City of Valdez

212 Chenega Ave.
Valdez, AK 99686

Meeting Agenda - Final

Economic Diversification Commission

Wednesday, August 1, 2018 | **7:00 PM** | **Council Chambers**

Regular Meeting - CANCELLED LACK OF QUORUM

REGULAR AGENDA - 7:00 PM

I. CALL TO ORDER

II. ROLL CALL

III. APPROVAL OF MINUTES

1. Approval of Minutes - January 18, 2018 and February 21, 2018 (Item Forwarded from May 16th Regular Meeting)

IV. PUBLIC BUSINESS FROM THE FLOOR

V. NEW BUSINESS

1. Discussion Item: Subdivision Signs & Way-Finding

VI. REPORTS

1. Report: Update Regarding Kelsey Dock Upland Improvements Phase 1

2. Report: Business Climate Survey

3. Report: University Alaska Business Classes

VII. COMMISSION BUSINESS FROM THE FLOOR

VIII. ADJOURNMENT

File #: 18-0204, **Version:** 1

ITEM TITLE:
Approval of Minutes - January 18, 2018 and February 21, 2018 (Item Forwarded from May 16th Regular Meeting)

SUBMITTED BY: Debbie Roberts, Executive Assistant

FISCAL NOTES:

Expenditure Required: NA
Unencumbered Balance: NA
Funding Source: NA

RECOMMENDATION:

Received and filed

SUMMARY STATEMENT:

The minutes from the meeting of January 18, 2018 and February 21, 2018 are attached for review and approval by the commission.

City of Valdez

212 Chenega Ave.

Valdez, AK 99686

Meeting Minutes - Draft

Thursday, January 18, 2018

6:00 PM

Work Session (Joint Session with City Council Regarding Goals)
&
Regular Meeting

Economic Diversification Commission

Council Chambers

DRAFT

WORK SESSION AGENDA - 6:00 pm

1. Work Session Item: Draft 2018 Goals for the Economic Diversification Commission - Joint Work Session with City Council

REGULAR AGENDA - 7:00 PM

I.CALL TO ORDER

a.Chair pro-tem

II.ROLL CALL

Keith Thomas, Colleen Stephens, Lee Hart, Susan Love

III. APPROVAL OF MINUTES

1. Economic Diversification Commission Regular Meeting Minutes of December 6, 2017

MOTION: Commissioner Stephens moved, seconded by Commissioner Love to approve the regular meeting minutes of December 6, 2017. The motion carried by unanimous vote.

III.PUBLIC BUSINESS FROM THE FLOOR

None

IV.COMMISSION BUSINESS FROM THE FLOOR

Next meeting February 21, 2018 7 PM

V.ADJOURNMENT

Motion: Commissioner Stephens moved to adjourn, seconded by Commissioner Thomas

CITY OF VALDEZ, ALASKA

Rhonda Wade, Commission Chair

ATTEST:

Debra Roberts, Recording Secretary

City of Valdez

212 Chenega Ave.

Valdez, AK 99686

Meeting Minutes - DRAFT

Thursday, February 21, 2018

7:00 PM

Regular Meeting

Economic Diversification Commission

Council Chambers

DRAFT

City of Valdez

212 Chenega Ave.
Valdez, AK 99686

Meeting Minutes -Draft

Economic Diversification Commission

Wednesday, February 21, 2018 **7:00 PM** **Council Chambers**

REGULAR AGENDA - 7:00 PM

I.CALL TO ORDER

Chair Wade called the meeting to order at 7:01p.m. in City Council Chambers.

II. ROLL CALL

Present 7 - Commission Member Rhonda Wade
Commission Member Grant Uren
Commission Member Colleen Stephens
Commission Member Lee Hart
Commission Member Susan Love
Commission Member Laurine Regan
Commission Member Keith Thomas (By Teleconference)

Also Present 2 - Executive Assistant Debbie Roberts
Economic Development Director Martha Barberio
Members in the Audience

III. PUBLIC BUSINESS FROM THE FLOOR

None

IV. NEW BUSINESS

1. New Business: Business incentives

Commissioner Stephens discussed Tax incentives and wanted to know what was allowable by State Statues and what other communities have done as incentives that worked or did not work.

Commissioner Wade brought up Construction Grants as an option, or the possibility of State Rebate program.

Economic Development Director Martha Barberio brought up the housing shortage and discussed the possibility of tax credits or builders incentive. Something to get builders to build in our area, Commissioner Uren brought up environmental concerns and land issues related to Housing issues. Commissioner Wade also brought up rebates and Delinquent Tax properties. Commissioner Stephens brought up Land development with the City giving deferrals for Water/Sewer to be paid back over time. Commissioner Uren also brought up issues relating to water/sewer.

Discussion continued between commissioners on various ideas such as Business grants, Conditions on Sales with pay backs over time, School Programs/Trade Program (students build and get experience), Peak1 out of Colorado was given as an example, discounted land, block grants, Special Assessments, HUD, performance bonding, performance agreements, and Habitat for Humanity.

It was suggested to have a joint meeting with Planning and Zoning to discuss some of these ideas and then present it to City Council.

Commercial/Retail business was also discussed.

2. Discussion & Report: Commission Powers and Duties

Sheri discussed the ordinance language with the Commission and it was decided that they will meet once a month on the 3rd Wednesday. The Commission needs to make any changes formally at a future meeting. Notice needs to be posted minimum 3 days in advance of the meeting, prefer a week but minimum 3 days. If nothing for the agenda then it can be cancelled.

V. REPORTS

1. Report: Update Regarding Kimley Horn Marketing and Branding Initiative

The Report was given out to Commissioners and Kimley Horn will be invited to speak to this commission on Wednesday March 21st.

2. Report: Update North Star's Branding Initiative

VI. COMMISSION BUSINESS FROM THE FLOOR

The Mayor addressed the Commission regarding Sectors and who represented each

Commissioner Laurine Regan – Micro Business
Commissioner Lee Hart – Winter Tourism attractions
Commissioner Rhonda Wade – Retail
Commissioner Grant Uren – Transportation
Commissioner Colleen Stephens – Summer Tourism
Commissioner Susan Love – Professional Services
Commissioner Keith Thomas – Contracting

Commissioner Hart discussed Emergency Management and Economic Development with Martha. The Winter Event Ice Festival was represented by 12 states and was well represented. Should get bigger each year and over $1000 was raised for AVV.

Civic Center seating was discussed.

Commissioner Uren asked about the Median cost of land, what it is and how it is established. Other Commissioners discussed the land issues also.

Jeremy Talbott, Port Director, discussed housing issues.

Commissioner Thomas brought up housing that have code issues and requested that it be followed up on.

Commissioner Wade brought up the grant on the waterfront project. Jeremy Talbott stated it is an active grant and used.

Commissioner Wade and Commissioner Hart brought up some code issues that a business in town was experiencing. Sheri Pierce, City Clerk, Jeremy Talbott, Commissioner Regan, Commissioner Stephens, Mayor Knight, Tom McAlister and Phillip Miller, Assistant City Manager also spoke regarding this issue. It was also brought up that a package explaining the process or steps required to build would be helpful.

Next meeting March 21st 7p.m. Council Chambers

VII. ADJOURNMENT

There being no further business, Chairperson Wade adjourned the meeting at 9:15 p.m.

CITY OF VALDEZ, ALASKA

_____
Rhonda Wade, Commission Chair

ATTEST:

_____
Debra Roberts, Recording Secretary

File #: 18-0293, **Version:** 1

ITEM TITLE:
Discussion Item: Subdivision Signs & Way-Finding

SUBMITTED BY: Martha Barberio, Economic Development Director

FISCAL NOTES:

Expenditure Required: N/A
Unencumbered Balance: N/A
Funding Source: N/A

RECOMMENDATION:

Discussion item.

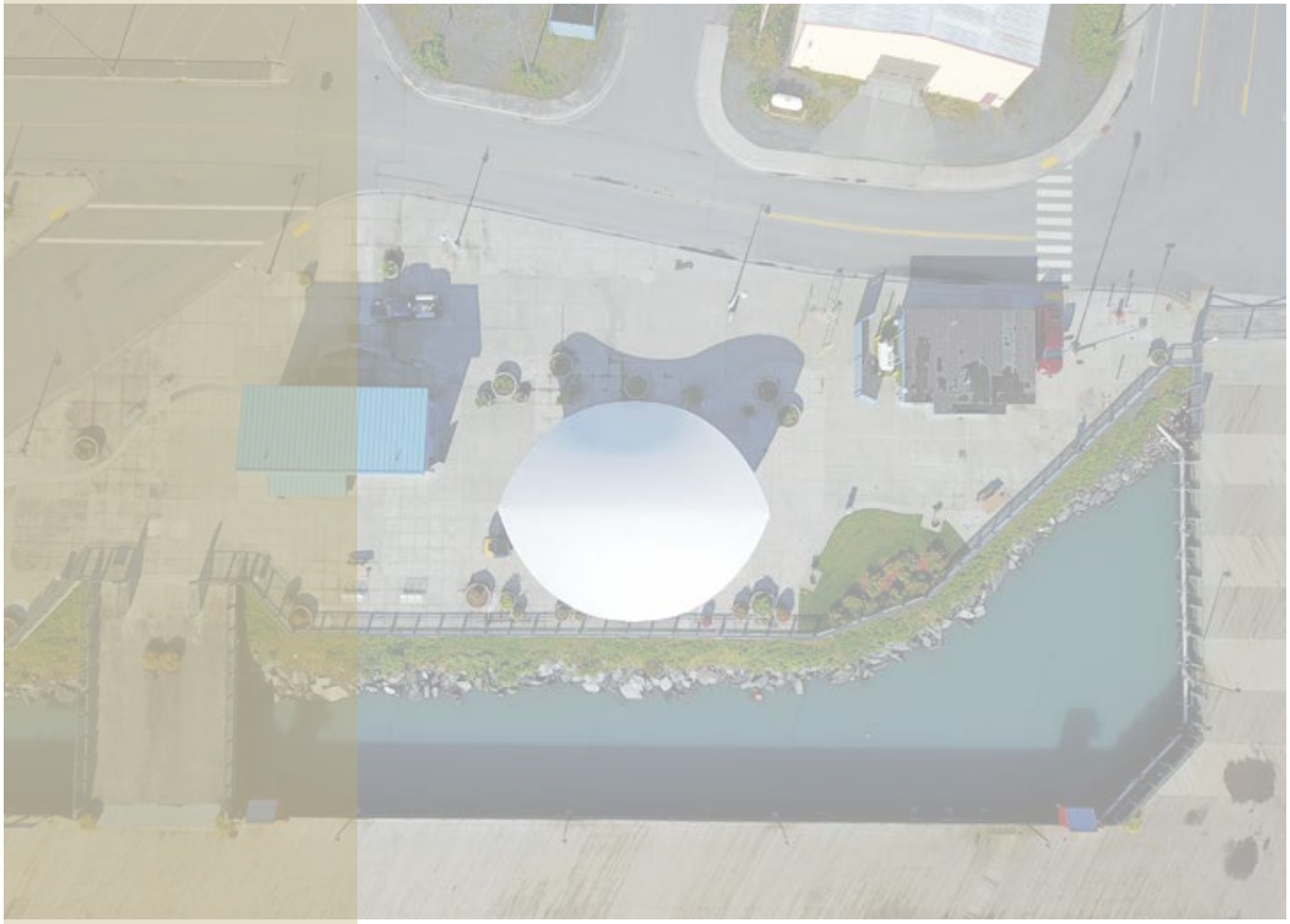
SUMMARY STATEMENT:

The Beautification Task Force has been discussing the idea of placing “subdivision” signs around Valdez.

Attached is the proposed Way-finding and signage for the Kelsey Dock Upland project. These existing, future and proposed signs can be the starting point on determining what and where future street signs and/or signage in general should be placed and look like. During this process, the EDC should also weigh in on these discussions.

Kelsey Dock Interpretive Center Interpretive Plan

2018-02-22 - revised

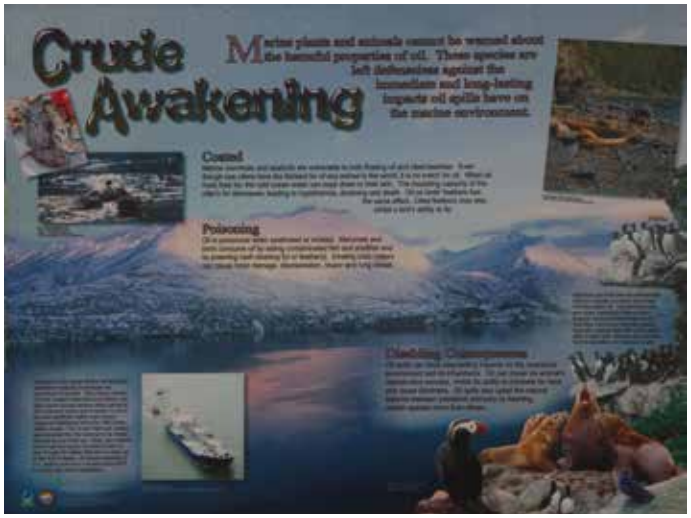


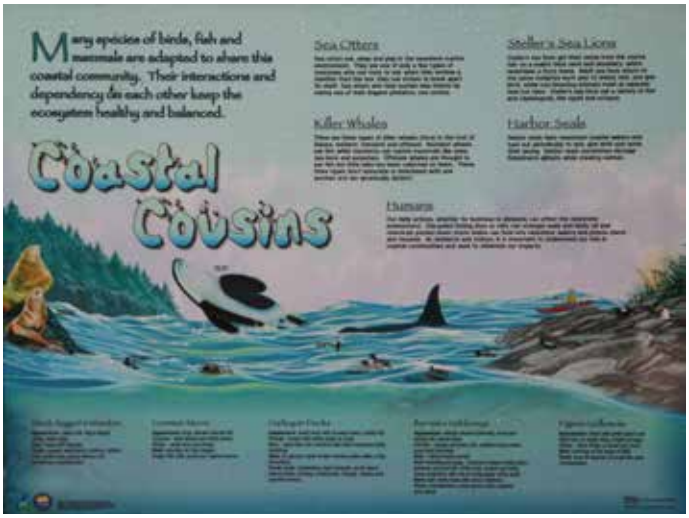
Reviewed and Approved by:

Date:

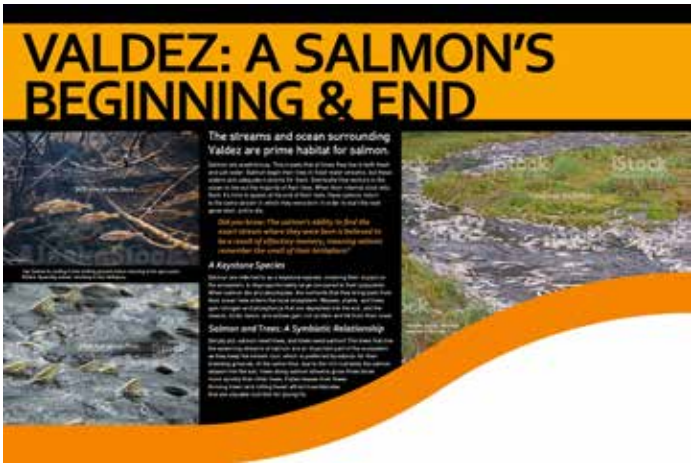
A. Existing Interpretation

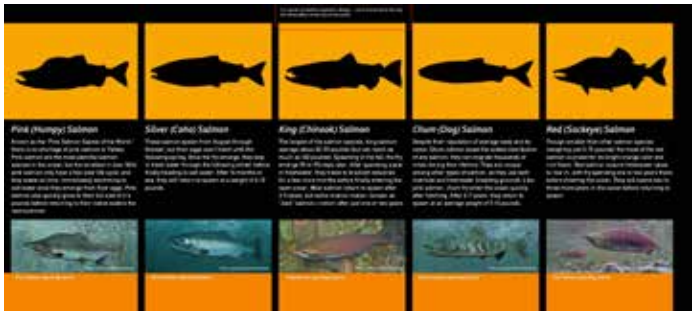
There are four existing signs in the area, located at the Ferry Terminal.

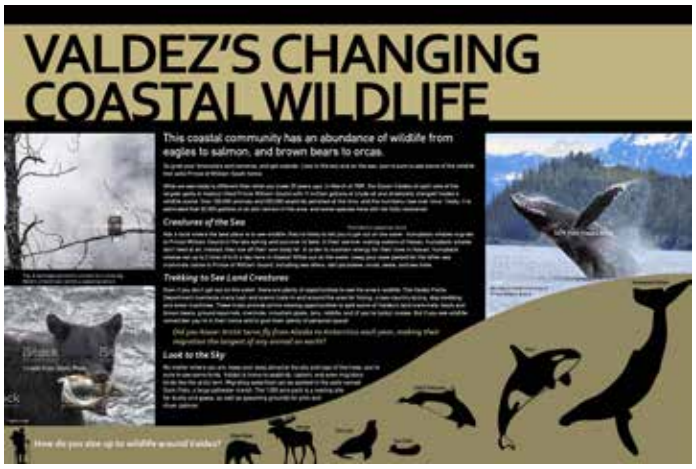




Most recent Valdez interpretation panels that will be installed at new harbor.







B. Interpretive Goals

1.1 Mission - Why are you doing this?

- A set of interpretive panels, targeted for tourists, that quickly and efficiently communicate itineraries for Valdez depending on time alotments and interests.

1.2 Concept - What's the Big Idea?

- "What a great town that has something for everyone!"

1.3 Audience - Who is this for?

- Cruise ship passengers
- First-time visitors to Valdez
- Wide age range, and varied languages

1.4 Subject - What is this about?

- What you can experience in 1, 3 or 6 hours

1.5 Messages - What do you intend to say?

- Adventure Seeker, Wildlife Enthusiast, Community Engager, or History Buff... there's something for you.

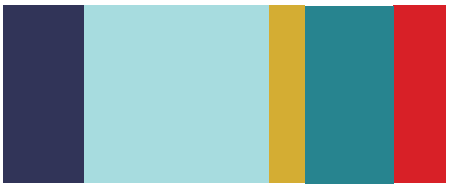
1.6 Voice - What is your point of view?

- The knowledgeable tour guide who is trying to find the specific activity that will optimize your experience of Valdez and the unique things it has to offer.

1.7 Organization - How will you organize it?

- See templates.

C. Interpretive Branding



1.0 Color Palette

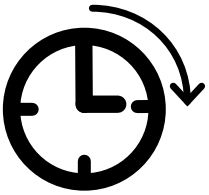
These colors are bold with good contrast, making the panels easy to spot and bright against the new Visitor Center.

2.0 Symbols and Themes

This section outlines the four main themes under which each individual sign is organized.

2.1 Icons

There will be icons throughout the interpretive signs in order to communicate effectively with a wide audience group. These can be broken down into two categories: time icons; and activity icons. The time icons will communicate the time it will take to complete an itinerary; the activity icon will communicate what type of activity is being proposed (i.e. kayaking, musuem, etc.)



3 Hour Time Allotment

Kayaking Activity

2.2 Themes

Each theme shown here corresponds to a particular visitor interest group.

Wildlife Enthusiast

Adventure Seeker

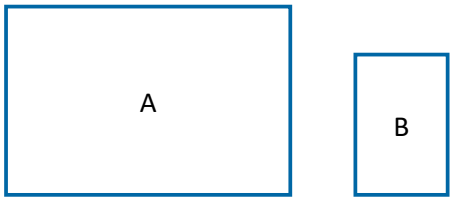
Cultural Learner

Neighborhood Explorer

3.0 Sign Types

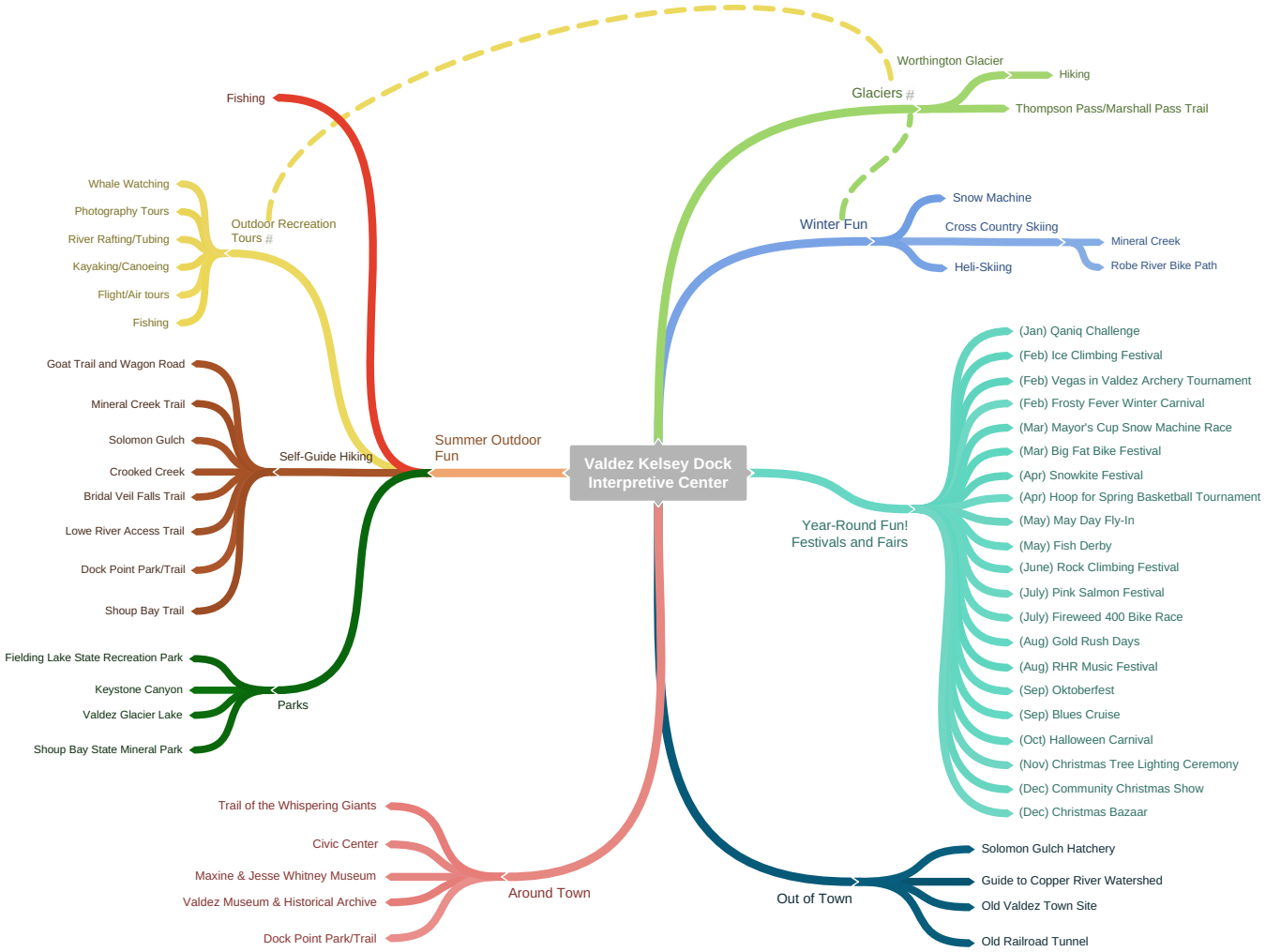
Type A: 8’-10-3/4”x5’-4” horizontal. Geographical orientation.

Type B: 2’-6”x4’-6” vertical. Local Tourism Options

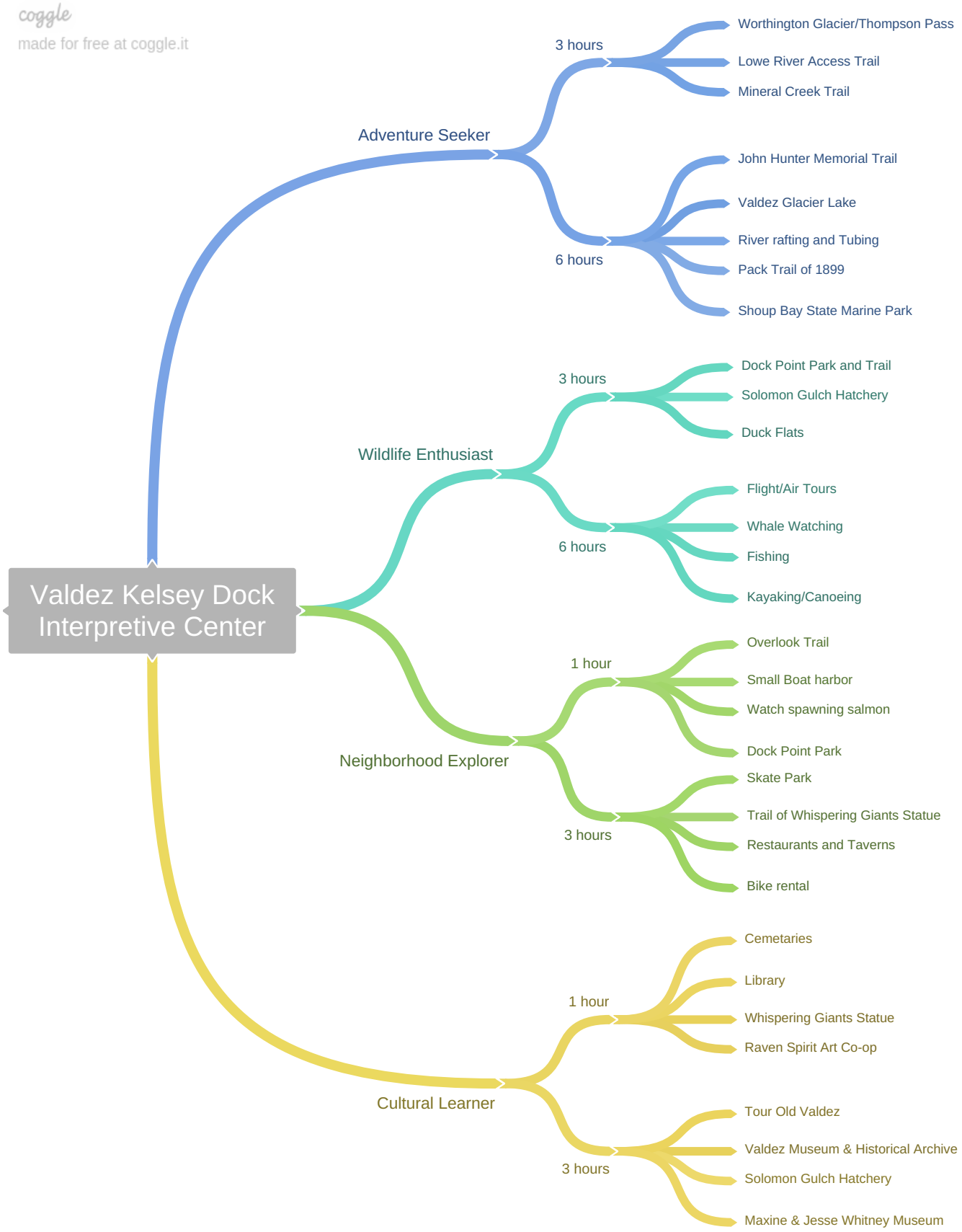


D. Focus and Theming

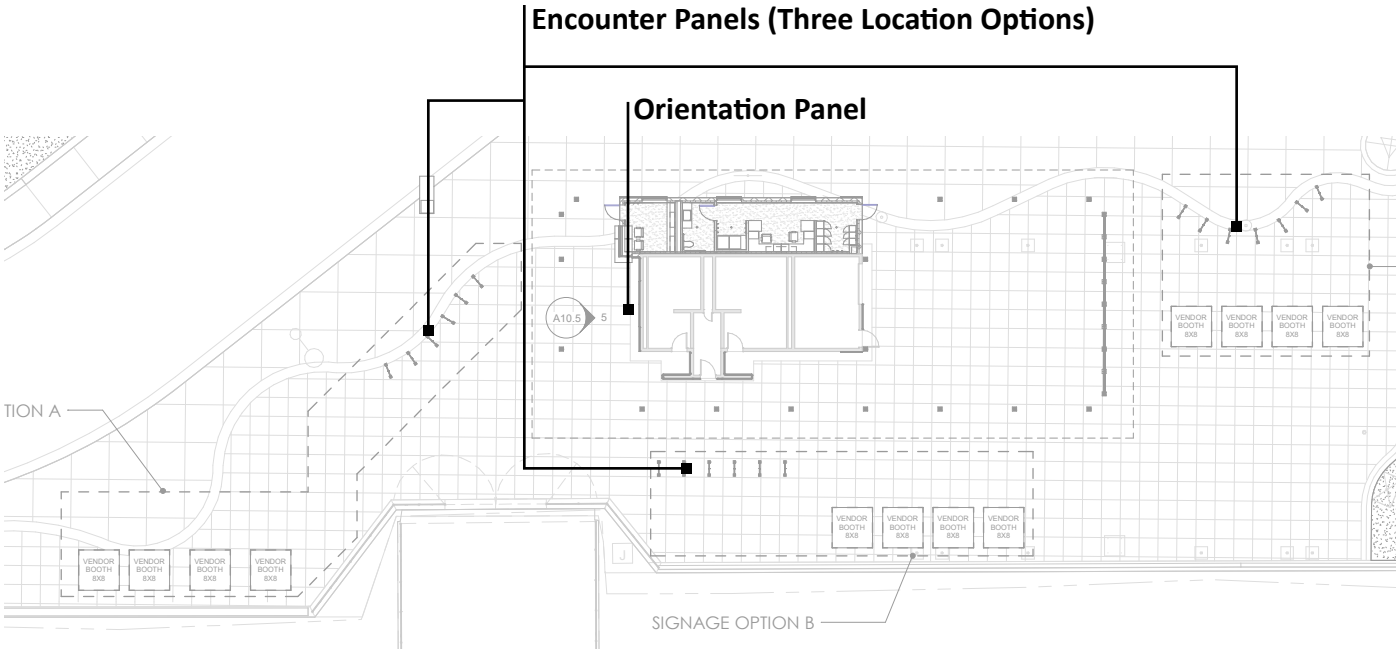
1.0 Initial assessment all-season experiences.



2.0 Refinement based on available time of visitor



E. Draft Sign Subjects



1.0 Orientation Panels

1.1 Regional/Local Map

2.0 Encounters

- **These are only partially completed, pending work with the clietn and community**

2.1 Intro/How to use these panels

2.2 Cultural Learner

- 1 hour
- 3 hours

2.3 Neighborhood Explorer

- 1 hour
- 3 hours

2.4 Wildlife Enthusiast

- 3 hours
- 6 hours

2.5 Adventure Seeker

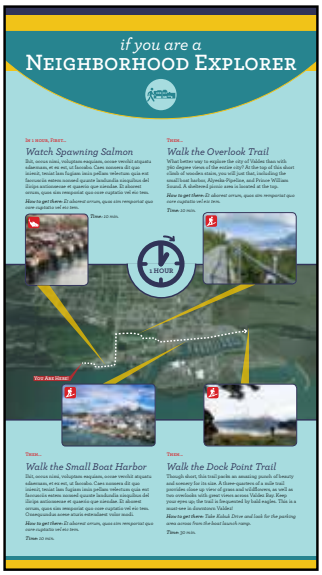
- 3 hours
- 6 hours

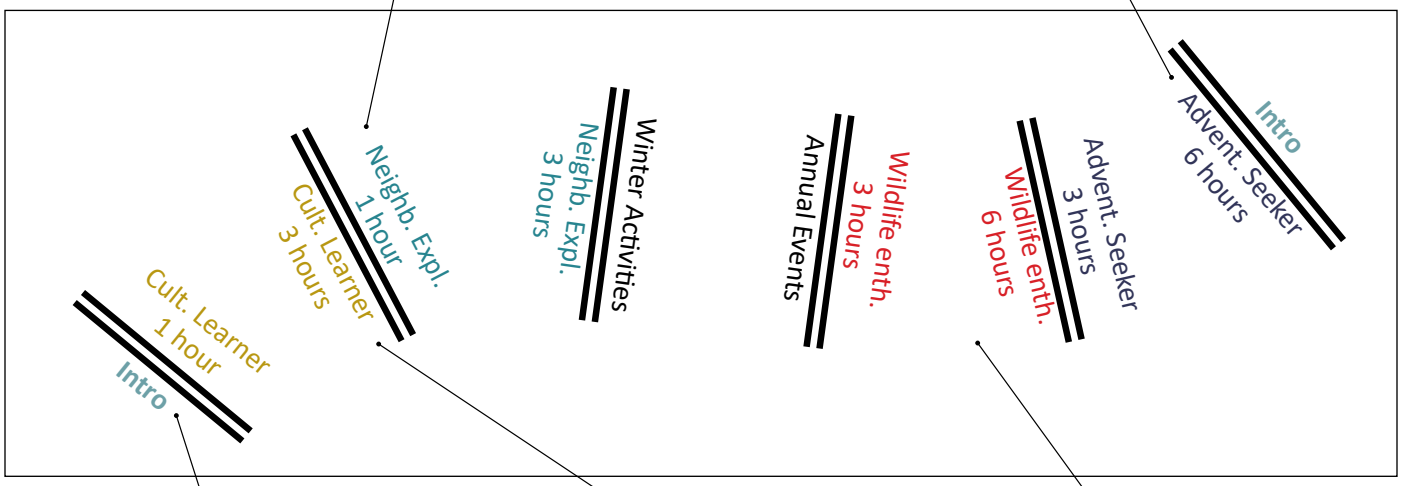
2.6 Winter Activities

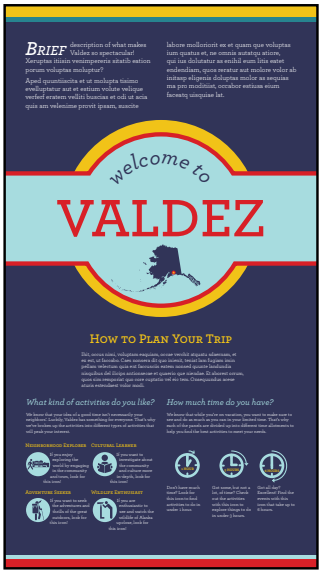
2.7 Annual Valdez Events

F. Templates

Sample Panel Plan





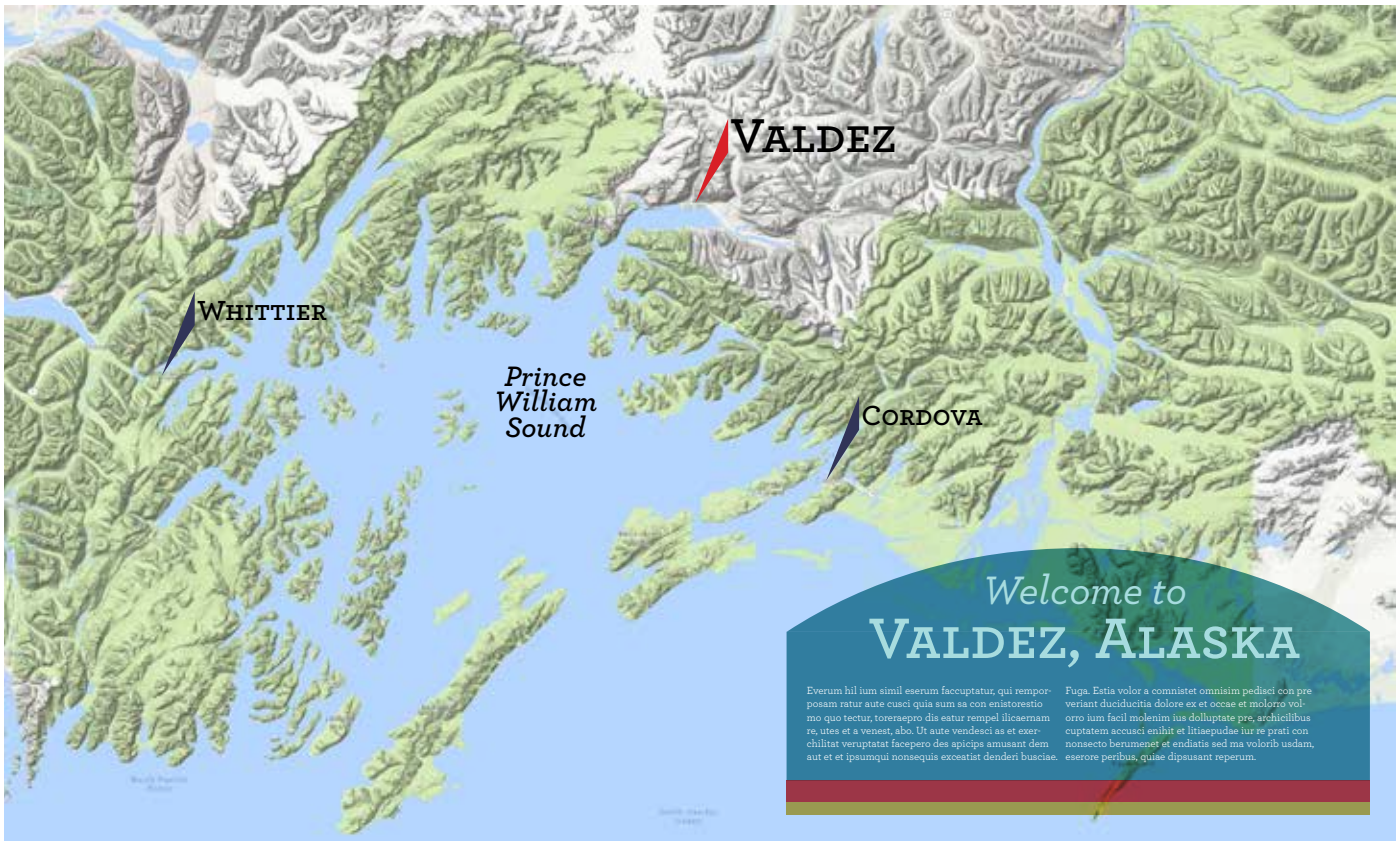


Wildife Enthusiast Panel TBD

1.0 Orientation Template Panel

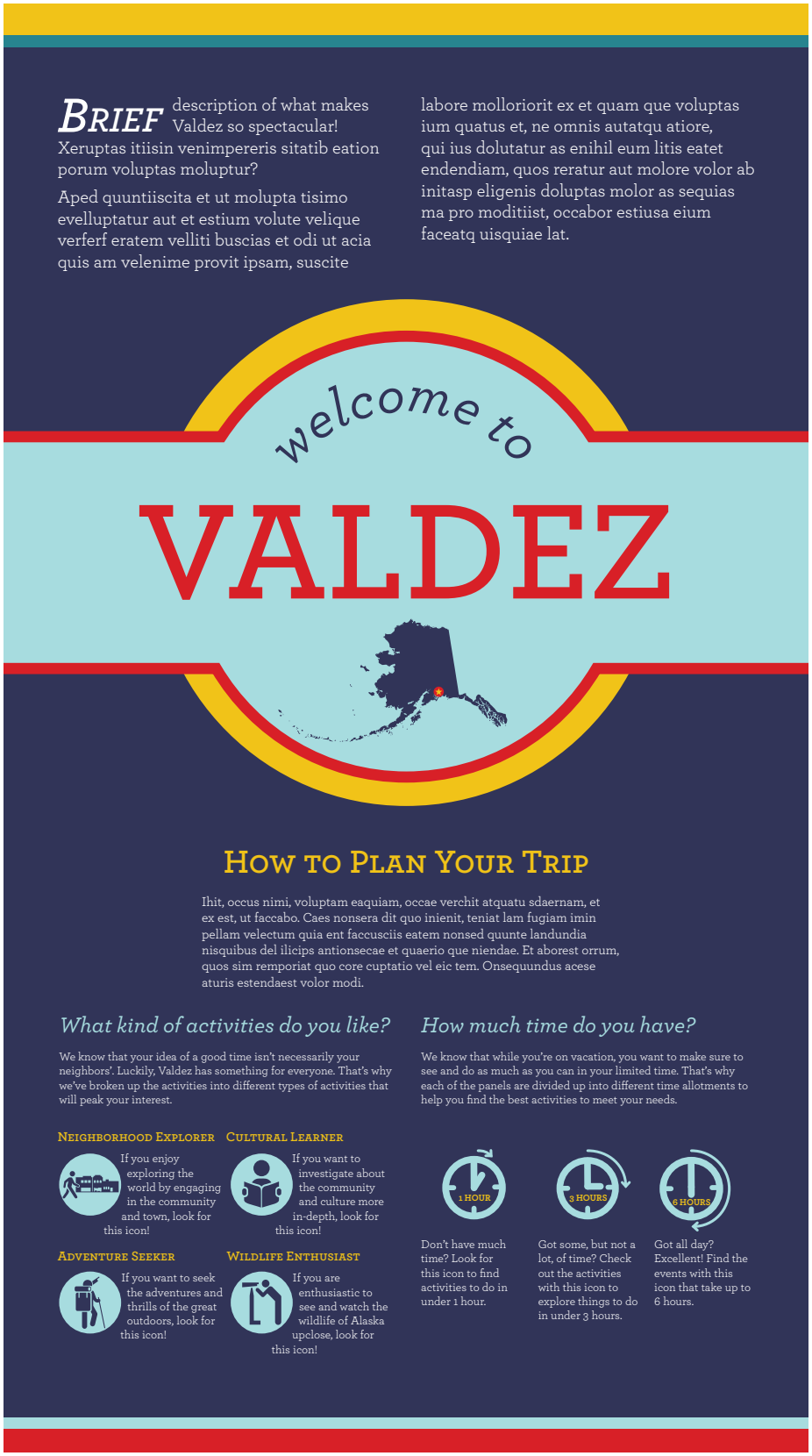
The intent of this large panel is to provide a tactile relief map of Prince William Sound, with a central focus on Valdez. The panel would be machined from a composite material, or a fine grained hardwood. Places and locations of interest would be brass, stainless steel, or aluminum inserts. Depending on the design, a brief interpretive/informational overview component (as shown in the lower right) could be incorporated.

The relief panel would be a single color, based on the material used.



2.0 Encounters Template Panel

2.1 Intro/How to use these panels Encounters Template Panel



if you are a Cultural Learner

In 3 hours, you could...

Visit the Valdez Museum & Historical Archive

This history museum explores the effects of Valdez's unique history, from the European explorations of the 1700s to 1989 Exxon Valdez oil spill. The museum, started in 1901, was moved after the 1964 earthquake—which devastated the town site—to save and relocate the museum's collections. With several temporary and rotating exhibits each year, you never know what you will discover at this museum!

How to get there: *Take Hazelet Avenue north, and turn right onto Egan Avenue. The museum is located at 217 Egan Drive.*

Time: *2-3 hours*

Or you could...

Tour Old Valdez

Ihit, occus nimi, voluptam eaquiam, occae verchit atquatu sdaernam, et ex est, ut faccabo. Caes nonsera dit quo inienit, teniat lam fugiam imin pellam velectum quia ent faccusciis eatem nonsed quunte landundia nisquibus del ilicips antionsecae et quaerio que niendae. Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem. Onsequundus acese aturis estendaest volor modi.

How to get there: *Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.*

Time: *2-3 hours*

Or you could...

Visit the Maxine & Jesse Whitney Museum

One of the largest collections of Native Alaskan art and artifacts in the world, this museum is a gem for Valdez. Maxine Whitney, a collector of Native Alaskan art and artifacts, donated her life's collection to Prince William Sound Community College in 1998, who in turn built this state-of-the-art museum.

How to get there: *Take Hazelet Avenue north, and turn right on Lowe Street. The museum is adjacent to Prince William Sound Community College. Avenue.*

Time: *2-3 hours*

or you could...

Visit Solomon Gulch Hatchery

Constructed in 1982, this hatchery is equipped to incubate 230 million Pink Salmon eggs and 2 million Coho salmon eggs each year. Of those, an average of 10 million Pink adults and 200,000 Coho adults return. The building is open daily for an unguided walking tour which teaches visitors about salmon biology, the hatchery, and its surrounding habitat.

How to get there: *Take Richardson Highway east out of town and turn right onto Dayville Road. The hatchery is located at 1455 Dayville Road.*

Time: *2 hours*

2.3 Adventure Seeker

if you are an

Adventure Seeker

In 6 hours, you could...

Tour Shoup Bay State Marine Park

Ihit, occus nimi, voluptam eaquiam, occae verchit atquatu sdaernam, et ex est, ut faccabo. Caes nonsera dit quo inienit, teniat lam fugiam imin pellam velectum quia ent faccusciis eatem nonsed quunte landundia nisquibus del ilicips antionsecae et quaerio que niendae. Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.

How to get there: *Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.*

Time: *XX hrs*

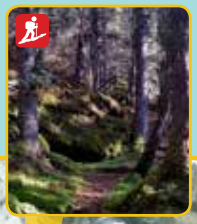
Or you could...

Hike the Pack Trail of 1899

This trail follows the original pack trail to connect the ocean to the interior of Alaska, built by the Army Corps of Engineers between 1899 and 1901. The trail in total is approx. XX miles long, but trail can be broken up into smaller segments. This trail has a little bit for everyone: alpine tundra, mossy forest, and lush berry patches. Keep your eyes peeled for black bears, as they frequent the area.

How to get there: *There are several trailheads along Richardson Highway, one each at 12, 14, 20, and 26 mile.*

Time: *Depending on how far you go, it can take between 2 and 6 hours.*



Or you could...

Visit Valdez Glacier Lake

Ihit, occus nimi, voluptam eaquiam, occae verchit atquatu sdaernam, et ex est, ut faccabo. Caes nonsera dit quo inienit, teniat lam fugiam imin pellam velectum quia ent faccusciis eatem nonsed quunte landundia nisquibus del ilicips antionsecae et quaerio que niendae. Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem. Onsequundus acese aturis estendaest volor modi.

How to get there: *Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.*

Time: *XX hours*

Or you could...

River Rafting or Tubing

Ihit, occus nimi, voluptam eaquiam, occae verchit atquatu sdaernam, et ex est, ut faccabo. Caes nonsera dit quo inienit, teniat lam fugiam imin pellam velectum quia ent faccusciis eatem nonsed quunte landundia nisquibus del ilicips antionsecae et quaerio que niendae. Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.

How to get there: *Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.*

Time: *XX hours*

if you are a

Neighborhood Explorer

In 1 hour, First...

Watch Spawning Salmon

Ihit, occus nimi, voluptam eaquiam, occae verchit atquatu sdaernam, et ex est, ut faccabo. Caes nonsera dit quo inienit, teniat lam fugiam imin pellam velectum quia ent faccusciis eatem nonsed quunte landundia nisquibus del ilicips antionsecae et quaerio que niendae. Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.

How to get there: Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.

Time: 10 min.

Then...

Walk the Overlook Trail

What better way to explore the city of Valdez than with 360 degree views of the entire city? At the top of this short climb of wooden stairs, you will just that, including the small boat harbor, Alyeska-Pipeline, and Prince William Sound. A sheltered picnic area is located at the top.

How to get there: Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.

Time: 10 min.

Then...

Walk the Small Boat Harbor

Ihit, occus nimi, voluptam eaquiam, occae verchit atquatu sdaernam, et ex est, ut faccabo. Caes nonsera dit quo inienit, teniat lam fugiam imin pellam velectum quia ent faccusciis eatem nonsed quunte landundia nisquibus del ilicips antionsecae et quaerio que niendae. Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem. Onsequundus acese aturis estendaest volor modi.

How to get there: Et aborest orrum, quos sim remporiat quo core cuptatio vel eic tem.

Time: 10 min.

Then...

Walk the Dock Point Trail

Though short, this trail packs an amazing punch of beauty and scenery for its size. A three-quarters of a mile trail provides close up view of grass and wildflowers, as well as two overlooks with great views across Valdez Bay. Keep your eyes up; the trail is frequented by bald eagles. This is a must-see in downtown Valdez!

How to get there: Take Kobuk Drive and look for the parking area across from the boat launch ramp.

Time: 30 min.

2.5 Wildlife Enthusiast

To Be Developed

File #: 18-0205, **Version:** 1

ITEM TITLE:
Report: Update Regarding Kelsey Dock Upland Improvements Phase 1

SUBMITTED BY: Martha Barberio, Economic Development Director

FISCAL NOTES:

Expenditure Required: N/A
Unencumbered Balance: N/A
Funding Source: N/A.

RECOMMENDATION:

Receive and file

SUMMARY STATEMENT:

Construction will begin around June 4, 2018 on phase 1 of the Kelsey Dock upland renovations. These renovations will continue through fall 2018. If all goes well this phase will be complete sometime in October, 2018. At some point in the next couple of months, we will make a decision on when the yellow building will get its facelift.

During the months of June and July, a barge will be moored at the Kelsey Dock. Due to security requirements associated with the barge, there will be no access to the dock during this time and security measures will be in place.

File #: 18-0294, **Version:** 1

ITEM TITLE:
Report: Business Climate Survey

SUBMITTED BY: Martha Barberio, Economic Development Director

FISCAL NOTES:

Expenditure Required: N/A
Unencumbered Balance: N/A
Funding Source: N/A

RECOMMENDATION:

PWSEDD did a business climate survey in 2015. This is a three year follow-up to see if / how things may have changed. Also, the survey helps to identify issues, needs, pain points for local businesses.

PWSEDD would summarize by community and for the region as well as provide the data set to the state for its long-range business climate work.

File #: 18-0295, **Version:** 1

ITEM TITLE:
Report: University Alaska Business Classes

SUBMITTED BY: Martha Barberio, Economic Development Director

FISCAL NOTES:

Expenditure Required: N/A
Unencumbered Balance: N/A
Funding Source: N/A

RECOMMENDATION:

Receive and file.

SUMMARY STATEMENT:

Before I was hired on with the City the EDC entered in to a contract with the University of Alaska, Fairbanks, S.B.A. for $25,000 plus expenses to come in and hold specific classes for the community. This contract is over and attached is the report from this contract from Russ Talvi at the S.B.A.

TO: Martha Barberio, Director of Economic Development
Sheri Pierce, City Clerk for distribution to:
Members of the Economic Diversification Commission

RE: Valdez Project Report Wrap

Date: May 30, 2018

The purpose of this report is to provide an update to stakeholders on the outcome of the project between the Alaska Small Business Development Center (SBDC) and the City of Valdez. The Alaska SBDC was contracted to provide a series of business related workshops over a 12-month period to improve and diversify small businesses in Valdez.

February 7, 2017 - A survey was developed to gauge interest and need in the community. A link to the survey was sent via email to Valdez businesses and the link was also published in the Valdez Star.

February 8 - March 3, 2017 - The survey link was originally emailed to 174 Valdez businesses and community contacts. There were 69 responses to the survey; 55 responses from the email invitation and 14 responses from the link in the newspaper ad. Alaska SBDC used the results from the survey to plan the initial workshop offerings, schedule and calendar. Survey results indicated:

- Primary interest in financial related workshops/classes, such as tax planning and QuickBooks. The interest in tax planning was likely due to the upcoming tax return filing deadline as the survey was conducted in the middle of tax season. This produced a fall workshop.
- Secondary interest in marketing related workshops and classes: website design, social media, marketing plans, and other topics were identified as priorities.
- Other interests included business funding, exit strategy, understanding financials, buying and selling a business, and starting a business classes.
- Over 65%of the respondents were “most likely to attend a workshop/class on weekdays in the afternoon”.
- Over 80% of respondents were “least likely to attend a workshop in May, June, July, August”. It was decided that workshops would not be held during these months.

Workshops/Classes offered between April 2017 – March 2018:

- April 5, 2017 - Introduction to QuickBooks workshop; 11 attendees.
- April 5, 2017 - Kickoff Presentation and SBDC introduction; 10 attendees.
- April 26, 2017 - Getting Started with QuickBooks Online; 12 attendees.
- September 22, 2017 - Designing and Developing a Brilliant Website-Day 1; six attendees.

- September 23, 2017 - Designing and Developing a Brilliant Website-Day 2; six attendees.
- September 22, 2017- Marketing with Social Media and Guerilla Marketing Techniques; seven attendees.
- October 18, 2017 - Introduction to Government Contracting; two attendees.
- October 18, 2017 - Developing Your Business Marketing Plan; eight attendees.
- November 15, 2017 – Year End Tax Planning. Conducted by video conference from Fairbanks due to inclement weather; two attendees.
- January 30, 2018 - 10 Things You Need to Know about Your Search Engine Optimization; by webinar from Anchorage; one attendee.
- January 30, 2018 - Things to Consider when Buying or Selling a Business; zero attendees.
- February 16, 2018 - What Business Owners Should Know about the Tax Law Changes; five attendees.
- February 20 - Hot Business Trends for 2018. Canceled due to zero registrations 24 hours before
- February 21 - Getting Started with QuickBooks Online; seven attendees.
- March 23, 2018 - Getting your E-Commerce Ready for the summer Season; three attendees.
- March 23, 2018 - Setting the Right Expectations for your Facebook Ad Campaign; two attendees

Project summary:

A total of 12 workshops were conducted from April 2017 – March 2019 with a total of 82 attendees.

Alaska SBDC advisors also conducted one-to-one business advising with Valdez businesses between 4/1/17 - 4/30/18 that resulted in:

- Total clients advised = 8
- New clients = 6
- Advising hours = 32.75
- New businesses = 1
- New jobs = 1
- Capital infusion into Valdez businesses = $72,000

"Russ Talvi & the AKSBDC have been influential in helping us understand our partnership agreements and operating agreements as well as helping provide us with information to form proper agreements. The resources they have provided through their end of the year tax planning class has helped us with both our restaurant business and my own personal bookkeeping business. Alaska SBDC is an amazing resource that helps make small business ownership a little bit easier by providing classes and invaluable insight to the business world here in Alaska." -Lindsay Haase & Jereme Wesely, Old Town Diner & Lindsay's Bookkeeping

Some lessons learned from the program:

The program was launched in April 2017 with considerable interest from businesses in the community and strong workshop attendance. Interest and attendance numbers decreased in the fall and winter. Fall and winter may not have been optimal times for seasonal businesses because of travel and being closed. At the inception of the program the City of Valdez elected to waive fees for class registration. Not charging even a small fee likely contributed to the significant number of businesses and individuals registering, but not showing up on the day of the class. It has been the experience of the Alaska SBDC that “free” workshops and classes often produce a higher no-show rate, as there is no personal investment compelling attendees to attend.

Another factor affecting attendance for the fall and winter workshop offerings was the transition of two primary contacts for the program at The City of Valdez over the summer. In the spring of 2017 the City of Valdez took the lead in promoting and advertising the workshops/ and classes to the community according to our agreement. After the original staff involved in the program left, the Alaska SBDC primarily relied on the original email contact list that grew to 286 plus business and community contacts to do outreach and promotion of events.

The facilities provided by the City of Valdez in partnership with Prince William Sound College (PWSC) were exceptional. Our thanks to College Director, Dr. Dan O’Connor and Mo Radotich, Assistant to the Director of Administrative Services for scheduling the facilities and supporting the workshops/classes.

Thank you for giving us the opportunity to work with the business owners and community of Valdez.

Sincerely,

Russell Talvi, Fairbanks Director
Alaska Small Business Development Center - Fairbanks