



BUSINESS to BUSINESS

ALASKA CHAMBER

MARCH 2016

From the President: Stay involved, bring your friends

By Curtis W. Thayer
President/CEO, Alaska Chamber

Alaska Chamber members, thank you for your continued support of the Chamber and welcome to the first Business to Business of 2016. We have a lot to cover in this issue:

- Below, we'll wrap-up the annual Legislative Fly-In held in Juneau last month. As always, the event was a tremendous success and we had the pleasure of introducing many Alaskan professions to the Capitol for the first time.

- Board of Directors chair Casey Sullivan has a challenge for Chamber members on page 2, encouraging them to support our elected officials as they pull together in support of legislation that puts Alaska on a path toward sustainable spending.

- We have new members to welcome on page 3. Take note of the new faces and com-

panies that support a strong economic climate in Alaska. Send them your thanks and lend them your patronage, as well.



THAYER

- We're gearing up for Alaska Business Week and another summer season giving Alaska's young people the skills and confidence they need to start businesses of their own. More information is on page 2.

Keep up with these items and more by subscribing to our bimonthly E-News. Also, each week during the legislative session, Capitol Notes will keep you up to speed on the policy initiatives that impact business in Alaska.

It's very easy to focus on the State's very public struggle with an out-of-control operating budget. We will certainly address State spending in this issue, but the Chamber is working on far more than fiscal policy.

At the federal level, the Chamber stands with dozens of other states, employers and

advocacy organizations to challenge the Environmental Protection Agency's carbon pollution emission guidelines that violate the Clean Air Act and usurp Alaska's authority to set emission standards.

We're also working with our congressman to secure investment in Air Traffic Control systems and transportation investment that is crucial to the economy of a large — and largely roadless — state like Alaska.

We've heard from businesses, employers and individual Alaskans from around the state; eliminating Daylight Savings Time at the state level sets Alaska at odds with the rest of the country for half the year. As much as I'd like to see the program go away for the country as a whole, setting Alaska apart from our family members and business partners in other states will create unnecessary and expensive logistical hurdles.

The Chamber is working with legislators to scour ambiguous language from State law, allowing businesses like Dave & Busters and new entertainments to open in communities

throughout Alaska.

We're also working to ensure access to products and materials that Alaskans and Alaska companies need by ensuring that sound science and not fear-based, precautionary principles control what Alaskans can make, buy and sell here at home.

And the Chamber is helping to improve the way Alaska manages warranty enforcement, by allowing Alaska dealers, distributors and manufacturers to receive reimbursement for high-cost warranty work in remote parts of the state.

It's easy to lose sight of the many moving parts that make Alaska a wonderful place to work and live. Particularly in light of the mainstream media-storm surrounding the State's budget woes. But the member companies of the Chamber are hard at work on these issues and more.

Stay involved.

Bring your friends and peers to the table with you.

And again, thank you for your support!

Giving Juneau the business: the 2016 Legislative Fly-In

This past February, in the early days of what promises to be a defining legislative session, 80 Alaska Chamber members gathered in Juneau for largest Legislative Fly-In during session to meet with lawmakers, legislative staff and the Governor.

The Chamber's two-day Fly-In is a chance for Alaskan employers and entrepreneurs to speak with a single voice on business issues that span geographic and industry boundaries. It's a time to learn from shared experience. It's also a time to renew old friendships and to build new ones.

As is always the case, Chamber staff paired visiting business leaders with their constituent legislators to deliver first-hand, personal information about the economic requirements of all Alaska regions and industries. This year, three issues dominated those discussions: the imperative need to reduce State spending, comprehensive workers' compensation reform, and the predictably negative economic impact of new and poorly constructed tax proposals.

In addition to constituent meetings with individual legislators, the Chamber also gathered a group of board members to meet with Governor Walker.

"We had frank and open discussion with the Governor," Chamber President and CEO Curtis Thayer



PHOTO BY FLAVIN PHOTOGRAPHY

Chamber members Stig Colberg, Greg Loudon, Bob Cox and Ralph Samuels meet with Representative Shelley Hughes on our top priorities.

said. "Not only on our priorities, but also regarding the fiscal situation the State is facing."

It's difficult to remember a Chamber Fly-In where sustainable State spending didn't weigh on the minds of Alaskans and Alaska's employers. It took a multibillion-dollar budget deficit and the very real threat of losing Alaska's enviable budget reserve to do it, but the State

may finally realize that its history of breakneck spending cannot be maintained.

The administration advanced an expansive suite of new tax initiatives at the start of the legislative session. However, it's starting to look unlikely that new taxes will be put in place during the 2016 regular session. The State's administrative departments are poorly prepared to equip legisla-

tors with information about the impacts of any of the new measures, particularly with regards to impact on the economy.

"We expressed our desire to be a part of the solutions," Thayer said, "keeping in mind that the private sector and business community are the backbone of our economy, and we must reduce the size of government before we impose any taxes."

The following day kicked off

with a presentation from Alaska Permanent Fund Corporation CEO Angela Rodell. Rodell's overview of the history and current investments of the Permanent Fund, served well as a foundation to our sold-out luncheon that included 20 legislators. GCI CEO and Alaska's Future Co-Chair Ron Duncan spoke on the budget-reform coalition.

See Fly-In, Page 6

OUR MISSION & VISION

To promote a healthy business environment in Alaska. | To be the leading voice advancing Alaska Business.

From the Chair: Chamber leads on fiscal responsibility

By Casey Sullivan
Chair, Alaska Chamber

Greetings Alaska Chamber members!

On behalf of the board of directors and the Alaska Chamber team, I want to thank each of you for your continued support and involvement with the Chamber. While public sector budget shortfalls might dominate the press, Chamber members continue to build a better economy and invite



SULLIVAN

new investment into the state. For that, I am grateful.

The first half of this Alaska Legislature's session is behind and it was full of the good, the bad and the ugly.

Specifically, new tax initiatives — many of them targeting Alaska businesses — have dominated discussions in Juneau. Alaskans should be troubled by the lack of transparency and economic impact analysis afforded to these proposals by the administration.

Public policy that builds on incomplete information or unclear outcomes does a disservice to us all. Our position at the Chamber is crystal clear and we are communicating that early and often in order to keep the focus on right-sizing State government first — and that effort seems to be paying off.

It looks like the State is beginning to take ownership of an unsustainable spending problem. It appears that State legislators, like the Alaskans they represent, are unwilling to consider aggressive new revenue strategies until the State can demonstrate responsible spending policies.

I know I'm preaching to the choir when I talk to Chamber members about fiscal responsibility. We know not to build what can't be maintained, and not to promise services that revenues can't support. That's as true at work as it is at home. I get it, and I know that you do, too.

While it is unlikely that the legislature will have bandwidth available to tackle comprehensive workers' compensation reform it continues to be one of our top priorities. Workers' Comp is a challenging subject, and the Chamber has spent the last several years educating legislators, Governors Parnell and Walker and the public about the need for comprehensive reform of an expensive system that fails both employers and workers.

Chamber staff and committees will be working diligently on this topic during the interim.

As we enter the second half of this session, let me extend a friendly challenge.

We have public policy workers that need our support to do the right thing. It's not enough for us to stay comfortably in our familiar circles of conversation. Our legislators, customers and neighbors need to hear from us so that Alaskans can approach the public spending crisis with eyes wide open.

Reaching out to lawmakers to share your support of Chamber positions is easier than you think. Visit the Chamber's advocacy center at www.alaskachamber.com to find white papers on all of our positions, as well as ways to locate your federal and state elected officials.

This is a critical time for Alaska's future. It's important now more than ever that the business community engages and communicates consistently with their elected officials about why we need more of the good, less of the bad and most importantly to work together to keep Alaska open for business.

Save the Date PLAN TO ATTEND!

2016 Annual Member Appreciation Reception*

June 9, 2016

Anchorage, Alaska

2016 Fall Events

October 12-14, 2016

Kenai, Alaska

**Watch your email for more details on our Inaugural Member Appreciation Reception where we show our members some extra appreciation for their contributions to the Chamber.*

Alaska Business Week



Alaska Business Week (ABW) is a one-week summer program teaching Alaskan high school students the basics of business, leadership and entrepreneurship. Participants live on a college campus, and work as teams in a dynamic business simulation with the guidance of a mentor from the business community. After completing the program, students have a competitive edge on workplace readiness, college preparation, and overall life success. ABW gives participants the tools they will need to succeed after high school graduation.



Join us in 2016!

Who: High School Students finishing grades 9-12 in May 2016

When: July 16-23, 2016

Where: Alaska Pacific University, Anchorage, AK

Cost: \$475- includes room, board, materials, and college credit

To Register: www.alaskachamber.com/ABW

For more information:

www.alaskachamber.com/ABW

or contact:

Nicole Schuh

ABW Program Director

nschuh@alaskachamber.com

(907) 278-2744

The real value of Alaska Chamber membership

By Pete Nolan

A few months ago I wrote an article that highlighted the strength in numbers in membership in the Alaska Chamber. I spoke of the value that comes from that strength. After attending the Legislative Fly-In last month with many of our members, I am more convinced than ever that strength in numbers is our greatest value.

There are many member benefits that the Alaska Chamber provides. These include highlighting new members online and in the Business to Business newsletter and providing listings in our yearly membership directory and our on-line directory. These and others are good, direct benefits to your membership in the Chamber and they have value. But what makes your Alaska Chamber membership so valuable?

Let's look at the harsh realities of the budgetary issues facing our state and our people that are becoming more and more apparent each day. From the downgrading of our credit status to the current price of oil, the declining flow through our pipeline and the potential of rising unemployment num-



bers, Alaska is at a crossroads.

Will we have an income tax? A sales tax? Do we access the Permanent Fund? Or do our elected leaders, facing an election year, simply raise business and license fees and add new taxes on business?

More than ever before, we need Alaska businesses to come together for our mutual protection. Our true strength — and our success as a State — comes from our numbers.

Every new business that joins your Alaska Chamber adds to our strength, in Juneau

and in Washington, D.C. They are small, “mom and pop” businesses and large multinational corporations. They are from all points of our state, from Barrow to Ketchikan. They are in mineral production, retail, tourism, and the service industry. They are hotels, gift shops, hospitals, accountants and air transport business. They are trade organizations and Native Corporations. They are the “voice of business” in Alaska.

These business leaders understand that, while one voice can be brushed aside, the

voices of a multitude will be heard.

What will membership in your Alaska Chamber mean to you? Every year, these business owners and company leaders gather together and create a priority list for the upcoming year, determining the agenda that your Alaska Chamber carries forward to our government. In Juneau, your Chamber shared our legislative agenda with our elected representatives in individual meetings.

Your Alaska Chamber also helps craft legislation that will allow our system of free enterprise to thrive.

All professionals and business leaders should be taking advantage of the opportunities offered by your Alaska Chamber. If you know of others who should be involved in helping Alaska succeed, take a minute to contact your Chamber Membership Director with your referral. If your business is not already participating in your Alaska Chamber, now is the time.

Working together, our voice will be heard and that's the real value of membership.

Pete Nolan is the Membership Director for the Alaska Chamber. He can be reached by phone at (907) 278-2733 or by email at pnolan@alaskachamber.com.

Welcome New Members

Ashley Reed & Associates

Ashley Reed & Associates is one of the most respected and powerful government relations and lobbying firms in Alaska. Mr. Reed began lobbying in the state in 1983. In addition to lobbying, the firm specializes in strategic planning and business development.

Association of Alaska School Boards

The Association of Alaska School Boards (AASB) represents school boards in Alaska. Its membership consists of more than 330 individual board members, responsible for students who attend Alaska's public schools. AASB advocates for children and youth by assisting school boards in providing quality public education, focused on student achievement, through effective local governance. Visit them online at aasb.org.

Atkinson Conway & Gagnon, Inc.

Founded in 1965, Atkinson Conway & Gagnon, Inc. is one of the oldest and most respected law firms in Alaska. The firm is large enough to handle complex cases, yet small enough to provide personal service. Their attorneys have built a reputation for skillful handling of a wide variety of legal work — from defense of complex liability claims to day-to-day counsel on employment issues. They are dedicated to serving the diverse legal needs of businesses, organizations and individuals throughout Alaska. Visit them online at acglaw.com.

Brian Murkowski Energy Consulting, LLC

As a former International banker, global energy executive and government affairs adviser for 20+ yrs, Mr. Murkowski brings back to Alaska a unique combination of skills. While always looking for new clients

to serve, he is also VP of Regulatory Affairs under contract with Resources Energy Inc., a Japanese led effort to develop a Cook Inlet LNG project for export to Japan.

Chore Buddies

A new type of cleaning company, Chore Buddies is committed to providing a healthy and productive environment. The reason they call themselves Chore Buddies is because they do more than cleaning. They do chores, so if there is something you don't like to do, contact Chore Buddies and they will take care of it. They offer GREEN cleaning solutions for every business or home. Visit them at chorebuddies.net.

Law Offices of Gary Eschbacher

The lawyers of Eschbacher Law in Anchorage maintain a solid reputation for helping with legal issues throughout the area. They have a diverse practice history and offer a wide range of legal services including: divorce and custody litigation, domestic partnership litigation, business partnership litigation and real estate disputes. Visit them online at eschbacherlaw.com.

JSCO Group-Merrill Lynch

Aaron Wilkinson and Nancy Olzack make up the JSCO Group at Merrill Lynch. They prides themselves on a sense of responsibility to its clients a refusal to compromise principle and a willingness to constantly re-evaluate assumptions. With over 80 years of collective experience the team has supported clients through some of the most turbulent economic environments in history. Visit them online at ml.com

Kaladi Brothers Coffee Company

Kaladi Brothers Coffee Company was born and raised

in Alaska. What began as an espresso cart on Anchorage's 4th Avenue in the spring of 1986 is now Alaska's premier

coffee roaster. Over 25 years later, Kaladi roasters crank out nearly a million pounds each year of premium air-roasted

coffee. Kaladi Brothers Coffee is made in Alaska by Alaskans

See New members, Page 5

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Alaska's Economy



#letsfixitak

We need a long-term, balanced plan to fix our economy, one that cuts spending, increases revenue sources, and preserves vital public services. We're all in this together – and that's how we'll fix it.

Insist our elected officials take action during the 2016 legislative session to stabilize our economy.



Add your voice.

[facebook.com/AlaskasEconomy](https://www.facebook.com/AlaskasEconomy)



AECOM recognized by Fortune magazine as World's Most Admired Company for second consecutive year

LOS ANGELES — AECOM, a premier, fully integrated global infrastructure firm, announced today that it has been named to Fortune magazine's list of the World's Most Admired Companies for the second consecutive year.

From an annual survey conducted by Fortune and global management consulting firm Korn Ferry Hay Group, top executives, directors and financial analysts identify the companies with the strongest reputations within their industries and across industries.

"Being included on Fortune's World's Most Admired Companies list for a second year in a row is an outstanding achievement that highlights the growth and fundamental strengths of

our business and the transformative work we do globally," said AECOM Chairman and Chief Executive Officer Michael S. Burke. "This recognition is another reflection of the dedication and expertise of our employees who make it possible for all of us to deliver a better world."

According to Fortune, the World's Most Admired Companies list is considered to be the definitive report card on corporate reputation. The companies featured on the list represent "the pinnacle of excellence" in nine key performance areas:

- Ability to attract and retain talented people
- Quality of management

- Social responsibility to the community and the environment
- Innovativeness
- Quality of products or services
- Wise use of corporate assets
- Financial soundness
- Long-term investment value
- Effectiveness in doing business globally

The World's Most Admired Companies list and details on the methodology can be found on the Fortune website. The list also ap-

peared in the magazine's Feb. 22, 2016, print edition.

About AECOM

AECOM is built to deliver a better world. We design, build, finance and operate infrastructure assets for governments, businesses and organizations in more than 150 countries. As a fully integrated firm, we connect knowledge and experience across our global network of experts to help clients

solve their most complex challenges. From high-performance buildings and infrastructure, to resilient communities and environments, to stable and secure nations, our work is transformative, differentiated and vital. A Fortune 500 firm, AECOM had revenue of approximately \$18 billion during fiscal year 2015. See how we deliver what others can only imagine at aecom.com and @AECOM.

New members Continued from Page 3

for Alaskans. Visit them online at kaladi.com.

Senator Cathy Giessel

A lifelong Alaskan, Senator Cathy Giessel is a member of the Alaska Senate representing District N. The district comprises Northeast Anchorage, Anchorage Hillside and the Turnagain Arm communities of Bird, Girdwood, Indian, and Anchorage, all within the Municipality of Anchorage. First elected in 2010, she has also served as the vice-chair of the state Republican Party and held a career in nursing.

Grainger

Grainger is North America's leading broad line supplier of maintenance, repair and operating (also known as "MRO") products. Grainger helps customers save time and money by providing the right products and solutions to keep facilities up and running. Visit them online at grainger.com.

Navigate North Consultants

Founded by former Alaska Governor Sean Parnell and Arctic rural expert John Moller, Navigate North Consultants specializes in community relations, serving clients from Alaska to Washington, D.C. When you need innovative solutions, local insight and a network of nationwide relationships, NavNorth delivers. Visit them online at navnorth.us.

Northern Adjusters, Inc.

Founded in 1951, Northern Adjusters, Inc. serves the entire State of Alaska with multiline claims handling and administration. With over six decades of experience handling claims, they work closely with their clients to develop a tailored claims program. Visit them online at nadj.com.

Raven Recycling Society

For over 20 years, Raven Recycling Society has provided full recycling services of household and commercial waste for the Yukon Territory.

Throughout the years, Raven has established the viability of recycling, and continues to be a groundbreaker in accepting and processing new and different recyclable items. Visit them online at ravenrecycling.org.

Weller Consulting

Formed in 2002, Weller Consulting specializes in contract consulting, public affairs reporting services, and state lobbying. Prior to founding the firm, owner Royce Weller was employed by the state for 21 years, including positions with: Speaker of the House; Co-Chair of House Finance; Office of Management & Budget; and Department of Revenue, Assistant Commissioner. Weller Consulting has represented interests as varied as Holland America, Arctic Slope Regional Corporation, Alyeska Pipeline, Yukon Government, and Barrick Gold.

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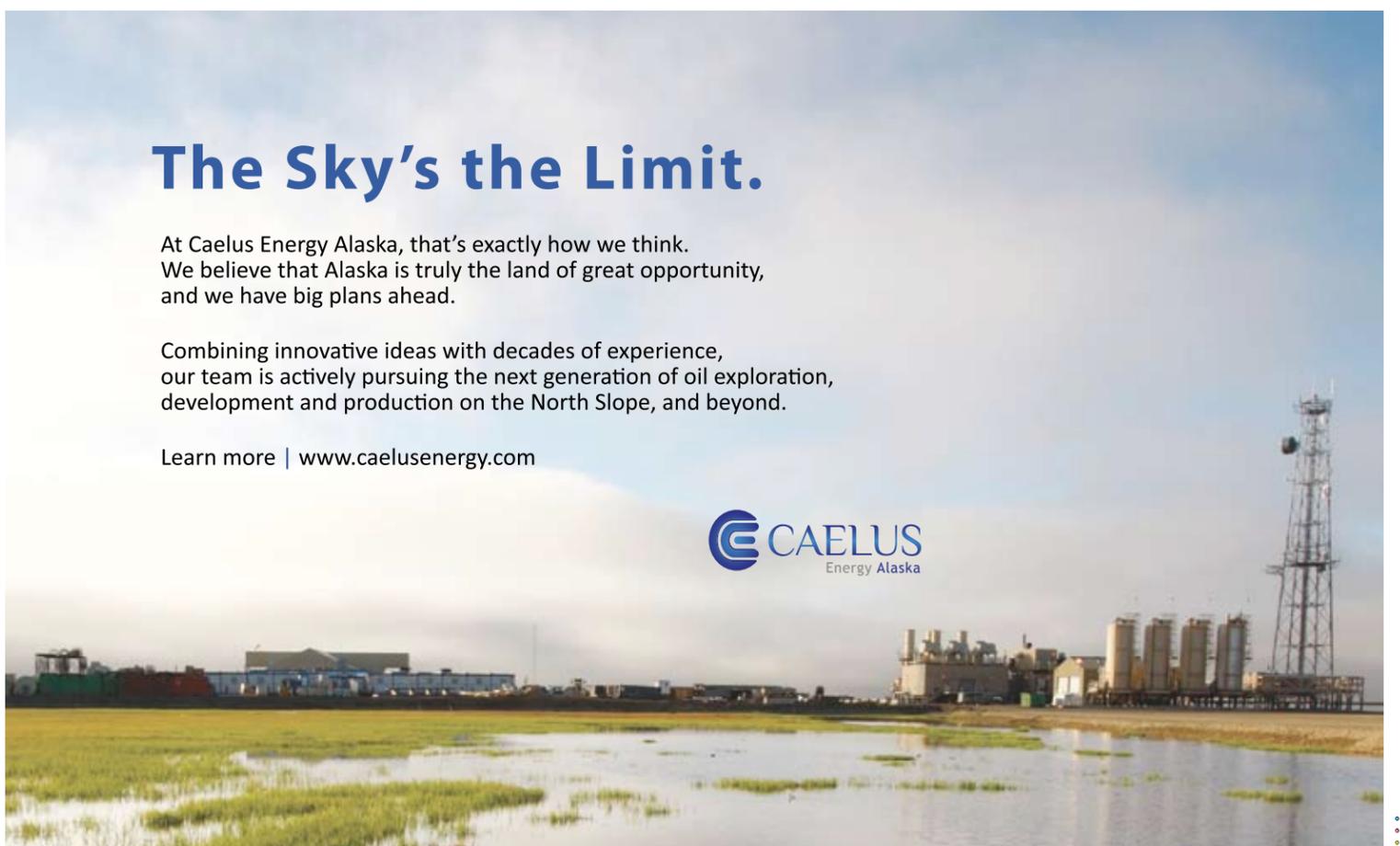
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Combining innovative ideas with decades of experience, our team is actively pursuing the next generation of oil exploration, development and production on the North Slope, and beyond.

Learn more | www.caelusenergy.com



Fly-In Continued from Page 1

tion, Alaska's Future, and why the Permanent Fund needs to play a crucial role in the long-term solution to the state's fiscal crisis.

But even the Chamber can't be all business and no play.

"We had several new members join us at the Fly-In this year. And some long-time members who'd never had an opportunity to be at this event in the past," said Chamber Membership Director Pete Nolan.

To orient first time Fly-In participants, the Chamber hosted 14 new members to a dinner on Wednesday night at Chamber member Hangar on the Wharf with staff and members of Chamber's executive board.

Long-time Chamber member Capital Office once again welcomed legislators and Fly-In attendees to their downtown, Juneau office for the first of two receptions. The second reception of the two-day event was the Chamber's annual gathering at the Governor's Juneau residence, hosted by Governor Walker the following evening.

"From the opening presentations through the meetings with legislators to the reception at the Governors mansion, all agreed this was one of the best Legislative Fly-Ins we've had," Chamber Board Chair Casey Sullivan said. "And just wait until next year."



PHOTOS BY FLAVIN PHOTOGRAPHY

TOP: Chamber Board Members meet with Governor Walker while in Juneau for the largest Legislative Fly-In during session. RIGHT: Alaska Permanent Fund Corporation CEO Angela Rodell provides an overview on the history and current investments of the Permanent Fund. BOTTOM RIGHT: Chamber members mix and mingle at the Legislative Reception held at long-time Chamber member Capital Office's Juneau showroom. BOTTOM LEFT: During the Alaska Business Roundtable Luncheon, GCI CEO and Alaska's Future Co-Chair Ron Duncan presents to a sold-out crowd on the budget-reform coalition Alaska's Future and why the Permanent Fund needs to play a crucial role in the long-term solution to the state's fiscal crisis.



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