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To: Corri Feige, Chair
From: Brittany Williams, Leasing and Land Sales Manager
Through: Jusdi Warner, Executive Director
Date: 1/22/2026
Re: FY2027 – 2032 Parcel Inventory for Statewide Land Sale Programs
Fiscal Year: 2027 – 2032

Consultation

Proposed RMC Motion:

“The Resource Management Committee recommends that the Alaska Mental Health Trust Authority Board of Trustees concur with creating a pool of approximately 20 subdivision lots and small to large tract parcels to be subdivided that may be disposed of through the TLO’s Statewide Land Sale Programs.”

Background:

Revenue Projections: Principal Income (up to) \$6 Million
(up to) \$3 Million

Transaction/Resource: The proposed action is to select and offer, through the TLO’s Statewide Land Sale Programs, Trust parcels annually from a pool of 20 parcels between fiscal years 2027 and 2032. If a parcel is not sold within this timeframe, it may be reoffered in future TLO Statewide Land Sale Programs. These parcels were identified based on already being suitable for disposal or a candidate for subdivision in an area where market conditions will allow for profitable sales after a subdivision has been completed.

Parcels identified for inclusion in the Statewide Land Sale Programs will be offered in the following order of Land Sale Programs:

1. Annual Competitive Land Sale Program (Sealed Bid Auction Format).
2. Year-round Over-the-Counter Land Sale Program.
3. Negotiated Sale at, or above, the appraised value.

The Executive Director, in consultation with the Trust Authority, may elect to sell a parcel from this pool through a negotiated sale prior to offering it in the Annual Competitive Land Sale Program, so long as a written decision is completed providing the opportunity for interested

parties to submit qualified competing offers and describing that a non-competitive disposal is in the best interest of the Trust and its beneficiaries.

Purchasers may elect to pay for the parcel in full or finance through a TLO land sale contract.

Property Description/Acreage/MH Parcel(s): Trust parcels in the pool are mostly from subdivisions currently being developed by the TLO, pre-existing subdivisions designed and platted by the Department of Natural Resources (DNR) (primarily in the 1970's and 1980's), or individual parcels 30 acres or smaller in size that are already suitable for disposal. These parcels have characteristics that are typical of residential and recreational properties that do not lend themselves to other types of resource development.

The parcels to be offered are listed in Exhibit 1 of this consultation document. Descriptions include Trust parcel number, general locations, meridian, township, range, section, survey number, lot, block, and acreage.

It is important to note that certain parcels may be deleted from the list because of the public notice process, title reviews, parcel inspections, or the identification of a higher and better use that would contribute to the generation of larger returns.

General Background: The TLO has been selling parcels through the Statewide Land Sale Programs since 1998 on behalf of the Trust. In previous years, the TLO would select a limited number of already subdivided parcels on an annual basis to offer during the next fiscal year. The TLO concluded that an inventory of parcels from which the TLO could select from over the next five years and beyond would better maximize revenues from the Statewide Land Sale Programs. Throughout the last three years the TLO has seen an increase in land sales and has amplified its subdivision development efforts to capitalize on the absorption rate in the market. This consultation specifically includes larger parcels/tracts of land which first require subdivision, several of which are currently underway through the TLO Subdivision Development Program, in order to maximize revenue from the sales. After the subdivisions are completed, the number of total lots that are sold will be much greater than the 20 parcels, which make up the parent parcels of the subdivisions. This consultation action is required to be completed before the parcels can be disposed of in the TLO land sale programs.

Anticipated Revenues/Benefits: By having an inventory of parcels to select from that has been through the TLO's administrative process, the TLO can consolidate costs such as appraisals and parcel inspections over multiple land sale years, have more flexibility to respond timely to public interest, market trends, and more effectively sell the parcels, thereby increasing overall land sales revenue generated through the TLO land sale programs.

The TLO's goal is to generate up to \$6 million during the five-year sale period. Land sales have performed very well over the last two years, and it is possible for this trend to continue with the TLO's ability to provide inventory in areas where demand is high. However, with elevated interest rates the option to finance a parcel becomes less attractive and sales may slow as a result. Exact

revenues received will be dependent on the number of land sale contracts issued, payoffs, and interest rates. These anticipated revenues will be realized over up to a twenty-year period for each land sale year. Remaining parcels not sold within this five-year period may continue to generate revenue in future years as they are sold and potentially financed.

Anticipated Risks/Concerns: There are no significant risks or concerns associated with the project. This assessment is based on the TLO's experience from previous sales. Minor risks include defaults on parcel sales from buyers. These risks will be mitigated through a land sale contract, which includes contemporary language to limit risk to the Trust, ensure performance by the buyer, and allow for termination in the event of default.

Project Costs: Project costs for the TLO land sale programs over the five-year period are estimated at approximately \$100,000/year (from TLO operating budget) with the primary costs being minor surveys, appraisals, title reports, parcel inspections, and marketing needed to prepare lots for inclusion in the land sale programs. The parcels included in this consultation that are being subdivided through the Subdivision Development Program will be paid for from that approved budget. The parcels that are not within that program and a part of this consultation will be paid for through this project cost funding which is paid for through the TLO Operating budget.

Due Diligence: Prior to the sale of the parcels a TLO staff member, contract appraiser, or surveyor will inspect each parcel. Minimum parcel bids will be established via standard appraisals or other appropriate valuation methods. All parcels will have a title report completed prior to issuing a sale contract or quitclaim deed. Contract documents have been reviewed by the Department of Law; no separate independent review is required.

Alternatives: The primary alternative is to hold the parcels for future development or sales. This alternative would delay receipt of revenues and could result in additional costs and risks for the Trust without significant increases in value. Currently, the TLO has assessed the highest and best use of these parcels as residential or recreational properties. If an alternative resource development proposal is identified or a negotiated sale application is received prior to the competitive sale and over-the-counter sale offering, for a specific parcel in the future, the TLO may re-evaluate the highest and best use and may elect an alternative use, which may require separate decision and consultation.

Consistency with the Resource Management Strategy: The proposal is consistent with the "Resource Management Strategy for Trust Land" (RMS), which was adopted October 2021 in consultation with the Trust and provides for the TLO to maximize return at prudent levels of risk, prevent liabilities, and convert nonperforming assets into performing assets. Experience has demonstrated that it is unlikely that these parcels will appreciate at a rate that would justify holding them for a later sale. It is also not cost effective for the TLO to hold these parcels for a long period of time and incur the associated management costs and liabilities.

Also, by designating a pool of parcels to select from and offer over the next five-year period, the TLO Lands Section will more efficiently meet the Land Resource Management Strategy objectives

to maintain a five-year inventory of lots through subdivision developments in support of the land sale programs during fiscal years 2027 – 2032.

Trust Land Office Recommendation: The TLO recommends that it is in the Trust’s best interest to select and offer Trust parcels from a pool of 20 existing parcels between fiscal years 2027 and 2032 through the TLO’s Statewide Land Sale Programs. Parcel sales will take place over a multi-year period in an effort to gain maximum revenue by avoiding oversaturation of a single market area and sell parcels selectively based on market conditions and local area demand. If not sold in the initial timeframe the parcels may be re-offered in future land sale programs.

Applicable Authority: Alaska Statutes 37.14.009(a), and 38.05.801, and 11 AAC 99 (key statutes and regulations applicable to Trust land management and disposal).

Trust Authority Consultation: This briefing document fulfills the consultation requirements that are applicable to the transaction. If significant changes to the transaction are made necessary by the public notice process, the Trust Authority will be consulted regarding the changes.

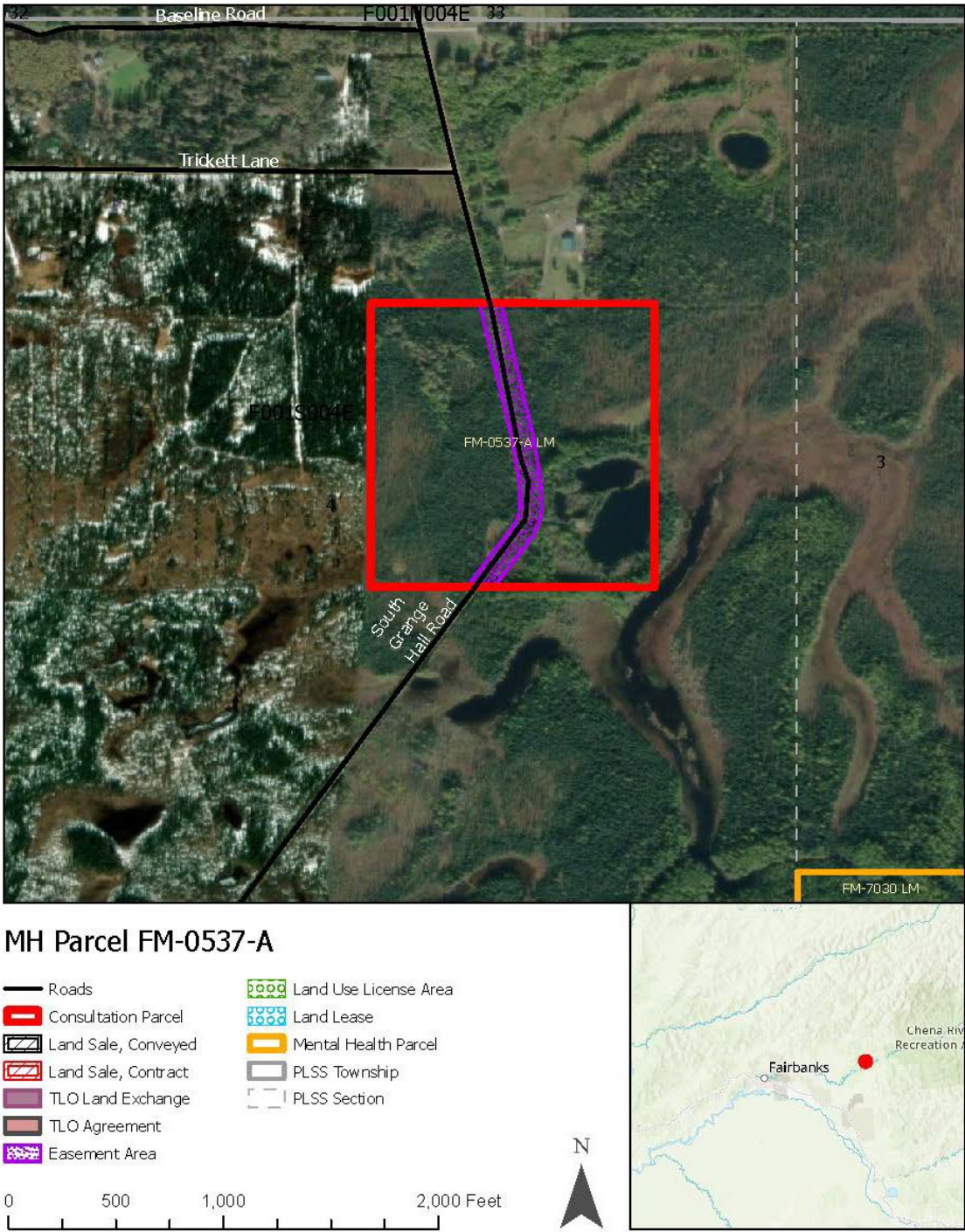
Exhibit(s): Exhibit 1 – Parcel List
Exhibit 2 – Parcel Maps

Exhibit 1 – Parcel List

General Location	Community/ Subdivision (S/D)	MH Parcel Number	MTRS	Survey	Lot	Block	Acres
Fairbanks	Fairbanks	FM-0537-A	F001S004E04	USRS	E1/2SW1/ 4NE1/4, W1/2SE1/ 4NE1/4		40.000
Fairbanks	Fairbanks	FM-0452	F001S001E11	USRS	N1/2NE1/ 4		80.000
Fairbanks	Fairbanks	FM-0413	F001N003W11	USRS	4		9.040
Petersburg	Sasby Island	CRM-1924	C058S079E22	USRS	4		44.330
Petersburg	Sasby Island	CRM-1925	C058S079E22	USRS	5		11.630
Petersburg	Sasby Island	CRM-1928	C058S079E22	USRS	8		15.320
Petersburg	Sasby Island	CRM-5019	C058S079E22	USRS	2		0.190
Petersburg	Prolewy Point	CRM-1922	C058S079E22	USRS	1		34.470
Seward	Blueberry Hill	S20006	S001N001W24	USRS	S1/2NW1/ 4NW1/4, SW1/4NW 1/4, S1/2SE1/4 NW1/4, N1/2SW1/ 4, E1/2NW1/ 4SW1/4S W1/4, NE1/4SW 1/4SW1/4, N1/2SE1/4 SW1/4		195.000
Sitka	Middle Island SD	C20569	C055S063E17	ASLS 87-129	Tract E		15.883
Wrangell	Ishiyama SD	CRM-2405- 06	C062S084W29	ASLS 84-83	Tract D		16.130

General Location	Community/ Subdivision (S/D)	MH Parcel Number	MTRS	Survey	Lot	Block	Acres
Wrangell	Wrangell	CRM-2406	C063S084E06	USS 2321	ROW between Tract J & K		1.000
Wrangell	Wrangell	CRM-2407	C063S084E06	USS 2321	ROW between Tract M & N		0.830
Wrangell	Wrangell	CRM-2408	C063S084E06	USS 2321	ROW Situated Directly North of Tract R		2.280
Wrangell	Wrangell	CRM-2409	C063S084E07	USS 2321	ROW between Tract U & V		1.520
Wrangell	Wrangell	CRM-2456	C063S084E06	USS 2905	5A		0.860
Wrangell	Wrangell	CRM-2443	C063S084E17	EPF 39-2	14	1	1.520
Wrangell	Wrangell	CRM-2458	C063S084E17	USRS	23		3.440
Wrangell	Wrangell	CRM-2528	C063S084E31, 32, C064S084E05, 06	TLS 2018- 11	3		18.510
Wrangell	Wrangell	CRM-2493	C063S084E31	USS 2968	13		1.400

Exhibit 2 – Parcel Maps

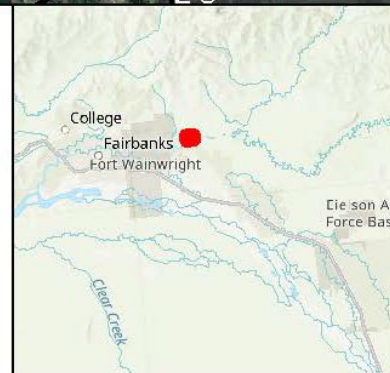


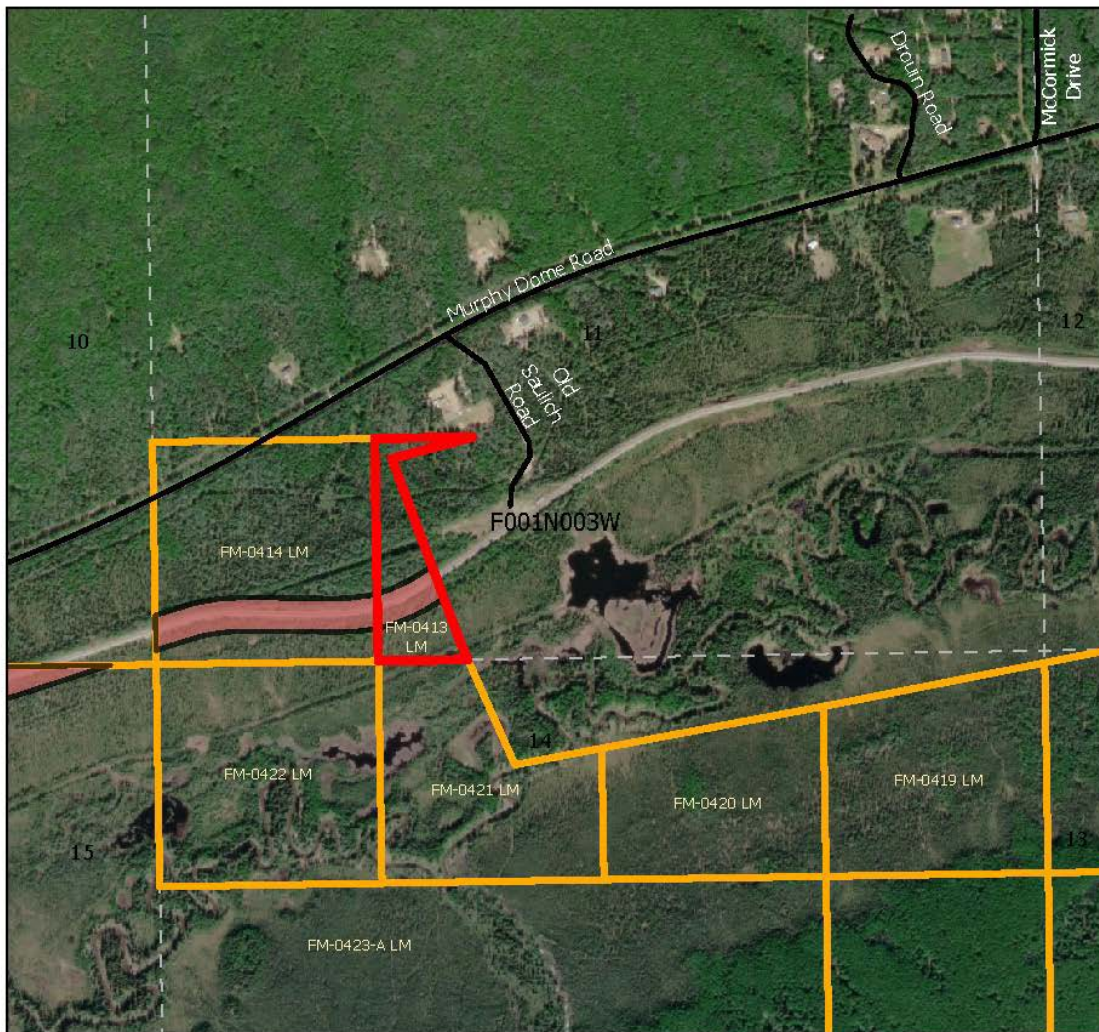


MH Parcel FM-0452

- | | |
|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 500 1,000 2,000 Feet



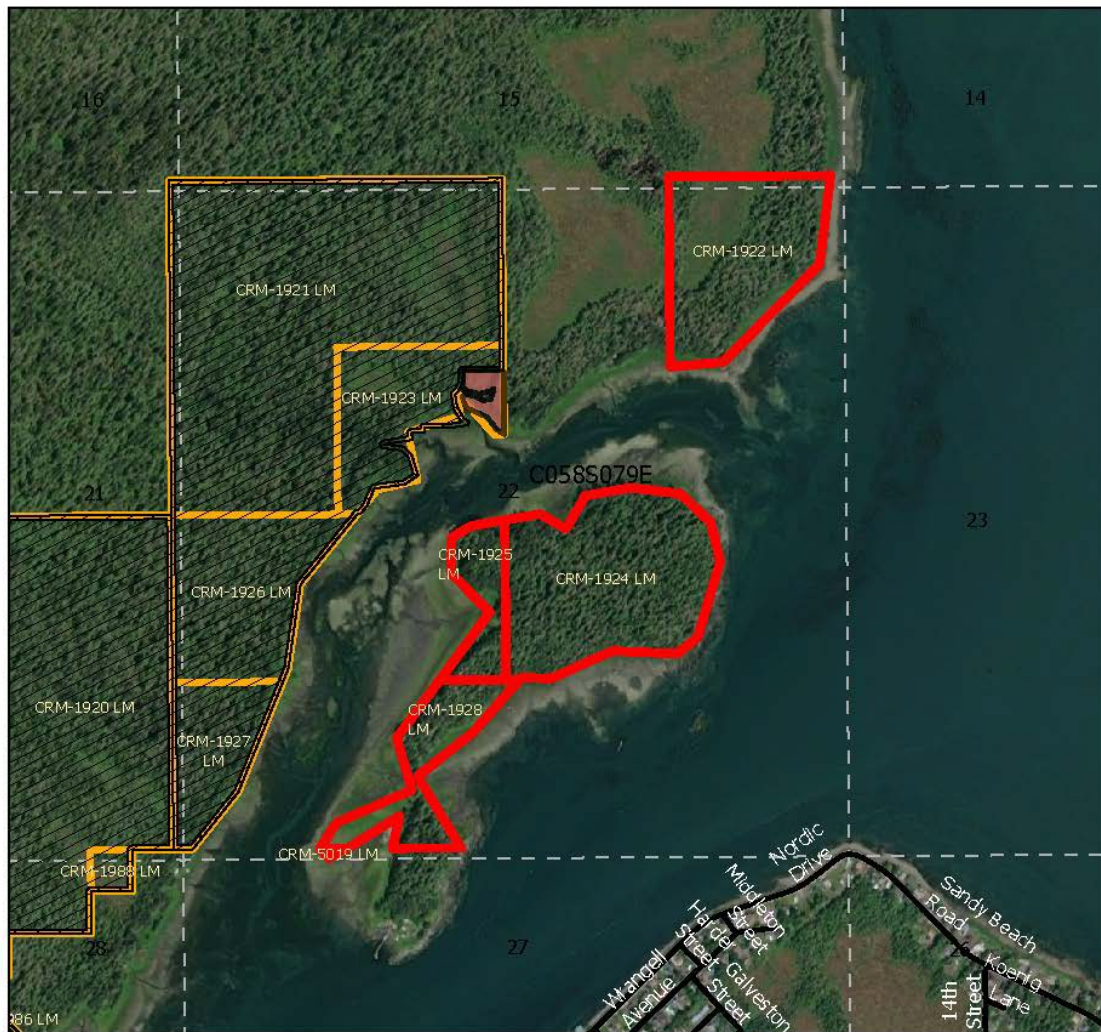


MH Parcel FM-0413

- | | |
|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 0.1 0.2 0.4 Miles



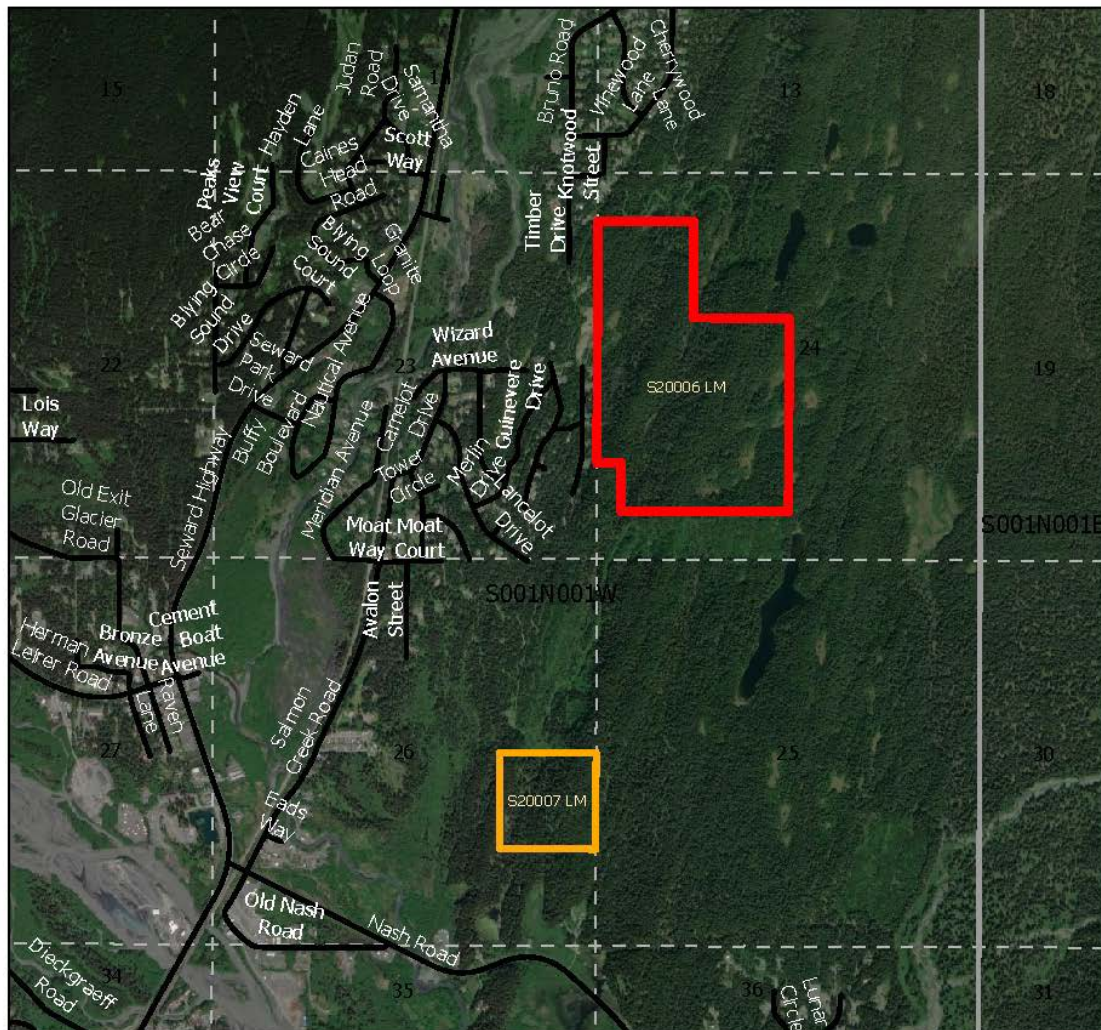


MH Parcels CRM-1922, 1924, 1925, 1928, 5019

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|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 1,000 2,000 4,000 Feet





MH Parcel S20006

-  Roads
-  Consultation Parcel
-  Land Sale, Conveyed
-  Land Sale, Contract
-  TLO Land Exchange
-  TLO Agreement
-  Easement Area
-  Land Use License Area
-  Land Lease
-  Mental Health Parcel
-  PLSS Township
-  PLSS Section

0 1,500 3,000 6,000 Feet

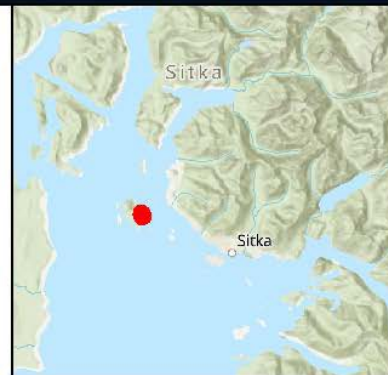


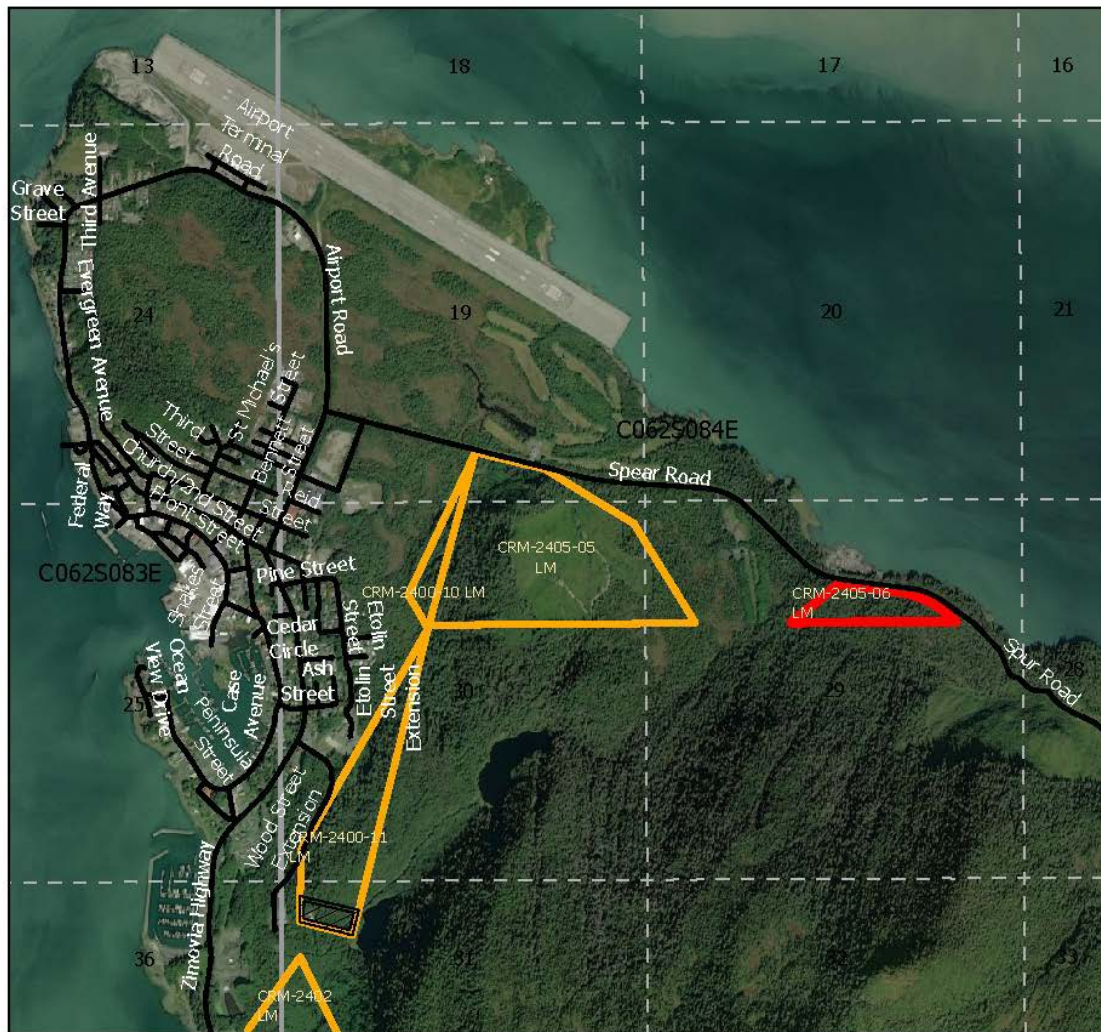


MH Parcel C20569

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|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 500 1,000 2,000 Feet



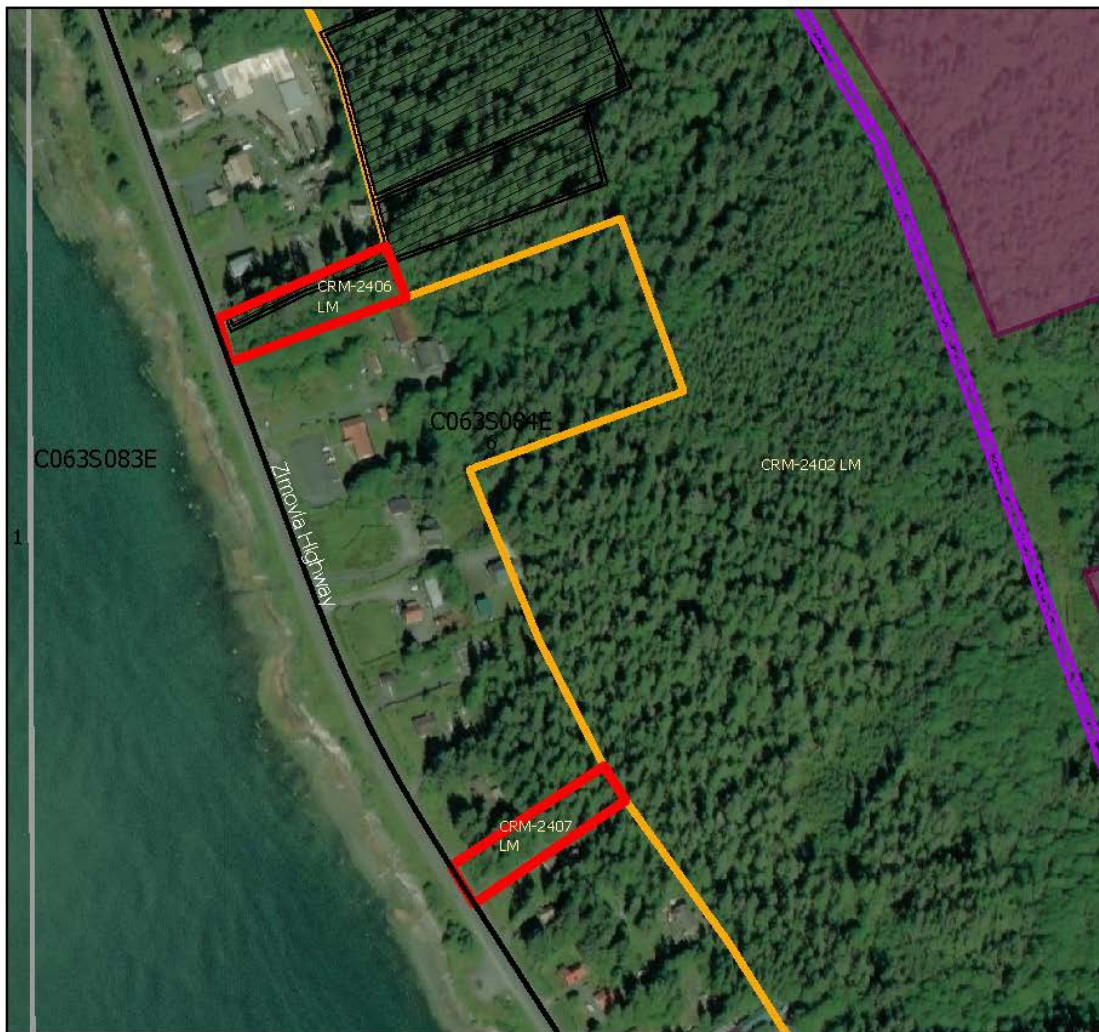


MH Parcel CRM-2405-06

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|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 1,500 3,000 6,000 Feet





MH Parcels CRM-2406, 2407

- | | |
|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 250 500 1,000 Feet





MH Parcels CRM-2408, 2456

-  Roads
-  Consultation Parcel
-  Land Sale, Conveyed
-  Land Sale, Contract
-  TLO Land Exchange
-  TLO Agreement
-  Easement Area
-  Land Use License Area
-  Land Lease
-  Mental Health Parcel
-  PLSS Township
-  PLSS Section

0 250 500 1,000 Feet



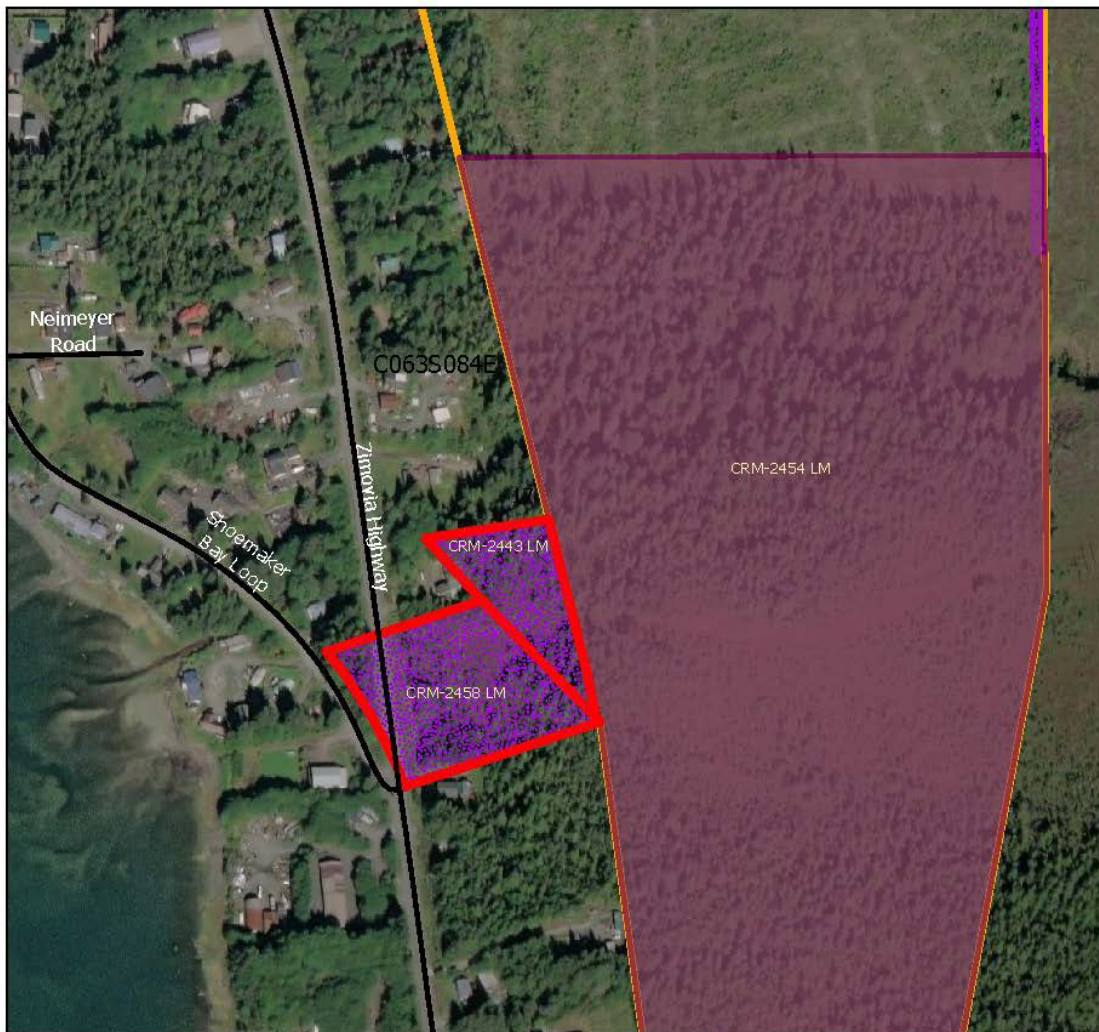


MH Parcel CRM-2409

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|---|---------------------|---|-----------------------|
|  | Roads |  | Land Use License Area |
|  | Consultation Parcel |  | Land Lease |
|  | Land Sale, Conveyed |  | Mental Health Parcel |
|  | Land Sale, Contract |  | PLSS Township |
|  | TLO Land Exchange |  | PLSS Section |
|  | TLO Agreement | | |
|  | Easement Area | | |

0 250 500 1,000 Feet



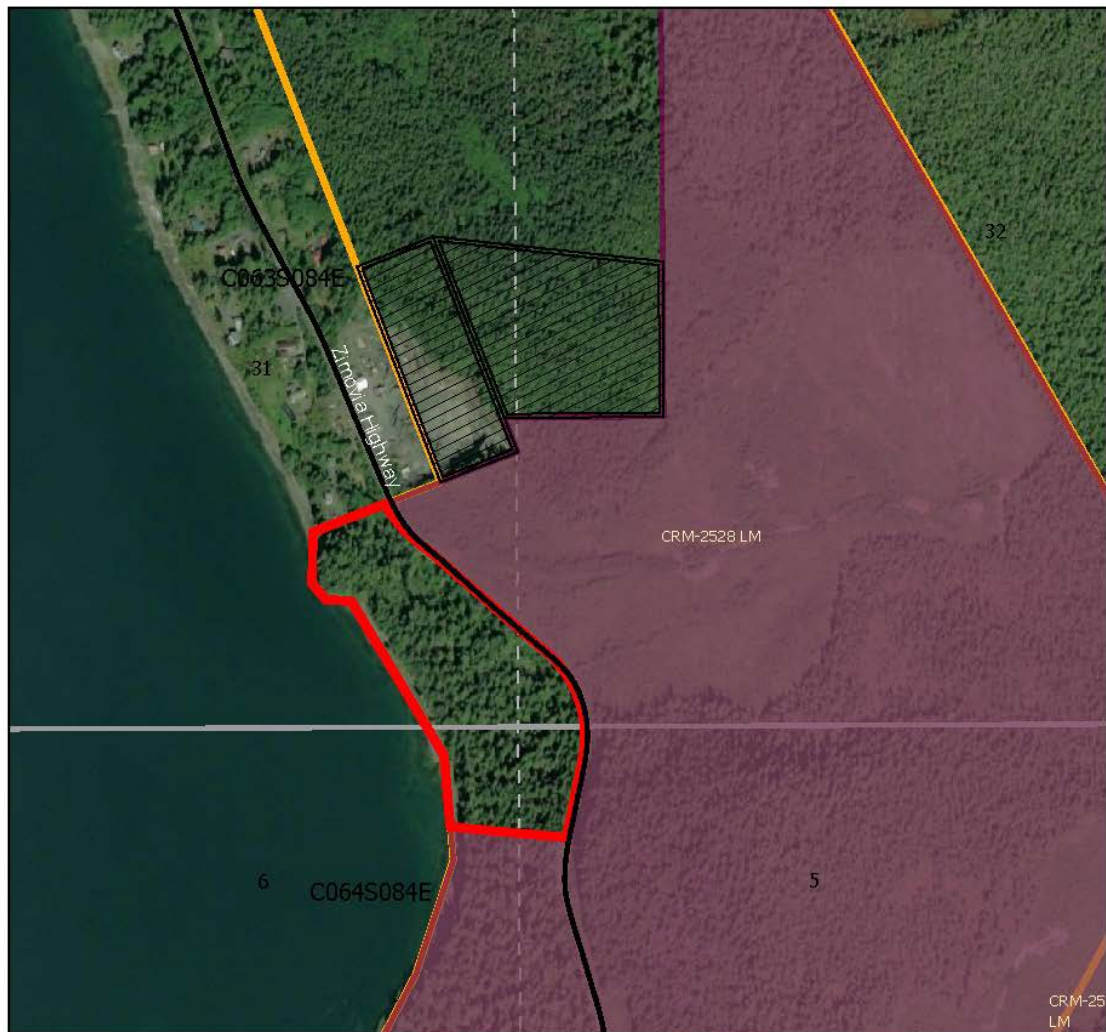


MH Parcels CRM-2443, 2458

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|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 250 500 1,000 Feet



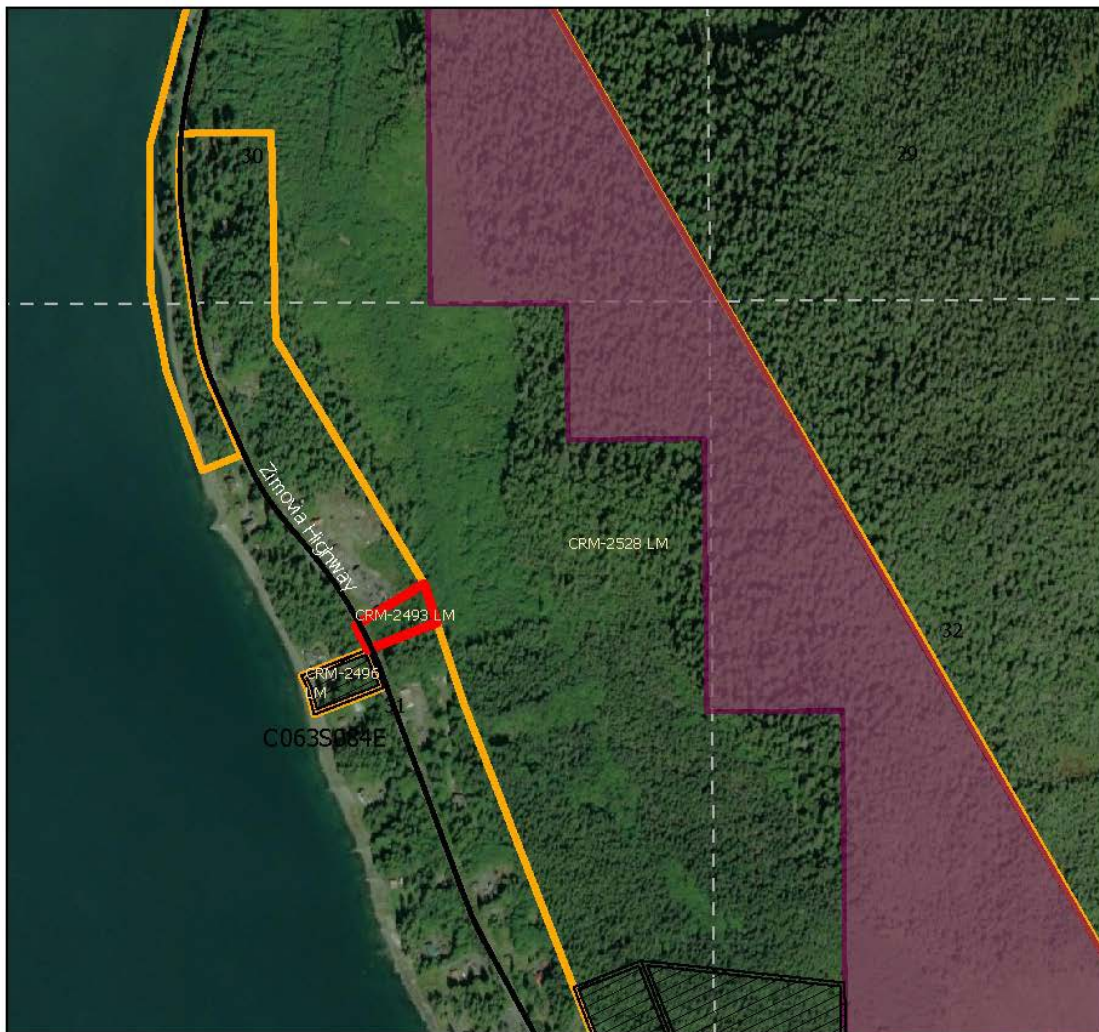


MH Parcel CRM-2528, portion of

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|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 500 1,000 2,000 Feet





MH Parcel CRM-2493

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|---|---|
|  Roads |  Land Use License Area |
|  Consultation Parcel |  Land Lease |
|  Land Sale, Conveyed |  Mental Health Parcel |
|  Land Sale, Contract |  PLSS Township |
|  TLO Land Exchange |  PLSS Section |
|  TLO Agreement | |
|  Easement Area | |

0 500 1,000 2,000 Feet

