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HYDROELECTRIC PROJECT

**FEDERAL ENERGY REGULATORY COMMISSION
PROJECT No. 7114**

BUSINESS SURVEY REPORT

**HARZA-EBASCO
SUSITNA JOINT VENTURE**

**FINAL REPORT
NOVEMBER 1985
DOCUMENT No. 2969**

Alaska Power Authority

SUSITNA HYDROELECTRIC PROJECT

BUSINESS SURVEY REPORT

Report by

Harza-Ebasco Susitna Joint Venture

Prepared for
Alaska Power Authority

Final Report
November 1985

NOTICE

**ANY QUESTIONS OR COMMENTS CONCERNING
THIS REPORT SHOULD BE DIRECTED TO
THE ALASKA POWER AUTHORITY
SUSITNA PROJECT OFFICE**

TABLE OF CONTENTS

| <u>Section/Title</u> | <u>Page</u> |
|--|-------------|
| 1.0 INTRODUCTION | 1 |
| 1.1 BACKGROUND AND PURPOSE | 1 |
| 1.2 OBJECTIVES | 1 |
| 1.3 REPORT ORGANIZATION | 2 |
| 2.0 APPROACH AND METHODOLOGY | 3 |
| 2.1 INTRODUCTION | 3 |
| 2.2 COMPILATION OF BUSINESS DIRECTORIES | 3 |
| 2.3 SURVEY BOUNDARIES | 4 |
| 2.4 SURVEY DEVELOPMENT AND DATA ANALYSIS | 10 |
| 3.0 DESCRIPTION OF RESULTS | 12 |
| 3.1 INTRODUCTION | 12 |
| 3.2 TALKEETNA | 12 |
| 3.2.1 Business Types | 12 |
| 3.2.2 Duration and Ownership | 14 |
| 3.2.3 Employment | 14 |
| 3.2.4 Business Volume | 17 |
| 3.2.5 Business Problems | 17 |
| 3.2.6 Expansion and New Business Plans | 22 |
| 3.3 TRAPPER CREEK | 24 |
| 3.3.1 Business Types | 24 |
| 3.3.2 Duration and Ownership | 24 |
| 3.3.3 Employment | 24 |
| 3.3.4 Business Volume | 28 |
| 3.3.5 Business Problems | 28 |
| 3.3.6 Expansion and New Business Plans | 31 |
| 3.4 CANTWELL | 31 |
| 3.4.1 Business Types | 31 |
| 3.4.2 Duration and Ownership | 33 |
| 3.4.3 Employment | 33 |
| 3.4.4 Business Volume | 36 |
| 3.4.5 Business Problems | 36 |
| 3.4.6 Expansion and New Business Plans | 36 |
| 3.5 HEALY | 39 |
| 3.5.1 Business Types | 39 |
| 3.5.2 Duration and Ownership | 41 |
| 3.5.3 Employment | 41 |
| 3.5.4 Business Volume | 45 |
| 3.5.5 Business Problems | 45 |
| 3.5.6 Expansion and New Business Plans | 49 |

TABLE OF CONTENTS (Continued)

| <u>Section/Title</u> | <u>Page</u> |
|--|-------------|
| 4.0 SUMMARY AND CONCLUSIONS | 51 |
| 4.1 Business Types | 51 |
| 4.2 Duration and Ownership | 51 |
| 4.3 Employment | 54 |
| 4.4 Business Volume | 57 |
| 4.5 Business Problems | 57 |
| 4.6 Expansion and New Business Plans | 61 |
| APPENDIX A Business Survey Questionnaire | |

LIST OF TABLES

| <u>Number</u> | <u>Title</u> | <u>Page</u> |
|---------------|--|-------------|
| 2-1 | Numbers of Identified and Surveyed Businesses by Community | 5 |
| 3-1 | Businesses Surveyed in Talkeetna by Type | 13 |
| 3-2 | Years in Operation and Years Owned by Business Type in Talkeetna | 15 |
| 3-3 | Number of Full- and Part-time Employees by Business Type in Talkeetna, Summer 1984 | 16 |
| 3-4 | Number of Full- and Part-time Family Member Employees by Business Type in Talkeetna, Summer 1984 | 18 |
| 3-5 | 1984 Sales by Business Type in Talkeetna | 19 |
| 3-6 | 1984 Business Volumes by Business Type in Talkeetna | 20 |
| 3-7 | Problems by Business Type in Talkeetna | 21 |
| 3-8 | Plans for Expanding Current Business or Starting New Business in Talkeetna | 23 |
| 3-9 | Businesses Surveyed in Trapper Creek by Type | 25 |
| 3-10 | Years in Operation and Years Owned by Business Type in Trapper Creek | 26 |
| 3-11 | Number of Full- and Part-time Employees by Business Type in Trapper Creek, Summer 1984 | 27 |
| 3-12 | Number of Full- and Part-time Family Member Employees by Business Type in Trapper Creek, Summer 1984 | 29 |
| 3-13 | 1984 Business Volumes by Business Type in Trapper Creek | 30 |
| 3-14 | Businesses Surveyed in Cantwell by Type | 32 |
| 3-15 | Years in Operation and Years Owned by Business Type in Cantwell | 34 |
| 3-16 | Number of Full- and Part-time Employees by Business Type in Cantwell, Summer 1984 | 35 |
| 3-17 | Number of Full- and Part-time Family Member Employees by Business Type in Cantwell, Summer 1984 | 37 |

LIST OF TABLES (Continued)

| <u>Number</u> | <u>Title</u> | <u>Page</u> |
|---------------|--|-------------|
| 3-18 | 1984 Business Volumes by Business Type in Cantwell | 38 |
| 3-19 | Businesses Surveyed in Healy by Type | 40 |
| 3-20 | Years in Operation and Years Owned by Business Type in Healy | 42 |
| 3-21 | Number of Full- and Part-time Employees by Business Type in Healy, Summer 1984 | 43 |
| 3-22 | Number of Full- and Part-time Family Member Employees by Business Type in Healy, Summer 1984 | 44 |
| 3-23 | 1984 Sales in Business Type in Healy | 46 |
| 3-24 | 1984 Business Volumes by Business Type in Healy | 47 |
| 3-25 | Problems by Business Type in Healy | 48 |
| 3-26 | Plans for Expanding Current Business or Starting New Business in Healy | 50 |
| 4-1 | Number of Businesses Surveyed by Type and Community | 52 |
| 4-2 | Years in Operation and Years Owned in All Communities | 53 |
| 4-3 | Number of Full- and Part-time Employees by Business Type in All Communities, Summer 1984 | 55 |
| 4-4 | Number of Full- and Part-time Family Member Employees by Business Type in All Communities, Summer 1984 | 56 |
| 4-5 | 1984 Business Volumes in All Communities | 58 |
| 4-6 | 1984 Business Volumes Compared to Previous Year by Business Type in All Communities | 59 |
| 4-7 | Business Problems by Community | 60 |
| 4-8 | Expansion and New Business Plans by Community | 62 |

LIST OF FIGURES

| <u>Number</u> | <u>Title</u> | <u>Page</u> |
|---------------|--------------------------------|-------------|
| 2-1 | Survey Boundary, Talkeetna | 6 |
| 2-2 | Survey Boundary, Trapper Creek | 7 |
| 2-3 | Survey Boundary, Cantwell | 8 |
| 2-4 | Survey Boundary, Healy | 9 |

1.0 INTRODUCTION

1.1 BACKGROUND AND PURPOSE

An assessment of the potential effects of the Susitna Hydroelectric Project on area communities is essential to the socioeconomic impact analyses for the Project. Therefore, it is important to establish socioeconomic baseline conditions for the communities which could be affected by the Project to support subsequent impact projections. A business survey is a valuable method of collecting socioeconomic data necessary for describing the existing environment and forecasting baseline conditions in local communities.

The purpose of this business survey was to collect information about existing business activities, adding to data reported in Frank Orth and Associate's (FO&A) 1983 business surveys for Cantwell, Talkeetna, and Trapper Creek (FO&A 1984a, 1984b, 1984c). An additional purpose was to describe existing conditions for businesses in Healy, which was identified as another community potentially affected by the Susitna Project. To accomplish the stated purposes, the 1984 business survey was administered to a broader range and number of businesses than were identified in the 1983 survey.

1.2 OBJECTIVES

The objectives of the 1984 business survey were as follows:

1. To survey the broadest range of businesses to best represent the nature of business enterprises in the small towns of Talkeetna, Trapper Creek, and Cantwell.
2. To update data on existing conditions in these communities to allow for socioeconomic model refinements.

3. To conduct a first-time business survey in the town of Healy.
4. To develop data pertinent to mitigation planning and provide baseline data for future comparisons during the monitoring phase of the Project.

1.3 REPORT ORGANIZATION

The remainder of this report is organized into three sections. Section 2 describes the methods used to compile current business directories for each community, develop the questionnaire, and collect and analyze data. Section 3 presents the results of the business survey by individual community. Section 4 draws conclusions for the combined communities and, when appropriate, makes comparisons between individual communities.

2.0 APPROACH AND METHODOLOGY

2.1 INTRODUCTION

The approach to the 1984 business survey was defined to some extent by the approach used in the 1983 business survey conducted by FO&A. In 1983, the following three steps were taken to determine the approach and methodology for the study: the clarification of objectives and information requirements, a review of survey literature, and the determination of a sampling methodology. In 1984, the primary steps taken to determine the direction of the study were the refinement of the objectives and information requirements and a revision of the sampling methodology to include the broader range of the businesses represented in each community.

In many cases, the refinements in objectives and methodology make it inappropriate to compare data from the 1983 and 1984 business surveys. Hence, this report should be viewed as a stand-alone document and comparisons between the results of the two business surveys should be made with caution.

2.2 COMPILATION OF BUSINESS DIRECTORIES

It is important to note a change in the definition of a business between 1983 and 1984. In 1983, businesses were defined as enterprises in which the owner received income for products and services provided. In 1984, the definition was expanded to specifically include all enterprises with Alaska business licenses. The business directories for all communities were compiled from Alaska Department of Revenue, March 1984, business license lists. The business directories were refined by:

1. Checking community telephone directories,
2. Noting business signs and advertising in the communities,

3. Reviewing each list with a key informant in the individual communities, and
4. Asking residents of the communities, who were also being interviewed for a household survey, if they operated a business.

These steps identified both new businesses to add to the 1984 survey list and several businesses which were no longer in operation.

In March 1984, the Department of Revenue listed licenses for 92 businesses in Talkeetna, 43 in Trapper Creek, 43 in Cantwell, and 66 in Healy. Table 2-1 summarizes the number of businesses identified in each community and presents the number of businesses surveyed. As shown, relatively large numbers of businesses from the license lists were not surveyed. These businesses, for the most part, fell into one of the following three categories: (1) they did not meet the definition of a business as outlined for this study (that is, an individual or group may have had a business license but they did not receive income for products or services provided); (2) they were outside the study area boundaries for each community; or (3) they were not in operation at the time of the survey. For all communities, only four business owners refused to participate in the survey.

2.3 SURVEY BOUNDARIES

The business survey boundaries for each community were defined as follows and are shown in Figures 2-1 through 2-4. The boundaries were drawn along jurisdictional, township, or section lines and along natural or man-made features. For convenience and consistency, the business survey boundaries coincided with those used for the household survey conducted by Harza-Ebasco at the same time.

1. Talkeetna - The three-section area encompassing old Talkeetna at the end of the Spur Road in addition to the area along the full

TABLE 2-1
Numbers of Identified and Surveyed Businesses
by Community
1984

Completed business surveys from 1984 business list.

| | |
|---------------|-----------------------|
| Talkeetna | 30 (35) ^{a/} |
| Trapper Creek | 12 (13) |
| Cantwell | 16 (22) |
| Healy | 22 (28) |

Businesses not surveyed from 1984 business list.

| | |
|---------------|----|
| Talkeetna | 57 |
| Trapper Creek | 30 |
| Cantwell | 21 |
| Healy | 38 |

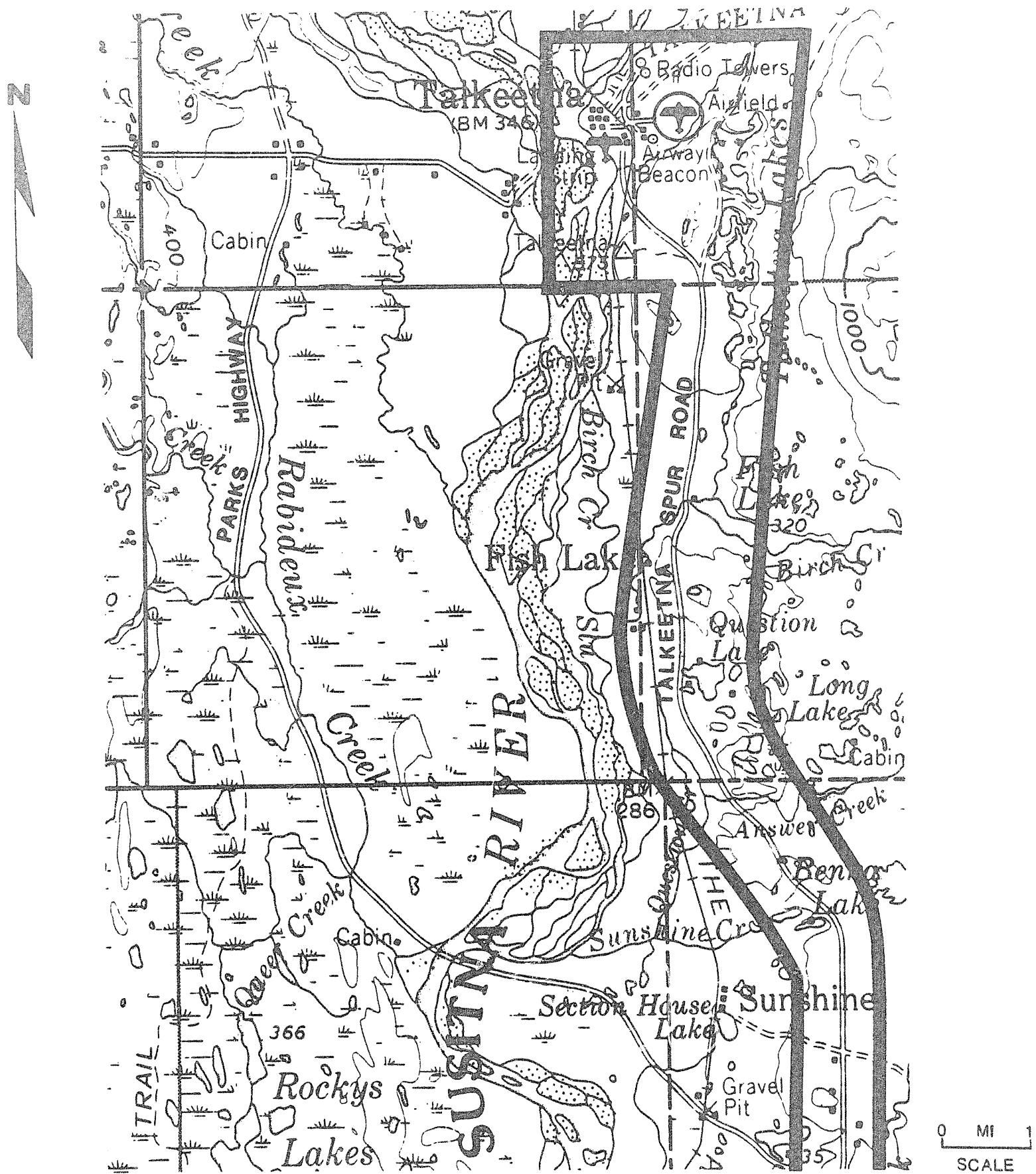
Businesses identified and surveyed which were not on 1984 business list.

| | |
|---------------|----|
| Talkeetna | 8 |
| Trapper Creek | 4 |
| Cantwell | 1 |
| Healy | 10 |

Source: Harza-Ebasco 1985

^{a/} Number in parentheses indicates total number of licensed businesses represented by the completed surveys. The number is greater than the actual number of surveys because some businesses were listed more than once and/or were run in conjunction with other businesses by the same owner(s). Such businesses were only surveyed and counted one time.

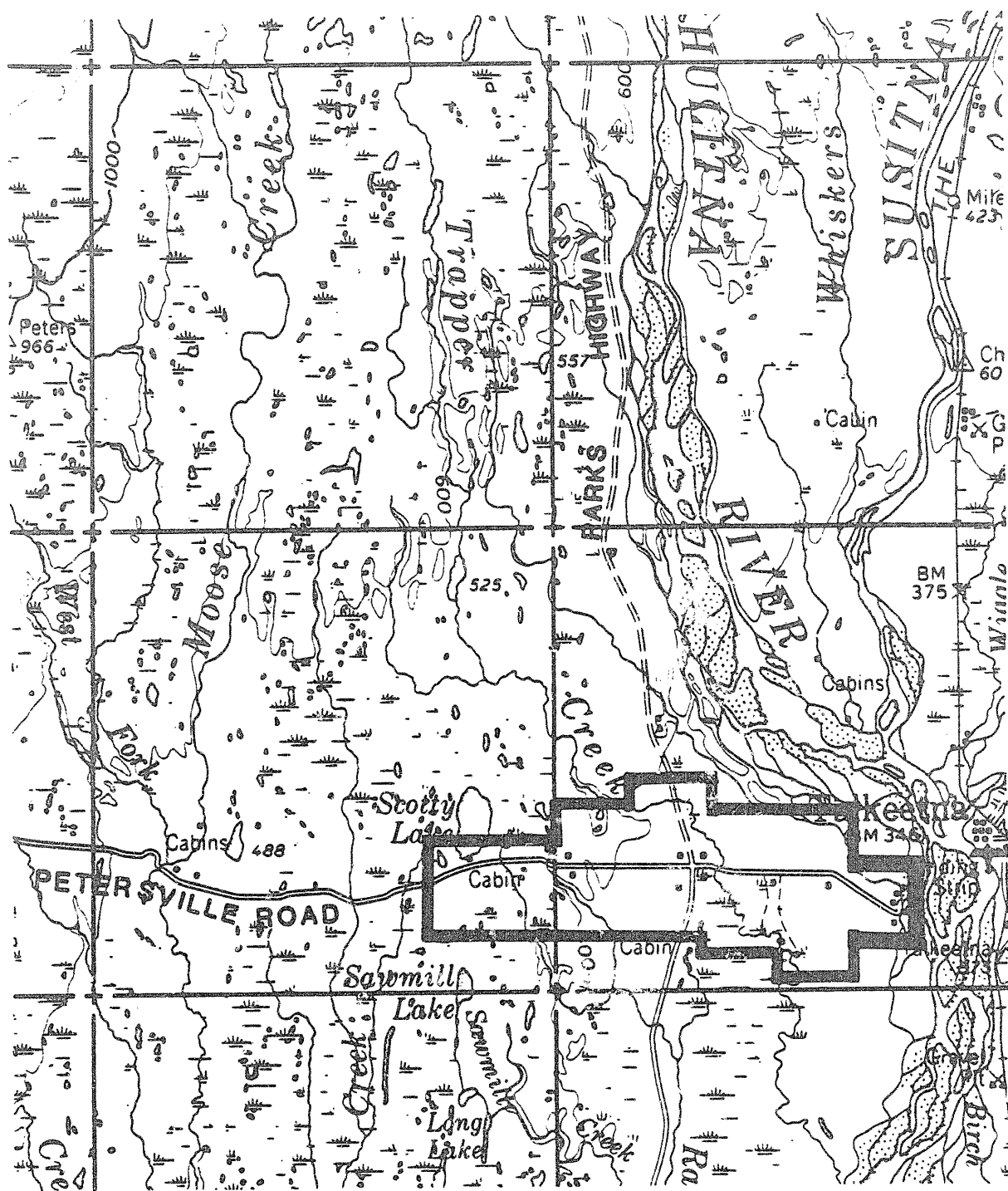
FIGURE 2-1



SURVEY BOUNDARY
TALKEETNA

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SUSITNA JOINT VENTURE

FIGURE 2-2

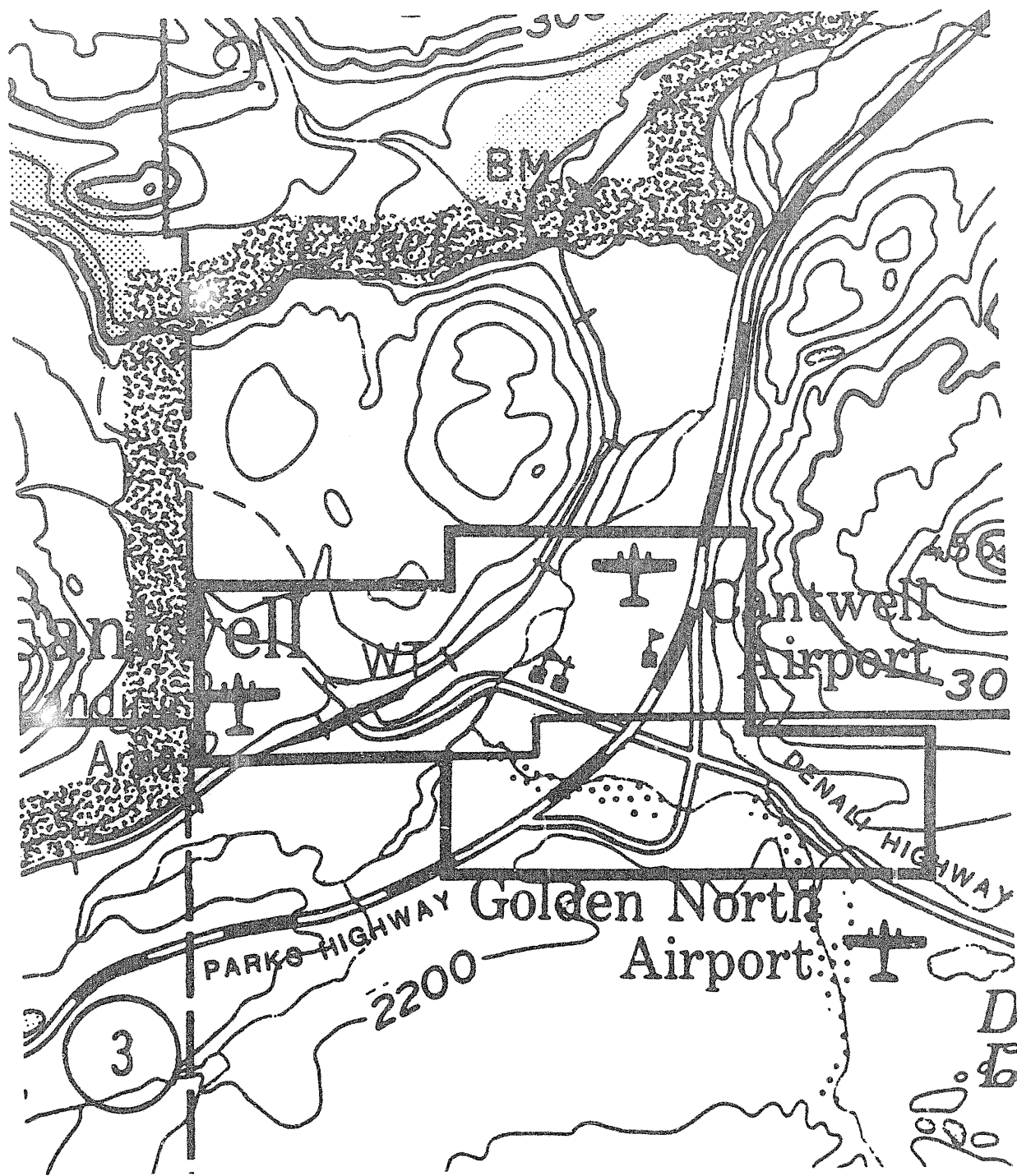


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SCALE

**SURVEY BOUNDARY
TRAPPER CREEK**

HARZA-EBASCO
SUSITNA JOINT VENTURE

N



**SURVEY BOUNDARY
CANTWELL**

HARZA-EBASCO
SUSITNA JOINT VENTURE



HARZA-EBASCO
SUSITNA JOINT VENTURE

length of the Spur Road to (but not including) the intersection of the Parks Highway (approximately 13 miles).

2. Trapper Creek - The area centered around the intersection of Petersville Road (east-west) and the Parks Highway (north-south) extending east to the Susitna River, west to the development located southwest of Scotty Lake, and including a corridor approximately one mile north and south of Petersville Road.
3. Cantwell - Both sides of the Denali Highway from the western edge of Old Cantwell east to include the Dreshner Lake Subdivision, and along the Parks Highway north to its intersection with the Nenana River and south to the gravel pits below Jack River.
4. Healy - The area along the Parks Highway from the Nenana River Bridge to Dry Creek, and all structures around the railroad station, Tri-Valley Subdivision, and Otto Lake.

2.4 SURVEY DEVELOPMENT AND DATA ANALYSIS

The 1984 business questionnaire (see Appendix A) remained much the same as the 1983 questionnaire, focusing on:

- 1) Types of services and products offered,
- 2) Duration of operation and ownership,
- 3) Employment characteristics,
- 4) Business problems,
- 5) Business volumes, and
- 6) Plans for expansion and/or starting new businesses.

The major difference between the 1983 and 1984 surveys was the deletion of questions about lodging establishments and businesses engaged in hunting, fishing, and trapping activities. These topics were covered in detail by

other 1984 and 1985 surveys of special population/occupation groups such as lodge owners, guides, trappers, air taxi operators, and resource users.

Using the questionnaire as a guide, three surveyors conducted face-to-face interviews in the four study communities in October and November 1984. Responses from the completed questionnaires were coded and computerized by community. The Statistical Analysis System (SAS) was used for data analysis. Frequency counts for all variables were reviewed to determine the appropriateness of each variable for further multivariable analysis. Both frequencies and cross-tabulations provided the basis for the description of results in Section 3.

3.0 DESCRIPTION OF RESULTS

3.1 INTRODUCTION

In this section, data for each community are combined and tabulated in the following categories: air taxis and guides; gas, groceries, and retail; motels and restaurants; construction and mining; combination of above^{1/}; and other^{2/}. These categories are appropriate for businesses in these communities and allow for the maximum amount of disclosure possible without violating the confidence of business operators. Where presentation of data in tables would violate the confidence of business survey respondents due to the small number of responses, no tables are included with the discussion. This situation occurs for businesses in Trapper Creek and Cantwell, where the fewest number of businesses per community were surveyed.

Two important notes concern combination businesses and the number of years they have been in business. First, it is important to note that in some cases, a diverse group of businesses that are run out of one location by one or more persons have been termed combination businesses. Second, while the number of years each individual business within the combination has been in operation may vary, an average number has been assigned to the combination business as a whole.

3.2 TALKEETNA

3.2.1 Business Types

As shown in Table 3-1, of the 38 businesses surveyed in Talkeetna most were in the following categories: air taxis and guides (7); gas, groceries, and retail (12); and motels and restaurants (8). Construction and mining (4), combination (2), and other businesses (5) comprised the remainder of the businesses surveyed.

^{1/} Combination businesses do not fit into the more discrete categories because they provide goods or services from one of more of the other categories. For example, a motel may also sell groceries or a construction company may be run in conjunction with guiding.

^{2/} Examples of other businesses are spas, investment companies, and realties.

TABLE 3-1

Businesses Surveyed in Talkeetna by Type

| Type and Name of Business | Number | Percent of Total |
|--|--------|------------------|
| <u>Air Taxis and Guides</u> Mahay's Riverboat Service Talkeetna Riverboat Service Hudson's Air Service Inc. K-2 Aviation Denali Floats Denali Overland Transportation Alaska Denali Guiding | 7 | 18 |
| <u>Gas, Groceries, and Retail</u> B&K Trading Post Three Rivers Union 76 Village Arts and Crafts Talkeetna Arco Services, Inc. Talkeetna Leather Works Mary Lou Ventures Talkeetna Sports Shop and Video Cache Denali Dry Goods Domestic Marketing Talkeetna Oil Co. Parrots Gift and Video Yarn Cache | 12 | 32 |
| <u>Motels and Restaurants</u> Fairview Inn Talkeetna Deli Talkeetna Motel Swiss Alaska Inn Talkeetna Roadhouse Sparkey's Latitude 62 Alaska Private Lodging Bed and Breakfast | 8 | 21 |
| <u>Construction and Mining</u> Mac A. Stevens Land Surveyors Valdex Creek Mining and Supply Su Valley Construction Co. Valley Plumbing and Heating | 4 | 11 |
| <u>Combination of Above</u> Moore's Mercantile Talkeetna Services | 2 | 5 |
| <u>Other</u> Talkeetna Realty Twin River Investment Co. K and K Service and Repair Right of Way Farm Talkeetna Management Co. | 5 | 13 |
| TOTAL | 38 | 100 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

3.2.2 Duration and Ownership

Table 3-2 presents the number of years that businesses have been in operation and owned by their current operators in Talkeetna. As shown, 26 of the 38 businesses surveyed had been in operation for 3 years or more. Only one business had opened within the last year. With the exception of motels and restaurants, most of the businesses in Talkeetna were being operated by their original owners. Of the four motels and restaurants that have been in operation ten years or more, none was being run by its original owner.

3.2.3 Employment

As shown in Table 3-3, 19 businesses, or about half of the total number of businesses surveyed, had only 1 or no full-time employees during the summer of 1984. Businesses with more than four full-time employees were limited to one air taxi and guide service, two motel/restaurants, and a construction/mining firm. Of the 19 businesses that had part-time summer employees, 9 hired only 1. However, several firms (including one gas/groceries/retail, two construction/mining, and one other firm) employed six or more people on a part-time basis.

When asked about the residence histories of their 1984 summer staff, 35 of the 38 Talkeetna business respondents stated that most of their employees had been Talkeetna residents for one year or more. Three respondents stated their staffs included both people who had been residents in Talkeetna less than a year and people who had been residents for more than a year.

The 38 businesses employed 95 full- and 74 part-time workers in the summer of 1984. When compared to the 1983/1984 winter levels of 75 full- and 45 part-time employees, these summer employment figures highlight the seasonality of employment in Talkeetna.

TABLE 3-2

Years in Operation and Years Owned by Business Type in Talkeetna

| Business Type | Years Business in Operation | | | | | Years Owned by Current Operator | | | | |
|----------------------------|-----------------------------|-----|-----|------|-----|---------------------------------|-----|-----|------|-----|
| | < 1 | 1-2 | 3-5 | 6-10 | 10+ | < 1 | 1-2 | 3-5 | 6-10 | 10+ |
| Air Taxis and Guides | 0 | 1 | 2 | 3 | 1 | 0 | 1 | 2 | 3 | 1 |
| Gas, Groceries, and Retail | 1 | 5 | 1 | 2 | 3 | 1 | 6 | 1 | 2 | 2 |
| Motels and Restaurants | 0 | 2 | 2 | 0 | 4 | 0 | 3 | 4 | 1 | 0 |
| Construction and Mining | 0 | 2 | 1 | 1 | 0 | 0 | 2 | 1 | 1 | 0 |
| Combination of Above | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 2 | 0 | 0 |
| Other | 0 | 1 | 3 | 1 | 0 | 0 | 1 | 3 | 1 | 0 |
| TOTAL | 1 | 11 | 10 | 8 | 8 | 1 | 13 | 13 | 8 | 3 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-3

Number of Full- and Part-time Employees by Business Type in Talkeetna
Summer 1984

| Business Type | Number of Full-time Employees | | | | | | | | Number of Part-time Employees | | | | | | | |
|----------------------------|-------------------------------|----|---|---|---|---|------|-------|-------------------------------|---|---|---|---|---|------|-------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6-10 | 11-15 | 0 | 1 | 2 | 3 | 4 | 5 | 6-10 | 11-15 |
| Air Taxis and Guides | 0 | 3 | 1 | 1 | 1 | 0 | 1 | 0 | 4 | 2 | 0 | 1 | 0 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 1 | 6 | 3 | 0 | 2 | 0 | 0 | 0 | 7 | 2 | 0 | 2 | 0 | 0 | 0 | 1 |
| Motels and Restaurants | 0 | 0 | 2 | 1 | 3 | 0 | 1 | 1 | 3 | 2 | 0 | 0 | 2 | 1 | 0 | 0 |
| Construction and Mining | 1 | 2 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| Combination of Above | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 1 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| TOTAL | 3 | 16 | 7 | 2 | 6 | 0 | 3 | 1 | 19 | 9 | 0 | 3 | 2 | 1 | 1 | 3 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

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The important role of family members in Talkeetna businesses is portrayed in Table 3-4. As shown, the owner or at least 1 other family member was employed on a full-time basis in 31 of the 38 businesses. Only four businesses employed family members on a part-time basis. Family members accounted for 30 percent of the total 1984 summer employment and 33 percent of the total 1983/1984 winter employment.

3.2.4 Business Volume

As shown in Table 3-5, 16 of the 33 businesses that specified the range of their 1984 sales each had business volumes less than \$50,000. The 13 businesses that each had a volume of \$50,000 to \$249,000 were distributed rather evenly throughout all business types. Of the 4 businesses with volumes of \$250,000 or more, 3 were gas/grocery/retail firms and 1 was a motel/restaurant.

Table 3-6 shows that when asked to compare their 1984 sales volume with previous years, 25 of 36 respondents stated that their 1984 volume was higher. Eleven respondents stated that their 1984 volume was about equal to previous years and two respondents either had no basis for comparison or did not answer the question. When asked to name the major factors responsible for their increases in volume, 10 of the 25 businesses noted more people and increased demand. Another 10 (particularly the gas/groceries/retail and motel/restaurant businesses) noted the positive economic effect of business from the Intertie transmission line construction workforce. Four respondents attributed the volume increase to a better established business and one to increased owner ambition.

3.2.5 Business Problems

Table 3-7 notes the most prevalent problems faced by Talkeetna businesses in the year preceeding the survey. While 15 of the 38 respondents cited more than 1 problem and 23 did not cite any, the group as a whole cited 26 problems which were grouped into 9 categories. The air taxi and guide

TABLE 3-4

Number of Full- and Part-time Family Member Employees
by Business Type in Talkeetna
Summer 1984

| Business Type | Full-time | | | | Part-time | | | |
|----------------------------|-----------|----|----|---|-----------|---|---|---|
| | 0 | 1 | 2 | 3 | 0 | 1 | 2 | 3 |
| Air Taxis and Guides | 0 | 4 | 2 | 1 | 7 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 1 | 8 | 3 | 0 | 12 | 0 | 0 | 0 |
| Motels and Restaurants | 4 | 0 | 4 | 0 | 6 | 1 | 1 | 0 |
| Construction and Mining | 1 | 2 | 1 | 0 | 3 | 0 | 0 | 1 |
| Combination of Above | 0 | 1 | 1 | 0 | 2 | 0 | 0 | 0 |
| Other | 1 | 4 | 0 | 0 | 4 | 1 | 0 | 0 |
| TOTAL | 7 | 19 | 11 | 1 | 34 | 2 | 1 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04",
March 1985.

TABLE 3-5

1984 Sales by Business Type in Talkeetna

| Business Type | Volume (\$000) | | | | | |
|----------------------------|----------------|-------|---------|---------|---------|--------|
| | < 50 | 50-99 | 100-249 | 250-499 | 500-999 | ≥1,000 |
| Air Taxis and Guides | 3 | 0 | 2 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 7 | 1 | 0 | 0 | 2 | 1 |
| Motels and Restaurants | 3 | 1 | 2 | 1 | 0 | 0 |
| Construction and Mining | 0 | 1 | 2 | 0 | 0 | 0 |
| Combination of Above | 1 | 1 | 0 | 0 | 0 | 0 |
| Other | 2 | 2 | 1 | 0 | 0 | 0 |
| TOTAL | 16 | 6 | 7 | 1 | 2 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-6

1984 Business Volumes by Business Type in Talkeetna

| Business Type | Number Responding | More Than Previous Years | About Equal To Previous Years | Less Than Previous Years | No Basis for Comparison |
|----------------------------|----------------------|-----------------------------------|--|-----------------------------------|-------------------------------|
| Air Taxis and Guides | 7 | 5 | 2 | 0 | 0 |
| Gas, Groceries, and Retail | 11 | 8 | 3 | 0 | 0 |
| Motels and Restaurants | 8 | 6 | 1 | 0 | 1 |
| Construction and Mining | 4 | 2 | 2 | 0 | 0 |
| Combination of Above | 2 | 0 | 2 | 0 | 0 |
| Other | 5 | 4 | 1 | 0 | 0 |
| TOTAL | 37 | 25 | 11 | 0 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-7

Problems by Business Type in Talkeetna

| Business Type | Number of Businesses | Problem | | | | | | | | |
|----------------------------|----------------------|----------------|-------------------------------------|---------------------------|-------------------------------|--------------------------------|-------|--------------------|-------------------------|-------|
| | | Lack of Demand | Inadequate Community Infrastructure | Difficulty with Financing | Difficulty obtaining Supplies | Difficulty Obtaining Insurance | Labor | Weather Conditions | Lack of Customer Access | Other |
| Air Taxis and Guides | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Gas, Groceries, and Retail | 12 | 2 | 0 | 0 | 1 | 0 | 0 | 2 | 3 | 0 |
| Motels and Restaurants | 8 | 1 | 2 | 0 | 2 | 0 | 2 | 0 | 1 | 1 |
| Construction and Mining | 4 | 0 | 0 | 1 | 1 | 1 | 0 | 2 | 0 | 0 |
| Combination of Above | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 5 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 |
| TOTAL | 38 ^{a/} | 3 | 2 | 2 | 5 | 1 | 2 | 5 | 4 | 2 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

^{a/} Of the 38 businesses, 23 reported no business problems.

services and combination businesses did not cite many problems. However, the gas/groceries/retail, motel/restaurant, and construction/mining businesses had problems in a wide variety of categories, including inadequate supplies, weather conditions that would affect business operations, and lack of customer access.

3.2.6 Expansion and New Business Plans

As reflected in Table 3-8, 21 Talkeetna businesses had expansion plans. Of the 18 respondents that described their expansion plans in detail, 17 planned to expand in the next year. Fourteen of the 18 businesses stated that a desire to increase their products and services was the reason for expanding. Three businesses stated their expansion plans were in response to anticipated demand increases and one business cited an increase in owner ambition as the reason for expansion. Seventeen of the 21 businesses that planned to expand did not expect any factors to constrain their expansion plans. However, two business were wary of lack of demand, one was worried about financing, and another was concerned about state and borough regulations and the availability of land. Four of the 17 businesses that described their expansion plans thought they would hire between 3 and 5 new employees each. Five firms expected to hire only one new employee and eight firms did not expect their expansions would involve hiring new employees.

Table 3-8 also reflects the plans of four Talkeetna respondents to start new businesses. All four respondents planned to open these businesses in Talkeetna. One hoped to open within the next two to five years. Two respondents planned to open new gas/groceries/retail businesses and two were planning new motel/restaurant type businesses. The only respondent that described the reason for opening a new business, cited an increase in owner ambition. None of these respondents identified any constraining factors and the only owner that described hiring plans expected to hire ten new employees.

TABLE 3-8

Plans for Expanding Current Business
or Starting New Business in Talkeetna

| Business Type | Number | Expansion Plans | | | New Business Plans | | |
|----------------------------|--------|-----------------|----|----------|--------------------|----|----------|
| | | Yes | No | Not Sure | Yes | No | Not Sure |
| Air Taxis and Guides | 7 | 3 | 2 | 2 | 1 | 6 | 0 |
| Gas, Groceries, and Retail | 12 | 8 | 3 | 1 | 1 | 11 | 0 |
| Motels and Restaurants | 8 | 4 | 2 | 1 | 0 | 7 | 0 |
| Construction and Mining | 4 | 2 | 1 | 1 | 0 | 4 | 0 |
| Combination of Above | 2 | 1 | 0 | 1 | 1 | 0 | 1 |
| Other | 5 | 3 | 2 | 0 | 1 | 4 | 0 |
| TOTAL | 38 | 21 | 10 | 6 | 4 | 32 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

3.3 TRAPPER CREEK

3.3.1 Business Types

As shown in Table 3-9, 6 of the 16 businesses surveyed in Trapper Creek were categorized as gas, groceries, and retail establishments. The air taxis and guides, motels and restaurants, and other categories each had two firms. Three construction and mining firms and one combination business composed the remainder of the sample.

3.3.2 Duration and Ownership

Table 3-10 presents the number of years that businesses have been in operation and owned by their current operators in Trapper Creek. As shown, 13 of the 16 businesses surveyed had been in operation for 3 years or more. No businesses had opened within the last year. Many of the businesses in Trapper Creek were operated by their original owners. However, of the 5 businesses that had been in operation for more than 10 years, 2 (a gas/groceries/retail and a motel/restaurant) had changed owners within the last year.

3.3.3 Employment

As shown in Table 3-11, eight businesses, or about half of the total number of businesses surveyed had only one or no full-time employees during the summer of 1984. Businesses with four or more full-time employees were limited to one motel/restaurant, and one combination business. The seven businesses that had part-time employees were distributed rather evenly throughout the business categories.

When asked about the residence histories of their 1984 summer staff, 15 of the 16 Trapper Creek respondents stated that most of their employees had been Trapper Creek residents for one year or more. One respondent stated his/her staff was composed both of people who had been residents of Trapper

TABLE 3-9

Business Surveyed in Trapper Creek
by Type

| Type and Name of Business | Number | Percent of Total |
|--|--------|------------------|
| <u>Air Taxis and Guides</u> Hack's Riverboat Service George Faerber | 2 | 12 |
| <u>Gas, Groceries, and Retail</u> Marino's Services Toy Mill Draveling Air Cache Creek Chevron Star Kap Alaska House of Bronze | 6 | 38 |
| <u>Motels and Restaurants</u> A&JP Cache Creek Lodge | 2 | 12 |
| <u>Construction and Mining</u> Schorr's Logging Mill T-N-T Equipment Co. Overcreek Mining | 3 | 19 |
| <u>Combination of Above</u> Trapper Creek Trading Post | 1 | 7 |
| <u>Other</u> Rangeview Tree Nursery Satellite TV Systems | 2 | 12 |
| TOTAL | 6 | 100 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04",
March 1985.

TABLE 3-10

Years in Operation and Years Owned by Business Type in Trapper Creek

| Business Type | Years Business in Operation | | | | | Years Owned by Current Operator | | | | |
|----------------------------|-----------------------------|-----|-----|------|-----|---------------------------------|-----|-----|------|-----|
| | <1 | 1-2 | 3-5 | 6-10 | 10+ | <1 | 1-2 | 3-5 | 6-10 | 10+ |
| Air Taxis and Guides | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 |
| Gas, Groceries, and Retail | 0 | 1 | 2 | 1 | 2 | 1 | 1 | 2 | 1 | 1 |
| Motels and Restaurants | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 1 | 0 |
| Construction and Mining | 0 | 1 | 2 | 0 | 0 | 0 | 1 | 2 | 0 | 0 |
| Combination of Above | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| Other | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| TOTAL | 0 | 3 | 6 | 2 | 5 | 2 | 3 | 7 | 2 | 2 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-11

Number of Full- and Part-time Employees
by Business Type in Trapper Creek
Summer 1984

| Business Type | Number of Full-time Employees | | | | | | Number of Part-time Employees | | | | |
|----------------------------|----------------------------------|---|---|---|---|---|----------------------------------|---|---|---|---|
| | 0 | 1 | 2 | 3 | 4 | 5 | 0 | 1 | 2 | 3 | 4 |
| Air Taxis and Guides | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 |
| Gas, Groceries, and Retail | 1 | 1 | 4 | 0 | 0 | 0 | 4 | 1 | 1 | 0 | 0 |
| Motels and Restaurants | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 |
| Construction and Mining | 0 | 2 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 1 |
| Combination of Above | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 |
| Other | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 |
| TOTAL | 4 | 4 | 6 | 0 | 1 | 1 | 9 | 2 | 3 | 1 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

Creek for more than a full year and people who had been residents less than a full year.

The 16 businesses employed 25 full- and 15 part-time workers in the summer of 1984. When compared to the 1983/1984 winter levels of 16 full- and 5 part-time employees, these summer employment figures illustrate the seasonality of employment in Trapper Creek.

The important role of family members in Trapper Creek businesses is portrayed in Table 3-12. As shown, the owner or at least 1 other family member was employed on a full-time basis in 11 of the 16 businesses. Only three businesses employed family members on a part-time basis. Family members accounted for 52 percent of total 1984 summer employment and 76 percent of total 1983/1984 winter employment.

3.3.4 Business Volume

Six of the 8 businesses that specified the range of their 1984 sales each had volumes less than \$50,000. One business had a volume of \$250,000 to \$499,000 and 1 had a volume of over \$1,000,000. Table 3-13 shows that when asked to compare their 1984 sales volume with previous years, 5 of 16 respondents stated their 1984 volume was higher. Five respondents stated their 1984 volume was about equal to previous years and 1 stated it was lower. Five respondents either had no basis for comparison or did not answer the question. When asked to name the major factors responsible for their increases in volume, four of the five businesses noted more people and one stated his/her business was better established.

3.3.5 Business Problems

Only 6 of the 16 businesses surveyed in Trapper Creek cited problems which affect their operations and each of the 6 businesses only cited one problem. For disclosure reasons, these problems are not presented in tabular form by

TABLE 3-12

Number of Full- and Part-time Family Member Employees
by Business Type in Trapper Creek
Summer 1984

| Business Type | Full-time | | | Part-time | | |
|----------------------------|-----------|---|---|-----------|---|---|
| | 0 | 1 | 2 | 0 | 1 | 2 |
| Air Taxis and Guides | 1 | 1 | 0 | 1 | 0 | 1 |
| Gas, Groceries, and Retail | 1 | 2 | 3 | 5 | 1 | 0 |
| Motels and Restaurants | 1 | 0 | 1 | 2 | 0 | 0 |
| Construction and Mining | 0 | 2 | 1 | 3 | 0 | 0 |
| Combination of Above | 1 | 0 | 0 | 1 | 0 | 0 |
| Other | 1 | 1 | 0 | 1 | 0 | 1 |
| TOTAL | 5 | 6 | 5 | 13 | 1 | 2 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04",
March 1985.

TABLE 3-13

1984 Business Volumes by Business Type in Trapper Creek

| Business Type | Number Responding | More Than Previous Years | About Equal to Previous Years | Less Than Previous Years | No Basis for Comparison |
|----------------------------|----------------------|-----------------------------------|--|-----------------------------------|-------------------------------|
| Air Taxis and Guides | 2 | 0 | 1 | 0 | 1 |
| Gas, Groceries, and Retail | 6 | 1 | 2 | 0 | 3 |
| Motels and Restaurants | 2 | 1 | 0 | 0 | 1 |
| Construction and Mining | 3 | 2 | 1 | 0 | 0 |
| Combination of Above | 1 | 1 | 0 | 0 | 0 |
| Other | 2 | 0 | 1 | 1 | 0 |
| TOTAL | 16 | 5 | 5 | 1 | 5 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

business type but the problems included inadequate financing, difficulties with obtaining supplies, cold, cloudy weather, and increased competition.

3.3.6 Expansion and New Business Plans

Five of 16 Trapper Creek businesses had expansion plans (2 were unsure). Four of these planned to expand within the next year and one within the next two to five years. The reasons for expanding included anticipated increases in demand, a desire to increase production, increased owner ambition, and a better established business. None of the five businesses expected any factors to constrain their expansion plans. One firm expected to hire one new employee and another expected to hire five. Three firms stated their expansion plans would not involve any new employees.

Three Trapper Creek respondents also planned to start new businesses and all three planned to open these new businesses in the next year. One hoped to open his/her new business in Trapper Creek and another planned to open it elsewhere. One respondent planned to open a new motel/restaurant business and one planned to open a new construction/mining business. All three respondents cited owner ambition as the reason for opening a new business. None of these respondents cited any constraining factors and the only 1 that described hiring plans expected to hire 12 new employees.

3.4 CANTWELL

3.4.1 Business Types

As shown in Table 3-14, the 17 businesses surveyed in Cantwell fell primarily into the gas, groceries, and retail (4); construction and mining (5); and combination (4) categories. There were also two motel/restaurant businesses, one air taxi/guide business, and one other business.

TABLE 3-14

Businesses Surveyed in Cantwell
by Type

| Type and Name of Business | Number | Percent of Total |
|---|-----------|------------------|
| <u>Air Taxis and Guides</u> DBS Inc. | 1 | 6 |
| <u>Gas, Groceries, and Retail</u> Parkway Gift Shop Wiebe's Grocery Tsesyu Service Station and Groceries Reflections | 4 | 24 |
| <u>Motels and Restaurants</u> Watana Lodge Cantwell Cafe | 2 | 11 |
| <u>Construction and Mining</u> Cantwell Lodge Carlson's Snow Removal Service B and B Equipment, Inc. J and S Mining Foley Electric | 5 | 29 |
| <u>Combination of Above</u> M.O. Wright and Sons Backwood Enterprises Cantwell Store and Longhorn Bar Reindeer Mountain Lodge | 4 | 24 |
| <u>Other</u> Whit's Kennels | 1 | 6 |
| TOTAL | 17 | 100 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

3.4.2 Duration and Ownership

Table 3-15 presents the number of years that businesses have been in operation and owned by their current operators in Cantwell. As shown, 13 of the 17 businesses surveyed had been in operation for 3 years or more. Two businesses had opened within the last year and two had opened one to two years previously. One business employed a substantial number of people on the construction of the Intertie Project, but was based in Anchorage and only operated in Cantwell on a temporary basis.

Most of the businesses in Cantwell were operated by their original owners. One motel/restaurant had changed owners within the last two years and one combination business had changed owners within the last five years.

3.4.3 Employment

As shown in Table 3-16, 10 of the 17 businesses surveyed in 1984 had only 1 or no full-time employee at the time of the survey. In fact, businesses with more than five full-time employees were limited to one construction/mining firm and one combination business. Of the seven businesses that had part-time employees, four hired only one.

When asked about the residence histories of their 1984 summer staff, 12 of the 17 Cantwell respondents stated that most of their employees had been Cantwell residents for one year or more. Five respondents stated their staffs were composed of people who had been residents of Cantwell for varying amounts of time, some for less than a full year and some for more than a full year.

The 17 businesses employed 56 full- and 16 part-time workers in the summer of 1984. When compared to the 1983/1984 winter levels of 35 full- and 15 part-time employees, the summer employment figures show the seasonality of full-time employment in Cantwell.

TABLE 3-15

Years in Operation and Years Owned
by Business Type in Cantwell

| Business Type | Years Business in Operation | | | | | Years Owned by Current Operator | | | | |
|----------------------------|--------------------------------|-----|-----|------|-----|------------------------------------|-----|-----|------|-----|
| | <1 | 1-2 | 3-5 | 6-10 | 10+ | <1 | 1-2 | 3-5 | 6-10 | 10+ |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Gas, Groceries, and Retail | 0 | 2 | 0 | 0 | 2 | 0 | 2 | 0 | 0 | 2 |
| Motels and Restaurants | 0 | 0 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 1 |
| Construction and Mining | 2 | 0 | 2 | 1 | 0 | 2 | 0 | 2 | 1 | 0 |
| Combination of Above | 0 | 0 | 0 | 2 | 2 | 0 | 0 | 1 | 2 | 1 |
| Other | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 |
| TOTAL | 2 | 2 | 2 | 4 | 7 | 2 | 3 | 3 | 4 | 5 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-16

Number of Full- and Part-time Employees by Business Type in Cantwell
Summer 1984

| Business Type | Number of Full-time Employees | | | | | | | | | Part-time Employees | | | |
|----------------------------|-------------------------------|---|---|---|---|---|------|-------|-------|---------------------|---|---|---|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6-10 | 11-15 | 16-20 | 0 | 1 | 2 | 3 |
| Air Taxis and Guides | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Gas, Groceries, and Retail | 2 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 2 | 0 |
| Motels and Restaurants | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 |
| Construction and Mining | 1 | 2 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 3 | 1 | 0 | 1 |
| Combination of Above | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 2 | 1 | 0 |
| Other | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| TOTAL | 4 | 6 | 1 | 1 | 2 | 1 | 0 | 1 | 1 | 8 | 4 | 3 | 2 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

The role of family members in Cantwell businesses is portrayed in Table 3-17. As shown, the owner or at least 1 other family member was employed on a full-time basis in 11 of the 17 businesses. Seven businesses employed family members on a part-time basis. Family members accounted for 36 percent of the total 1984 summer employment and 46 percent of the total 1983/ 1984 winter employment.

3.4.4 Business Volume

Seven of the 17 businesses each had 1984 sales volumes of less than \$50,000. The other 10 businesses each had sales volumes that ranged from less than \$1 million to over \$1 million. Table 3-18 shows that when asked to compare their 1984 sales volume with previous years, 11 of 16 respondents stated that their 1984 volumes were higher. Two respondents stated that their 1984 sales volumes were about equal to previous years and 1 stated that it was less. Two respondents had no basis for comparison. When asked to name the major factors responsible for their increases in volume, 6 of the 11 businesses noted the positive economic effect of business from the Intertie transmission line construction workforce. Two respondents attributed their volume increases to more people or increased demand. One stated their business was better established and two cited other reasons for the volume increases.

3.4.5 Business Problems

The most prevalent problems faced by Cantwell businesses in the year preceeding the survey were lack of demand for goods and/or services, difficulties obtaining financing and/or insurance, equipment failures, and problems getting and/or keeping qualified reliable workers. These problems (totalling 15) were cited by 9 of the 17 respondents while 7 respondents reported no problems and one did not answer.

3.4.6 Expansion and New Business Plans

Twelve of the 17 Cantwell businesses had expansion plans. Eleven respondents planned to expand their businesses within the next year. Five

TABLE 3-17

Number of Full- and Part-time Family Member Employees
by Business Type in Cantwell
Summer 1984

| Business Type | Number of Full-time Employees | | | | Number of Part-time Employees | | |
|----------------------------|----------------------------------|---|---|---|----------------------------------|---|---|
| | 0 | 1 | 2 | 4 | 0 | 1 | 2 |
| Air Taxis and Guide | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| Gas, Groceries, and Retail | 2 | 1 | 0 | 1 | 2 | 1 | 1 |
| Motels and Restaurants | 0 | 2 | 0 | 0 | 2 | 0 | 0 |
| Construction and Mining | 2 | 3 | 0 | 0 | 3 | 1 | 1 |
| Combination of Above | 1 | 1 | 2 | 0 | 1 | 2 | 1 |
| Other | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| TOTAL | 6 | 8 | 2 | 1 | 10 | 4 | 3 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-18

1984 Business Volumes by Business Type in Cantwell

| Business Type | Number Responding | More Than Previous Years | About Equal to Previous Years | Less Than Previous Years | No Basis for Comparison |
|----------------------------|----------------------|-----------------------------------|--|-----------------------------------|-------------------------------|
| Air Taxis and Guides | 1 | 1 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 4 | 2 | 2 | 0 | 0 |
| Motels and Restaurants | 2 | 2 | 0 | 0 | 0 |
| Construction and Mining | 5 | 2 | 0 | 1 | 2 |
| Combination of Above | 4 | 4 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 16 | 11 | 2 | 1 | 2 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

of the 12 businesses stated that a desire to increase the number and range of products and services offered was their reason for expanding. Six businesses stated their expansion plans were in response to general population growth in the area and anticipated demand increases. Three of the 12 businesses that planned to expand did not expect any factors to constrain their expansion plans. However, one business was wary of lack of demand, two were worried about financing, and three were concerned about lack of community growth. In addition, one was concerned about weather conditions that would affect business operations and two others cited a possible job transfer and the unavailability of electricity as problems. Four of the businesses that described their expansion plans thought they would hire between one and five new employees each. Five firms did not expect their expansions would involve hiring any new employees.

Three Cantwell respondents also had plans to start new businesses. All three respondents planned to open these new businesses in Cantwell. Two hoped to open their new businesses within one year. One respondent planned to open a new air taxi/guide business and one was planning a new motel/restaurant type business. All three stated that population growth and increased demand were the reasons for opening new businesses. One of those respondents stated that financing was a potential constraining factor. One respondent expected to hire eight new employees and one expected to hire one employee to run the new business.

3.5 HEALY

3.5.1 Business Types

As shown in Table 3-19, of the 32 businesses surveyed in Healy, most were in the following categories: gas, groceries and retail (9); construction and mining (7); and other business (10). Motels/restaurants (2) and combination (4) businesses composed the remainder of the businesses surveyed. Healy did not have any air taxi/guide services.

TABLE 3-19
Businesses Surveyed in Healy
by Type

| Type and Name of Business | Number | Percent of Total |
|---|--------|------------------|
| <u>Gas, Groceries, and Retail</u> McClure and Son Enterprises Blair and Tricamp Tri-Valley 4x4 and Pistol River Gun Supply Speer Sporting Goods Potpourri Inc. Jamestown Products What-Not Shop Jerry's Healy Service Brannen Liquor and Grocery and Midnite Sun and Fun Enterprises | 9 | 28 |
| <u>Motels and Restaurants</u> Healy Roadhouse Totem Cafe | 2 | 6 |
| <u>Construction and Mining</u> Dean's plumbing BJ Smith Construction Human Endeavors JS Enterprises Alternative Construction and Engineering Company Dureau Dirtworks Healy Valley Maintenance and Sugar Loaf Buggy Rides | 7 | 22 |
| <u>Combination of Above</u> Evans Industries Z Enterprises Evelyn's Ceramics and Rooming House Gerald and Elaine Pollock | 4 | 13 |
| <u>Other</u> Interior Services Marilla Spa and Fitness Center and School of the Dance Cherie's Hair Styling Rainbow Enterprises Miller Industries Sharp Shed Tommy Van Towing Truett Equipment Rental A and F Enterprises Denali Carpet Cleaners | 10 | 31 |
| TOTAL | 32 | 100 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

3.5.2 Duration and Ownership

Table 3-20 presents the number of years that businesses have been in operation and owned by their current operators in Healy. As shown, 23 of the 32 businesses surveyed had been in operation for 3 years or more. One business had opened within the last year, and eight businesses had opened one to two years previously. Most of the businesses in Healy were operated by their original owners.

3.5.3 Employment

As shown in Table 3-21, 20 businesses either had no or only one full-time employee at the time of the survey. Businesses with more than five full-time employees included one gas/grocery/retail business, one motel/restaurant, and a construction/mining firm. Of the 13 businesses that had part-time employees, 7 used only 1.

When asked about the residence histories of their 1984 summer staff, 24 of the 32 Healy business respondents stated that most of their employees had been Healy residents for one year or more. Six respondents stated their staffs were composed both of people who had been Healy residents for less than a full year and of people who had been residents for more than a year. One respondent stated that most of his/her employees had been residents of Healy for less than a year.

The 32 businesses employed 96 full- and 26 part-time workers in the summer of 1984. When compared to the winter 1983/1984 levels of 51 full- and 14 part-time employees, these summer employment figures illustrate the seasonality of the employment in Healy.

The important role of family members in Healy businesses is portrayed in Table 3-22. As shown, the owner or at least 1 other family member was employed on a full-time basis in 24 of the 32 businesses. Twelve businesses employed family members on a part-time basis. Family members accounted for

TABLE 3-20

Years in Operation and Years Owned
by Business Type in Healy

| Business Type | Years Business in Operation | | | | | Years Owned by Current Operator | | | | |
|----------------------------|-----------------------------|-----|-----|------|-----|---------------------------------|-----|-----|------|-----|
| | <1 | 1-2 | 3-5 | 6-10 | 10+ | <1 | 1-2 | 3-5 | 6-10 | 10+ |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 1 | 0 | 2 | 4 | 2 | 1 | 0 | 2 | 4 | 2 |
| Motels and Restaurants | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 |
| Construction and Mining | 0 | 5 | 0 | 1 | 1 | 0 | 5 | 0 | 1 | 1 |
| Combination of Above | 0 | 0 | 0 | 2 | 2 | 0 | 0 | 0 | 2 | 2 |
| Other | 0 | 3 | 6 | 1 | 0 | 0 | 3 | 6 | 1 | 0 |
| TOTAL | 1 | 8 | 8 | 9 | 6 | 1 | 9 | 8 | 9 | 5 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

428664/TBL.19

TABLE 3-21

Number of Full- and Part-time Employees
by Business Type in Healy
Summer 1984

| Business Type | Number of Full-time Employees | | | | | | | | | Number of Part-time Employees | | | | | | |
|----------------------------|-------------------------------|----|---|---|---|---|------|-------|-------|-------------------------------|---|---|---|---|---|---|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6-10 | 11-15 | 16-20 | 0 | 1 | 2 | 3 | 4 | 5 | 6 |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Gas, Groceries, and Retail | 2 | 4 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 5 | 3 | 0 | 0 | 0 | 0 | 0 |
| Motels and Restaurants | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| Construction and Mining | 1 | 2 | 2 | 0 | 0 | 1 | 0 | 0 | 1 | 5 | 2 | 0 | 0 | 0 | 0 | 0 |
| Combination of Above | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 1 | 0 | 1 | 0 | 0 |
| Other | 4 | 5 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 6 | 2 | 1 | 1 | 0 | 0 | 0 |
| TOTAL | 8 | 12 | 3 | 0 | 3 | 2 | 1 | 1 | 1 | 19 | 7 | 3 | 1 | 1 | 0 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

428664/TBL.20

TABLE 3-22

Number of Full- and Part-time Family Member
Employees by Business Type in Healy
Summer 1984

| Business Type | Full-time | | | | | Part-time | | | |
|----------------------------|-----------|----|---|---|---|-----------|---|---|---|
| | 0 | 1 | 2 | 4 | 5 | 0 | 1 | 2 | 3 |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 2 | 4 | 2 | 0 | 1 | 5 | 3 | 1 | 0 |
| Motels and Restaurants | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 |
| Construction and Mining | 1 | 4 | 2 | 0 | 0 | 5 | 2 | 0 | 0 |
| Combination of Above | 1 | 1 | 1 | 1 | 0 | 3 | 0 | 1 | 0 |
| Other | 4 | 5 | 0 | 1 | 0 | 6 | 2 | 1 | 1 |
| TOTAL | 8 | 15 | 5 | 3 | 1 | 20 | 7 | 4 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04",
March 1985.

41 percent of the total 1984 summer employment and 66 percent of the total 1983/1984 winter employment.

3.5.4 Business Volume

As shown on Table 3-23, 22 of the 30 businesses that specified the range of their 1984 sales each had volumes less than \$50,000. Three businesses each had volumes of \$50,000 to \$99,000 and another three each had volumes of \$500,000 to \$999,000. No business had 1984 sales of \$1 million or more.

Table 3-24 shows that when asked to compare their 1984 sales volume with previous years, 16 of 32 respondents stated that their 1984 volume was higher. Eleven respondents stated that their 1984 sales volume was about equal to previous years and 4 respondents had lower volumes. One respondent had no basis for comparison. When asked to name the major factors responsible for their increases in volume, 7 of the 16 businesses noted either an increase in the number of customers or simply an increase in demand. Four respondents stated that the change was due to an increase in products offered and three respondents stated that their businesses were better established. The four businesses with lower 1984 sales volumes stated that the decreases were related to a variety of reasons, including fewer people, a decrease in products offered, and a decrease in owner ambition.

3.5.5 Business Problems

Table 3-25 notes the most prevalent problems faced by Healy businesses in the year preceding the survey. Nineteen of the 32 businesses did not report problems. The remaining 13 business respondents cited 14 problems, 8 of which were in the other category, including such problems as competition from Wasilla, equipment breakdowns, and difficulties meeting demand. Inadequate financing, difficulties obtaining supplies, lack of demand, and labor turnover were also considered problems by six respondents.

TABLE 3-23

1984 Sales by Business Type in Healy

| Business Type | Volume (\$000) | | | | | |
|----------------------------|----------------|-------|---------|---------|---------|--------|
| | <50 | 50-99 | 100-249 | 250-499 | 500-999 | ≥1,000 |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 6 | 1 | 1 | 0 | 1 | 0 |
| Motels and Restaurants | 0 | 0 | 0 | 1 | 0 | 0 |
| Construction and Mining | 5 | 0 | 0 | 0 | 2 | 0 |
| Combination of Above | 2 | 1 | 0 | 0 | 0 | 0 |
| Other | 9 | 1 | 0 | 0 | 0 | 0 |
| TOTAL | 22 | 3 | 1 | 1 | 3 | 0 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-24

1984 Business Volumes by Business Type in Healy

| Business Type | Number Responding | More Than Previous Years | About Equal to Previous Years | Less Than Previous Years | No Basis for Comparison |
|----------------------------|----------------------|--------------------------------|-------------------------------------|--------------------------------|-------------------------------|
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 9 | 5 | 3 | 0 | 1 |
| Motels and Restaurants | 2 | 1 | 1 | 0 | 0 |
| Construction and Mining | 7 | 5 | 1 | 1 | 0 |
| Combination of Above | 4 | 2 | 2 | 0 | 0 |
| Other | 10 | 3 | 4 | 3 | |
| TOTAL | 32 | 16 | 11 | 4 | 1 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 3-25

Problems by Business Type in Healy

| Business Type | Number of Businesses | Problem | | | | | | | | |
|----------------------------|----------------------|----------------|--------------------------------------|---------------------------|-------------------------------|-----------|-------|--------------------|-------------------------|-------|
| | | Lack of Demand | Inadequate Community Infra-structure | Difficulty with Financing | Difficulty Obtaining Supplies | Insurance | Labor | Weather Conditions | Lack of Customer Access | Other |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 0 |
| Gas, Groceries, and Retail | 9 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | | 0 |
| Motels and Restaurants | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | | 2 |
| Construction and Mining | 7 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | | 1 |
| Combination of Above | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 2 |
| Other | 10 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | | 3 |
| TOTAL | 32 ^{a/} | 1 | 0 | 2 | 2 | 0 | 1 | 0 | | 8 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

^{a/} Of the 32 businesses, 19 reported no business problems.

3.5.6 Expansion and New Business Plans

As reflected in Table 3-26, 7 of 31 Healy businesses had expansion plans. All seven businesses planned to expand within the next year. Five of the seven businesses stated that an anticipated increase in demand was their reason for expanding. The other two businesses stated that their expansion plans were a result of their desire to increase the products/services offered. Four of the seven business that planned to expand did not expect any factors to constrain their expansion plans. However, two businesses were wary of financial constraints and one was concerned about weather conditions that would affect business operations. One of the six businesses that described their expansion plans thought they would hire three new employees. One firm expected to hire only one new employee and four firms did not expect their expansions would involve hiring any new employees.

Table 3-26 also reflects the plans of two Healy respondents to start new businesses. Both respondents planned to open these new businesses in Healy within the next year in response to expected increases in demand. The prospective new businesses were in the other business category. One of the respondents stated that financing could be a constraint in starting the new business. Neither respondent expected that the new business would employ new workers.

TABLE 3-26

Plans for Expanding Current Business
or Starting New Business in Healy

| Business Type | Number | Expansion Plans | | | New Business Plans | | |
|----------------------------|--------|-----------------|----|----------|--------------------|----|----------|
| | | Yes | No | Not Sure | Yes | No | Not Sure |
| Air Taxis and Guides | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Gas, Groceries, and Retail | 9 | 1 | 5 | 3 | 0 | 9 | 0 |
| Motels and Restaurants | 2 | 0 | 1 | 1 | 0 | 2 | 0 |
| Construction and Mining | 7 | 3 | 4 | 0 | 1 | 6 | 0 |
| Combination of Above | 4 | 1 | 2 | 0 | 0 | 3 | 0 |
| Other | 10 | 2 | 7 | 1 | 1 | 9 | 0 |
| TOTAL | 32 | 7 | 19 | 5 | 2 | 29 | 0 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

4.0 SUMMARY AND CONCLUSIONS

This section presents a summary of the information described by community in previous sections. When appropriate, this section also presents conclusions about the similarities and differences between communities or between an individual community and combinations of the other communities.

4.1 BUSINESS TYPES

As shown in Table 4-1, Talkeetna, with 38 respondents, represented 37 percent of the total sample. Talkeetna had more than a proportionate share of both air taxi and guide services, and motels and restaurants. Healy, with 32 respondents, represented 31 percent of the sample. Healy was the only community that did not have an air taxi or guide service. However, Healy's 56 percent share of businesses in the other category gave it a slightly more diverse mix of businesses than the other three communities. Trapper Creek and Cantwell respondents composed 15 and 17 percent shares of the total sample, respectively. Trapper Creek's mix of businesses was very similar to the mix of all businesses combined. Cantwell had more than a proportionate share of combination businesses but a lower than proportionate share of other businesses.

4.2 DURATION AND OWNERSHIP

Table 4-2 presents the number of years that businesses have been in operation and owned by their current operators in each community. As shown, each community has a mix of businesses that have been in existence for over a decade and that have established themselves at a steady pace over the past ten years. In addition, local businesses have exhibited very little turnover in ownership. Although the nature of the data does not allow a precise calculation of owner turnover, it can be estimated that at least 12, but probably no more than 25 of the businesses surveyed had experienced a change in ownership in the last ten years. This low turnover is probably

TABLE 4-1

Number of Businesses Surveyed by Type and Community

| Business Type | Talkeetna | | Trapper Creek | | Cantwell | | Healy | | All Communities | Percent |
|----------------------------|-----------|---------|---------------|---------|----------|---------|-------|---------|-----------------|---------|
| | No. | Percent | No. | Percent | No. | Percent | No. | Percent | | |
| Air Taxis and Guides | 7 | 70 | 2 | 20 | 1 | 10 | 0 | 0 | 10 | 100 |
| Gas, Groceries, and Retail | 12 | 39 | 6 | 19 | 4 | 13 | 9 | 29 | 31 | 100 |
| Motels and Restaurants | 8 | 58 | 2 | 14 | 2 | 14 | 2 | 14 | 14 | 100 |
| Construction and Mining | 4 | 21 | 3 | 16 | 5 | 26 | 7 | 37 | 19 | 100 |
| Combination of Above | 2 | 18 | 1 | 10 | 4 | 36 | 4 | 36 | 11 | 100 |
| Other | 5 | 28 | 2 | 11 | 1 | 5 | 10 | 56 | 18 | 100 |
| TOTAL | 38 | 37 | 16 | 15 | 17 | 17 | 32 | 31 | 103 | 100 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

428664/TBL.26

TABLE 4-2

Years in Operation and Years Owned in All Communities

| Community | Number of Respondents | Years Business in Operation | | | | | Years Owned by Current Operator | | | | |
|---------------|-----------------------------|-----------------------------|-----|-----|------|-----|---------------------------------|-----|-----|------|-----|
| | | <1 | 1-2 | 3-5 | 6-10 | 10+ | <1 | 1-2 | 3-5 | 6-10 | 10+ |
| Talkeetna | 38 | 1 | 11 | 10 | 8 | 8 | 1 | 13 | 13 | 8 | 3 |
| Trapper Creek | 16 | 0 | 3 | 6 | 2 | 5 | 2 | 3 | 7 | 2 | 2 |
| Cantwell | 17 | 2 | 2 | 2 | 4 | 7 | 2 | 3 | 3 | 4 | 5 |
| Healy | 32 | 1 | 8 | 8 | 9 | 6 | 1 | 9 | 8 | 9 | 5 |
| TOTAL | 103 | 4 | 24 | 26 | 23 | 26 | 6 | 28 | 31 | 23 | 15 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

low turnover is probably due to a variety of factors, including the number of family businesses (discussed further in the next section).

4.3 EMPLOYMENT

As shown in Table 4-3, most of the respondents operated their businesses with a small number of employees. Seventy-four of the 103 businesses operated with 2 or less full-time employees. Of the 48 businesses that used part-time employees, 31 had 2 or less.

When asked about the residence histories of their 1984 summer staff, 86 of 102 respondents stated that most of their employees had been residents for one year or more. Fifteen respondents stated their staffs were composed both of people who had been residents for less than a full year and people who had been residents for more than a full year. Only one respondent's employees were composed primarily of people who had been residents for less than one year.

The 103 businesses employed 272 full- and 131 part-time workers in the summer of 1984. The comparable figures for the 1983 winter were 177 full- and 70 part-time workers. These figures illustrate the seasonality of employment in the area, as the full- and part-time 1984 summer levels exceeded the 1983 winter levels by 54 and 65 percents, respectively.

As shown in Table 4-4, the owner and/or at least one other family member of the owner was employed on a full-time basis in 77 of the 103 businesses in the survey. Overall, family employment accounted for 178 workers, or 43 percent of full-time employment. Of the 48 businesses that employed part-time workers, 26 employed at least the owner or 1 other family member on a part-time basis. Overall, family employment accounted for 40 workers or 30 percent of part-time employment.

TABLE 4-3

Number of Full- and Part-time Employees
by Business Type in All Communities
Summer 1984

| Community | Number of Full-time Employees | | | | | | | | | | Number of Part-time Employees | | | | | | | |
|---------------|-------------------------------|----|----|---|----|---|------|-------|-------|--|-------------------------------|----|---|---|---|---|------|-------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6-10 | 11-15 | 16-20 | | 0 | 1 | 2 | 3 | 4 | 5 | 6-10 | 11-15 |
| Talkeetna | 3 | 16 | 7 | 2 | 6 | 0 | 3 | 1 | 0 | | 19 | 9 | 0 | 3 | 2 | 1 | 1 | 3 |
| Trapper Creek | 4 | 4 | 6 | 0 | 1 | 1 | 0 | 0 | 0 | | 9 | 2 | 3 | 1 | 1 | 0 | 0 | 0 |
| Cantwell | 4 | 6 | 1 | 1 | 2 | 1 | 0 | 1 | 1 | | 8 | 4 | 3 | 2 | 0 | 0 | 0 | 0 |
| Healy | 8 | 12 | 3 | 0 | 3 | 2 | 1 | 1 | 1 | | 19 | 7 | 3 | 1 | 1 | 0 | 1 | 0 |
| TOTAL | 19 | 38 | 17 | 3 | 12 | 4 | 4 | 3 | 2 | | 55 | 22 | 9 | 7 | 4 | 1 | 2 | 3 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

428664/TBL.28

TABLE 4-4

Number of Full- and Part-time Family Member Employees
by Business Type in All Communities
Summer 1984

| Community | Full-time | | | | | | Part-time | | | |
|---------------|-----------|----|----|---|---|---|-----------|----|----|---|
| | 0 | 1 | 2 | 3 | 4 | 5 | 0 | 1 | 2 | 3 |
| Talkeetna | 7 | 19 | 11 | 1 | 0 | 0 | 34 | 2 | 1 | 1 |
| Trapper Creek | 5 | 6 | 5 | 0 | 0 | 0 | 13 | 1 | 2 | 0 |
| Cantwell | 6 | 8 | 2 | 1 | 0 | 0 | 10 | 4 | 3 | 0 |
| Healy | 8 | 15 | 5 | 0 | 3 | 1 | 20 | 7 | 4 | 1 |
| TOTAL | 26 | 48 | 23 | 2 | 3 | 1 | 77 | 14 | 10 | 2 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04",
March 1985.

4.4 BUSINESS VOLUME

Table 4-5 shows that 51 businesses, or 58 percent of the 88 businesses that specified the range of their 1984 sales, each had volumes less than \$50,000. The 37 businesses with sales volumes of \$50,000 or more were distributed proportionately throughout all of the communities. Every community had at least 2 businesses with volumes of \$250,000 or more.

As shown in Table 4-6, the year prior to the survey was a very good one for the area's businesses. Fifty-seven of the 92 businesses that made the comparison stated that their last year's volume was higher than previous years. Another 29 businesses stated that the last year's volume was about equal to previous years and only 6 businesses had lower volumes. The percentage of respondents in each community with volume increases was higher in Talkeetna and Cantwell than in either Healy or Trapper Creek. Most businesses with higher volumes cited increases in demand as the primary factor responsible for their recent success. In Talkeetna and Cantwell, many of the businesses attributed the demand increases specifically to the presence of the Intertie transmission construction workforce.

4.5 BUSINESS PROBLEMS

Table 4-7 displays problems identified by businesses in the year preceeding the survey. As shown, Trapper Creek and Healy businesses seemed most satisfied with the local business climate. Firms in Talkeetna and Cantwell were less satisfied. However, the relatively high number of problems cited by Talkeetna and Cantwell businesses seems less significant when considered in light of the relatively higher proportion of businesses which experienced sales growth in these two communities (see Section 4.4). Apparently, Talkeetna and Cantwell businesses were either able to overcome their problems, or were simply more inclined to perceive and/or state them than were their counterparts in Trapper Creek and Healy.

TABLE 4-5

1984 Business Volumes in All Communities

| Community | Volume (\$000) | | | | | |
|---------------|----------------|-------|---------|---------|---------|--------|
| | <50 | 50-99 | 100-249 | 250-499 | 500-999 | ≥1,000 |
| Talkeetna | 16 | 6 | 7 | 1 | 2 | 1 |
| Trapper Creek | 6 | 0 | 0 | 1 | 0 | 1 |
| Cantwell | 7 | 3 | 3 | 2 | 0 | 2 |
| Healy | 22 | 3 | 1 | 1 | 3 | 0 |
| TOTAL | 51 | 12 | 11 | 5 | 5 | 4 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04",
March 1985.

TABLE 4-3

1984 Business Volumes Compared to Previous Year
by Business Type in All Communities

| Community | Number of Respondents | More Than Previous Year | About Equal to Previous Years | Less Than Previous Years | No Basis for Comparison |
|---------------|-----------------------------|-------------------------------|-------------------------------------|--------------------------------|-------------------------------|
| Talkeetna | 37 | 25 | 11 | 0 | 1 |
| Trapper Creek | 16 | 5 | 5 | 1 | 5 |
| Cantwell | 16 | 11 | 2 | 1 | 2 |
| Healy | 32 | 16 | 11 | 4 | 1 |
| TOTAL | 101 | 57 | 29 | 6 | 9 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

TABLE 4-7

Business Problems by Community

| Community | Total Number of Businesses | Problem | | | | | | | | | Total Problems | Problems Per Business |
|---------------|----------------------------------|----------------------|--|---------------------------------|-------------------------------------|--------------------------------------|-------|-----------------------|-------------------------------|-------|-------------------|-----------------------------|
| | | Lack of Demand | Inadequate Community Infra- structure | Difficulty with Financing | Difficulty Obtaining Supplies | Difficulty Obtaining Insurance | Labor | Weather Conditions | Lack of Customer Access | Other | | |
| Talkeetna | 38 | 3 | 2 | 2 | 5 | 1 | 2 | 5 | 4 | 2 | 26 | .68 |
| Trapper Creek | 16 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 3 | 6 | .37 |
| Cantwell | 17 | 2 | 1 | 2 | 0 | 2 | 2 | 1 | 0 | 5 | 15 | .88 |
| Healy | 32 | 1 | 0 | 2 | 2 | 0 | 1 | 0 | 0 | 8 | 14 | .43 |
| TOTAL | 103 | 6 | 3 | 7 | 8 | 3 | 5 | 7 | 4 | 18 | 61 | .59 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

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4.6 Expansion and New Business Plans

As shown in Table 4-8, 45 of the 103 businesses surveyed had expansion plans, and 12 had plans to start new businesses. Thirty-nine of the 45 businesses with expansion plans hoped to do so within the next year. Another two expected to expand within two to five years and four did not discuss the timing of their plans. Of the 12 businesses with plans for new operations, eight expected to start in the next year and two planned to start in two to five years. The proportion of businesses planning to expand was much higher in Talkeetna and Cantwell than in Healy and Trapper Creek.

TABLE 4-8

Expansion and New Business Plans by Community

| Community | Number of Respondents | Plan to Expand | Percentage of Respondents | Plan New Business | Percentage of Respondents |
|---------------|-----------------------------|-------------------|---------------------------------|----------------------|---------------------------------|
| Talkeetna | 38 | 21 | 55 | 4 | 11 |
| Trapper Creek | 16 | 5 | 31 | 3 | 19 |
| Cantwell | 17 | 12 | 71 | 3 | 18 |
| Healy | 32 | 7 | 22 | 2 | 6 |
| TOTAL | 103 | 45 | 44 | 12 | 12 |

Source: Harza-Ebasco Computer Run, SAS Program "Survey 04", March 1985.

APPENDIX

APPENDIX A

Questionnaire #: _____
Community: _____
Interviewer: _____
Date: _____

SUSITNA HYDROELECTRIC PROJECT -
BUSINESS SURVEY

Business Name: _____

Address (location
if no address available: _____

Telephone Number: (907) _____ - _____

Owner's Name: _____

Manager's Name or 1933 contact (if different than owner): _____

First Contact Attempt:

Contact Made: 1. YES
2. NO

Comments:

Second Contact Attempt:

Contact Made: 1. YES
2. NO

Comments:

Third Contact Attempt:

Contact Made: 1. YES
2. NO

Comments:

Hello, my name is _____ and I am conducting a brief survey for the Alaska Power Authority.

The survey is part of the Susitna Hydroelectric Project and is a follow-up to last years survey. Your answers will add to the information we obtained last year.

Your answers will be completely confidential and voluntary, and will be greatly appreciated.

Q-1 What are the main products or services that your business provides?

a. Products _____

b. Services _____

Q-2 How many years has the business been in operation?

a. _____ (code)
b. _____ (actual number of years)

1. LESS THAN 1
2. 1-2
3. 3-5
4. 6-10
5. MORE THAN 10

Q-3 How many years have you owned this business?

a. _____ (code)
b. _____ (actual number of years)

1. LESS THAN 1
2. 1-2
3. 3-5
4. 6-10
5. MORE THAN 10

Q-4 How many persons, including yourself, were employed in this business full-time during the summer of 1984? (Full-time = greater than 34 hours of work per week)

Q-5 Of the total number of full-time employees, how many were family members?

Q-6 How many persons, including yourself, were employed part-time during the summer of 1984? (Part-time = 1-34 hours of work per week)

Q-7 Of the total number of part-time employees, how many were family members?

Q-8 Were most of your summer, 1984 employees, residents of the area for a year or more, less than a year, or a mixture of both?

1. RESIDENTS FOR A YEAR OR MORE
2. RESIDENTS FOR LESS THAN A YEAR
3. MIXTURE OF BOTH TYPES OF RESIDENTS

Q-9 How many persons, including yourself, were employed full-time during the winter of 1983-1984?

Q-10 Of the total number of full-time employees, how many were family members?

Q-11 How many persons, including yourself, were employed part-time during the winter of 1983-1984?

Q-12 Of the total number of part-time employees, how many were family members?

Q-13 Were most of your winter, 1984 employees, residents of the area for a year or more, less than a year, or a mixture of both?

1. RESIDENTS FOR A YEAR OR MORE
2. RESIDENTS FOR LESS THAN A YEAR
3. MIXTURE OF BOTH TYPES OF RESIDENTS

Q-14a How was your volume of business this year (1984) compared to your volume of business last year (1983)? Please choose from among these choices (Sheet A)

1. MORE IN THE LAST 12 MONTHS THAN IN PREVIOUS YEARS
2. ABOUT THE SAME IN THE LAST 12 MONTHS AS IN PREVIOUS YEARS
3. LESS IN THE LAST 12 MONTHS THAN IN PREVIOUS YEARS
4. NO BASIS FOR COMPARISON, CAN'T TELL

If 1 or 3 then:

Q-14b What were the main factors that contributed to this change in business volume?

Q-15 What kinds of problems has your business faced within the last year?

1. LACK OF DEMAND _____
2. INADEQUATE COMMUNITY INFRASTRUCTURE _____
3. FINANCING _____
4. SUPPLY _____
5. INSURANCE _____
6. LABOR _____
7. WEATHER _____
8. CUSTOMER ACCESS TO BUSINESS _____
9. OTHER _____

Q16-a Do you have any plans for expanding this business during the next year?

If 1 or 3, ASK NEXT 2 QUESTIONS.

- 1 YES
- 2 NO
- 3 NOT SURE

Q-16b: What are your business expansion plans?

When _____

Where (town) _____

Number of new hires _____

Why _____

Other Comments _____

Q-16c: Are there any factors that would constrain your business expansion plans?

Q-17a: Do you have any plans for starting a new business?

If 1 or 3, ASK THE NEXT TWO QUESTIONS

- 1 YES
2 NO
3 NOT SURE

Q-17b: What are your plans for starting a new business?

Products/services _____

When _____

Where (town) _____

Number of new hires _____

Any _____

Other comments _____

Q-17c: Are there any factors that would constrain your business start-up plans?

Q-18 (SHOW SHEET B) In which category would you place your gross annual business sales volume?

1. UNDER \$50,000
2. \$50,000 - \$99,000
3. \$100,000 - \$249,000
4. \$250,000 - \$499,999
5. \$500,000 - \$999,999
6. \$1,000,000 OR MORE