



BUSINESS to BUSINESS

ALASKA CHAMBER

SEPTEMBER 2017

Alaska Chamber names 2017 Top Business Awards Finalists

Each year the Alaska Chamber recognizes an outstanding individual, a leading small business, and a local Alaska chamber of commerce for their accomplishments and contributions they make to our statewide economy.

The Chamber is proud to recognize the finalists for its annual Top Business Awards. The finalists stood out for their accomplishments and contributions they make to Alaska.

William A. Egan Outstanding Alaskan of the Year

- Joseph Beedle, Northrim Bank
- Ron Duncan, GCI
- Daniel R. Fauske
- Kara Moriarty, Alaska Oil and Gas Association

Bill Bivin Small Business of the Year

- Alaskan Brewing & Bottling Co.
- Coldfoot Environmental Services, Inc.



Beedle Duncan Fauske Moriarty

- Denali Brewing
- Spawn Ideas

Local Chamber of Commerce of the Year

- Greater Ketchikan Chamber of Commerce
- Greater Sitka Chamber of Commerce

The winners for each category will be announced and honored during the Top Business Awards Gala at the Chamber's 2017 Fall Forum on Wednesday, October 11, in Sitka, Alaska.

Please join us and connect with and celebrate com-



panies and individuals making an impact in Alaska – you don't want to miss it! Event and registration are open to the public and details can be found at alaskachamber.com/2017fallforum.

Homer Outreach Trip a Success

More than three dozen Alaska Chamber members made their way to Homer, Alaska, for the Chamber's 2017 Community Outreach Trip on June 13-15. Under warm and sunny skies, Chamber members explored the sights and sounds, and delicious tastes of Kachemak Bay.

Trip highlights include a welcome reception at the Land's End Resort, a visit to Scenic Place Peonies Farm, a cruise to Halibut Cove and The Saltry Restaurant for lunch, a tour and tasting at the award-winning Bear Creek Winery & Lodging, and a tour of BlueCrest Energy's drilling facility at Anchor Point.

Designed to help build and strengthen relationships throughout the state, the Chamber's outreach trip brings together members of the local business community and business leaders from across the state in a fun, educational and productive environment. The relationships formed and the information exchanged help the Chamber develop a public policy advocacy program that represents the entire Alaska business community.



PHOTOS/FRANK FLAVIN

CLOCKWISE FROM TOP: Alaska Chamber members prepare to embark the Stormbird for a trip to Halibut Cove and the Saltry Restaurant. The Outreach Trip also included trips to the Blue Crest drilling operation at Anchor Point and a Kachemak Bay oyster farm.



OUR VISION & MISSION

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

From the President: Growing Our Mission Over Summer

By Curtis W. Thayer
Alaska Chamber President & CEO

Most Alaska Chamber members are familiar with the organization's long history. For an institution that predates statehood, the Chamber's mission of pro-business advocacy, securing economic health, and promoting business development has changed very little since 1953. That consistency throughout Alaska's tumultuous history is in part why the credibility of our voice has only strengthened with time.

So while most members are familiar with the Chamber's history, few have reason to follow all of our efforts. The Chamber's membership represents the diverse business population in Alaska. And while some members are predominantly interested in our work with small business and entrepreneurship, others focus their attention on the legislature in Juneau or advocacy for Alaska's unique needs in Washington, D.C.

2017 has been a year of growth for the

Chamber. I thought I'd take this opportunity to share the broad picture with our new and returning partners. And remember the best way to keep pace with business in Alaska is to meet face-to-face. We have events throughout the year including a legislative fly-in, community outreach trip, membership appreciation event, and of course our 2017 Fall Forum, which will be in Sitka on October 10-12.

Summer: Alaska's growing season

Summer is an important time for the Chamber. Although interminable special sessions have become the norm, the glacial pace of lawmakers in Juneau should not overshadow the Chamber's busy summer routine. Long-time members will remember that Alaska Business Week (ABW) was originally a volunteer effort hosted by Chamber board members and funded by donations from Alaska businesses.

ABW is a weeklong camp where high school students from every part of the state

learn how to run a business profitably and ethically. The program has traditionally been held in Fairbanks and Anchorage so Alaska Airlines, Ravn Alaska, and the Alaska Railroad can assist us in bringing the students together. The 2017 Anchorage camp wrapped up in July, and they've just finished their first ABW camp in the Mat-Su Valley.

It often feels like the media only has room for stories about Alaska's biggest businesses. It's important to remember that for every regional corporation, Alaska has dozens of fishing charters like Saltwater Safari in Seward and print shops like Alaska Litho in Juneau. Every exploration company on the slope has an army of Alaska companies like Udelhoven Oilfield System Services and Vigor Industrial backing their efforts.

Planting seeds

Summer is also when we lay the groundwork for pro-business policies that improve Alaska's economy. Last year we spent the summer interim working on what would become Senate Bill 112, a bill that reforms Alaska's failing Workers' Compensation system.

So while we're actively supporting a sustainable fiscal plan and fighting a regressive

income tax, the Chamber is still working on the nuts-and-bolts of policies that improve conditions for Alaska's businesses of all sizes.

We are still working with our congressional delegates in D.C. to address the Affordable Care Act and support of oil and gas exploration and development. Those far-reaching issues get a bit more press coverage than some of our grassroots efforts, but they are no less important to the health of Alaska's business community.

Be a force for positive change

The Chamber is unique when it comes to establishing our advocacy platform. It doesn't matter if you're a self-employed mechanic or an international airport, when it comes to setting policy the rule is, "One member, one vote."

This October you will have the opportunity to exercise that vote when Sitka hosts our annual gathering of the full membership of the Alaska Chamber. Our 2017 Fall Forum is a chance to renew the building blocks of the Chamber's advocacy plan, and I urge you to register online now at alaskachamber.com to claim your seat at the table.



THAYER

From the Chair: A Steady Hand at the Helm

By Casey Sullivan
Board Chair, Alaska Chamber

It was mid-October, nearly two years ago, when my good friend Brad Osborne convened the Annual Meeting of the Alaska Chamber Board of Directors for the last time as its chair. I remember the smile on his face when he turned slightly to his left, passed me the gavel and said, "The floor is all yours, Mister Chair."

It was 2015 and Alaska was starting to enjoy the benefits of increased production from the More Alaska Production Act. We were looking forward to a year without harmful, anti-business ballot initiatives. It was a time to refocus Chamber efforts with new leadership that got right to work on regional issues, restructuring our failing workers' compensation system, and grassroots entrepreneurship.

Since that meeting in 2015 I've worked with the Chamber board members and staff in all parts of the state and beyond. In 2016 alone, the Chamber met with or spoke at more than half of Alaska's 35 local chambers.

We hosted a leadership summit with dozens of delegates from the

Puget Sound. And we've hand-carried Alaska's interests to D.C., meeting with other Pacific Northwest chambers and key members of the House and Senate on issues important to Alaska's economic future.



SULLIVAN

And in my time as board chair, the global movements of oil and gas markets have conspired to put Alaska's dominant public funding source in a precarious place. Combine the lower for longer oil price scenario with proposed policies that would implement onerous taxes and regulations on businesses big and small – and needless to say it's been a challenging few years for the chamber and its members.

However, we fought tirelessly to keep our members interests in the forefront, provided pro-business education and kept a laser focus on the overall budget situation. With our nose into the wind, we continue to press forward.

Since Brad passed the gavel to me in Fairbanks, 113 Alaska businesses have joined the Chamber. Those businesses – together with long-time Chamber members – drafted Senate Bill 112 on comprehensive workers' compensation reform.

Alaska's workers' compensation system lags far behind the rest of the nation, failing workers, employers and Alaska communities. We are finally gaining traction on comprehensive reform and the Chamber is leading the movement.

Together we've also evolved the Alaska Business Week (ABW) program from a summer camp run by volunteer efforts from the Chamber board to a standalone 501(c)3 dedicated to the development of young, Alaska entrepreneurs.

In a moment, I will introduce Cory Baggen, the Chamber Chair-Elect. Cory is a perfect example of the economic and social impact of one Alaskan creating employment for another. ABW is a program that instills that foundational economic understanding in high school students from all corners of the state. Students learn that they can create their own business, and how to run then profitably and ethically.

Alaska needs as much of that as we can get!

The annual gathering of chamber members this fall will be my last as chair. But it is important to me to see the work of the Chamber endure, and I'll continue to assist with the mission of promoting a healthy business environment for Alaska.

Like Brad before me, I'm not

stepping away... I'm just making way for a new face and some fresh ideas. This October in Sitka I'll pass the gavel to the capable hands the First City's own Cory Baggen.

Like me, chair elect Baggen comes from a family that has been employing Alaska friends and neighbors for generations. Cory is Vice President for Samson Tug & Barge, a truly all-Alaska business with regular shipping routes to Cordova, Valdez, Fairbanks, Prudhoe Bay, Seward, Anchorage, Kenai Peninsula, Kodiak, King Cove, Dutch Harbor, Metlakatla, Ketchikan, Prince of Wales, Craig, Kiawock, Wrangell, Petersburg, Juneau, and Sitka.

Cory's company serves Alaska, she's a long-term board member of both the Sitka and Alaska chambers of commerce, and now she will serve as the chair of the

Chamber.

Cory and I have worked closely these past two years. We also served together on the Chamber's Executive Committee during Brad's term as chair. I know she cares deeply about the success of Alaska's families and businesses. And I know we are lucky to have her at the helm while Alaska charts a course through challenging economic waters.

So while I won't be leaving the Chamber board, this will be my last From the Chair message. That privilege will be Cory's now. My thanks to the board of directors and the Chamber staff for making my time as chair possible and productive.

And most particularly, thank you to all the private sector businesses that make the lives and livelihoods possible in my beloved home State.

Save the Dates!

2017 Fall Forum
October 10-12, 2017
Sitka, Alaska

2018 Legislative Fly-In
Jan. 31-Feb. 1, 2018
Juneau, Alaska

Mark your calendars and check our website for more information at alaskachamber.com.

ALASKA CHAMBER STAFF

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

Crystal Norman
EXECUTIVE ADMINISTRATIVE ASSISTANT
cnorman@alaskachamber.com

EMAIL
info@alaskachamber.com

Ben Mulligan
VICE PRESIDENT
bmulligan@alaskachamber.com

Brandy Dixon
COMMUNICATIONS & EVENTS DIRECTOR
bdixon@alaskachamber.com

ANCHORAGE

471 W 36th Ave., Suite 200 • Anchorage, AK 99503 • 907.278.2722 • 907.278.6643 FAX

Pete Nolan
MEMBERSHIP DIRECTOR
pnolan@alaskachamber.com

Andy Rogers
ALASKA BUSINESS WEEK EXECUTIVE DIRECTOR
info@alaskachamber.com

WEBSITE
www.alaskachamber.com

2017 Alaska Business Week

Alaska Business Week (ABW) is a 501(c)(3) organization that runs one-week programs where high school students learn the basics of business and leadership by simulating a workplace environment. Students role-play as industry professionals and utilize the help of business leaders to solve real world problems. The objective of these programs is to give students a deeper understanding on how business works and why it is important to their future. Many students arrive intrigued by the idea of business and becoming an entrepreneur or business professional but are unsure how to reach their goals. After completing the week, participants had a better understanding of business, and are excited and ready to take the next step to making their goals a reality. ABW has seen students complete the program and become business owners, some even before they graduate high school. Students earn 1 college credit for successfully completing the program.

In 2017, ABW was able to expand our reach and run two programs, our annual statewide program that ran at Alaska Pacific University in Anchorage from July 15 - 22 and a new Mat-Su program that ran at Palmer High School in Palmer from July 31 - August 4. We had a total of 66 students attend the 2017 programs.

Both programs were a resounding success. Participants were split into competing groups (simulated companies) and each was provided a Company Advisor. The Company Advisors are volunteers from the business community, donating their week to participate in the program.

Companies have two major projects, an eight-quarter business simulation and developing a new product or service. On the final day of the program ABW invited judges to participate in two events, the stockholder presentation and tradeshow. In the stockholders presentation, companies presented an overview of the business simulation and how their decisions affected results. Judges acted as the teams' stockholders and scored teams on professionalism, organization, business savvy, teamwork and visual material. After the stockholders presentation judges change roles and become investors for the tradeshow. At the tradeshow, each company markets their product to investors. Judges invest in the most compelling products and most promising management teams, and the company with the most investment wins the tradeshow event.



Statewide Program - Alaska Pacific University



Mat-Su Program - Palmer High School

Thank You 2017 Alaska Business Week Sponsors!



Welcome New Members

Alaska Department of Commerce, Community and Economic Development

Housed within Alaska Department of Commerce, Community, and Economic Development, the Division of Economic Development supports the growth and diversification of Alaska's

economy through policy, promotion, financing, and business assistance. Visit them online at commerce.alaska.gov/web/ded.

BMW of Anchorage and MINI of Anchorage

BMW of Anchorage joined the Lithia Motors family of

dealerships in October 2004 after being acquired from Stepp Brothers, Inc. MINI of Anchorage opened in April 2013 after a groundbreaking ceremony that marked the end of the epic MINI Major Road Trip from Portland, OR. Whether you're in the market for The Ultimate Driving

Machine or a MINI, these dealers feature a wide selection of new and preowned vehicles. Visit BMW of Anchorage at bmwofanchorage.com or MINI of Anchorage at minianchorage.com.

Confluence Strategies

Based in Anchorage, Confluence Strategies is a government affairs agency focused on comprehensive and individually tailored strategies to meet the diverse need of their clientele.

David Parish & Associates

Located in Juneau, David Parish & Associates is an independent government relations consultant and lobbyist, with offices in Anchorage and Juneau, Alaska. Their clients range from resource industries, engineering and construction, and health-care firms to programs for autism and developmental disabilities, teen suicide and child abuse prevention, youth tobacco and marijuana prevention, and public broadcasting.

DenaliTEK, Inc.

Save time and money with DenaliTEK, Inc.'s managed services, network solutions, IT support and more. From cloud services to data backup, DenaliTEK, Inc. is ready to team up with you and your company for expert support. Visit them online at denalitek.com.

Gillespie & Associates

Gillespie & Associates is a governmental affairs and lobbying firm. Homegrown Alaskan attorney Ray Gillespie is former Chief of Staff and Legislative Director in the Governor's office, and has 25 years as principal at lobbying and governmental affairs firm, Gillespie & Associates. Visit them online at raygillespieandassociates.com.

Homer Real Estate Associates

Since 1985, Broker Angie Newby of Homer Real Estate Associates has worked with Buyers and Sellers in over 1,000 residential, commercial and land transactions in the Homer area. Visit them online at homerrealestate.com.

McKinley Capital Management, LLC

McKinley Capital Management, LLC is a privately-held investment adviser specializing in global and international growth equity strategies. They provide traditional, alternative and customized solutions for our worldwide clients. Their team employs an entirely unique blend of both an advanced, proprietary systematic process — which identifies market inefficiencies in over 50,000 securities across more than 100 countries — and humanistic, qualitative overlay. Visit them online at mckinleycapital.com.

Outlook Law, LLC

Outlook Law, LLC is a law firm that specializes in Government Contracting, as well as the Small Business Administration Programs. The driving principle of Outlook Law is to responsively perform excellent legal work focusing on Government Contracting as well as the Small Business Administration Programs. Visit them online at outlooklaw.com.

White's Inc.

White's Inc. promotes and maintains the emotional and physical wellness while living locally. In 2013, White's Inc. expanded to include Seasons Cards & Gifts and Harry's Custom Services. Visit them online at whitesalaska.com.

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First National is our first choice to meet today's challenge and make the most of tomorrow's opportunity.”

— Janeece Higgins, President, Alaska Rubber Group

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Janeece Higgins
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Outlook Law LLC is pleased to announce that



Christine Williams has been included in the 2018 Edition of *The Best Lawyers in America*. Since it was first published in 1983, *Best Lawyers* has become universally regarded as the definitive guide to legal excellence.

Best Lawyers has published their list for over three decades, earning the respect of the profession, the media, and the public as the most reliable, unbiased source of legal referrals. Its first international list was published in 2006 and since then has grown to provide lists in over 75 countries.

“For more than a third of the century,” says *Best Lawyers* CEO Steven Naifeh, “*Best Lawyers* has been the gold standard of excellence in the legal profession.” President Phil Greer adds, “We are extremely proud of that record and equally proud to acknowledge the accomplishments of these exceptional legal professionals.”

Lawyers on *The Best Lawyers in America* list are reviewed by their peers on the basis of professional expertise, and undergo an authentication process to make sure they are in current practice and in good standing. *The Best Lawyers in America* highlights the top 5 percent of practicing attorneys in the U.S. and is organized by state, city, and practice area for easy readability. The 2018 Edition is based on more than 7.4 million evaluations.

Williams was named to the *Best Lawyers* list in the field of Government Contracts.



Williams

Wealth creation, not taxes, is the solution to fiscal woes

By Curtis W. Thayer

Alaska Chamber President & CEO

The rumors swirling around about yet another special legislative session devoted to a broad-based tax are both troubling and wrong. This whole narrative, concept and belief coming out of Juneau that “we can tax ourselves into prosperity” is a shortsighted plan that in the long term is simply not sustainable.

Alaska is a wonderful state with abundant resources, vast amounts of wide-open spaces, pristine water and a global position of strategic and geographic importance. Instead of talking about taxes, new taxes and more taxes that will likely cause our economy to further constrict, we should be talking about plans, opportunities and incentives to create new wealth.

New wealth, not more taxes, is the only real answer to our state’s fiscal woes.

We’ve just experienced back-to-back special sessions that mark 2017 as the year with the most legislative days since statehood and not one of them was spent discussing a vision of hope and prosperity.

The concept of wealth creation was never even discussed let alone put on the table. Government seems to suck the creativity and entrepreneurial spirit out of the best of our elected officials.

That’s too bad. Because, now more than ever, we need big thinkers with the courage and vision to cut a sustainable path for our state’s economy and treasury by creating new wealth.

The concept of wealth creation was never even discussed let alone put on the table. Government seems to suck the creativity and entrepreneurial spirit out of the best of our elected officials. That’s too bad. Because, now more than ever, we need big thinkers with the courage and vision to cut a sustainable path for our state’s economy and treasury by creating new wealth.

New wealth can come in a variety of ways and from different sectors. Let’s talk about how to expedite getting the newfound North Slope oil into the pipeline and to market.

Let’s talk about what will it take to increase the activity in our oil fields — such as honoring our commitments on tax credits, create some tax stability, and truly being a committed and reliable partner.

Let’s talk about new and creative ways to expand and make more of our tourism — we have so much more to offer

than being just a “bucket list” destination. We also need to talk about our other natural resources — mining, fishing, and forestry and growing these sectors for the benefit of all Alaskans.

It’s time to wake up, roll up our sleeves and help develop the many opportunities right under our noses.

To continue the narrative about taxes, new taxes and more taxes without talking about capitalizing on new economic opportunities is a disservice to the working men and women of Alaska and to our future generations.

Some say we have a fiscal crisis, I say we have a fiscal challenge. I believe that the challenge is manageable and presents opportunity.

With the right vision and desire,

Alaska’s best days are still ahead of us. Our government needs to start thinking more like the private sector. It needs to learn how to live within its means and how to create new opportunity and wealth. It also means that sensible planning is a necessary element of success.

Senseless, conflicting goals need to better be vetted and thought through.

Our elected officials are good men and women. They just need to realize that we are facing a new dawn, with new challenges that require new, maybe outside the box thinking and innovative solutions.

They need to realize that we can’t tax ourselves into prosperity and instead we need to focus on creating a better, more prosperous Alaska by finding the means to creating new wealth.

Alaskans are a resilient people and are willing to meet challenges head on, overcome them and build a better economy for tomorrow and future generations. Together, we can create new wealth that will fill our state treasury, provide profits for our businesses while providing good meaningful jobs for our working men and women.

It’s time to change the narrative from one focused on taxes to one that is sustainable and create new wealth for Alaska.

Member Spotlight: Paragon Interior Construction

Paragon Interior Construction is distinguished as Alaska’s leader in manufactured interior construction since 2005.

Founders Lynn Barrett and Ken Prestegard have worked on interior design and interior construction projects for more than 30 years. Paragon is the Alaska Partner for DIRTT, or “Doing It Right This Time,” the leading manufacturer of interior construction in North America.

Paragon provides sustainable interior construction solutions to corporate, education, healthcare, retail, government and residential clients.

“We provide rapid, clean, sustainable solutions for interior buildouts,” Barrett says.

Paragon exemplifies versatility in delivering fast, affordable and environmentally responsible construction solutions. The key to DIRTT’s ability is using cutting edge software called ICE. It is an intelligent Java based 3D application that creates interactive environments in real time to design, envision, specify, price, and manufacture interiors.

ICE eliminates design misinterpretation, saving lead times and reducing unnecessary product waste. With ICE and DIRTT, what you see is what you get!

Labor is a huge cost savings. With conventional construction, labor comprises 70 percent of project costs, and material represents 30 percent. With DIRTT, labor is 30 percent while materials are 70 percent.

“With DIRTT, you are paying for a nicer fit and finish with upscale materials,” Prestegard says. “Imagine trying to build a commercial space and instead of sending a stream of construction workers, we send totally complete interiors that can be assembled in a fraction of the time.”

Because DIRTT’s solutions can be completely repurposed, there’s no greener option. Paragon’s projects entail fewer onsite workers with less disruption.

Additionally, for their corporate clients, the IRS considers DIRTT’s solution personal tangible property that can be depreciated over one to seven



PHOTO/COURTESY/PARAGON INTERIOR CONSTRUCTION

Last year Paragon Interior Construction built a Green Learning Center as a working showroom in its Anchorage location.

years compared to 39 years for conventional construction.

Paragon has completed environmentally conscious projects throughout Alaska. Last year they built their Green Learning Center (working showroom) in

its Anchorage location.

“It’s an opportunity to touch, see, and better understand the DIRTT solution,” Barrett says.

Paragon is dedicated to building better. Drywall is 101 years old, and the construction

industry has been building the same way for this amount of time.

Paragon can change this behavior using 21st century construction solutions that make a difference.

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Holland America hosts Member Appreciation Reception



Thank you to Holland America Line for hosting the Alaska Chamber's 2017 Member Appreciation Reception aboard the ms Amsterdam!

Updating Progress on Workers' Comp Reforms

By Ben Mulligan
Vice President, Alaska Chamber

It's September and the next regular legislative session is just four months away. With the Legislature finally back at home from the lengthiest stay in Juneau they've ever had since statehood, and given a time to decompress, its now time to start planning for the 2018 legislative session.

Thanks to the hard work of Senator Cathy Giessel, her staff, the Workers' Compensation Committee of Alaska, and our own workers' compensation committee we now have Senate Bill 112, a comprehensive reform package for our failing workers' compensation system.

Now we need businesses across Alaska to step up and tell the Legislature their experiences with Alaska's broken workers' compensation system.

After discussions with Senator Giessel we decided that introducing the bill at the end of the regular legislative session was the best way to proceed. This was meant to get the bill and our reform measures out into the public so there was the whole interim for folks to weigh in before the 2018 legislative session.

Now that we're getting close to fall, kids are going back to school, and Alaskans are taking their hunting trips, we are gearing up to prepare for the upcoming legislative session. What we need now more than ever is to have you, our members, come forward and share your experiences with workers'

compensation.

The Chamber will be spearheading the reform effort, but without our members and businesses across the state sharing their stories and experiences with legislators for the need for reform we can only get so far. We

all know our current system is broken, now we just need those firsthand stories to be told.

In these coming months, ahead of the Legislature convening back into legislative session in 2018 we will be reaching out to various parties to get

their thoughts on SB 112, and hopefully build consensus and support for the bill.

In the meantime hearing from our members with your support of this long-time Chamber priority along with any stories you may have would help us

immensely in the Chamber's efforts to get this legislation passed.

Ben Mulligan is the Vice President for the Alaska Chamber. He can be reached by phone at (907) 278-2729 or by email at bmulligan@alaskachamber.com.

Member Milestones



The Alaska Chamber would like to recognize the following Chamber investors celebrating milestone anniversaries during the third quarter. We appreciate their ongoing commitment to Alaska and their investment in the Chamber – together we are the voice of Alaska business!

55 YEARS

Greater Palmer Chamber of Commerce

40 YEARS

Kenworth Alaska

Tok Chamber of Commerce

35 YEARS

Alaska Dispatch News

KTUU-TV

Sealaska Corporation - Haa Aani

25 YEARS

Juneau Convention & Visitors Bureau

15 YEARS

The Alaska Club

The Wilson Agency, LLC

True North Federal Credit Union

10 YEARS

Midas Alaska

University of Alaska - Chugiak-Eagle

River Campus

5 YEARS

City of Valdez

Shee Atika, Incorporated

The Lakefront Anchorage

Toy Industry Association

Verizon Wireless

1 YEAR

Alaska Marine Coatings, LLC

Armstrong Energy, LLC

BlueCrest Energy

Bristol Bay Borough Chamber of Commerce

Juneau Economic Development Council

Juneau Hydropower, Inc.

Mical Kupke, MD/MPH

Millrock Resources, Inc.

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