



BUSINESS to BUSINESS

ALASKA CHAMBER

NOVEMBER 2017

Alaska Chamber business award winners revealed



PHOTOS/FRANK FLAVIN

CLOCKWISE FROM TOP: Northrim Bank President Joe Beedle received the William A. Egan Outstanding Alaskan of the Year Award. Alongside him from left to right are outgoing Alaska Chamber Chair Casey Sullivan, new Chamber Chair Cory Baggen and Chamber President Curtis Thayer. Denali Brewing Co. owner Sassan Mossanen received the Bill Bivin Small Business of the Year Award. The Sitka Chamber of Commerce was named the Local Chamber of the Year. Caroline Higgins, who served as Chamber Chair from 2009-10, received the inaugural Chairman's Award for her service to the Alaska Chamber.

The Alaska Chamber announced winners of its 2017 Top Business Awards. The awards were presented during the Chamber's annual Top Business Awards Gala held on Wednesday, October 11 at the Harrigan Centennial Hall in Sitka, Alaska in front of about 150 attendees.

Each year the 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.

In addition to the annual top three business awards, the Chamber assigned several special recognitions, including the North Star Award.

William A. Egan Outstanding Alaskan of the Year

Joe Beedle received 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.

Beedle is a lifelong Alaskan from Juneau, serving as Chairman for Northrim BanCorp, Inc. His readiness to engage on important topics extends beyond his 30-year professional career.

He is a steady, reassuring presence on boards and commissions and a tireless advocate for Alaskans and a strong Alaska economy.

Bill Bivin Small Business of the Year

Denali Brewing Company and owner Sassan Mos-

sanen received the Bill Bivin Small Business of the Year award. Established in 1993, the award pays tribute to businesses that exemplify leadership, ethics, and organization.

Denali Brewing's incredible growth is fueled by Mossanen's passion for quality workmanship, clear communication and community involvement — personal traits that are reflected throughout the company. Denali Brewing is a model of the determination and sound judgment that drives Alaska's successful small companies.

Local Chamber of Commerce of the Year

The Greater Sitka Chamber of Commerce received the Local Chamber of Commerce of the Year award. The award recognizes consistent community involvement and excellent business reputation.

The Sitka Chamber excels at the traditional training, networking and seasonal events that communities rely on chambers to perform. Additionally, the organization takes a direct, hands-on roll in growing visitation and the tourism engine that drives the city economy.

North Star Award

The Chamber presents the North Star Award to an individual or organization in Alaska who actively develops and pursues the betterment of all Alaska residents. These individuals and organizations provide significant contributions to the future of the Great State of

Alaska.

The 2017 North Star was awarded posthumously to Dan Fauske in celebration of his lifetime of service to Alaska throughout our state.

Fauske served as the Chief Financial Officer and Chief Administrative Officer for Alaska's North Slope Borough before leading the Alaska Housing Finance Corporation and the Alaska Gasoline Development Corporations.

Fauske passed away this spring in April and will be sorely missed.

Chairman's Award

Caroline Higgins received the inaugural Chairman's Award, an acknowledgment of her steadfast and valued service to the Chamber.

Higgins revitalized the Chamber in her time as Chair in 2009 and 2010. She is an experienced, insightful, and a welcome presence at all levels of Chamber activity.

Please join the statewide members of the Chamber in recognizing each of the 2017 top business award winners.



Fauske

OUR VISION & MISSION

To be the leading voice advancing Alaska Business.

To promote a healthy business environment in Alaska.

From the President: Focus on taxes wrong for working Alaskans

By Curtis W. Thayer
Alaska Chamber President & CEO

In October we faced yet another special legislative session devoted to a broad-based tax that is both troubling and wrong. This whole narrative, concept and belief coming out of Juneau that “we can tax ourselves into prosperity” is a short-sighted 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 are experiencing multiple 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.



THAYER

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.

From the Chair: An honor to accept Chamber gavel in Sitka

By Cory Baggen
Board Chair, Alaska Chamber

Last month, in my hometown of Sitka, outgoing Alaska Chamber Board Chair Casey Sullivan graciously handed me an oversized gavel on stage at the Harrigan Centennial Hall. It was such an honor to have Casey present me with the gavel in front of my family, friends, and local business leaders.

I may have had fun with the moment, maybe even made light of it a bit, however my heart was filled with pride for our organization. To follow in the footsteps of a gentleman like Casey is going to be a tough — I have big shoes to fill.



BAGGEN

Over 25 years ago, I returned from college to work at Samson Tug & Barge. In my earliest days of working for my parents company, my father George Baggen asked me, how can we cut costs? I poured over the books and came up with what I thought was a genius

idea. We should drop our memberships to all the local and state Chambers of Commerce!

My father looked at me horrified. He told me, “We can do a lot of things, but we can’t do that.”

I must have looked crushed, because he explained to me. He said that if you’re in business you must belong to your Chambers of Commerce, otherwise you aren’t really a legitimate business.

I attended my first Alaska Chamber fall conference in Juneau that year and understood exactly what he meant. I am proud to say I have attended most state and local chamber functions ever since.

Speaking of events, what an amazing time we had in Sitka last month! The sun came out, and we not only had a great Forum, we had a chance to see whales, raptors, and bears.

I doubt anyone will forget listening to the Gubernatorial and Lt. Governor Candidates speak while having whales bubble feeding all around us. If you haven’t had a chance to check out the pictures on the Chamber’s Facebook page, I highly recommend you take a look.

A highlight of the Forum was our annual Top Business Awards. Congratulations to the winners; Joe Beedle, Denali Brewing Company, Dan Fauske and Caroline Higgins. Thank you to the staff and the local chamber of year, the Greater Sitka Chamber of Commerce, for putting on such a fantastic event.

Now and in the year ahead we have our work cut out for us. The legislators are back in session and

they are focused on crime. Crime prevention is a topic near and dear to my heart, but this is still a critical fiscal time for our state. We must have a sustainable state budget and development of our resources.

I grew up in the timber industry. It was hard to watch as most of my friends moved away when the mills shut down. Let’s not let this happen to our other industries.

There are several new oil projects coming on line that will create thousands of jobs and infuse billions into our economy. Let’s develop our resources, create jobs, and stimulate our economy.

A healthy workers’ compensation system is also an important piece of Alaska’s economic health. We’re working with Senator Cathy Giessel to pass a bill that reduces the cost of workers’ compensation.

As a small business owner, I can tell you what we have in place now isn’t working. I want to hear your stories.

Do you think your employees are getting the best recovery results in the nation? Shouldn’t they? We pay more than any state for this insurance. Let’s work together to reform workers’ compensation.

We have an outstanding board of directors, including a great team on your Executive Committee. In the coming year, I want to hear from our membership. Please don’t hesitate to contact me with your ideas or concerns.

Thank you for the trust you have put in me. Casey, thank you again for everything. I hope to see you all at the 2018 Legislative Fly-In Jan. 31-Feb. 1 in Juneau.

Alaska Business Week 2018

July 14 - 21, 2018
Alaska Pacific University
Anchorage, AK



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



BusinessWeek
ALASKA CHAMBER

For More Information Contact:
Andy Rogers, Executive Director
(907) 278-2744 or andy@alaskabusinessweek.com

Save the Date!

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 adds to its robust advocacy agenda

The Alaska Chamber has a firm foundation of policy positions it currently utilizes in its advocacy efforts in Juneau and Washington, D.C. Given that foundation, we only saw a few proposals submitted to add new policy positions to the Chamber's already comprehensive list. All of these proposals were passed successfully by the Chamber's membership at this year's Fall Forum in Sitka.

Support a sustainable funding model for Alaska Tourism Marketing: An Alaska Tourism Improvement District

Brought to us from the Alaska Tourism Industry Association, their proposal sought the Chamber's support in the Legislature to enact a new funding model for Alaska tourism marketing into law. With the State's current fiscal situation, the Legislature has continued to cut funding from the marketing budget, so they directed the tourism industry to bring forth a sustainable funding model for their marketing efforts that would be paid into by the tourism industry itself.



PHOTO/FRANK FLAVIN

The Chamber held its annual Policy Forum Oct. 12 in Sitka to establish its 2018 priorities and positions.

Support the Iditarod Trail Committee in its efforts to preserve the rich tradition and future of the Alaska sled dog, mushing, and the Iditarod Trail Sled Dog Race

The next proposal passed by the Chamber's members was introduced by the Iditarod Trail Committee. They successfully sought the Chamber's support for Alaska

sled dog mushing and the Iditarod trail race itself. The Iditarod and mushing have been under constant attack by certain groups who seek to end this historic activity. The Iditarod Sled Dog Race brings in more than \$12 million in economic impact to the state, and for many communities it is a sorely needed injection to their local economies.

Support policies that encourage and protect Food Freedom in Alaska

The last proposal passed by the Chamber membership was brought forward by the Fairbanks Chamber of Commerce on behalf of the growing farmers market community. Many current laws and regulations are proving to be onerous on the small-scale agriculture industry.

Food security has been a constant concern for Alaska, who receives an overwhelming proportion of their food from outside. While food safety is important, it must be done in a way that protects consumers but doesn't squash a burgeoning industry that has a positive impact to Alaska's food security and to its economy.

As any of these issues come to the forefront staff at the Chamber have clear direction from its members on how to proceed, and will do so when called upon.

A complete list of the Chamber's 2018 priorities and positions is available online at alaskachamber.com under "Advocacy."

A look ahead to the 2018 Legislative Session

The 2018 legislative session is right around the corner, and it's worth starting to look ahead to January. Technically the issues that began with the 2017 legislative session are still ongoing.

The Legislature just beat its record for most days in session at now on their 198th day with a crime bill and a payroll tax bill on the call. The previous record was set in 2006 when Gov. Frank Murkowski held special sessions on his efforts to build a natural gas pipeline that was proposed to run from the North Slope to the Lower 48.

An issue we hope has been laid to rest is any further changes to Alaska's oil and gas tax structure. The Legislature once again passed changes to the State's oil and gas taxes, the seventh such change in 11 years, during the second legislative special session.

We have heard some talk about legislators not completely happy with the results of House Bill 111 may try to introduce legislation to make further changes. Given the time and effort it took to pass HB 111 it seems doubtful the Legislature has the stomach to do it again two years in a row.

Passing a solution to Alaska's

fiscal situation still eludes the Legislature. In the last couple of years there have been a multitude of bills introduced by the Governor and the Legislature seeking to deal with this issue.

Even when pieces of either bodies' plans were seemingly agreed to, they were in one way or another held hostage for the rest of a body's fiscal plan package. Bills that would utilize a portion of the earnings reserve from the Permanent Fund and a motor fuel tax, while spoke positively by all parties never passed the Legislature.

In the case of using a portion of the earnings reserve would take a major bite out of our budget deficit we're currently experiencing.

An Alaska Chamber priority that will be actively pursued in the upcoming legislative session will be workers' compensation reform. We're gearing up by reaching out to various individuals, organizations, and businesses as part of our process.

Senator Cathy Giessel as the sponsor of Senate Bill 112 has taken an appreciated hands-on approach and has given presentations to interested groups already. As you read this we contin-

ue to reach out, garner support, and address any questions or concerns that people may have.

Now, what will we see from the Legislature and the governor during the 2018 legislative session? You can expect to see 50 of the 60 legislators and the governor trying to position themselves in favorable positions as they all

start campaigning.

There's been a lot of talk about whether they will be willing to take up the difficult issues considering it'll be a campaign year, but given the circumstances some issues will need to be resolved.

During overview hearings during the most recent legisla-

tive special session we learned that the anticipated budget deficit for the 2019 fiscal year will be roughly \$2.8 billion, but currently the State only has \$2.5 billion in the Constitutional Budget Reserve.

We will have to wait and see how they choose to address the issue.

Welcome New Members

International Seafoods of Alaska, Inc.

International Seafoods of Alaska, Inc. (ISA) was founded in 1978 in Kodiak, Alaska with a vision toward better and more complete utilization of the bountiful ocean resources that populate the vast Gulf of Alaska. Visit them online at isa-ak.com.

L'element Studio

Owner, artisan jeweler, and instructor Shauresia Moore started L'element Studio in an effort to provide beautiful quality artisan jewelry. All items are designed and handmade here in Anchorage, Alaska. Visit L'element Studio online at squareup.com/store/lelement-studio.

Little Italy Restaurant

Located in South Anchorage, Little Italy Restaurant is a family-run Italian and Greek restaurant. Free delivery and catering available. Visit them online at littleitalyalaska.com.

Ompa, Inc.

Ompa, Inc. manages businesses and trusts that primarily own real estate. Its owners are interested in new investment opportunities in Anchorage and Homer with a focus on real estate, as well as technology and community-focused companies.

1 First National Bank ALASKA MEMBER FDIC

We believe in Alaska business



Jenny Mahlen
Vice President

In Alaska, there's no such thing as "business as usual." From permafrost to daunting logistics and a changing economy, Alaska businesses face unique challenges.

Hard work, commitment, innovation. These are the hallmarks of Alaska business.

First National Bank Alaska began as a small community business. We're local bankers who understand your business and what it takes to succeed.

Learn how local knowledge and experience make the difference. Call 907-777-4362 or 1-800-856-4362.





FNBAAlaska.com
LEADER NMLS# 640297
We Believe in Alaska

2017 Alaska Chamber Fall Forum a success in spectacular Sitka



1



2



PHOTOS/FRANK FLAVIN
FROM TOP: 1. New Chamber Board members attend an orientation facilitated by David K. Aaker, IOM, a faculty member of the U.S. Chamber of Commerce Institute. 2. A Planes, Trains, and Ships panel reflects on the positive impact tourism has on Alaska's economy. 3. Wayne Westlake, President and CEO of NANA Regional Corporation, presents on the integral role Alaska Native Corporation's play in Alaska's economy. 4. Senator Dan Sullivan receives the U.S. Chamber of Commerce's Spirit of Enterprise award in recognition of his pro-growth pro-jobs policies. 5. Joe Beedle of Northrim Bank captures the tail of a Humpback Whale as it breaches the water. 6. Ryan Binkley, new co-publisher of the Alaska Dispatch News, reveals his vision for the future of the ADN. 7. Senator Cathy Giessal and Chuck Brady, President of the Workers' Compensation Committee of Alaska, share the Chamber's efforts to reform workers' compensation in Alaska.



6



7



3



PHOTOS/FRANK FLAVIN
TOP: Senator Sullivan holds a roundtable on federal tax reform to a packed house. BOTTOM: Gubernatorial candidates (back row): Scott Hawkins, Senator Charlie Huggins, Representative Mike Chenault and Governor Bill Walker. Lt. Governor candidates (front row): Lynn Gattis and Edie Grunwald.



5



4

The Alaska Chamber took over the recently renovated Harrigan Centennial Hall in Sitka, Alaska for its annual Fall Forum on October 10-12.

Under spectacular fall weather, nearly 150 Chamber members gathered to hear from business leaders and industry experts, recognize the top business award winners, discuss priorities for the coming year, and pass the torch from the outgoing Chamber Board Chair to the incoming Chair.

Kicking off the event was an Opening Reception and Ribbon Cutting at the newly opened Aspen Suites Hotel Sitka with special guest Senator Dan Sullivan and other dignitaries. During the reception, Senator Sullivan was presented with the U.S. Chamber of Commerce's Spirit of Enterprise award in recognition of his pro-growth pro-jobs policies he has advanced during his time in the Senate.

The following morning, Senator Sullivan kicked off the Forum with a business Roundtable on Federal Tax Reform. A top priority of his, Senator Sullivan sought input from business leaders around the state, as he prepares for the Senate debate this fall over changes to federal tax laws.

Attendees were then welcomed to Sitka by Senator Bert Stedman, Sitka Mayor Matthew Hunter and Rachel Roy, Executive Director of the Greater Sitka Chamber of Commerce.

During morning presentations a panel was held on one of the Chamber's top priorities, Workers' Compensation. Senator Cathy Giessal and Chuck Brady, President of the Workers' Compensation Committee of Alaska held a discussion on the Chamber's efforts to reform workers' compensation in Alaska.

The joint Chamber luncheon included a Washington, D.C. update from Senator Lisa Murkowski and keynote speaker Ryan Binkley, new co-publisher of the Alaska Dispatch News who shared his vision for the future of the ADN.

Concluding an afternoon of additional presentations, Ralph Samuels, Vice President of Government and Community Relations for Holland America Line led a Planes, Trains and Ships panel that reflected on the positive impact tourism is having on Alaska's economy.

On the final day following Policy Forum, a Gubernatorial and Lt. Governor Candidate forum was held onboard an Allen Marine Tours catamaran. While cruising Crescent Bay, Chamber members heard from candidates and enjoyed whale watching in the beautiful calm waters of the bay.

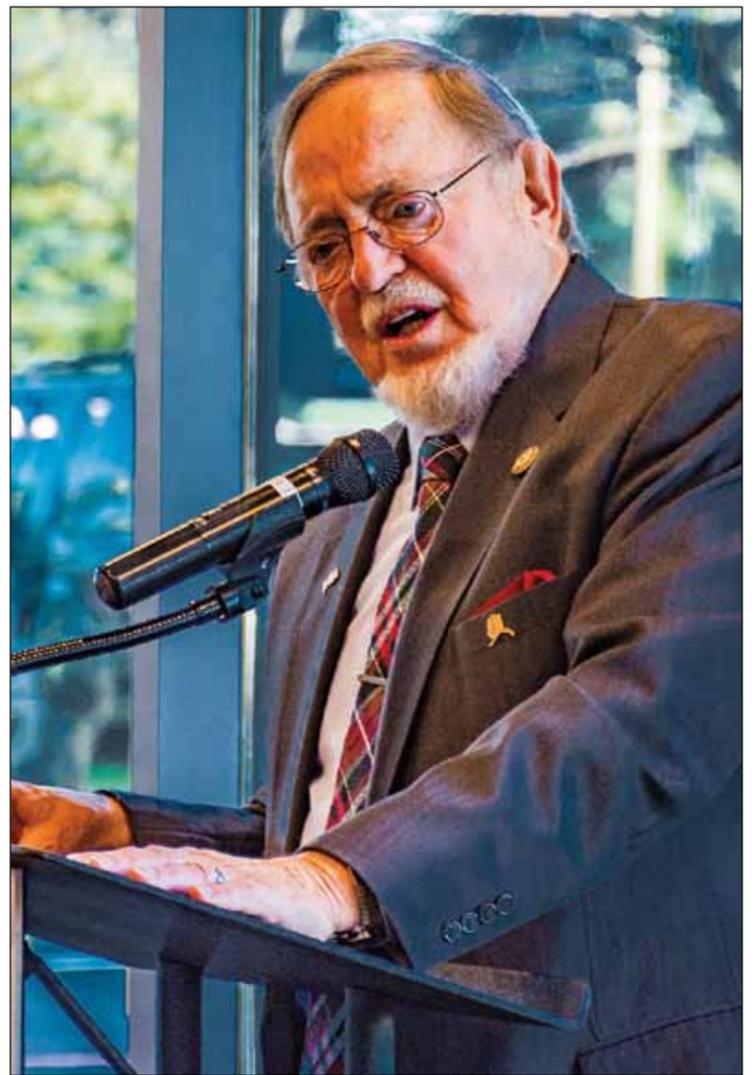
Member Milestones



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

15 YEARS James W. Mendenhall, P.E.	Fluor Alaska Inc. Kenaitze Indian Tribe Rowan Pacific Rim Decorators
10 YEARS Advanced Supply Chain International CLIA Alaska Greater Whittier Chamber of Commerce	1YEAR Alaska Department of Labor and Workforce Development Aspen Hotels of Alaska Denali Chamber of Commerce Kanady Chiropractic Center Land's End Resort Northern Oilfield Services Inc. OptimERA Inc. Senator Bert Stedman
5 YEARS 811 Alaska Digline, Inc. Alaska Sales & Service Alaska SeaLife Center	

Rep. Young gives update on what's happening in DC



PHOTO/FRANK FLAVIN

CLOCKWISE FROM TOP: Congressman Don Young provides a Washington, D.C. update to members of the Alaska Chamber, the Alaska Miners Association, the Alaska Oil and Gas Association, the Alaska Support Industry Alliance, the Alaska Trucking Association and the Resource Development Council for Alaska. Congressman Young addresses nearly 100 attendees on legislative successes, regulatory reforms, and what to expect next. Following his D.C. update, luncheon guests enjoy a personal visit with Congressman Young. Anna Salick, Manager for the Northwest Region of the U.S. Chamber of Commerce, presents Congressman Young with the Spirit of Enterprise award in recognition of his consistently strong pro-business voting record in Congress.

ALASKA CHAMBER STAFF

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

Ben Mulligan
VICE PRESIDENT
bmulligan@alaskachamber.com

Pete Nolan
DIRECTOR OF MEMBER SERVICES
pnolan@alaskachamber.com

Crystal Norman
EXECUTIVE ADMINISTRATIVE ASSISTANT
cnorman@alaskachamber.com

Brandy Dixon
COMMUNICATIONS & EVENTS DIRECTOR
bdixon@alaskachamber.com

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

EMAIL
info@alaskachamber.com

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

WEBSITE
www.alaskachamber.com



THANK YOU 2017 ANNUAL LEAD SPONSORS

DENALI



GOLD



SILVER



BRONZE



PARTNER



Wells Fargo Works
for Small Business

WELLS
FARGO

Know your cash flow options.



We may be able to help you better manage your business finances.

With Wells Fargo small business resources, you'll have access to:

- Online tools and resources at wellsfargoworks.com that cover managing cash flow, operations, financing options, year-end tax strategies, and more.
- Information and support from a banker in your community.
- Innovative products, services, and programs.

Stop by and speak to a local banker today, or go to wellsfargo.com/appointments to schedule an appointment at a time that's most convenient for you.

Together we'll go far

