AEDC Mission

To grow a prosperous, sustainable and diverse economy.

AEDC Values

Integrity: Being transparent and ethical in all our dealings

Credibility: Demonstrating competency and expertise in everything that we do

Proactive: Creating opportunities through innovative actions

Collaboration: Leveraging our strengths with the strengths of others

Sustainability: Assuring continuance of mission

AEDC Vision

By 2025, Anchorage is the #1 city in America to Live, Work and Play.

• We will diversify the Anchorage economy to be resilient and sustainable
• We will secure investments in physical infrastructure and community redevelopment
• We will be a strong advocate for affordable health care, housing, education and community safety
• We will develop, maintain and improve Anchorage’s quality of life and unique recreational and creative opportunities
• We will establish Live. Work. Play as the community-wide priority with broad-based support from the public and business community
• We will forge strategic partnerships with organizations to accomplish our vision and priorities
Welcome to the 2018 Annual Report for the Anchorage Economic Development Corporation. On behalf of the Board of Directors and AEDC staff, we are pleased to share our team’s efforts to make Anchorage a great city in which to live, work, play and invest.

2018 was a busy year for AEDC. In advocacy, we took positions on three issues, two municipal initiatives and one state ballot initiative. At the local level, we stood with our partners at the Anchorage Chamber of Commerce and Visit Anchorage to lobby against Proposition 1, also the “bathroom bill,” which failed. We also supported Proposition 10, approving the sale of Municipal Light and Power to Chugach Electric. Readers may recall we originally formed an Electric Utilities Working Group of business leaders in April 2017, which recommended the merger to align power generation, power pooling, and shared fuel supply management. At the state level, we, with hundreds of Alaska businesses, opposed Ballot Measure 1 to establish new permitting requirements for projects in salmon habitat. It was defeated.

Most importantly, in early December, after months of discussion with AEDC staff, our Board of Directors adopted a new 10-year strategic direction. AEDC believes that if Anchorage is to grow and succeed in the future, we must focus on improving our community. As a result, our Live.Work.Play. initiative is being reworked. Over the next decade AEDC’s primary focus is now targeted on developing new strategic partnerships centered on making Anchorage a community that grows, attracts and keeps skilled workers and innovative entrepreneurs. AEDC will still market Anchorage to national and international business interests and assist Anchorage businesses with research, analysis and general business support; but we will pivot to focus on making Anchorage a thriving community.

We made strides in this regard in 2018, with the Live. Work. Play. Housing group playing a pivotal role in the passage of the Accessory Dwelling Unit (ADU) ordinance, and completing the second housing survey of Anchorage citizens. Live. Work. Play. also surveyed Anchorage millennial workers for the first time ever and developed the first of its kind Internship Playbook, helping to connect employers and job-seekers. AEDC was also part of the Alaska Governor’s trade mission to China in May 2018, and is continuing to follow up on international opportunities generated from that trip.

In 2018, AEDC produced and distributed nearly 20 monthly, quarterly, and annual research reports on employment, economic trends, business and consumer optimism, in addition to dozens of on-demand reports for business-related economic metrics. We engaged with members and the public through Facebook, LinkedIn, Twitter, Instagram, MailChimp, and our website, AEDCweb.com, where all our reports are available.

AEDC staff, Board of Directors, and our Investors Council look forward to continuing to promote a prosperous and diverse Anchorage economy. Although our strategy is changing, our commitment to our members and our community remains steadfast. We look forward to another productive and successful year.

Sincerely,

Bill Popp,
President & CEO | AEDC
AEDC’s Strategic Vision

AEDC’s roots in Anchorage run deep. Our organization was founded in 1987, during the period of Alaska’s last severe recession. During that time, members of Anchorage’s business community felt they could do more to attract, retain and grow business investment. In the last 30 years, AEDC has been guided by its Board of Directors and investor companies to build a business-friendly environment for local, national, international investment.

You may be familiar with our projects and initiatives – some more successful than others.
Area of Focus Updates

We will continue to provide many of the services you know and appreciate - national and international marketing of our city; economic data and business assistance; support for entrepreneurs and local innovation; and continued backing for our crucial economic centers, like the Port of Alaska and Ted Stevens International Airport.

However, we are aware that economic development is an evolving practice.

The old model, which economic development corporations like ours have employed for decades, is site selection. Site selectors are consultants that work for companies looking to expand into new geographies. The old model involved bringing site selectors to Anchorage, wining and dining them, and persuading them of the benefits of investing in Anchorage.

Over more than a decade, we heard from dozens of site selectors that Anchorage lacks the quality of life factors that clients would require to relocate here.

But the game has changed.

In the new global economy, business chases talent, and talent chases place.

The new model of economic development is placemaking, where cities identify the characteristics that make them livable and lovable to attract the talent they need to survive.

In 2010, recognizing this, the AEDC Board established Live. Work. Play. But in eight years, LWP hasn’t had the transformative effect we were hoping for. Anchorage continues to struggle with quality of life issues that make us uncompetitive with cities of similar size and climate.

So what do we do?

Over the next ten years, you will see AEDC pursuing a plan aimed at targeted improvements in three geographic areas: downtown Anchorage; the Chester Creek Greenbelt; and in the U-Med District. Our Board of Directors and staff believe that this approach is the foundation to attracting and retaining a talented workforce by building on existing assets and focusing on major hubs.

In 2019, we will concentrate on building board-to-board relationships with partner organizations to find overlap in our missions and talking to our more than 250 member companies about our new strategic direction. We are looking forward to building a strong, prosperous, bright future with our investors, partners, and Anchorage residents.

AEDC will be pursuing targeted improvements in the downtown core and U-Med district - Anchorage’s two largest employment hubs - and the Chester Creek greenbelt, the multi-modal corridor that connects them.
COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY

In 2018, AEDC completed a commissioned project to conduct research and write the City of Anchorage Comprehensive Economic Development Strategy. Writing and research efforts wrapped up in early 2018, and the plan was officially adopted in September of 2018 through a unanimous vote by the Anchorage Assembly.

BUSINESS ATTRACTION ENEWS

In 2018, AEDC continued to send a series of E newsletters targeted to site selectors and developers across the United States. Each newsletter is packed with real estate opportunities, demographic information and emerging windows of opportunity within the Anchorage economy. The newsletters covered a range of topics, from housing development opportunities, oil and gas data, updates on LNG, the Governor’s trip to China, opportunities at the Ted Stevens International Airport, and more.

MANUFACTURING EXTENSION PARTNERSHIP (MEP) PROJECTS

Nationally, the MEP program enables manufacturers to identify opportunities to build their businesses and compete globally. Here in Anchorage, AEDC works with community partners to tailor the MEP to our area’s needs

Manufacturing Hall

Every year, AEDC hosts an exhibition for start ups and other small businesses at our Three-Year Outlook Luncheon in July. In 2018, we emphasized both small and large manufacturing businesses. Business types ran the gamut, from food startups to machinery shops that attended to showcase their products.

Manufacturing Video Series

In the fall of 2018, we partnered with K2 Dronotics, Trijet, and Bambinos Baby Food. With the help of our friends at Thompson & Company, we were able to film three short films to market the individual businesses and the manufacturing industry as a whole in Alaska.

Shared Space Study

At the end of 2018, AEDC assisted a group of researchers from UAF and the Southwest Alaska Municipal Conference to better understand the demand for shared manufacturing space in Anchorage. The outcome of the study identified a growing need for affordable shared workshop space and more opportunities for idea-sharing for manufacturing startups.
COMMUNICATIONS

AEDC’s Communications team works hard to get you the information you need through a number of traditional, earned, paid, and digital platforms. We partner with a number of world-class local companies for public relations, strategy, report and website design to ensure that our investor companies and the community at large receive timely, high-quality information.

In 2018, our audience included local, national, and international readers accessing press clips, web pages, and social media related to or directly associated with AEDC. From January to December 2018, AEDC’s press reached more than 200 million people - across the world. Remember these headlines? We were there.

Surveys: Alaskans feel the economic outlook is positive

26 Alaska businesses, groups to join Gov. Walker on trade mission to China

ConocoPhillips fired up about Alaska prospects in 2018

Assembly puts potential ML&P sale before voters

Public Relations

424
MEDIA PLACEMENTS
up 200% from 2017

$3,949,194.47
MEDIA VALUE
That’s just about the cost of a Boeing 777-9. Do we get a plane?

Website

01:35
AVG. SESSION DURATION
The time it takes to sing a national anthem. “Oh, say, can you see...”

84%
NEW VISITORS

Social Media - AEDC

2,272
FOLLOWERS, UP BY 32

4,314
FOLLOWERS, DOWN BY 5

2,899
FOLLOWERS, UP BY 794

931
FOLLOWERS, UP BY 9

E-Newsletter - AEDC

4,051
SUBSCRIBERS

21.7%
OPEN RATE

2.9%
CLICK-
ANCHORAGE COST OF LIVING INDEX (ANNUAL)
The Cost of Living Index, released annually, compares the prices of consumer goods and services in Anchorage with more than 260 other communities around the country, giving Anchorage residents and businesses a tangible measure of the cost of life in Anchorage.

BUSINESS CONFIDENCE INDEX SURVEY (ANNUAL)
The 10th annual Business Confidence Index survey was conducted by AEDC staff in partnership with McDowell Group. The survey was fielded from Nov. 19 - Dec. 25, 2018 and collected 203 responses, a decline from the previous year. The fall in survey responses can be partially attributed to the effect of the severe November 30 earthquake.

ECONOMIC FORECAST REPORT (ANNUAL)
The annual Economic Forecast Report is compiled by the McDowell Group using demographic and employment data and released at our annual January Luncheon.

3-YEAR OUTLOOK REPORT (ANNUAL)
The yearly 3-Year Outlook Report looks at macroeconomic trends in the Anchorage economy, relying on analysis on a variety of data sources and interviews with key industry representatives.

ANCHORAGE CONSUMER OPTIMISM INDEX (QUARTERLY)
The ANCi is a measure of Anchorage households’ optimism in the health of the local economy, their personal financial situation, and their expectations for the future.

EMPLOYMENT REPORT (MONTHLY)
AEDC produces an employment report with the jobs numbers released each month by the State of Alaska.

FEATURE: ANCHORAGE HOUSING SURVEY REPORT
In 2018, AEDC and the Live. Work. Play. Housing Area of Focus surveyed residents to determine the current state of housing in Anchorage and how it has changed since the 2014 housing survey.

This report reveals resident concerns and preferences, with the goal of providing needed insights for policymakers, investors, and developers for increasing access and affordability.

All AEDC reports are available online.
AEDC’s two annual luncheons are made possible by numerous sponsors, individuals, and the team on staff.

We appreciate your continued support.

**ECONOMIC FORECAST (JANUARY 2018)**
Keynote speakers Joe Marushack, Alaska President of ConocoPhillips, and Ron Duncan, co-founder and CEO of GCI, shared their views on two of Alaska’s foundational industries.

**3-YEAR OUTLOOK (JULY 2018)**
AEDC’s Business Confidence Indices (BCI) have shown increasing concern over the cost of health insurance. In July, keynote speaker Jeff Roe, the President and CEO of Premera Blue Cross to talk about health care challenges and solutions. Anchorage’s hometown hero Kikkan Randall also joined to talk about overcoming adversity.
In May, AEDC President Bill Popp joined more than two dozen Alaska companies — including half a dozen AEDC Investors — for Opportunity Alaska: China Trade Mission. China is Alaska’s largest trading partner and the trip, organized by the State of Alaska, connected Alaska businesses with industry leaders, potential customers, key decision makers and government officials.

We believe that this trip will lead to increased trade ties and business opportunities in 2019 and beyond.

**DAY 1 AND 2: CHENGDU**

Bill arrives and receives a briefing on South China. Chengdu is located in Sichuan Province and is the center of an inland region that is only now seeing the benefits of the amazing economic growth in China that largely benefited only the eastern coastal regions of China in cities like Beijing, Tianjin and Shanghai. Now, this region is seeing an economic boom driven by government policies focused on spreading the wealth. Chengdu has already seen trade missions from Alaska focused on seafood and tourism in the last couple of years. Alaska is already seeing noticeable growth in the number of Chinese tourists visiting Alaska and we expect to see more visitors from China in the coming years.

**DAY 3: THE CHINA-U.S. GOVERNOR’S FORUM**

The 4th annual China-U.S. Governor’s Forum was an all-day event in Chengdu with more than 1,000 attendees, including both regional and national media. Speakers included: conference organizers, U.S. Ambassador Terry Branstad, His Excellency Wu Weihua, Vice Chairman of the standing committee of the National People’s Republic of China, Governor Bill Walker as the leader of the U.S. Governors delegation, Mr. Qi Bin, Vice Chairman of the China Investment Corporation, numerous Chinese Provincial leaders and the Lt. Governor of New Mexico. Governor Wang Wentao of Heilongjiang Province, the northernmost province in China, where the City of Harbin (population 22 million) is located, focused on establishing direct passenger flights to Anchorage from Harbin for both business and tourism, and AEDC is pursuing trade, cargo, and passenger ties with Harbin in 2019.

**DAY 4-5: BUSINESS IN BEIJING**

Members of Alaska’s delegation specializing in tourism hosted a training in Beijing to help Chinese operators organize, market, and manage tours to Alaska. Trade mission members are confident that this outreach will result in increased tours to the state in coming years, particularly in winter - a boon to our economy in an otherwise slow season. Meanwhile, Alaskan seafood industry members held a tasting for Chinese buyers to promote Alaskan products. It is clear that demand for fresh Alaskan seafood is strong and growing among Chinese consumers.
DAY 6-7: FINAL DAYS IN SHANGHAI

Members of the Alaskan delegation introduced the best of 49th State Brewing Company to more than 150 attendees at the Daga Brewpub in Shanghai’s old French Concession neighborhood. The team then traveled three hours by bus to Hangzhou, the headquarters of Alibaba, China’s massive online retailer, financial services provider, travel agent, and more. The delegation’s last day in Shanghai - and China - was spent touring the fully automated Port of Shanghai with Matson.

WRAP UP: MORE WORK TO BE DONE

This trade mission was a success. There are significant opportunities that are already being realized, such as the many connections made between Alaska tourism vendors and visitors bureaus and Chinese tour operators. There are also potential new investments in Alaska from Chinese business interests with good odds of being successfully developed in the near to mid-term future, including direct passenger flights from China to Ted Stevens Anchorage International Airport, seafood investment and more. However, investment will not happen easily; there is a lot of work that will have to be done in the coming months and years to fully realize the potential of China as an expanding market for Alaska goods and services. Anchorage must position itself to welcome the potentially thousands of affluent visitors from China we may see visiting our city and state in the near future. AEDC will be actively supporting efforts to both increase exports from Alaska to China and to support foreign direct investment from China that will result in more jobs for Alaskans and a stronger economy as a result.


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**Finances**

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<th>INCOME</th>
<th>FY2019*</th>
<th>FY2018</th>
<th>FY2017</th>
<th>FY2016</th>
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<td>Grants &amp; Contracts</td>
<td>277,806</td>
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<td>Private Cash</td>
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<td>TOTAL INCOME</td>
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<table>
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<th>EXPENSES</th>
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<td>129,293</td>
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<td>TOTAL EXPENSES</td>
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<td>1,503,400</td>
<td>1,680,166</td>
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| NET INCOME       | $53,229 | $(59,133) | $2,073  | $(79,530) |

*Projected
AEDC Investors

DIAMOND $20,000+

AlaskaUSA

PLATINUM $10,000+

Alaska Communications
Alaska Integrated Media
Alaska Public Media
Alaska Regional Hospital
Anchorage Daily News
Calista Corporation
DOWL
ENSTAR Natural Gas Co.
First National Bank Alaska

Hotel Captain Cook
KeyBank
KTUU-Channel 2 News
Northern Air Cargo
Northrim Bank
Providence Health & Services Alaska
Ravn Air Group, Inc.
Stantec
TOTE Maritime

GOLD $5,000+

Alaska Executive Search
Alaska Growth Capital
Alaska Heart & Vascular Institute
AT&T Alaska
BAC Transportation
Chugach Electric Association, Inc.
CIRI
ConocoPhillips

Cook Inlet Housing Authority
CRW Engineering Group
Denali Federal Credit Union
ExxonMobil
FedEx Express
iHeartMedia
KPB Architects
Lynden Inc.

Leonardo DRS
Main Event Catering
Matson
Pacific Northwest
Regional Council of Carpenters
Signature Flight Support
Swissport
Thompson & Co. Public Relations
University of Alaska
SILVER $2,500+

Alaska National Insurance Company
Alaska Native Business & Resource Directory
Alaska Railroad Corporation
Alyeska Resort
Avitus Group
BDO USA, LLP
Bering Straits Native Corporation
Birch Horton Bittner & Cherot
Brews Brothers, LLC
Calais Company, Inc.
Challenge Alaska
Chevrolet of South Anchorage
Color Art Printing
Cook Inlet Tribal Council
Creative Lighting & Sound
Diamond Parking
JL Properties, Inc.
KPMG
Marathon Petroleum Company
NANA
Orthopedic Physicians Anchorage
Penco Properties
Petrotechnical Resources of Alaska
Quantum Entertainment
SteamDot
Superman Moving & Storage, LLC
TDX Corporation / Alaska Park
The Alaska Club, Inc.
The Superior Group, Inc.
The Wilson Agency
Think Office, LLC
Thomas, Head & Greisen
TrailerCraft, Inc.

BRONZE $500+

3M
AECOM
Agnew Beck Consulting
AK Supply Inc
Alaska Air Carriers Association
Alaska Airlines Magazine
Alaska Architectural Lighting, Inc.
Alaska Business Monthly
Alaska Cargopoint, LLC
Alaska Colorrectal Surgery
Alaska Colerus Products
Alaska Hospitality Retailers
Alaska Housing Finance Corporation
Alaska Magazine
Alaska Pacific Leasing
Alaska Permanent Capital Management
Alaska Printing Inc.
Alaska Sales and Service
Alaska Sausage and Seafood
Alaska Small Business Development Center
Alaska Waste
Alyeska Pipeline Service Company
Alyeska Title Guaranty Agency
American Marine Corporation
American Red Cross of Alaska
Anchorage 5th Avenue Mall – Simon Property Group
Anchorage Concert Association
Anchorage Convention Centers-SMG
Anchorage Downtown Partnership
Anchorage Fracture & Orthopedic Clinic
Anchorage Marriott Downtown
Anchorage Museum at Rasmuson Center
Anchorage Sand & Gravel Co.
Anchorage Women's Clinic
Applied Microsystems
Bambino's Baby Food
BBFM Engineers Inc.
Bear Tooth TheatrePub
Better Business Bureau
Bettisworth North Architects & Planners, Inc.
Brandt Pennington Anchorage Real Estate
Brilliant Media Strategies
Bristol Bay Native Corporation
Cadence General, LLC
Capital Management Benefits Corp.
Carilte Transportation
Chenega Corporation
Chevron
Chugach Alaska Corporation
Chugach Chocolates
Chugach-Eagle River Chamber of Commerce
Coastal Television
Commodity Forwarders, Inc.
Cornerstone Credit Services
Cornerstone General Contractors, Inc.
Covenant House Alaska
Credit Union 1
Creekside Surgery Center
Davis Wright Tremaine LLP
Denali Commercial
DenaliTEK Incorporated
Donlin Gold
Eklutna, Inc.
Enterprise Engineering, Inc.
Excel Construction
F.R. Bell & Associates, Inc.
Fairweather, LLC
Fidelity Title Agency of Alaska
Frampton & Opinsky, LLC
Furniture Enterprises of Alaska, Inc.
Gina Basnaks & Associates
Girdwood Alliance
Herrington and Company, LLC
High Point Construction, Inc.
Hilton Anchorage
Holland & Knight LLP
Holland America Group
Holmes Weddle & Barcott PC
Hope Community Resources, Inc.
International Union of Operating Engineers, Local 302
Irwin Development Group, LLC
Jack White Real Estate
Jae Shin
Kittelson & Associates
Kuna Engineering
Marsh & McLennan Agency LLC
Matanuska Electric Association, Inc
Matanuska Telephone Association
Matanuska Valley Federal Credit Union
McCool Carlson Green Architects
Mellen Investment Company, LLC
Merrill Lynch
Michael Baker International, Inc.
Microcom
Millrock Exploration Corp.
Mint Dental
NANA Management Services (NMS)
National Cooperative Bank
NECA Alaska
NeighborWorks Alaska
New York Life Insurance Company
Norcoast Mechanical
North Star Terminal & Stevedore LLC
Northern Compass Group
Northern Economics, Inc.
Northern Skies Federal Credit Union
Old Harbor Native Corporation
Ompa, Inc.
Opih Staffing Group
Pacific Acquisitions LLC
Pango Technology, Inc.
Paragon Interior Construction
Parker, Smith & Feek, Inc.
Parliament Chiropractic
PDC Engineers
Petro 49, Inc./Petro Marine Services
Pfaffer Development LLC
Purr-Ferred Pet Food LLC
Quintillion
QIP Inc. / Alaska Inc. Magazine
RE/MAX Dynamic Properties
Reid Middleton, Inc.
Residential Mortgage, LLC
RIM Architects
RISQ Consulting
Roger Hickel Contracting, Inc.
Rosewood Coaching/Vistage
RSA Engineering
Sedor Wendlandt Evans & Filippi, LLC
Sheraton Anchorage Hotel and Spa
Spawn Ideas, Inc.
Spenard Builders Supply
Stoel Rives LLP
Summit Embroidery Works
TDL Staffing Inc
Tex R Us LLC
The Bradley Company Ltd, LLC
The Foraker Group
The Insurance Center
The Lakefront Anchorage
The Summit Group Real Estate Services
The Trust Land Office
Thrively Digital
UAA College of Arts & Sciences
UAA College of Business & Public Policy
UBS
Uniallik Insurance Company
USI Insurance Services
Vertical Harvest Hydroponics
Visit Anchorage
Vulcan Towing
White Wings Aircraft Services
Wilson Strategic Communications
YWCA Alaska
In June, we were joined by a delegation from Harbin, China in a meeting with our friends Visit Anchorage. AEDC is looking forward to strengthening tourism, trade, and educational ties with our Chinese partners.

AEDC loves to visit Ted Stevens International Airport and our colleagues at Alaska Airlines. Serving approximately 5 million passengers per year, ANC is a hub of commercial activity. In 2018, TSAIA saw an increase of 68,724 passengers - a record year for the airport.
Anchorage Mayor Ethan Berkowitz and University of Alaska President Jim Johnsen joined AEDC as special guests for the July 3-Year Outlook Luncheon.

In Chengdu, China, Visit Anchorage President Julie Saupe talked with tour operators about Anchorage, promotion, and how to be successful in our market.
THANK YOU.

Thank you to our sponsors for making our work possible.

Find more research and reports at AEDCweb.com

Report compiled by Anchorage Economic Development Corp.

If you are interested in learning more, call AEDC at 907.258.3700.

AEDC, 510 L Street, Suite 603, Anchorage, AK 99501