

**Change Record Detail With Description**  
**Department of Commerce, Community, and Economic Development**

**Scenario:** FY2011 Supplementals (8842)  
**Component:** Alaska Industrial Development and Export Authority (1234)  
**RDU:** Alaska Industrial Development and Export Authority (125)

Scenario/Change Record Title	Trans Type	Totals	Personal Services	Travel	Services	Commodities	Capital Outlay	Grants, Benefits	Miscellaneous	Positions		
										PFT	PPT	NP

**FY2011 Supplementals**

**System Improvements for AIDEA Investment/Loan Programs**

	Suppl	110.0	0.0	0.0	50.0	60.0	0.0	0.0	0.0	0	0	0
1102 AIDEA Rcpt		110.0										

Supplemental funds are needed to implement systems to track, monitor and report AIDEA investment and loan programs. These systems are designed to improve reporting and lower reporting costs.

This information software will assist AIDEA in making effective and timely decisions with investments in the loan program and project development program. In order to meet AIDEA's goal of expanding the Economic Development Deployment and Impact of its investments in its loan and development finance programs (target of \$200 million over the next three years), AIDEA must develop integrated systems that will collect, track, monitor and report program information, market information and statistics on a real-time basis in order for management to make effective and timely decisions. These systems will provide AIDEA's Board, management, The State of Alaska Administration and Legislature with the tools to track AIDEA's progress in light of its mission, goals and strategic initiatives. The systems will also enable AIDEA to track metrics and performance measures relevant to economic development and more accurately measure the effectiveness of its programs.

AIDEA planned to implement these systems over the next two fiscal years. However, the opportunity to implement this year and to become a beta tester for dashboard software will discount the cost of software by 50% and will provide additional support as a beta tester not otherwise provided if they purchased the fully developed software when available. These software packages are specifically designed to integrate with AIDEA's financial accounting, loan and database system. It will be cost effective and more efficient to implement these systems as part of this testing program. This is a one-time increment and no further purchases are expected and ongoing maintenance will be funded by AIDEA's operations. This opportunity will not be available to AIDEA in FY2012.

This request will purchase, install and integrate the following two systems into AIDEA's management information system:

- 1) Customer Relationship Management Software (CRM) - CRM is a business strategy that uses technology to organize, automate, and synchronize business processes. It includes customer-interface as well as interdepartmental communication.
- 2) Dashboard Technology Software - Microsoft Dynamics business intelligence technology interfaces with AIDEA's financial accounting system to provide instant visual snapshots of performance. AIDEA was asked to beta test this program and is receiving a discount on the cost of the program for our efforts in testing the system.

Estimated costs:

CRM Software cost (software, installation and implementation) - \$25,000

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Dashboard software (software, installation and implementation) - \$35,000 Consultant - integration of new software - \$50,000  Implementation of these systems is imperative in order for AIDEA to move forward with its mission and to accomplish the goal of increasing its investment in economic development projects for Alaska by more than \$200 million through its programs. A lack of funding would increase the time frame for implementing the management information system and would hamper AIDEA's ability to meet its mission, goals and objectives.												
<b>Component Totals</b>		<b>110.0</b>	<b>0.0</b>	<b>0.0</b>	<b>50.0</b>	<b>60.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Change Record Detail With Description**  
**Department of Commerce, Community, and Economic Development**

**Scenario:** FY2011 Supplementals (8842)  
**Component:** Alaska Seafood Marketing Institute (393)  
**RDU:** Alaska Seafood Marketing Institute (126)

Scenario/Change Record Title	Trans Type	Totals	Personal Services	Travel	Services	Commodities	Capital Outlay	Grants, Benefits	Miscellaneous	Positions		
										PFT	PPT	NP
<b>ASMI Cash Flow Adjustment</b>												
	Suppl	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0	0	0
1004 Gen Fund		6,400.0										
1005 GF/Prgm		-6,400.0										
<b>Component Totals</b>		<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>0</b>

The Department of Administration, Division of Finance made a change to the ASMI financial statement presentation to address an audit issue in compliance with government accounting standards and maintain the State of Alaska's certificate of excellence for the Comprehensive Annual Financial Report. Implementation of this change occurred in AKSAS, the statewide accounting system, with the transfer of ASMI appropriations from the General Fund 11100 to a new ASMI fund 21685.

This change resulted in a cash flow issue for ASMI as the assessments that support a substantial portion of ASMI's budget are not collected until fiscal year end. Previously the general fund floated ASMI expenditures until the taxes were collected and credited to the ASMI appropriation. Now that the ASMI appropriations are segregated in their own fund, expenses may be incurred only to the extent that ASMI-specific resources exist within the fund.

To address the cash flow issue in the current year, and avoid a 50% reduction in ASMI domestic marketing activity for FY2011, this one-time adjustment will address the cash flow issue and allow ASMI to push forward industry assessments for spending in the next fiscal year. This will allow ASMI to budget based on actual receipts from the prior year and cash on hand.