Site Selector Familiarization (FAM) Tour Support Form

The International Economic Development Council (IEDC) will be holding their Annual Conference in Anchorage, Alaska, on October 4-7, 2015. The IEDC conference is expected to draw attention to Alaska from site selection consultants. Site selection consultants advise their corporate clients on where to locate new operations.

Prior to the conference, on October 1-3, there is an opportunity to host a Regional Site Selector Familiarization (FAM) Tour for your community. FAM Tours give a community exposure to site selectors, whose advice is key to the decision-making process of corporations.

Please note: While site selectors do not charge fees to visit a community, they typically expect all travel and lodging costs to be paid by the community organizing the FAM Tour. This includes travel to and from Alaska.

A Site Selector Tour Sub-Committee has been established to help with this effort. This committee includes representatives from economic development organizations from across Alaska. The Committee will:

- Consult with communities on their FAM Tour design and general FAM Tour best practices
- Communicate regional FAM Tour opportunities to site selectors
- Advise on follow-up practices post-FAM Tour

Important Dates: If your organization is interested in conducting a Site Selector Familiarization Tour, please complete this form and return by Tuesday, March 31. All completed forms should be emailed to Will Kyzer, Business & Economic Development Director for the Anchorage Economic Development Corporation, at wkyzer@aedcweb.com.

Guidance Questions:

Below are some questions that help the Site Selector Tour Sub-Committee gather key information needed to help us connect your community with the most applicable Site Selectors. Please fill out the requested information as completely as possible.

Please note: Only a limited number of Site Selectors will be available to attend FAM Tours. The Site Selector Tour Sub-Committee cannot guarantee attendees for all FAM Tours.

1. Contact Information
   - Contact Name:
   - Contact Title:
   - Organization:
   - Email:
   - Phone Number:
2. If your organization was to host a Regional FAM Tour, what industry or community assets would you be interested in showcasing? (Examples: infrastructure, utilities, resource extraction projects, universities/technical colleges, etc.)

3. What are the most prominent industries in your community?

4. FAM Tours incur significant expenses. A 1-day, FAM Tour typically costs $1,800-2,000 per Site Selector attendee (including travel to and from Alaska). Site Selectors expect all travel and meal costs to be paid for by the host organization. **Does your organization have the capacity to pay the costs of a 1-day FAM Tour?**

   Typical FAM Tour expenses include:
   - Transportation: flights to and from Alaska, ground transportation, etc.
   - Meals: 2-3 Meals for dozens of business leaders and community stakeholders (site selectors, business owners/executives, public officials, etc.)
   - Hotel/Lodging
   - Economic development marketing materials (brochures, etc.)
   - Entertainment: A “fun day” of local sightseeing is typical after FAM Tours have finished

5. Would your organization/community be interested in co-hosting a FAM Tour with another community to reduce travel costs? If so, do you have a partner community in mind?

6. A critical part of FAM Tours is meetings between site selectors and local business leaders. This gives them a sense of what it’s like to do business in a community. **What businesses would you be interested in connecting the site selectors with?** (Please note: We’re only asking for examples, not committed businesses)
7. Site selectors find it valuable to meet with local public officials to get a feeling for their views on economic development and the region’s leadership structure. **Would you be willing to set meetings between public officials in your community and the visiting site selectors?** (city/borough Mayors, State representatives, utilities/infrastructure managers, etc.)

8. Site selection is a data-driven process. Site selectors require detailed data to make recommendations to clients. This data includes:
   - Skills/education of the local workforce
   - Demographic data (age breakdown of population, unemployment rate, etc.)
   - Local tax structure & tax rates
   - Real estate costs (both commercial and residential)
   - Commercial real estate vacancy rates
   - Utility rates
   - Largest employers in community
   - Prominent industries in community
   - Available incentives: tax incentives, grants, workforce development programs, etc.

   **Will you be able to provide this information to Site Selectors visiting your community?**

9. **What is the maximum number of site selectors your community would be interested in hosting?** (Please note: The total cost for a 1 day FAM Tours is roughly $1,800-2,000 per attendee. This includes travel to and from Alaska.)

QUESTIONS: If you have any questions about the FAM Tour opportunity or this form, please contact Will Kyzer with the AEDC at wkyzer@aedcweb.com or by phone at (907) 258-3700. Completed forms should be emailed to wkyzer@aedcweb.com.