



BUSINESS to BUSINESS

ALASKA CHAMBER

NOVEMBER 2016

Chamber members gather for 2016 Fall Forum



PHOTOS BY FRANK FLAVIN

CLOCKWISE FROM TOP: Alaska Chamber president and CEO Curtis W. Thayer welcomes Fall Forum attendees at the Challenger Learning Center of Alaska in Kenai. Former Govs. Bill Sheffield and Sean Parnell shared lessons learned from their time in office with Fall Forum attendees. Fall Forum attendees enjoyed visiting by one of the many fire pits at The Cannery Lodge, PRL Logistics' Kenai lodging and project support services hub on the Kenai River. Congressman Don Young addressed business leaders from across Alaska over one of two luncheons during the Chamber's Fall Forum. [See story and annual award winners on pages 4-5.](#)



OUR VISION & MISSION

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

From the President: Chamber ready to work with new leaders

By Curtis W. Thayer
President and CEO
Alaska Chamber

We have a new Legislature and new legislative leadership in Juneau, and I want to put you face-to-face with them at the start of the upcoming session. More on that in a bit, but first... some news.

Policy priorities

We have new faces in Juneau and Alas-

ka's 30th legislature inherits a crushing budget shortfall that should have been addressed years ago.

The Alaska Chamber has been advocating for the State to adopt a sustainable budget model since the 1990s, and the spending-clock has finally run out.

The State of Alaska budget and comprehensive workers' compensation reform are once again the

Chamber's top state priorities.

We've also selected a new President. The country's chief executive may be changing but the needs of Alaskans have not. Once again, the Chambers' top federal priorities are:

- Support oil and gas exploration and development in Alaska's federal areas.
- Support repeal or reform of the Federal Patient Protection and Affordable Care Act.

New policy positions

This fall members of the Chamber met in Kenai to adopt five new

policy positions.

Our Fall Forum Wrap-up (page 4) contains complete coverage of the events, including the Chamber's annual Policy Forum where the Alaska business community adopted five new policy positions:

- Ensure mineral development benefits that should accrue to the entire state are not compromised by municipal or borough taxation.
- Support a series of annual reductions in the state operating budget and the creation of an endowment/sustainability model or similar framework to use Permanent Fund earnings to support essential state services and protect the Permanent Fund Dividend Program.

• Support the U.S. Congress to secure a viable, long-term solution for the U.S. Federal Highway Trust Fund.

• Review of State regulatory and licensing policy.

• Oppose State competition with private business.

A complete listing of these and all Chamber policy positions is available online at alaskachamber.com.

Champions for Alaska business

Elected officials aren't the only people stepping up to guide Alaska through troubled financial times.

I'm proud to welcome six new champions for Alaska business to service on the Board of Directors of the Alaska Chamber.

- Bob Cox, Vice President for Crowley
- Andrew "Drew" Green for the Juneau Chamber of Commerce

• Lisa Herbert, Vice President of Public Relations for Usibelli Coal Mine

• Michael Jespersen, Director of Sales and Marketing for the Diamond Center Hotel

• Tina Pidgeon, General Counsel, CCO, and Senior VP Governmental Affairs for General Communications, Inc. (GCI)

• Liesel Rammare, Senior Business Development Advisor for BP Alaska

The Chamber board of directors is a resource for policy makers, a shield for Alaska workers and employers, and the definitive voice of Alaska business.

I'm proud of their work in Juneau, Washington D.C., and in every region of our state.

Be part of the solution

And you can join the board of directors in Juneau on January 25-26 for the Chamber's Legislative Fly-In.

I said that I wanted to put you face-to-face with your legislators. The Fly-In is two days of direct interaction with the policy makers that impact our private sector economy.

Hotel availability in Juneau caps this event at 100 and typically sells out. Fly-In registration is only available to Chamber members. Sign up online at alaskachamber.com.

If you are not yet a member of the Chamber, please contact Membership Director Pete Nolan or myself today.

As the old saying goes, "If you don't have a seat at the table, you're probably on the menu."

The Chamber's Fly-In is your seat at the table.



THAYER

Alaska Business Week 2017

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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 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.



Register online at
alaskachamber.com/ABW



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For More Information Contact:
Nicole Schuh, Program Director
(907) 278-2744 or nschuh@alaskachamber.com

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2017 Legislative Fly-In*

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*Registration is open now for the 2017 Legislative Fly-In.
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ALASKA CHAMBER STAFF

Curtis W. Thayer
PRESIDENT/CEO
cthayer@alaskachamber.com

Nicole Schuh
ALASKA BUSINESS WEEK PROGRAM DIRECTOR
nschuh@alaskachamber.com

Brandy Dixon
COMMUNICATIONS & EVENTS DIRECTOR
bdixon@alaskachamber.com

Pete Nolan
MEMBERSHIP DIRECTOR
pnolan@alaskachamber.com

Crystal Norman
EXECUTIVE ADMINISTRATIVE ASSISTANT
cnorman@alaskachamber.com

ANCHORAGE

471 W 36th Ave., Suite 201 • Anchorage, AK 99503 • 907.278.2722 • 907.278.6643 FAX

JUNEAU

9301 Glacier Hwy, Suite 110 • Juneau, AK 99801 • 907.586.2323

EMAIL

info@alaskachamber.com • www.alaskachamber.com

From the Chair: Award winners are the strength of Alaska

By Casey Sullivan
Chair, Alaska Chamber

When we select our public policy makers – either here at home or in D.C. – so often we select them based on what they claim they will accomplish in office.

But we don't reward promises or intent in business. We don't employ our friends and neighbors or provide for our families by saying we're going to do something. What matters are actual, measurable results.



SULLIVAN

There are a lot of new faces headed to Juneau this coming January. These elected officials should know the decisions made in the capitol and in D.C. have deep and far-reaching impacts on Alaska families and the businesses they create. Businesses like Davis Block & Concrete, the Alaska Chamber's Bill Bivin Small Business of the Year award winner.

When we think about "business," it's easy to think of the Amazons and Microsofts of the world. But for most of us, the businesses that directly impact our lives are the ones like Davis Block. They are the family-run Alaska companies that pave our driveways and build the foundations for our homes... the ones who sign our paychecks.

We all know that global companies will focus investment on the most stable, attractive markets available. Alaskans like the Davis Block family that endured the economic downturn in the 80s and those now watching Alaska's precipitous oil-industry jobs decline know that better than most.

Poor public policy can definitely chase away global investors. But policy makers need to understand that businesses grounded here at home shoulder the full cost of those decisions.

Today, Davis Block boasts one of Alaska's most modern manufacturing facilities in Kenai. They responded to the challenges of the 80s by finding opportunity in diversification. They wisely consolidated operations when oil prices plunged during the late 90s. Many other Alaskan employers did not survive those economic challenges.

We want and need our Alaska businesses to have a stable, predictable economic environment. One that is supported by a government that is reliable, that honors commitments, and is a responsible steward of Alaska's developing resources.

That's when we see success. That kind of stability is what empowers Alaskans to employ other Alaskans, creating products and services at home that would otherwise have to be imported.

Last month, I stood on a stage in Kenai while members of the Chamber honored Jim Udelhoven with the William A. Egan Outstanding Alaskan of the Year. I shook Jim's hand after he addressed the attendees that night and I realized what's at risk if our policy makers fail to perform.

It's 700 employees working for a tireless man from Kenai. It's 47

years of careful decision-making and generous financial and volunteer support for veterans' groups, the university, Covenant House, and the Blood Bank. It's also a family run construction company with 40 years of growth and innovation throughout Alaska.

Our new representatives and senators should understand that policy matters. The results of their efforts may directly affect business, families and jobs of people at Udelhoven and Davis Block, as well as mom and pops around the state.

We need to build a strong economic future that promotes success in the private sector and responsible development of both our natural and human resources. And if this election delivers a message, it's that Alaska will send new faces to Juneau until we secure our economic future.



PHOTO BY FRANK FLAVIN

The owners of Davis Block & Concrete, Scott Davis and Regina Daniels along with their son Cory Davis, accept the Bill Bivin Small Business of the Year award. Established in 1993 the award pays tribute to businesses that exemplify leadership ethics and organization.

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Chamber honors members at Fall Forum, hears updates on state, federal issues

As new Legislature inherits old problems, Chamber selects policy positions



By Alaska Chamber Staff

This October, at the tail end of the busy summer work season and the run-up to the national election, more than 250 members of the Alaska business community gathered on the Kenai Peninsula to honor their own and set policy for the coming year.

The Alaska Chamber honored Jim Udelhoven as the William A. Egan Outstanding Alaskan of the Year for his enduring pursuit of business excellence. Similarly, Davis Block & Con-

PHOTO BY FRANK FLAVIN

crete – a statewide Alaska construction company with roots in the Kenai area – was named the Bill Bivin Small Business of the Year. And the idyllic southeast town of Wrangell, Alaska took home the award for Local Chamber of Commerce of the Year.

crete – a statewide Alaska construction company with roots in the Kenai area – was named the Bill Bivin Small Business of the Year. And the idyllic southeast town of Wrangell, Alaska took home the award for Local Chamber of Commerce of the Year.

Chamber members gathered at the Challenger Learning Center of Alaska for industry panels and presentations from former governors that lived through previously challenging financial times for the state.

Governor Bill Sheffield served in the mid-80s and navigated the historic low oil prices of 1986, and Governor Sean Parnell served in the Senate as co-chair of finance when oil prices slumped again in 2000.

Lessons learned from the past were firmly in mind when Governor Walker warned of additional burdens that the business community will shoulder and the need to sunset non-essential entitlements identified by the administration.

Until advocacy, elections and pressure from private citizens forces elected officials to craft an operating budget that is appropriate to Alaska's public revenues, we will continue to see service offerings cut to protect public employment and infrastructure.

It is clear that Walker intends to spread that burden with broad tax increases on Alaska businesses.

While the Fall Forum is an opportunity to focus on Alaska and the business economy here at home, presidential campaign drama and aggressive anti-development dictates from the waning Obama administration have Alaska businesses keeping one eye on Washington, D.C.

Senators Lisa Murkowski and Dan Sullivan, as well as Representative Don Young, stressed the importance of the coming national election.

Development of the Arctic, energy policy, and the future of a troubled health insurance mandate are the inheritance of the incoming legislature and President-Elect Donald Trump.

The impact of these issues on the Alaska economy pulls our state closer to national political outcomes than we have been in years.

Last month in Kenai, the business community united behind a slate of state and federal policy positions that will strengthen the economic health of Alaska in 2017 and for many years to come.

The Chamber's 2017 top state and federal priorities — as well as all Chamber policy positions — are available online at alaskachamber.com.

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Udelhoven receives prestigious William A. Egan Award



PHOTOS BY FRANK FLAVIN

LEFT: Jim Udelhoven, with his wife Barbara, accepts the celebrated and prestigious William A. Egan Outstanding Alaskan of the Year award. The award is presented to individuals who have made substantial and continual contributions of statewide significance while working in the private sector. RIGHT: Executive Director Cyni Crary of the Wrangell Chamber of Commerce accepts the Local Chamber of Commerce of the Year award. The award recognizes consistent community involvement and excellent business reputation.

The recipients for the William A. Egan Outstanding Alaskan of the Year, Bill Bivin Small Business of the Year and Local Chamber of Commerce of the Year and of the were announced on Wednesday, Oct. 12, at the Alaska Chamber's annual Top Business Awards in Kenai, Alaska.

William A. Egan Outstanding Alaskan of the Year

Jim Udelhoven is the recipient of the celebrated and prestigious William A. Egan Outstanding Alaskan of the Year award. The award is presented to individuals who have made substantial and continual contributions of statewide significance while working in the private sector.

Udelhoven's companies serve the special needs of general contracting and oil production in Alaska, and around the world. His support of local-hire and Alaska charitable organizations — both personally and through his companies — is well known.

Bill Bivin Small Business of the Year

Davis Block & Concrete is the recipient of the Bill Bivin Small Business of the Year award. Established in 1993, the award pays tribute to businesses that exemplify leadership, ethics and organization. Since 1975, Davis Block & Concrete has provided livelihoods on the Kenai Peninsula, in Anchorage and throughout the state of Alaska.

The Davis family is a model of the determination and sound judgment that drives Alaska's successful small companies.

Local Chamber of Commerce of the Year

The Wrangell Chamber of Commerce is the recipient of the Local Chamber of Commerce of the Year award. The award recognizes consistent community involvement and excellent business reputation.

The Wrangell Chamber supports local businesses with well-planned large events, marketing assistance, and day-to-day support. It is a shining example of how local business can enrich an entire community.

Please join the members of the Chamber in recognizing each of the 2016 award winners.



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Membership has values both large and small

By Pete Nolan

Membership Director, Alaska Chamber

Earlier this year in our Business to Business Newsletter I wrote an article that highlighted the real value of membership in the Alaska Chamber.

It captured the spirit of Chamber membership and its value to business both large and small. We are your lobbying arm in Juneau and Washington D.C.

We stand behind strong, pro-business legislation and advocate for issues that affect you. As I reflect back on the past Legislative Session and what is happening in our State economy, I realize that what I wrote then is still relevant now.

I would hope that you would find optimism for the future of Alaska and the Chamber in what you read and reach out to other business leaders to join us.

When you become a member of the Chamber, you join hundreds of other companies as part of Alaska's largest statewide coalition of businesses, and enjoy the many benefits that Chamber membership 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 are tangible benefits of your membership and they have value. But what makes your 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 numbers, 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 simply raise business and license fees and add new taxes on business?

In today's political and economic climate, a united business community is critical in growing and fostering a healthy and diverse economy.

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 the Chamber adds to our strength, in Juneau and in Washington, D.C.

They are small, “mom and pop” businesses and large multi-national 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 one voice can be brushed aside, but the voices of a multitude will be heard.

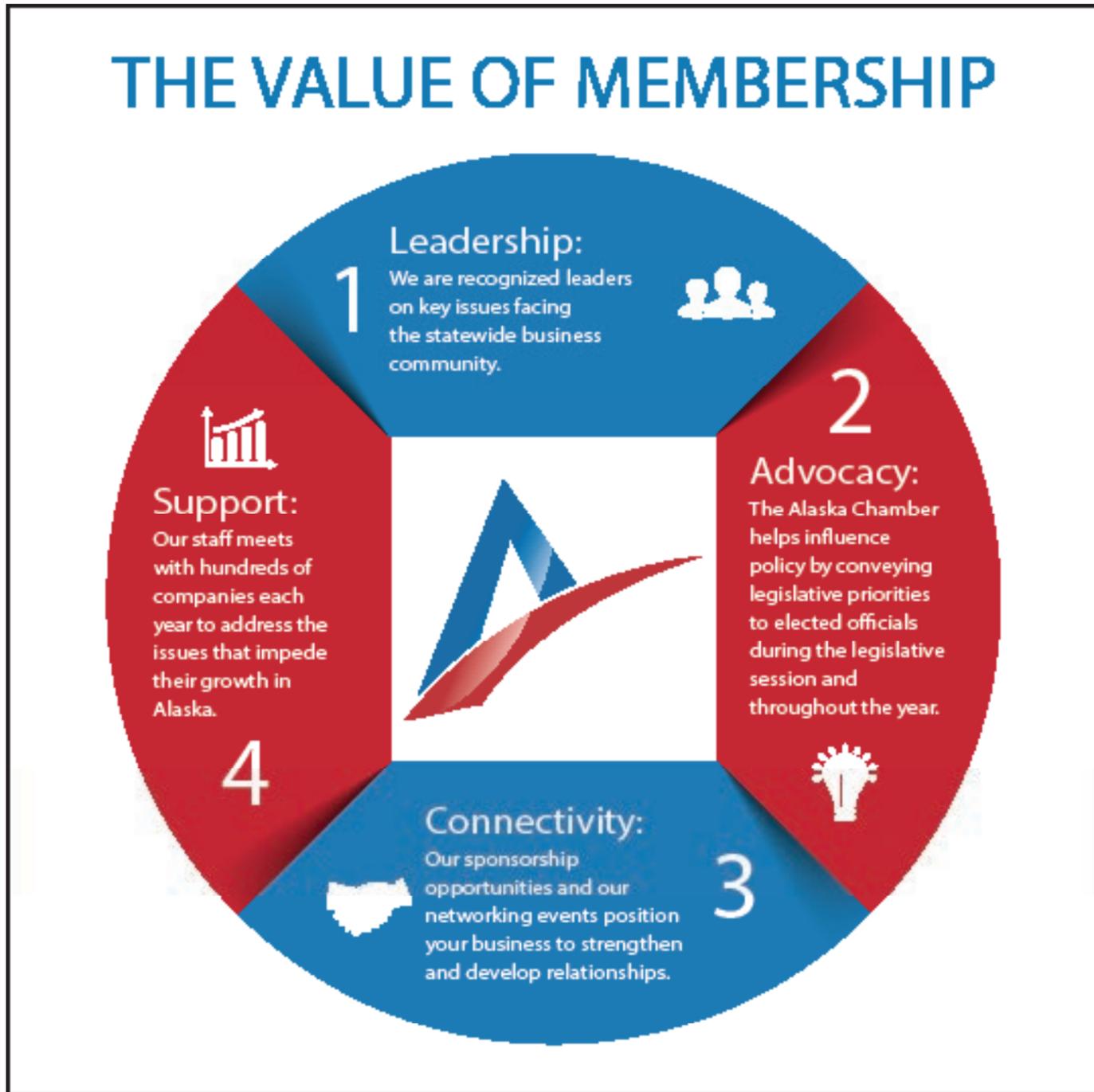
All professionals and business leaders should be taking advantage of the opportunities offered by your Chamber.

If you know of others who should be in-

involved in helping Alaska succeed, take a minute to contact us with your referral.

If your business is not already participating in your Chamber, what are you waiting for? 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

Aspen Hotels of Alaska

With locations in Anchorage, Haines, Juneau, Kenai and Soldotna, Aspen Hotels of Alaska gets you close to everything Alaska has to offer. Enjoy affordable rates, and the comfort and convenience of Aspen Hotels accommodations. Visit them online at aspenhotelsak.com.

BlueCrest Energy, Inc.

BlueCrest Energy, Inc.'s primary focus is the development of the Cosmopolitan oil and gas assets within Alaska's Cook Inlet basin. BlueCrest owns 100% of the Cosmopolitan project which is one of the largest undeveloped fields in the Cook Inlet basin, located just offshore of Anchor Point. Visit them online at bluecrestenergy.com.

Bristol Bay Borough Chamber of Commerce

Incorporated in 1998, the Bristol Bay Borough Chamber of Commerce is organized to advance the general welfare and prosperity of the Bristol Bay Region so that its citizens and all areas of its business community shall prosper. Visit them on Facebook at the Bristol Bay Borough Chamber of Commerce.

Denali Chamber of Commerce

Headquartered in Healy, Alaska, the Denali Chamber of Commerce works to promote and perpetuate the business, commercial, manufacturing and civic interests of the members and the community. Visit them online at denalichamber.com.

Jade North, LLC

Founded in 2000 by John Shively and Patty Bielawski, Jade North, LLC offers services in a broad range of natural resource, management, and Alaska Native topical areas. The combined experience of Jade North's professionals in Alaska natural resource issues differentiates Jade North's services on Alaska resource strategy and policy consultation.

Juneau Economic Development Council

Established in 1987 as a private non-profit corporation, the Juneau Economic Development Council fosters a healthy and sustainable economic climate in Juneau and throughout Southeast Alaska. Visit them online at jedc.org.

Juneau Hydropower Inc.

Founded in 2009 and based in Juneau, Alaska, Juneau Hydropower, Inc. develops hydroelectric power projects that produce clean, renewable and low-cost power for its customers. Visit them online at juneauhydro.com.

Kanady Chiropractic Center

Kanady Chiropractic Center opened in August 1988 and has grown exponentially, quickly earning a reputation for excellence. They are a full service clinic offering in-house x-ray, diagnostic and rehabilitative equipment. Kanady Chiropractic Center provides patients from across the state of Alaska the most technologically advanced lumbar and cervical disc therapy available in the world. Visit them online at kccak.com.

OptimERA Inc.

OptimERA WiFi connects all of Unalaska with easily accessible, quality, high speed internet access at affordable rates. They pride themselves on being the very best at what they do and like to help people get connection. Visit them online at optimerawifi.com.

Millrock Resource

Founded in 1979, Millrock Resources, Inc. is engaged in the acquisition, exploration, and development of mineral properties in Alaska and Arizona. Headquartered in Vancouver, Canada, the company explores for gold, silver, copper, zinc, and lead deposits. Visit them online at millrockresources.com.

Northern Oilfield Services

Northern Oilfield Services (NOSI) was formed in 1975 to provide fuel, lubricants and water to the oil and gas companies exploring the North Slope. Since then, NOSI has become a leader in providing that same service to meet the needs of today's exploration and development companies. Visit them online at nosi.com.

Umialik Insurance Company

A member of the Western National Insurance Group, Umialik is an Anchorage-based insurer covering the auto, home, and business protection needs of Alaska's individuals and families. Visit them online at umialik.com.



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