



BUSINESS to BUSINESS

ALASKA CHAMBER

MARCH
2018

Turnout turns up heat for Chamber members at annual Fly-In



ABOVE: Alaska Chamber members gather at the new William Seward statue for the traditional Fly-In group photo.
BELOW: Chamber members visit with Rep. Chris Birch in between legislative meetings at the Alaska State Capitol Building.

PHOTOS/FRANK FLAVIN

We hosted Alaska Chamber members in Juneau for our Legislative Fly-In and first quarter Board meeting in January. The annual two-day trip provides Chamber members a unique opportunity to build relationships and speak with the Governor and our members of the State House and Senate on how issues impact their business in Alaska.

Despite wind chill temperatures of -10 degrees on average, more than 80 Chamber members were on hand to promote the Chamber's priorities to legislators. We met with 55 different elected officials as advocates for Alaska's business community. In addition, we met with the Governor, as well as Commissioner Sheldon Fisher and Commissioner Mike Navarre.

We saw an increase in first time Fly-In attendees, and we would like to thank those first timers and Fly-In veterans who made the trip to Alaska's Capital City. Getting in front of our elected officials provides opportunities to advance the Chamber's priorities including support for reduction of spending to sustainable levels and reform of workers' compensation.

The Chamber continues to advocate for these issues daily and your voice provides a much-needed boost to those efforts.

Beyond our advocacy efforts, members heard from a variety of speakers. Sen. Cathy Giessel gave a presentation on Senate Bill 112, which will overhaul workers' compensation.

Sen. Natasha von Imhof iterated the need for a fiscal plan. The Senate Leadership gave us an inside prospective on the legislative

See Fly-in, Page 4

OUR VISION & MISSION

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

From the President: 65 years of fulfilling Alaska's potential

By Curtis W. Thayer

Alaska Chamber President & CEO

This year we celebrate the 65th anniversary of the Alaska Chamber. In those 65 years, we've seen our state blossom. Our population has more than doubled. Our natural resources are a fundamental component of world markets.

Even still, Alaska remains the idyllic representation of self-determination and the adventurous spirit of America's last frontier.

Growth is a difficult process — for a state as much as it is individually. The barriers erected in the path of progress are personal as often as they are technological limitations or geographic challenges. In Alaska, we've seen our fair share of developmental challenges.

Yet today — as it was on the eve of statehood — Alaska's greatest strength remains our potential. During the debate on Alaska statehood, Sen. James Murray of Montana said, "Alaska is possessed of vast natural resources. There is wealth in the seas around her, in her mineral-bearing mountains and subsoil, and in her broad forests."

We have more control of our future than at any point in our history. Regardless of how far we've come, our potential remains a siren call for investment as much as it is a mandate for action.

I find it so encouraging that despite everything we have



THAYER



accomplished, the size and scope of Alaska's potential far exceeds the promise that granted us admission as the 49th united state.

If you're not familiar with the Chamber's advocacy platform, take a quick read through the 2018 priorities and positions. These serve as a telling indicator of both how much Alaska has accomplished and how much we're still hungry to achieve.

This organization was established in 1953 as the "All Alaska Chamber" for the purpose of promoting commerce in the Alaska Territory. Then — as now — Alaskans supported the nation through taxation and resource development. In 1953, we had a voice in Washington, D.C., but a voice is not the same as a vote. As a state, we stand on more equal footing when working to secure permitting for development projects or establishing appropriate regulatory and taxation programs.

We have all the tools necessary to unlock Alaska's enviable potential. What we need now, is the will and leadership to find our path forward.

John F. Kennedy spoke of the magnetic pull of Alaska. On November 10, 1958, he told a packed crowd in Juneau's

Gross Alaska Theater that the wisest thing the 85th Congress did was to admit Alaska into the union as an asset. Alaska was the missing piece that would solve the national and international needs of the entire nation.

Kennedy spoke of the quality of the Alaska people, of the hope for opportunity that only a young state so rich in resources might provide, and of determination to build security for our state and residents. He iterated a need for airports, highways and transportation systems that resonates as powerfully today as it did in the 1950s. And he spoke as well of the national importance of energy infrastructure in Alaska.

And if you think that doubt, uncertainty and partisan bickering are crippling the public process today, read through some transcripts from the early and mid-twentieth century.

We are, if anything, more inclusive, more compassionate, and more willing to compromise than at most points in American history. Even though it often appears that we are so very deeply divided.

The Chamber's 65-year history mirrors the pragmatic determination of Alaska's development as a state. Our economic needs have matured more than they have changed, as has the Chamber. In 1953, businesses throughout the territory banded together to advance the well-being of all Alaska. Thank you for lending your strength to that effort.

And here's to another 65-years of growth.

From the Chair: Take advantage of opportunities to participate

By Cory Baggen

Board Chair, Alaska Chamber

As I sit here in Sitka, watching the snowfall, I feel a sense of excitement about Alaska's future. I am feeling hopeful and energized about the direction we are headed.

The past few years have been a struggle for many Alaskans, including for my own company headquartered here in Sitka. It has been frustrating to watch my friends move south, my children leave town, and the opportunities seeming to shrink all around us.

Now with all the exciting news — new oil discoveries, continued efforts on behalf of a gas line, the Arctic National Wildlife Refuge opening for resource development, work on the Tongass roadless exemption, and even finally a road to King Cove! — I feel a great sense of hope welling around me, and it feels great!

This January in Juneau I was surrounded by some of the most inspirational and dedicated Alaskans I know. Alaska Chamber members, 83 of us in all, banded together at the Chamber's annual Legislative Fly-In.

Our goal was to present our legislators the Chamber's priorities in a clear, loud voice. We told our representatives that we want to see the footprint of State government reduced, we want to see a restructuring of the Permanent Fund, we want a fiscal plan that balances the budget, and we want Workers' Compensation reformed — and we want to help accomplish all of these priorities.

We had 57 of our board members in attendance at our January board meeting. I want to thank each one of you for your dedication to the Chamber's mission of promoting a healthy

business environment in Alaska.

Your active participation matters! I want to thank our member companies that support these board members participation. I also want to thank the sponsors that underwrite our events and make it possible for us to be the leading voice advancing Alaska Business.



BAGGEN

This is going to be a busy year, but we can really make a difference if we all work together. We need to work hard and smart if we are going to make progress on Workers' Compensation reform. If you haven't yet, please contact Sen. Cathy Giessel and thank her for carrying the torch on Senate Bill 112, and for all the work she has done with the Chamber.

We all need to take a moment to contact the members of the Senate Labor and Commerce Committee, Chaired by Sen. Mia Costello, and let them know that Workers' Compensation reform is important to us, our businesses and to the State of Alaska. Write a letter, make a phone call or stop by, whatever is best for you. Only by uniting will we move this priority forward.

We have several exciting events coming up over the next few months. We will be in Valdez on June 12-14 for our annual Community Outreach Trip. Nearly every year, as a part of our annual outreach program the Chamber hosts a delegation of 35 to 40 members in a select Alaska community with the intent of showcasing the economic drivers in that community.

The Community Outreach Trip provides Chamber members the opportunity to interact with communities across the state and meet other members and new business partners in a fun, educational, and productive environ-

ment. Consider joining us this year!

Alaska Business Week (ABW) will be held on July 14-21 in Anchorage at the Alaska Pacific University. ABW teaches Alaska high school students the basic principles of private sector business and important leadership skills they need for success after high school.

You could join in the fun as a company advisor, volunteer, or register a high school student to participate. For more information

contact Andy Rogers at andy@alaskabusinessweek.com.

I hope you will consider joining me in participating in these events. These are great opportunities for networking with your fellow Chamber members and forging new relationships.

Stay involved, stay active, and together we will be the leading voice that advances Alaska business!

Save the Date Plan to Participate!

2018 Community Outreach Trip

June 12-14
Valdez

2018 Member Appreciation Reception

July 23
Anchorage

2018 Alaska Business Week

July 14-21
Anchorage
July 30-August 3
Mat-Su

2018 Fall Forum

October 23-25
Fairbanks

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



Explore Valdez

...with your fellow Alaska Chamber members!

Save the date to connect with your fellow Alaska Chamber members in Valdez, Alaska for our **2018 Community Outreach Trip on June 12-14**. Space will be limited. Watch for registration and sponsorship opportunities at alaskachamber.com.

Enroll your teen in business bootcamp



Registration for the statewide and Mat-Su regional Alaska Business Week (ABW) camps is open and available at alaskabusinessweek.com.

ABW is a fun, intensive entrepreneurship experience for Alaska high school students. ABW runs one-week programs teaching Alaskan high school students the basics of business, leadership, and entrepreneurship. Participants compete as teams in a dynamic business simulation with the guidance of adult mentors from the business community. After completing the program, students have a competitive edge on workplace readiness, college preparation, and overall life success.

2017 was a year of firsts for ABW, and we plan to build on those unique successes to make 2018 our largest, most inclusive, and most productive year ever.

For the first time ever, ABW conducted multiple programs in a single calendar year. In addition to our traditional, on-campus experience, we hosted our first daytime-only program last fall in the Mat-Su. We also hosted our first in-school program in December at Steller Secondary School



in Anchorage. These programs combined with our traditional weeklong, statewide summer program to make for our largest annual reach yet.

The ABW curriculum was delivered to 80 high school students in 2017, a new record for the program. Specifically, we hosted 42 students at APU, 24 students at Mat-Su, and 14 students at Steller. ABW plans to continue each of these camp offerings in 2018. Additionally, ABW is working to identify a rural community that can gather community support — in the form of adult mentors and modest funding — for the first ever rural ABW program.

Help us break the 100-student barrier in 2018! If you know of an entrepreneurial high school student, or have coworkers with teenaged children, send them our way. Or better yet, sponsor them with an ABW scholarship.

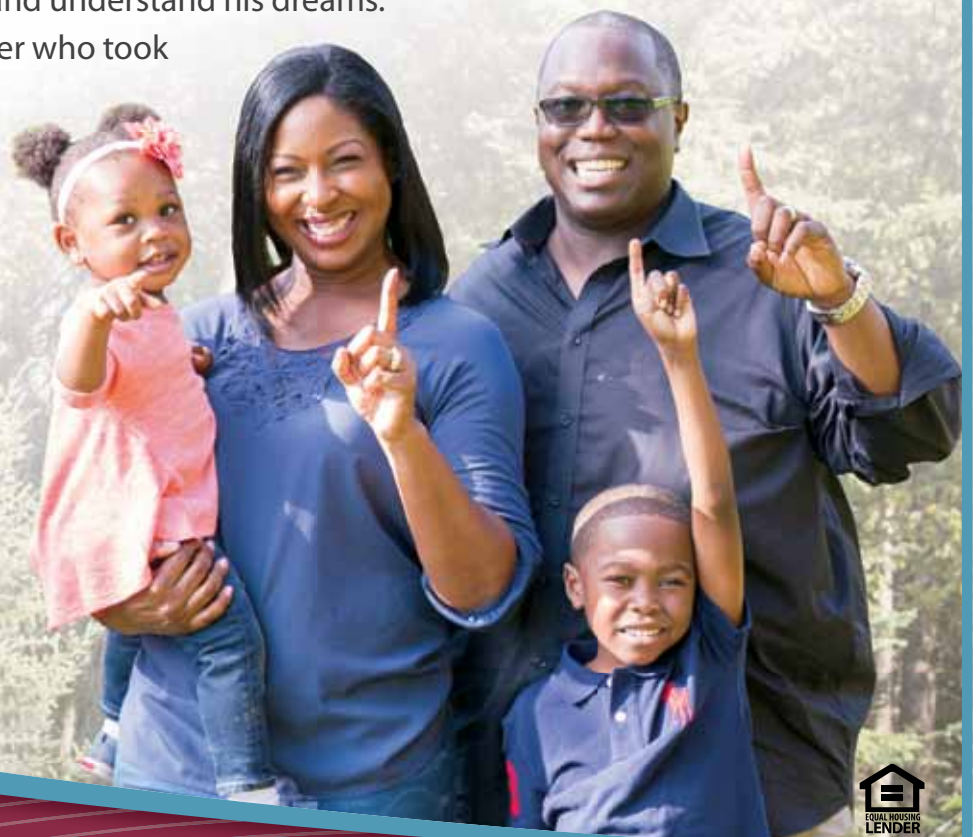
ABW's entrepreneurship education is entirely funded by the business community. Contact Andy Rogers at (907) 278-2744 or andy@alaskabusinessweek.com for program information and sponsorship or scholarship opportunities.

“ONE BANK SHARED MY VISION
One bank believed in me.”

When Dr. Christopher Gay wanted to start his own practice, he looked for a local expert who would go the extra mile to learn about his business and understand his dreams. He found Melissa Reiser, a First National community banker who took time to understand his business and help him succeed.

We believe banking is more than a series of transactions. From business startups and home loans to lines-of-credit and online banking, talk to a First National community banker and discover how you can get the most out of life in the Last Frontier.

For us, banking has always been about people and helping Alaskans succeed. For the rest of Dr. Gay's story, visit FNBAAlaska.com



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We Believe in Alaska



NMLS# 640297

Chamber members make voices heard



PHOTOS/FRANK FLAVIN
1. Alaska Permanent Fund Corporation CEO Angela Rodell shares APFC's global investment strategy that has provided record returns for Alaska. In FY17 the Fund generated \$6.8 billion in revenue, which based on 252 trading days is equal to \$27 million a day. **2.** Chamber members meet with Revenue Commissioner Sheldon Fisher and Commerce Commissioner Mike Navarre. **3.** From left to right: Eric Eriksen, President/GM, AEL&P; Markos Sheer, Attorney at Law; Cory Baggen, Vice President, Samson Tug & Barge; Senator Bert Stedman; and Dan Clark, VP Strategy & Commercial, ConocoPhillips, Alaska. **4.** From left to right: Curtis W. Thayer, President and CEO, Alaska Chamber; Julie Taylor, CEO, Alaska Regional Hospital; Senator Cathy Giessel; and Sinclair Wilt, Vice President, Westward Seafoods, Inc.



Fly-In: Continued from Page 3

session. Alaska Permanent Fund Corporation CEO Angela Rodell shared the work that the APFC does in managing the state's oil and gas revenues. Our keynote speaker Anchorage Daily News provided us a candid look at bias in the media. Once again, we would like to thank the sponsors and make this year's Fly-In a great success. It has been possible without the support of the Alaska Chamber of Commerce, our sponsors, and elected officials. Without our Fly-In sponsors we could not have done this. We'd like to thank ExxonMobil, ConocoPhillips, Arctic Slope Regional Corporation, Matson, BP, Capital of Alaska, Microcom, Samson Tug & Barge, The Alaska, Holland America Line and Alaska Airlines, Pebble Partnership, Usibello, and the Brewing Company!

heard at annual Legislative Fly-In

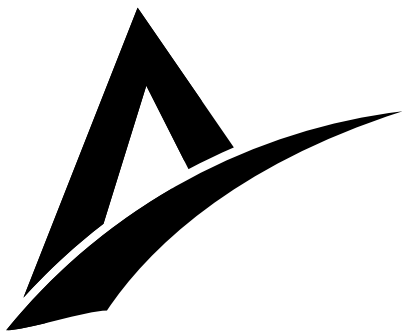


PHOTOS/FRANK FLAVIN
5. During a joint luncheon with the Greater Juneau Chamber of Commerce, Ryan Binkley, Co-owner and CEO of the Anchorage Daily News, led an engaging keynote on bias and how it works in media. 6. From left to right: Bob Maier, Executive Director, Alaska Manufactured Housing Association; Senator Natasha von Imhof; and Dirk White, President, White's Inc.

page 1
rp. CEO Angela Rodell presented on management of the Permanent Fund. Daily News Co-Publisher Ryan Binkley the media.
ank all those who were able to attend success. This two-day event would not ort of the Greater Juneau Chamber of ed officials.
ouldn't have put on such a great event. onocoPhillips Alaska, Hecla Greens airlines, Greater Juneau Chamber of fice, Binkley Company, CLIA Alaska, e Alaska Committee, TOTE Maritime Princess Cruises, Wells Fargo, Doyon lli Coal Mine, Inc., and the Alaskan

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!

10 YEARS

Home Instead Senior Care
Matanuska Electric Association

1 YEAR

Alaska Telephone Association
Avitus Group
Big Lake Chamber of Commerce
Five Element Acupuncture
Gina Bosnakis & Associates
Haines Chamber of Commerce
Lyft
OTW Transportation
Philips Publishing Group
RISQ Consulting (formerly Insurance Brokers of Alaska)
TDX / Tanadgusix Corporation

5 YEARS

Bickford Pacific Group
Denali Alaskan Federal Credit Union
Hilcorp Alaska LLC
Power Systems & Supplies of Alaska
Yukon Chamber of Commerce

Workers' Comp: A renewed effort

By Ben Mulligan

Vice President, Alaska Chamber

Now is a crucial time in the Alaska Chamber's efforts to get meaningful workers' compensation reform moving through the legislative process. The legislative session is already halfway over and there's still a lot of work to be done.

It wasn't that long ago when Sen. Cathy Giessel agreed to be our champion and introduced Senate Bill 112. The language contained within that original version was everything we wanted to see as far as reform measures be enacted into law. That version represented the culmination of a lot of work done by Chamber members.

As we went through the interim and the beginning of the 2018 legislative session Senator Giessel and the Chamber met with stakeholders as well as local chambers of commerce to reach out on the bill and see what peo-



PHOTO/FRANK FLAVIN

Sen. Cathy Giessel testifies at a Senate Labor & Commerce Committee hearing on Senate Bill 112, which will reform workers' compensation.

ple were thinking. That process led to a Sponsor Substitute that was a reflection of those outreach efforts.

The bill's first committee hear-

ing was held on Thursday, Feb. 1 amid the Chamber's annual Legislative Fly-in. During that hearing Sen. Giessel and her staff provided a thorough presentation

on the legislation and the intent behind it. The Chamber had an excellent presence at the hearing with testimonies from Sinclair Wilt from Westward Seafoods,

Gary Strannigan from Liberty Mutual, Chuck Brady from the Arctic Slope Regional Corp., Michael Ferris from Alaska Enterprise Solutions, and Gena Warner from Alaska Airlines all in support of SB 112.

From that date on we've received push back from those that are benefiting from the current system saying that it works just fine, but we also heard from individuals during public testimony on the problems they are experiencing.

While the Chamber has been at the forefront of progressing comprehensive workers' compensation reform, we cannot do this alone. We need you, our members, to actively support Senator Giessel's efforts during this legislative session. Tell them about you and your business's experiences with the workers' compensation system. Your personalized stories can have a profound impact on legislators.

Welcome New Members

Alaska Rainforest Sanctuary

Located in Ketchikan, Alaska Rainforest Sanctuary (ARS) offers leisure activities and attractions for both visitors and residents. ARS is a 40-acre rainforest reserve that includes tall stands of spruce, hemlock and cedar trees with a forest floor saturated with mosses, wild flowers and a variety of berries. On-site experiences include walking an easily accessible half-mile trail in the Tongass, visiting the Alaska Raptor Center's aviary exhibits, watching a Native master totem-pole carver at work, and visiting a historic Alaska sawmill. Visit them online at alaskarainforest.com.

Blueprint Alaska

Located in Anchorage, Blueprint Alaska is a public affairs agency focusing on influencing public policy and opinions, building and maintaining relationships with the public, and finding common ground with stakeholders. Visit them online at blueprintak.com.

HDR Marine

Located in Seward, Alaska, HDR Marine is a full-service marine logistics company specializing in safe and reliable passenger-cargo transport in remote areas of Alaska. HDR offers highly experienced staff that adapts to Alaska's challenging environment and accommodates your unique marine needs. Visit them online at hdrmarine.com.

HR Solutions, LLC

HR Solutions, LLC Principal Owner and Consultant, Darci Ahlin-Stieren, brings 19 years of strategic human resource experience to her business.

A Certified Professional in Human Resources (PHR), Darci is committed to providing her clients with the best she has to offer, including her high degree of integrity, knowledge, and energy.

Pt Capital, LLC

A private equity firm with investment opportunities



Contact Pete Nolan at (907) 278-2733 or pnolan@alaskachamber.com

in the Arctic, including Alaska, Iceland, Greenland, and northern Canada, Pt Capital's portfolio consists of companies operating in multiple industries, such as remote housing, scrap metal recycling, tourism, and wireless telecommunications. Visit them online at ptcapital.com.

Matanuska Telephone Association, Inc.

Matanuska Telephone Association, Inc. (MTA) is the leading broadband technology company empowering its member-owners to live a connected life. MTA continues to pioneer economic development providing the infrastructure necessary for its communities to thrive and grow together well into the future. Visit them online mtasolutions.com.

Rep. Charisse Millett

A lifelong Alaskan, Representative Charisse Millett is a Republican representing District 25, Anchorage's

lower Hillside area. Representative Millett is a tireless advocate for responsible oil and gas exploration and production in the Arctic National Wildlife Refuge and Alaska's outer continental shelf and serves as an Executive Board Member on the Energy Council. Visit her online at charissemillett.com.

Taquan Air

Taquan Air, based in Ketchikan and established in 1977, is the proud operator of 11 Dehavilland beavers and 3 Dehavilland otters. Taquan Air provides scheduled services on a daily basis, on demand charters, and various tours throughout the Southeast region of Alaska. Being carriers of the Medallion Shield Safety program, they offer and operate under the highest set regulations ensuring your safety as our top priority. Visit them online taquanair.com.

TACOMA - PIERCE COUNTY CHAMBER

33RD ANNUAL
WASHINGTON TO WASHINGTON, D.C. CONFERENCE
MAY 6-9, 2018

Join our Northwest partners, the Tacoma-Pierce County Chamber of Commerce, in the nation's capital for their **33rd Annual Washington-To-Washington, D.C. Conference on May 6-9** on issues facing our regions. For more info email cthayer@alaskachamber.com.

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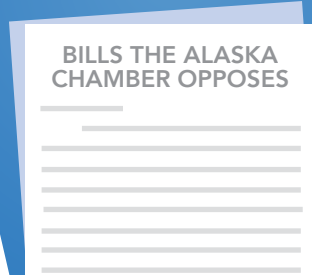
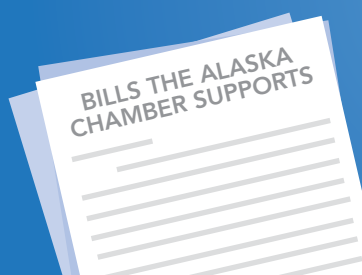
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LEGISLATIVE TRACKING

NEW!

BILLS WE'RE TRACKING



The Alaska Chamber is pleased to announce the introduction of **TrackBill** to its website, a bill tracking software that enables you to see the status of the bills the Chamber is supporting, opposing, and tracking in real-time. Through the "Sort by:" feature, bills can be viewed

by "Last Action" or by "Bill Number." Once in the bill, there are several links to view that provide greater detail. You can also share bills on social media. Stay up to date on all legislation pertinent to Alaska business. Take a spin today at alaskachamber.com/bills-were-tracking. ■

The value of Chamber membership

By Pete Nolan

Member Services Director, Alaska Chamber

When I am talking to business owners and people that I know I am frequently asked what the Alaska Chamber is and what we do. As the Member Services Director for over three years now I remember a time before I joined this organization that I asked the same questions. I was told that we advocate for business in Alaska both in Juneau and Washington D.C., we stand behind strong, pro-business legislation, and we work on issues that affect you. That was a good basic understanding of our mission but I needed to understand the value of membership.

In the following word's I hope that I can convey that value to you and I would hope that you would find optimism for the future of business in Alaska and the role the Chamber will play as we move forward.

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 our quarterly Business to Business newsletter, and providing listings in our annual membership directory and on our online directory. These are tangible benefits of membership — and they have value. But what makes your membership so valuable?

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. 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 united 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 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 Member Services Director for the Alaska Chamber. He can be reached by phone at (907) 278-2733 or by email at pnolan@alaskachamber.com.

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