



Alaska Marine Trades and Services Business Retention and Expansion Survey

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ALASKA
DEPARTMENT OF
COMMERCE,
COMMUNITY,
AND ECONOMIC
DEVELOPMENT

Division of Economic Development

The Essentials

- Research
- Marketing
- Financing
- Business Assistance
- Partner Agencies



Business Retention and Expansion Project



Business Retention and Expansion

- Working with existing businesses interested in growth is a cost effective and efficient way to build an economy.
- Initial Step . Assess the businesses and industry sector as a whole Gauge interest in growth and discover barriers.
 - *Alaska Marine Trades and Businesses Survey*

Why Marine Trades

Opportunities

- Calls for statewide marine trades workforce program.
- Federal legislation authorizing replacement of several large fishing vessels.
- Cluster-based development emphasizing buyer and supplier networks.
- Several Alaska ports making investments to service larger vessels.
- Coastal Villages Region Fund homeporting fleet in Seward.
- Ports and harbors increasing marketing efforts.
- Interest in the Arctic as a major transportation and shipping corridor.



What Are We Talking About

2011 Economic Impacts and Gross Domestic Product

Location	Total Coastline (miles)	Volume Fish Harvest (million pounds)	Direct GDP (\$ million)	Total GDP (\$ million)	Total Jobs
United States	94,122	9,858.4	\$9,837.3	\$36,001.4	402,010
Washington	3,026	487.7	\$321.0	\$972.8	10,620
Virginia	3,315	493.4	\$2,358.6	\$5,507.2	63,650
California	3,427	415.6	\$777.7	\$3,752.1	37,140
Connecticut	618	7.1	\$1,097.9	\$2,526.5	22,710
Texas	3,359	90.4	\$398.4	\$2,343.6	25,720
Louisiana	7,721	1,285.7	\$1,001.3	\$2,239.3	29,250
Mississippi	359	278.1	\$1,246.7	\$2,111.6	23,450
Florida	8,436	104.0	\$381.9	\$1,638.4	21,890
New York	2,625	27.1	\$79.6	\$1,442.6	11,630
Alaska	33,904 (1st)	5,353.0 (1st)	\$37.7 (24th)	\$108.7 (39th)	1,150 (39th)

Source: The Economic Importance of the US Shipbuilding and Repair Industry, Maritime Administration, May 30, 2013

Business Categories

Boat building and repair, hydraulics, electrical, metal shops, engine repair

Commercial fishing, tour guides, shipping, salvage, mining, oil & gas, passenger transportation

Ports and harbors, USCG officers, research, education

Marine Trades
(30)

Marine Goods
(8)

Marine Related
(53)

Marine Technical
(16)

Non-Profit
(20)

Marine goods and supplies, fuel, ice

Marine surveyors, consultant, brokers, marine safety, marine architects



Survey Results by Business Category



“Types and number of business activities

“Workforce size and composition

“Interest in and constraints to growth

“Location and nature of customers



Marine Trades – Primary Location

Location	Percent
Anchorage	3%
Cordova	3%
Craig	3%
Elfin Cove	3%
Ketchikan	3%
Skagway	3%
Unalaska/Dutch Harbor	3%
Haines	7%
Nome	7%
Kodiak	10%
Homer	10%
Seward	10%
Sitka	13%
Petersburg	20%
Total (N = 30)	100%



Marine Trades – Business Activities

Marine Trades indicated 4.4 business activities per business

Top Activities

- Ship and Boat Building/Repair 17
- Metal/Machine Shops 13
- Engine Repair 11
- Electrical Repair 9
- Fiberglass Repair 6
- Hydraulics 5
- Wood Repair 5
- Cleaning 5
- Other 17

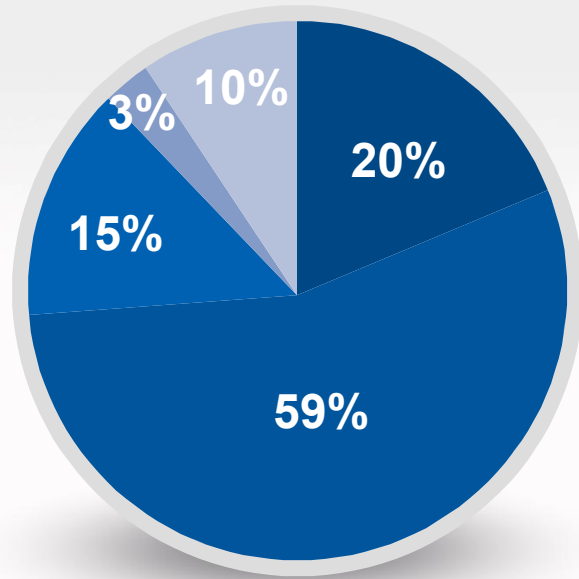


Other Activities

- Engine Sales 6
- Marine Electronics and Communications 6
- Boat Building Supplies and Chandlers 5
- Propellers 5
- Safety Equipment/Supplies 3
- Salvage 3
- Tug and Barge 3
- General Hardware 2
- Boat/Gear Hauling and Storage 2



Marine Trades – Workforce Profile



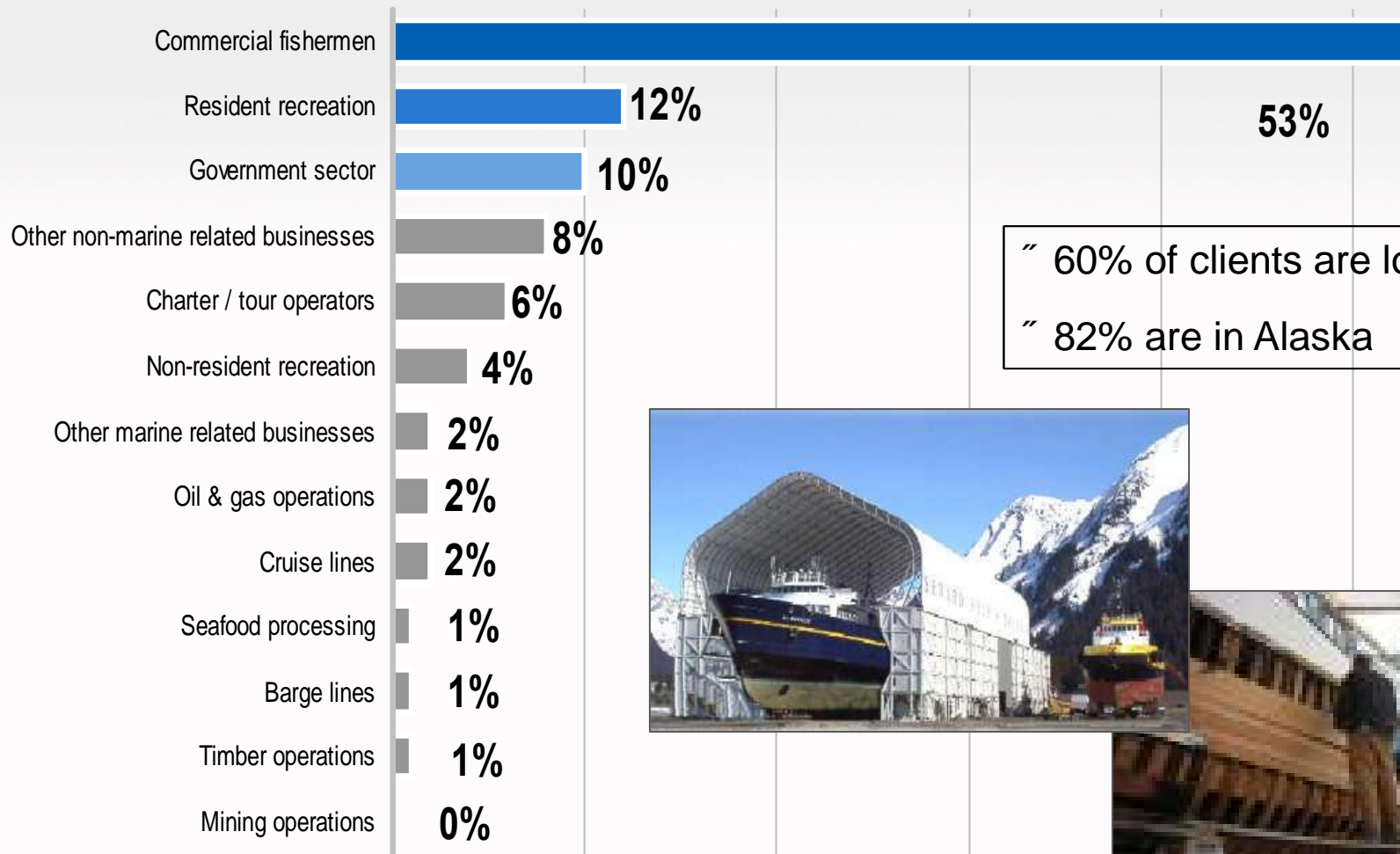
- Professional
- Skilled
- Semi-skilled
- Unskilled
- Clerical

Workforce Profile Factoids

- Average number of FTE = 8.1
- Average number of P/T = 2.3
- Businesses routinely reported the quality of the labor pool for skilled workers is fair to poor.

Marine Trades – Customer Base

Main customer is the commercial fishing fleet.



“ 60% of clients are local
 “ 82% are in Alaska



Marine Trades – Growth Constraints

- “ Businesses somewhat or very interested in growth (87%).
- “ Moderate growth expected in next five years.
- “ Very little trouble attracting business.

Top Challenge to Business Activity

- Workforce quality
- Workforce availability

Top Workforce Recruitment Challenge

- Skills inadequate

Top Threats to Business Viability

- Available land to expand
- Workforce quality
- Government regulations

Next Steps – Outreach

- **UA Fisheries, Seafood, and Marine Trades Initiative**
 - University led effort to establish formal maritime training program.

- **Alaska Association of Harbormasters and Port Directors**
 - Association of the state's harbormaster and port directors.

- **Alaska Workforce Investment Board**
 - Leads in establishing statewide training initiatives.

Questions or Comments



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