

Alaska Government Contracting Conference 2014

“Navigating Today’s Government Marketplace”

February 18 & 19, 2014
Fairbanks, Alaska

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State Product Preference Program Opportunities for Alaska Businesses

Michael Hanzuk, Development Specialist

Overview

- I. Procurement Basics
- II. Preference Programs
- III. Classification of products
- IV. Application process
- V. Website locations
- VI. Contact information

Procurement Basics

The State of Alaska buys goods and services through a procurement (buying) process.

- Goods or services are procured in several ways, depending on the value of the goods or services being sought:
 - Based on lowest cost using the Request for Quote (RFQ) or Invitation to Bid (ITB) process, or
 - Based on best value, including cost, experience, and methodology using the Request for Informal Proposals (RFIP) or Request for Proposals (RFP) process.
 - The State of Alaska announces formal requests for bids through the [Online](#) Public Notice System.
- Local businesses are encouraged to participate.

Procurement Basics

- Preference is provided to prequalified businesses in Alaska, which the state uses to evaluate bids.
- Products produced in Alaska by registered local manufacturers/producers have a preference over non-Alaska products.
- State bids can range from \$50,001 (Informal) and be more than \$100,000 (Formal).
- How do you get involved?

Preference Programs

- Review the programs and take advantage:
 1. Alaska Product Preference
 2. Offeror's Preference
 3. Bidder Preference
 4. Employer Preference
 5. Agricultural and Fisheries Products Preference
 6. Local Forest
 7. Recycled Products Preference
 8. Employment Program Preference
 9. Alaskans with Disabilities Preference
 10. Veterans Preference

Preference Programs

- What can you do?
 1. Identify and register your product(s) or service produce; they all have a value in Alaska.
 2. Participate in any or all of the preferences (depending on qualifications).
 3. If you manufacture products register them, they could be worth 3%, 5%, or 7% percent preference in a state bid.
 4. Be proactive not reactive!

Classifications

AS 36.30.332 [Classification of Alaska products](#)

Products are classified with a value of 3%, 5%, or 7% preference

- Product class is determined by how much is manufactured in state:
 - Class I = 3% (25% > and < 50% produced in state)
 - Class II = 5% (50% > and < 75% produced in state)
 - Class III = 7% (75% or > produced or manufactured in state)

**(Local preferences may not apply to some federally funded projects.)*

Example: How the preference affects a bid.

Before preference is applied to the product.

| <u>Qty</u> | <u>Unit of Measure</u> | <u>Description</u> | <u>Unit Price</u> | <u>Extension</u> |
|------------|------------------------|--------------------------|-------------------|-------------------|
| 100 | 1/100ct | Widgets | \$15.50 | \$1,550.00 |
| | | Pallet Charge: | | \$30.00 |
| | | <u>Shipping Charges:</u> | | <u>\$100.00</u> |
| | | Total Bid Price: | | \$1,680.00 |

Example: Deducting the Preference

Widget is listed on the DED product list as a Class III.

| | |
|---|-------------------|
| Widget (Preference applies to product only.) Total | \$1,550.00 |
| <u>7% (\$1,550 x .07) Product Preference Applied</u> | <u>=</u> |
| | -\$108.50 |
| Total (evaluation purpose only) = | \$1,441.50 |

Alaska Product Preference Program

Example: Applying the Preference

After preference is applied to the product.

| Qty | UOM | Description | Unit Price | Extension |
|-----|---------|------------------|------------------------|-------------------|
| 100 | 1/100ct | Widget | \$14.415 | \$1,441.50 |
| | | Pallet Charge | | \$30.00 |
| | | Shipping Charges | | \$100.00 |
| | | | Total Bid Price | \$1,571.50 |

| DOC Bid #???? | Bidder A Out-of- state | Local Bidder B – APP List | Local Bidder C – No Preference |
|------------------------------|------------------------------|---------------------------------|--------------------------------------|
| Factor A Alaskan Owned | No | Yes | Yes |
| Evaluation Cost | \$1,632 | \$1,571.50 | \$1,680 |
| Factor B Delivered | Yes | Yes | Yes |
| Bid Amount | \$1,632 | \$1,680 | \$1,680 |

Alaska Product Preference Program

New Look and Features

APP website:

<http://www.commerce.state.ak.us/dnn/ded/DEV/AlaskaProductPreferenceProgram.aspx>

Four added features:

- View Categories
- View Companies
- View Products
- Online Application

State of Alaska > Commerce > Economic Development > DEV > Alaska Product Preference Program

Financing Section

- Financing Section Home Page
- Loan Programs
- Interest Rates
- Customer Service
- Borrower Online Access
- Assets for Sale
- Business Planning & Assistance

Development Section

- Development Section Home Page
- Alaska Loyal
- Alaska Product Preference Program
- ARDOR Program
- Business Assistance Center
- Film Office
- Fisheries and Seafood
- Forest Products
- Made In Alaska
- Minerals
- Tourism

Division Links

- Financing Section
- Development Section

ALASKA PRODUCT PREFERENCE PROGRAM

The Alaska Product Preference (APP), [AS 36.30.332](#) and 3AAC 92.010 is one of the State of Alaska preferences applied to in-state bids on State contracts, or proposals in response to a request for proposal. Under the State's procurement code, the Alaska Product Preference can provide a local bidder or offeror with a cost preference between three and seven percent.

[View Categories](#) [View Companies](#) [View Products](#)

What is a product?

A product is something that is made or created, especially something that is offered for sale, but does not include gravel and asphalt.

How are products classified and arranged?

The State of Alaska is using a system of coding that was developed by the National Institute of Governmental Purchasing (NIGP). The NIGP Commodity/Services Codes were developed to bring efficiency to automated purchasing, and the Code has since been adopted by more than 1,400 government users.

We are using the 5-Digit Class-Item Code.

The first 3 digits of the code is the **Class Code**. This is a high level group code. This level contains over 250 Commodity (Product) Classes.

The last 2 digits of the code is the **Item Code**. It is used to provide a more detailed description of the products.



Alaska Product Preference Program

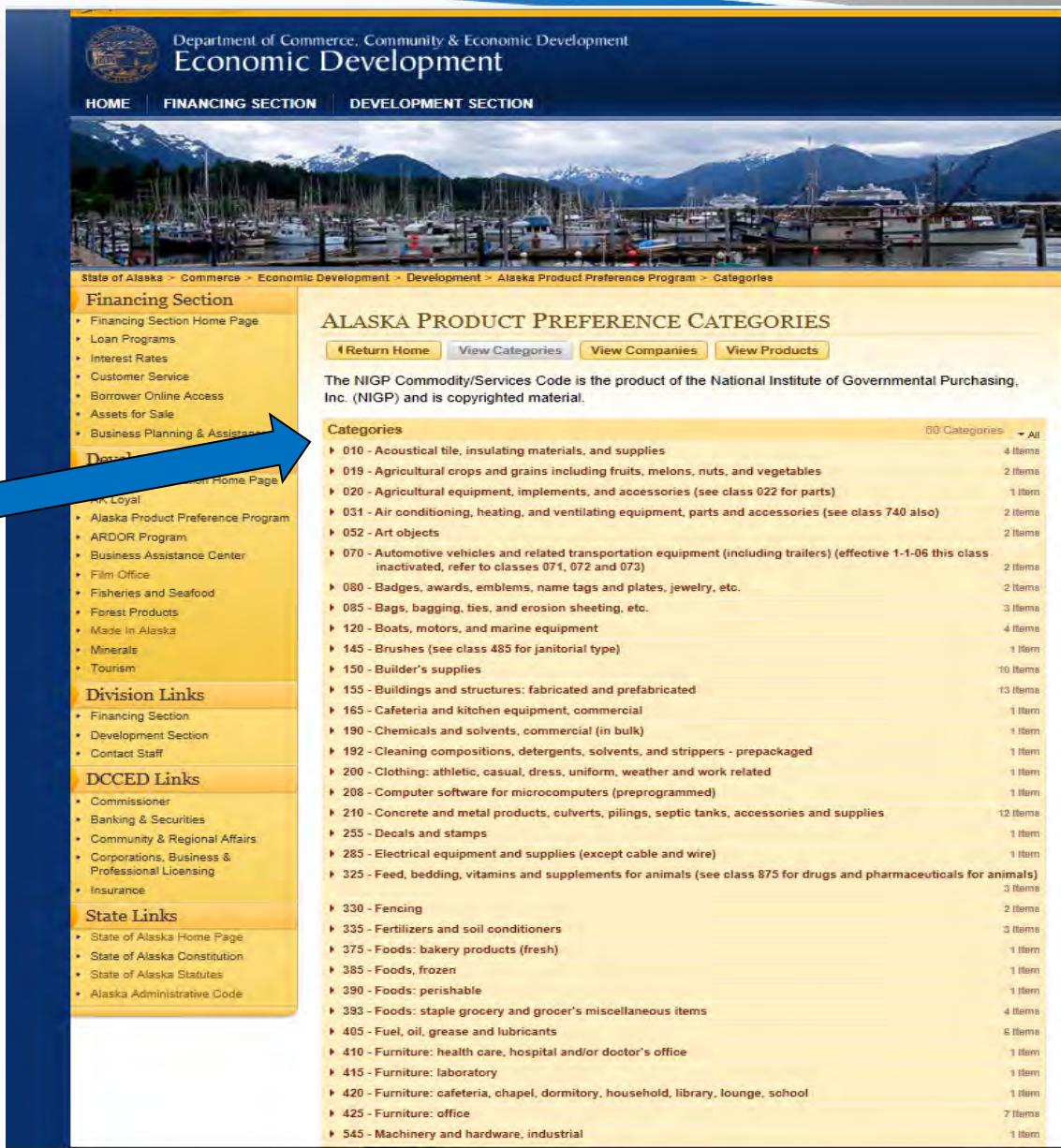
New Look and Features

APP website:

<http://www.commerce.state.ak.us/dnn/ded/DEV/AlaskaProductPreferenceProgram.aspx>

Four added features:

- **View Categories**
- **View Companies**
- **View Products**
- **Online Application**



The screenshot shows the Alaska Product Preference Program website. At the top, there is a navigation bar with links to 'HOME', 'FINANCING SECTION', and 'DEVELOPMENT SECTION'. Below the navigation is a large image of a harbor with many boats and mountains in the background. The main content area has a yellow sidebar on the left containing links to 'Financing Section', 'Division Links', 'DCCED Links', and 'State Links'. The main content area is titled 'ALASKA PRODUCT PREFERENCE CATEGORIES' and contains a table of categories with their descriptions and item counts. A large blue arrow points from the text 'Four added features:' to the 'View Categories' link in the sidebar.

| Category | Description | Items |
|--|-------------|-------|
| 010 - Acoustical tile, insulating materials, and supplies | 4 items | |
| 019 - Agricultural crops and grains including fruits, melons, nuts, and vegetables | 2 items | |
| 020 - Agricultural equipment, implements, and accessories (see class 022 for parts) | 1 item | |
| 031 - Air conditioning, heating, and ventilating equipment, parts and accessories (see class 740 also) | 2 items | |
| 052 - Art objects | 2 items | |
| 070 - Automotive vehicles and related transportation equipment (including trailers) (effective 1-1-06 this class inactivated, refer to classes 071, 072 and 073) | 2 items | |
| 080 - Badges, awards, emblems, name tags and plates, jewelry, etc. | 2 items | |
| 085 - Bags, bagging, ties, and erosion sheeting, etc. | 3 items | |
| 120 - Boats, motors, and marine equipment | 4 items | |
| 145 - Brushes (see class 485 for janitorial type) | 1 item | |
| 150 - Builder's supplies | 10 items | |
| 155 - Buildings and structures: fabricated and prefabricated | 13 items | |
| 165 - Cafeteria and kitchen equipment, commercial | 1 item | |
| 190 - Chemicals and solvents, commercial (in bulk) | 1 item | |
| 192 - Cleaning compositions, detergents, solvents, and strippers - prepackaged | 1 item | |
| 200 - Clothing: athletic, casual, dress, uniform, weather and work related | 1 item | |
| 208 - Computer software for microcomputers (preprogrammed) | 1 item | |
| 210 - Concrete and metal products, culverts, pilings, septic tanks, accessories and supplies | 12 items | |
| 255 - Decals and stamps | 1 item | |
| 285 - Electrical equipment and supplies (except cable and wire) | 1 item | |
| 325 - Feed, bedding, vitamins and supplements for animals (see class 875 for drugs and pharmaceuticals for animals) | 3 items | |
| 330 - Fencing | 2 items | |
| 335 - Fertilizers and soil conditioners | 3 items | |
| 375 - Foods: bakery products (fresh) | 1 item | |
| 385 - Foods, frozen | 1 item | |
| 390 - Foods: perishable | 1 item | |
| 393 - Foods: staple grocery and grocer's miscellaneous items | 4 items | |
| 405 - Fuel, oil, grease and lubricants | 6 items | |
| 410 - Furniture: health care, hospital and/or doctor's office | 1 item | |
| 415 - Furniture: laboratory | 1 item | |
| 420 - Furniture: cafeteria, chapel, dormitory, household, library, lounge, school | 1 item | |
| 425 - Furniture: office | 7 items | |
| 545 - Machinery and hardware, industrial | 1 item | |

Alaska Product Preference Program

New Look and Features

APP website:

<http://www.commerce.state.ak.us/dnn/ded/DEV/AlaskaProductPreferenceProgram.aspx>

Four added features:

- View Categories
- **View Companies**
- View Products
- Online Application



ALASKA PRODUCT PREFERENCE COMPANIES

[Return Home](#) [View Categories](#) [View Companies](#) [View Products](#)

The NIGP Commodity/Services Code is the product of the National Institute of Governmental Purchasing, Inc. (NIGP) and is copyrighted material.

Companies 87 Companies [All](#)

| Company | Products |
|--|------------|
| A.T. Publishing and Printing | 8 Products |
| AAA Fence, Inc. | 1 Product |
| Ace Dragon Coatings & Foam Inc. | 4 Products |

Ace Dragon Coatings & Foam Inc.

Contact: Mr. Winston Gillies, President
Phone: (907) 398-6247
Fax: (907) 283-4115

E-Mail: w.gillies@ace-dragon.com
Address: P.O. Box 1486
43009 Morning Circle
Kenai, AK 99611
Website: www.ace-dragon.com

Certified Products

| Product | Class | Approved | Exp. Date |
|---|-----------|------------|------------|
| 63011 - Coatings, protective, high performance, polyureas and polyaspartics Spill Containment for portable equipment (Duck Pond) | Class III | 12/23/2013 | 04/01/2016 |
| 63011 - Coatings, protective, high performance, polyureas and polyaspartics Blast Mitigation & Seismic Protection Polyurea | Class III | 12/23/2013 | 04/01/2016 |
| 63011 - Coatings, protective, high performance, polyureas and polyaspartics Tank Linings (Portable Water) | Class III | 12/23/2013 | 04/01/2016 |
| 63011 - Coatings, protective, high performance, polyureas and polyaspartics Tank Linings - diesel, crude, waste water, other fuels, acid, etc. | Class III | 12/23/2013 | 04/01/2016 |

AGG PRO 3 Products

Alaska Fab 7 Products

Alaska Flour Company 3 Products

Contact: Mr. Bryce Wrigley, Owner
Phone: (907) 687-9924

E-Mail: bjwrigley@gmail.com
Address: P.O. Box 1036
Delta Junction, AK 99737

Certified Products

| Product | Class | Approved | Exp. Date |
|--|-----------|------------|------------|
| 01994 - Wheat Barley Cereal | Class III | 05/04/2012 | 03/31/2014 |
| 39351 - Flour Whole Grain Flour | Class III | 05/04/2012 | 03/31/2014 |
| 39351 - Flour Whole Wheat Flour | Class III | 05/04/2012 | 03/31/2014 |

Alaska Garden & Pet Supply, Inc. 4 Products

Alaska Laser Printing & Mailing Services 3 Products

Alaska Litho, Inc. 8 Products

Alaska Mint, LLC 8 Products

Alaska Product Preference Program

New Look and Features

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Four added features:

- View Categories
- View Companies
- **View Products**
- Online Application



State of Alaska > Commerce > Economic Development > Development > Alaska Product Preference Program > Products

ALASKA PRODUCT PREFERENCE PRODUCTS

[Return Home](#) [View Categories](#) [View Companies](#) [View Products](#)

The NIGP Commodity/Services Code is the product of the National Institute of Governmental Purchasing, Inc. (NIGP) and is copyrighted material.

Products 325 Products [All](#)

| | |
|--|----------|
| 010 - Acoustical tile, insulating materials, and supplies | 10 Items |
| 019 - Agricultural crops and grains including fruits, melons, nuts, and vegetables | 21 Items |
| 020 - Agricultural equipment, implements, and accessories (see class 022 for parts) | 1 Item |
| 031 - Air conditioning, heating, and ventilating equipment, parts and accessories (see class 740 also) | 2 Items |
| 052 - Art objects | 2 Items |
| 070 - Automotive vehicles and related transportation equipment (including trailers) (effective 1-1-06 this class inactivated, refer to classes 071, 072 and 073) | 2 Items |
| 080 - Badges, awards, emblems, name tags and plates, jewelry, etc. | 7 Items |
| 08078 - Medallions - Gold | |
| 08078 - Medallions - Silver | |
| 08078 - Medallions - Bronze | |
| 08078 - Medallions - Copper | |
| 08078 - Medallions - Nickel | |
| 08078 - Plaques | |
| 08046 - Coin Jewelry | |
| 085 - Bags, bagging, ties, and erosion sheeting, etc. | 3 Items |
| 120 - Boats, motors, and marine equipment | 4 Items |
| 12035 - Docks | |
| 12023 - Boats - Fabrication | |
| 12020 - Flotation Billets | |
| 12097 - Winches, rope/line/ electrical cable haulers and coiler | |
| 145 - Brushes (see class 485 for janitorial type) | 1 Item |
| 150 - Builder's supplies | 27 Items |
| 15095 - Windows Vinyl | |
| 15095 - Windows Fiberglass | |
| 15095 - Plastic Windows | |
| 15045 - Buildings - Scribe-fit Logs | |
| 15058 - Buildings - Truckable Modules | |

Alaska Product Preference Program

New Look and Features

APP website:

<http://www.commerce.state.ak.us/dnn/ded/DEV/AlaskaProductPreferenceProgram.aspx>

Four added features:

- View Categories
- View Companies
- **View Products**
 - **Manufacturers**
- Online Application

State of Alaska > Commerce > Economic Development > Development > Alaska Product Preference Program > Companies

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- Made in Alaska
- Minerals
- Tourism

Division Links

- Financing Section

ALASKA PRODUCT PREFERENCE COMPANIES

Description Filter Applied

This page is currently showing companies that have products with the following description:

Docks

Companies

| Company | Filter Status |
|--------------------------------|--------------------------------------|
| Allied Steel Construction Inc. | 1 Filter Product / 10 Total Products |
| Greer Tank, Inc. | 1 Filter Product / 17 Total Products |
| STEELFAB | 1 Filter Product / 30 Total Products |

Alaska Product Preference Program

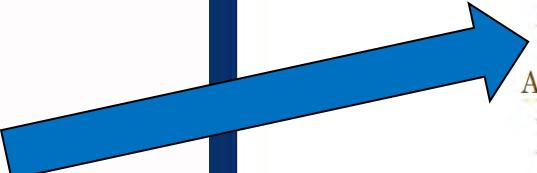
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State Links

- State of Alaska Home Page
- State of Alaska Constitution
- State of Alaska Statutes
- Alaska Administrative Code

preference.

Please note that the certification in the State's preference programs goes to the products and not to the manufacturer.

How to Get Certified in the Alaska Product Preference Program

Any Alaskan business that *manufactures a product with at least 25% value added in Alaska*, may submit a signed and notarized application for certification to the Department of Commerce, Community, and Economic Development. The department will determine whether the applicant's products meet the statutory requirements. If the certification is granted, the department will send written notice of a two-year certification for the approved product.

Per AS 36.30.338, the following definitions are used:

1. "Alaska product" means a product of which not less than 25 percent of the value, as determined in accordance with regulations adopted under AS 36.30.332(a), has been added by manufacturing or production in the state;
2. "produced or manufactured" means processing, developing, or making an item into a new item with a distinct character and use through the application within the state of materials, labor, skill, or other services;
3. "product" means materials or supplies but *does not include gravel and asphalt*.
 - [Authorization and Reauthorization Form \(pdf\)](#)
 - [Worksheet for Procurement Officers \(pdf\)](#)
 - [Online Application](#)

ALASKA PREFERENCE PROGRAM LINKS

- [Alaska's preferences at-a-glance \(pdf\)](#)
- [How municipalities apply recycled product and agriculture product preferences](#)
- [Agriculture and Fish Products Preference](#)
- [Alaska Forest Products](#)
- [Alaska Employment Preferences \(pdf\)](#)
- [Alaska Recycled Product Preferences](#)

CONTACTS

Alaska Product Preference

Michael Hanzuk Development Specialist II Division of Economic Development Department of Commerce, Community, and Economic Development 550 West 7th Ave., Suite 1770 Anchorage, AK 99501 Phone: (907) 269-8104 Fax: (907) 269-5666 michael.hanzuk@alaska.gov

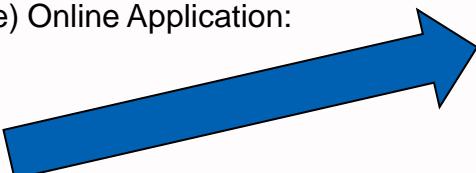
Alaska Product Preference Program

Application Information

APP website:

<http://www.commerce.state.ak.us/dnn/ded/DEV/AlaskaProductPreferenceProgram.aspx>

(Sample) Online Application:



AkProd, Development Section, Division of Economic Development [https://www.commerce.state.ak.us/ded/apps/AKProdPrefExternal/Secure...](https://www.commerce.state.ak.us/ded/apps/AKProdPrefExternal/Secure)

Department of Commerce, Community, and Economic Development
Division of Economic Development
State of Alaska > Commerce > Economic Development > Development > Alaska Product Preference Program > Account Home > Application

ALASKA PRODUCT PREFERENCE - APPLICATION

Welcome, SalsaSalmon | Account Home | User Profile | Sign-Out

* - Required Field

Company

Company Name: *

Company Type:

AK Business License #: *

Mailing Address1: *

Mailing Address2:

City: *

State: *

Zip Code: *

Company Phone: *

Company Fax:

Company Email:

Company URL:

Prefix (Contact Person): *

First Name (Contact Person): *

Last Name (Contact Person): *

Title (Contact Person):

Manufacturing Facilities

Products

Facility Count: 1
Product Count: 1

Save | **Cancel** | **Finalize**

State of Alaska | Commerce | DED | Development | Financing | Email Webmaster | Contact Us | Toll Free Hotline 1-800-478-5525 within Alaska

Anchorage
Robert B. Atwood Building
550 W. 7th Avenue, Suite 1770
Development
Anchorage, Alaska 99501-3576
Phone (907) 269-8150
Fax (907) 269-8147
Financing
Anchorage, Alaska 99501-3669
Phone (907) 269-8150
Fax (907) 269-8147
TTD (907) 465-5437

Fairbanks
211 Cushman Street
Fairbanks, Alaska 99701-4639
Phone (907) 451-2748
Fax (907) 451-2742
TTD (907) 465-5437

Juneau
3032 Vintage Park Blvd, Suite 100
Juneau, AK 99801
Development
PO Box 110804
Juneau, AK 99811-0804
Phone (907) 465-2510
Fax (907) 465-3797
Financing
PO Box 34159
Juneau, AK 99803-4159
Phone (907) 465-2510
Fax (907) 465-1025
TTD (907) 465-5437

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Alaska Product Preference Program

AkProd, Development Section, Division of Economic Development

<https://www.commerce.state.ak.us/ded/apps/AKProdPrefExternal/Secu...>

Application Information

APP website:

<http://www.commerce.state.ak.us/dnn/ded/DEV/AlaskaProductPreferenceProgram.aspx>

Preference Class: * Class I (receives 3 percent preference): more than 25 percent and less than 50 percent produced or manufactured in Alaska.
 Class II (receives 5 percent preference): 50 percent or more and less than 75 percent produced or manufactured in Alaska.
 Class III (receives 7 percent preference): 75 percent or more produced or manufactured in Alaska.

NIGP Item: * 39374 - Seafood, canned
The NIGP Commodity/Services Code is the product of the National Institute of Governmental Purchasing, Inc. (NIGP) and is copyrighted material.

Product Description: * Jarred Salmon

Product Authorization Period: April 1 - March 31 October 1 - September 30

Describe the raw materials used:
Material 1 Salmon from Alaskan processors, salsa sauce, and jars purchased from Alaskan businesses.

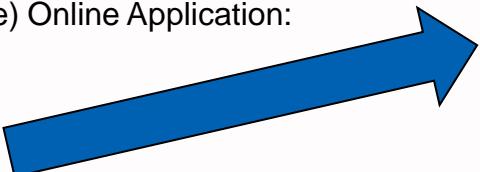
Is this material made in Alaska: Yes No

List the steps in manufacturing or creating your value-added product (e.g. Locally produced (product X) is purchased, shredded, and mixed with (product Y) purchased from (company B) to produce (product Z).)

Manufacturing Steps: * Locally purchased salmon is process at Alaska facility as smoked or non-smoked and cooked in a mix of sauces.
All processing of salmon, packaging, labeling, and distribution is done in Alaska through local companies and distribution networks.

If any of the above steps take place outside Alaska, please note them here: All production of final product(s) occurs at an Alaskan manufacturing or seafood processing facility.

(Sample) Online Application:



[Return to Company List](#)

[State of Alaska](#) [Commerce](#) [D&E](#) [Development](#) [Economic](#) [Email Webmaster](#) [Contact Us](#)
Toll Free Hotline 1-800-478-6626 within Alaska

Anchorage
Robert B. Abbott Building
550 W. 7th Avenue, Suite 1770
Development
Anchorage, Alaska 99501-3576
Phone (907) 269-8150
Fax (907) 269-8147
TTD (907) 465-5437

Anchorage, Alaska 99501-3569
Phone (907) 269-8150
Fax (907) 269-8147
TTD (907) 465-5437

Fairbanks
211 Cushman Street
Fairbanks, Alaska 99701-4639
Phone (907) 451-2748
Fax (907) 451-2742
TTD (907) 465-5437

Juneau
3032 Vinsage Park Blvd, Suite 100
Juneau, AK 99801
Development
PO Box 110804
Juneau, AK 99811-0804
Phone (907) 465-2510
Fax (907) 465-3787
Planning
PO Box 34156
Juneau, AK 99803-4156
Phone (907) 465-2510
Fax (907) 465-2103
TTD (907) 465-5437

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Website Locations

Where to find the website and list of published products:

- **Application and published product list**
 - [APP Online and PDF application](#)
[APP product publication list](#)
- **Procurement information (BUSINESS)**
 - Online Public Notice <http://aws.state.ak.us/OnlinePublicNotices>
 - General Services <http://doa.alaska.gov/dgs/>
 - Transportation <http://www.dot.alaska.gov/procurement/>
- **All Preferences**
 - [Alaska's preferences at-a-glance](#) (PDF) all preferences

DED Additional Programs

- **DED Programs**

- Made in Alaska

<http://www.madeinalaska.org/>

- Tourism

<http://www.commerce.state.ak.us/dnn/ded/DEV/TourismDevelopment.aspx>

- Forest Preference

<http://www.commerce.state.ak.us/dnn/ded/DEV/ForestProducts/ForestProductsPreferenceProgram.aspx>

- Loan Programs (Financing Section)

<http://www.commerce.state.ak.us/dnn/ded/fin.aspx>

Alaska Microloan program for \$35K up to maximum \$70K

<http://www.commerce.state.ak.us/dnn/ded/FIN/LoanPrograms/Microloan.aspx>

Alaska Product Preference Program

Contact Information

| Michael Hanzuk | Matt Pegues | Main Line |
|---|--|--|
| <p>Alaska Product Preference</p> <p>Division of Economic Development Department of Commerce, Community, and Economic Development 550 West 7th Ave., Suite 1770, Anchorage, AK 99501 Telephone: (907) 269-8104 Fax: (907) 269-8147 michael.hanzuk@alaska.gov</p> | <p>Alaska Bidder, Offeror, Agriculture, and Recycled Preferences</p> <p>Department of Administration Division of General Services PO Box 110210 Juneau, AK 99811-0210 Phone (907) 465-5681 matthew.pegues@alaska.gov</p> | <p>Alaska Employment Preferences</p> <p>Department of Labor and Workforce Development Division of Vocational Rehab 801 West 10th Street, Suite A Juneau, Alaska 99801-1894 Phone (907) 465-6936 or 1-800-478-2815 FAX: 465-2856</p> |



Alaska Product Preference /Made in Alaska/Small Business Assistance Center

Michael Hanzuk

Development Specialist II

Division of Economic Development

Department of Commerce, Community, and Economic Development

550 West 7th Ave., Suite 1770, Anchorage, AK 99501

Telephone: (907) 269-8104

Fax: (907) 269-8147

michael.hanzuk@alaska.gov

ALASKA
DEPARTMENT OF
COMMERCIAL
COMMUNITY
AND ECONOMIC
DEVELOPMENT