of State Travel | Out-of-State Transportation - Transportation costs for travel relating to field work, administration, and conventions and meetings. | 34.2           | 75.1                   | 76.1            |
| 72900                             | Other Travel Costs  | Other travel costs.   | 0.1            | 0.1                    | 0.1             |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Line Number                         | Line Name                    |   | FY2012 Actuals  | FY2013 Management Plan | FY2014 Governor |      |
|-------------------------------------|------------------------------|---|---|------------------------|-----------------|------|
| 73000                               | Services                     |   | 653.7   | 19,213.7               | 19,197.1        |      |
| Expenditure Account                 | Servicing Agency             | Explanation   | FY2012 Actuals  | FY2013 Management Plan | FY2014 Governor |      |
| <b>73000 Services Detail Totals</b> |                              |   | <b>653.7</b>  | <b>19,213.7</b>        | <b>19,197.1</b> |      |
| 73025                               | Education Services           | Training, educational conferences, agency memberships, tuition, books and fees for work-related courses.  | 29.0  | 60.0                   | 40.0            |      |
| 73050                               | Financial Services           | One time costs associated with AK Film Audit training and environmental assessment for Fairbanks office.  | 45.2  | 0.0                    | 0.0             |      |
| 73075                               | Legal & Judicial Svc         | Legal and judicial services.  | 0.1   | 1.0                    | 1.0             |      |
| 73150                               | Information Technlgy         | Information Technology training, equipment leases, consulting, maintenance and licensing.   | 13.4  | 15.0                   | 18.0            |      |
| 73156                               | Telecommunication            | Local, long-distance, and cellular telephone charges, television, data/network, telecommunication equipment, and other wireless charges from outside vendors. | 11.7  | 10.0                   | 14.0            |      |
| 73225                               | Delivery Services            | Freight, courier service, and postage.  | 4.8   | 20.0                   | 6.0             |      |
| 73450                               | Advertising & Promos         | Advertising, promotions and legal notices.  | 119.3   | 78.2                   | 104.0           |      |
| 73650                               | Struc/Infstruct/Land         | Structure, infrastructure and land repairs, maintenance, rentals and leases.  | 24.6  | 25.0                   | 25.0            |      |
| 73675                               | Equipment/Machinery          | Machinery, furniture and equipment purchase, repairs, maintenance, rentals, and leases.   | 5.8   | 5.6                    | 5.6             |      |
| 73750                               | Other Services (Non IA Svcs) | Program management/consulting, economic/development, safety-related services, printing, copying, and other services.  | 124.5   | 175.0                  | 155.0           |      |
| 73753                               | Program Mgmt/Consult         | Funding for Tourism program   | 0.0   | 18,350.4               | 18,435.0        |      |
| 73805                               | IT-Non-Telecommunication     | Admin   | Enterprise Technology Services - Multiple computer services - including mainframe applications, Alaska Budget System (ABS), antivirus and MICS. | 8.2                    | 15.0            | 20.0 |
| 73806                               | IT-Telecommunication         | Admin   | Enterprise Technology Services - Non-telephone telecommunication services, including dedicated circuits, space and power, radio circuits,       | 18.4                   | 25.0            | 22.0 |

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

**Component:** Economic Development (2743)

**RDU:** Economic Development (598)

| Expenditure Account                 | Servicing Agency            | Explanation  | FY2012 Actuals | FY2013<br>Management Plan | FY2014 Governor |
|-------------------------------------|-----------------------------|--|----------------|---------------------------|-----------------|
| <b>73000 Services Detail Totals</b> |                             |  | <b>653.7</b>   | <b>19,213.7</b>           | <b>19,197.1</b> |
|                                     |                             | videoconferencing, etc. (EPR).   |                |                           |                 |
| 73807                               | Storage                     |  | 0.0            | 5.0                       | 0.0             |
| 73809                               | Mail                        | Admin  | 3.5            | 10.0                      | 5.0             |
|                                     |                             | Division of General Services – pro-rated share of expenses relating to central mailroom support and services.                                |                |                           |                 |
| 73810                               | Human Resources             | Admin  | 11.1           | 15.0                      | 12.5            |
|                                     |                             | Division of Personnel - Human resource and personnel services  |                |                           |                 |
| 73811                               | Building Leases             | Admin  | 0.0            | 15.0                      | 50.0            |
|                                     |                             | Cost associated with DED new space rental at Vintage Park office in FY2012.<br>Lease: DED Juneau office-Vintage Park location                |                |                           |                 |
| 73811                               | Building Leases             | Commerce   | 15.2           | 15.0                      | 17.5            |
|                                     |                             | Lease: Fairbanks Little Nerland Building - 211 Cushman St.   |                |                           |                 |
| 73812                               | Legal                       | Law  | 5.9            | 85.0                      | 5.0             |
|                                     |                             | Dept of Law Regulations review.  |                |                           |                 |
| 73814                               | Insurance                   | Admin  | 0.2            | 5.0                       | 1.5             |
|                                     |                             | Division of Risk Management – Risk insurance charges for leased buildings, repossessed properties, public official bonds, and overhead.      |                |                           |                 |
| 73815                               | Financial                   | Admin  | 0.8            | 10.0                      | 13.0            |
|                                     |                             | Division of Finance – Computer services for state accounting (AKSAS) and payroll (AKPAY) systems   |                |                           |                 |
| 73816                               | ADA Compliance              | Labor  | 0.2            | 1.5                       | 1.5             |
|                                     |                             | Division of Vocational Rehabilitation – Pro-rated share of expenses relating to Americans with Disabilities Act (ADA) enforcement.           |                |                           |                 |
| 73818                               | Training (Services-IA Svcs) |  | 21.5           | 1.0                       | 1.0             |
|                                     |                             | Costs related to Educations Service Agreement with the University of Alaska Statewide Corporate Programs for Scenic Byways host application. |                |                           |                 |
| 73819                               | Commission Sales (IA Svcs)  | State Travel Office  | 1.2            | 5.0                       | 7.5             |
|                                     |                             | US Travel LLC, STO Advance Only, for all US Travel payments.   |                |                           |                 |
| 73821                               | Hearing/Mediation (IA Svcs) |  | 5.8            | 0.0                       | 0.0             |
|                                     |                             | One time cost related to Film Tax Credit RFP ruling.   |                |                           |                 |
| 73848                               | State Equip Fleet           | Trans  | 0.2            | 5.0                       | 1.0             |
|                                     |                             | State Equipment Fleet Services.  |                |                           |                 |
| 73979                               | Mgmt/Consulting (IA Svcs)   | Administrative Services  | 149.1          | 175.0                     | 180.0           |
|                                     |                             | Division of Administration Services – Management Support Services.   |                |                           |                 |
| 73979                               | Mgmt/Consulting (IA Svcs)   | Commissioner's Office  | 34.0           | 80.0                      | 50.0            |
|                                     |                             | Commissioner's Office – Management Support Services.   |                |                           |                 |

**Line Item Detail**

**Department of Commerce, Community, and Economic Development  
Services**

**Component:** Economic Development (2743)

**RDU:** Economic Development (598)

| Expenditure Account                 | Servicing Agency          | Explanation   | FY2012 Actuals | FY2013<br>Management Plan | FY2014 Governor |
|-------------------------------------|---------------------------|---|----------------|---------------------------|-----------------|
| <b>73000 Services Detail Totals</b> |                           |   | <b>653.7</b>   | <b>19,213.7</b>           | <b>19,197.1</b> |
| 73979                               | Mgmt/Consulting (IA Svcs) | Motor Vehicles<br>DMV to provide DMV services to Tok and surrounding communities. | 0.0            | 6.0                       | 6.0             |
| 73979                               | Mgmt/Consulting (IA Svcs) | Commissioner's Office   | 0.0            | 0.0                       | 0.0             |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Line Number                            | Line Name           |  | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
|--|---------------------|--|----------------|------------------------|-----------------|
| 74000                                  | Commodities         |  | 26.7           | 30.3                   | 30.3            |
| Expenditure Account                    | Servicing Agency    | Explanation  | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
| <b>74000 Commodities Detail Totals</b> |                     |  | <b>26.7</b>    | <b>30.3</b>            | <b>30.3</b>     |
| 74200                                  | Business            | Supplies for office, library, training, and instructional needs, including small equipment, tools and subscriptions. | 23.5           | 30.0                   | 30.3            |
| 74480                                  | Household & Instit. | Cleaning and other household supplies.   | 3.2            | 0.3                    | 0.0             |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Line Number                               | Line Name        |  | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
|---|------------------|--|----------------|------------------------|-----------------|
| 75000                                     | Capital Outlay   |  | 0.0            | 2.9                    | 2.9             |
| Expenditure Account                       | Servicing Agency | Explanation  | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
| <b>75000 Capital Outlay Detail Totals</b> |                  |  | <b>0.0</b>     | <b>2.9</b>             | <b>2.9</b>      |
| 75700                                     | Equipment        | Information technology, communication, electronic, and safety-related equipment. | 0.0            | 2.9                    | 2.9             |

**Line Item Detail**  
**Department of Commerce, Community, and Economic Development**  
**Grants, Benefits**

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Line Number                                 | Line Name        |  | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
|---|------------------|--|----------------|------------------------|-----------------|
| 77000                                       | Grants, Benefits |  | 1,745.5        | 1,507.7                | 1,207.7         |
| Expenditure Account                         | Servicing Agency | Explanation  | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
| <b>77000 Grants, Benefits Detail Totals</b> |                  |  | <b>1,745.5</b> | <b>1,507.7</b>         | <b>1,207.7</b>  |
| 77110                                       | Grants           | Alaska Native Arts Foundation Grant, and Alaska Manufacturing Extension Partnership grant. | 1,000.0        | 1,507.7                | 400.0           |
| 77110                                       | Grants           | Alaska Regional Development Organization (ARDOR) Grants                                    | 745.5          | 0.0                    | 807.7           |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| <b>Master Account</b>     | <b>Revenue Description</b>    |                  |                         |                   | <b>FY2012 Actuals</b> | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
|---------------------------|-------------------------------|------------------|-------------------------|-------------------|-----------------------|-------------------------------|------------------------|
| 51060                     | General Fund Program Receipts |                  |                         |                   | 2.2                   | 0.0                           | 0.0                    |
| <b>Detail Information</b> |                               |                  |                         |                   |                       |                               |                        |
| <b>Revenue Amount</b>     | <b>Revenue Description</b>    | <b>Component</b> | <b>Collocation Code</b> | <b>AKSAS Fund</b> | <b>FY2012 Actuals</b> | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
| 55030                     | 3rd Party Collection          |                  |                         |                   | 2.2                   | 0.0                           | 0.0                    |



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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Master Account            | Revenue Description       |           |                  |            | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
|---------------------------|---------------------------|-----------|------------------|------------|----------------|------------------------|-----------------|
| 51010                     | Federal Receipts          |           |                  |            | 42.9           | 173.3                  | 173.3           |
| <b>Detail Information</b> |                           |           |                  |            |                |                        |                 |
| Revenue Amount            | Revenue Description       | Component | Collocation Code | AKSAS Fund | FY2012 Actuals | FY2013 Management Plan | FY2014 Governor |
| 51010                     | Federal Receipts          |           |                  |            | 42.9           | 173.3                  | 173.3           |
|                           | Allocation for STEP grant |           |                  |            |                |                        |                 |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| <b>Master Account</b>     | <b>Revenue Description</b>                                       |                          |                         |                   | <b>FY2012 Actuals</b> | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
|---------------------------|--|--------------------------|-------------------------|-------------------|-----------------------|-------------------------------|------------------------|
| 51015                     | Interagency Receipts   |                          |                         |                   | 103.6                 | 126.4                         | 126.1                  |
| <b>Detail Information</b> |  |                          |                         |                   |                       |                               |                        |
| <b>Revenue Amount</b>     | <b>Revenue Description</b>                                       | <b>Component</b>         | <b>Collocation Code</b> | <b>AKSAS Fund</b> | <b>FY2012 Actuals</b> | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
| 51015                     | Interagency Receipts<br>Misc I/A receipts                        |                          |                         |                   | 41.8                  | 55.5                          | 53.1                   |
| 59020                     | Administration<br>Tok office Division of Motor vehicle services. | Motor Vehicles           |                         |                   | 55.7                  | 54.9                          | 57.0                   |
| 59250                     | Dotpf Op, Tpb,& Othr<br>Tok ferry reservation commissions        | Marine Vessel Operations |                         |                   | 6.1                   | 16.0                          | 16.0                   |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| <b>Master Account</b>     | <b>Revenue Description</b>   |                  | <b>FY2012 Actuals</b>   | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |                               |                        |
|---------------------------|--|------------------|-------------------------|-------------------------------|------------------------|-------------------------------|------------------------|
| 51063                     | Statutory Designated Program Receipts  |                  | 38.7                    | 2,828.4                       | 2,828.4                |                               |                        |
| <b>Detail Information</b> |  |                  |                         |                               |                        |                               |                        |
| <b>Revenue Amount</b>     | <b>Revenue Description</b>   | <b>Component</b> | <b>Collocation Code</b> | <b>AKSAS Fund</b>             | <b>FY2012 Actuals</b>  | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
| 51063                     | Stat Desig Prog Rec<br>Receipts from Made in Alaska program registration fees and Tourism marketing advertising and tradeshow. |                  |                         |                               | 38.7                   | 2,828.4                       | 2,828.4                |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| <b>Master Account</b>     | <b>Revenue Description</b>           |                  |                         |                   | <b>FY2012 Actuals</b> | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
|---------------------------|--------------------------------------|------------------|-------------------------|-------------------|-----------------------|-------------------------------|------------------------|
| 51200                     | Capital Improvement Project Receipts |                  |                         |                   | 62.2                  | 109.6                         | 109.6                  |
| <b>Detail Information</b> |                                      |                  |                         |                   |                       |                               |                        |
| <b>Revenue Amount</b>     | <b>Revenue Description</b>           | <b>Component</b> | <b>Collocation Code</b> | <b>AKSAS Fund</b> | <b>FY2012 Actuals</b> | <b>FY2013 Management Plan</b> | <b>FY2014 Governor</b> |
| 51200                     | Cap Improv Proj Rec                  |                  |                         |                   | 62.2                  | 109.6                         | 109.6                  |
|                           | DOT Scenic byways project            |                  |                         |                   |                       |                               |                        |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Expenditure Account                                | Service Description         | Service Type   | Servicing Agency | FY2012 Actuals      | FY2013          |                 |             |
|--|-----------------------------|--|------------------|---------------------|-----------------|-----------------|-------------|
|  |                             |  |                  |                     | Management Plan | FY2014 Governor |             |
| 73805  | IT-Non-Telecommunication    | Enterprise Technology Services - Multiple computer services - including mainframe applications, Alaska Budget System (ABS), antivirus and MICS.                          | Inter-dept       | Admin               | 8.2             | 15.0            | 20.0        |
| <b>73805 IT-Non-Telecommunication subtotal:</b>    |                             |  |                  |                     | <b>8.2</b>      | <b>15.0</b>     | <b>20.0</b> |
| 73806  | IT-Telecommunication        | Enterprise Technology Services - Non-telephone telecommunication services, including dedicated circuits, space and power, radio circuits, videoconferencing, etc. (EPR). | Inter-dept       | Admin               | 18.4            | 25.0            | 22.0        |
| <b>73806 IT-Telecommunication subtotal:</b>        |                             |  |                  |                     | <b>18.4</b>     | <b>25.0</b>     | <b>22.0</b> |
| 73809  | Mail                        | Division of General Services – pro-rated share of expenses relating to central mailroom support and services.  | Inter-dept       | Admin               | 3.5             | 10.0            | 5.0         |
| <b>73809 Mail subtotal:</b>                        |                             |  |                  |                     | <b>3.5</b>      | <b>10.0</b>     | <b>5.0</b>  |
| 73810  | Human Resources             | Division of Personnel - Human resource and personnel services  | Inter-dept       | Admin               | 11.1            | 15.0            | 12.5        |
| <b>73810 Human Resources subtotal:</b>             |                             |  |                  |                     | <b>11.1</b>     | <b>15.0</b>     | <b>12.5</b> |
| 73811  | Building Leases             | Lease: DED Juneau office-Vintage Park location   | Inter-dept       | Admin               | 0.0             | 15.0            | 50.0        |
| 73811  | Building Leases             | Cost associated with DED new space rental at Vintage Park office in FY2012.  | Intra-dept       | Admin               | 0.0             | 0.0             | 0.0         |
| 73811  | Building Leases             | Lease: Fairbanks Little Nerland Building - 211 Cushman St.   | Intra-dept       | Commerce            | 15.2            | 15.0            | 17.5        |
| <b>73811 Building Leases subtotal:</b>             |                             |  |                  |                     | <b>15.2</b>     | <b>30.0</b>     | <b>67.5</b> |
| 73812  | Legal                       | Dept of Law Regulations review.  | Inter-dept       | Law                 | 5.9             | 85.0            | 5.0         |
| <b>73812 Legal subtotal:</b>                       |                             |  |                  |                     | <b>5.9</b>      | <b>85.0</b>     | <b>5.0</b>  |
| 73814  | Insurance                   | Division of Risk Management – Risk insurance charges for leased buildings, repossessed properties, public official bonds, and overhead.                                  | Inter-dept       | Admin               | 0.2             | 5.0             | 1.5         |
| <b>73814 Insurance subtotal:</b>                   |                             |  |                  |                     | <b>0.2</b>      | <b>5.0</b>      | <b>1.5</b>  |
| 73815  | Financial                   | Division of Finance – Computer services for state accounting (AKSAS) and payroll (AKPAY) systems   | Inter-dept       | Admin               | 0.8             | 10.0            | 13.0        |
| <b>73815 Financial subtotal:</b>                   |                             |  |                  |                     | <b>0.8</b>      | <b>10.0</b>     | <b>13.0</b> |
| 73816  | ADA Compliance              | Division of Vocational Rehabilitation – Pro-rated share of expenses relating to Americans with Disabilities Act (ADA) enforcement.                                       | Inter-dept       | Labor               | 0.2             | 1.5             | 1.5         |
| <b>73816 ADA Compliance subtotal:</b>              |                             |  |                  |                     | <b>0.2</b>      | <b>1.5</b>      | <b>1.5</b>  |
| 73818  | Training (Services-IA Svcs) | Costs related to Educations Service Agreement with the University of Alaska Statewide Corporate Programs for Scenic Byways host application.                             | Inter-dept       |                     | 21.5            | 1.0             | 1.0         |
| <b>73818 Training (Services-IA Svcs) subtotal:</b> |                             |  |                  |                     | <b>21.5</b>     | <b>1.0</b>      | <b>1.0</b>  |
| 73819  | Commission Sales (IA Svcs)  | US Travel LLC, STO Advance Only, for all US Travel payments.   | Inter-dept       | State Travel Office | 1.2             | 5.0             | 7.5         |

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

**Component:** Economic Development (2743)  
**RDU:** Economic Development (598)

| Expenditure Account                                | Service Description         | Service Type   | Servicing Agency                   | FY2012 Actuals | FY2013          |                 |
|--|-----------------------------|--|------------------------------------|----------------|-----------------|-----------------|
|  |                             |  |                                    |                | Management Plan | FY2014 Governor |
| <b>73819 Commission Sales (IA Svcs) subtotal:</b>  |                             |  |                                    | <b>1.2</b>     | <b>5.0</b>      | <b>7.5</b>      |
| 73821  | Hearing/Mediation (IA Svcs) | One time cost related to Film Tax Credit RFP ruling.               | Inter-dept                         | 5.8            | 0.0             | 0.0             |
| <b>73821 Hearing/Mediation (IA Svcs) subtotal:</b> |                             |  |                                    | <b>5.8</b>     | <b>0.0</b>      | <b>0.0</b>      |
| 73848  | State Equip Fleet           | State Equipment Fleet Services.                                    | Inter-dept Trans                   | 0.2            | 5.0             | 1.0             |
| <b>73848 State Equip Fleet subtotal:</b>           |                             |  |                                    | <b>0.2</b>     | <b>5.0</b>      | <b>1.0</b>      |
| 73979  | Mgmt/Consulting (IA Svcs)   | Division of Administration Services – Management Support Services. | Intra-dept Administrative Services | 149.1          | 175.0           | 180.0           |
| 73979  | Mgmt/Consulting (IA Svcs)   | Commissioner's Office – Management Support Services.               | Intra-dept Commissioner's Office   | 34.0           | 80.0            | 50.0            |
| 73979  | Mgmt/Consulting (IA Svcs)   | DMV to provide DMV services to Tok and surrounding communities.    | Inter-dept Motor Vehicles          | 0.0            | 6.0             | 6.0             |
| 73979  | Mgmt/Consulting (IA Svcs)   |  | Intra-dept Commissioner's Office   | 0.0            | 0.0             | 0.0             |
| <b>73979 Mgmt/Consulting (IA Svcs) subtotal:</b>   |                             |  |                                    | <b>183.1</b>   | <b>261.0</b>    | <b>236.0</b>    |
| <b>Economic Development total:</b>                 |                             |  |                                    | <b>275.3</b>   | <b>468.5</b>    | <b>393.5</b>    |
| <b>Grand Total:</b>                                |                             |  |                                    | <b>275.3</b>   | <b>468.5</b>    | <b>393.5</b>    |