



BUSINESS to BUSINESS

ALASKA CHAMBER

MARCH
2019

Farewell from the President: Achievements made together

By Curtis W. Thayer

By the time this publication hits inboxes, I will be fully immersed as the head of the Alaska Energy Authority. This is an exciting opportunity for me, leveraging my career-long experience with energy delivery and public-private partnerships for all of Alaska.

I move into this new role as a beneficiary of several milestone Alaska Chamber accomplishments, specifically with regards to reducing costs for Alaska companies. I don't claim credit for these achievements, but I am incredibly proud of our members, directors, and my team for the steps we've taken to advance the Chamber's mission in Alaska!

Over the past several years, I've used this column to introduce new initiatives and upcoming economic challenges. For this, my final President's Message, I want to acknowledge the Chamber's diverse, private-sector membership, and a talented staff for several long-fought and hard-won victories for Alaska business.

Specifically, I'm going to talk about chamber national accreditation, access to health care for Alaska small businesses, and comprehensive Workers' Compensation reform.

Chamber Accreditation

Accreditation is a certification program offered by the United States Chamber of Commerce. It is a grueling process that delves into every operational procedure and mission initiative of applying organizations. The Chamber team completed the application process in late 2018.

Chambers of commerce are only success-

ful in the accreditation process if able to demonstrate a long history of dedicated support for free enterprise principles and promotion of pro-growth policies at federal, state, and local levels. Chambers must also keep their own houses in order, with constant review, improvement, and promotion of strong business practices and recognition of leadership and outstanding contributions to the community.



THAYER

The Chamber will always stand ready as a shield against unforeseen obstacles or threats to Alaska business. We maintain the access, resources, and connections needed to protect the private sector from a variety of challenges.

I received word that our application moved through the Accreditation Board and was approved by the full board of the U.S. Chamber this month. There are over 7,000 Chambers in the country and less than half percent are accredited. Your chamber is one of the best in country.

On a personal note, we were complimented on a producing a strong accreditation application — a true testament to the health and efficacy of our pro-business voice in Alaska!

Alaska Chamber Health Plan

Speaking of voice, expect to hear a lot about a new option for small business health care in the coming months. The effort to extend health benefits to Alaska employers

through the Chamber goes back more than a decade.

Recent regulatory changes have finally made these association-based programs available, and we have leaped to make those effective, competitive options available for Alaska companies.

We have prepared an article dedicated to this exciting new plan (see page 3), and so I

workers' compensation system was failing our injured workers, it piled crippling costs on employers, and held us at a competitive disadvantage with the rest of the nation.

There were certainly moments of light over the years. The Chamber worked with former Representative Kurt Olson to affect several small, incremental improvements. Comprehensive reform, however, remained elusive.

That changed last year with the introduction of Senator Cathy Giessel's Senate Bill 112. The bill protects workers and employers with evidence-based treatment guidelines, reemployment benefits, and a streamlined dispute process.

It provides much-needed time frames for defining total, permanent and partial disability. And thankfully — finally — we have a bill that caps attorney fees.

A functioning workers' compensation system should provide protection for workers and employers.

There is a lot of work to be done, and we headed in the right direction.

The Chamber will always stand ready as a shield against unforeseen obstacles or threats to Alaska business. We maintain the access, resources, and connections needed to protect the private sector from a variety of challenges.

The Chamber must always remain vigilant. However, the accomplishments that I'm most proud in my time with the Chamber are our proactive initiatives controlling costs and increasing opportunity for Alaska companies.

Thank you for your partnership and support during my time as President, and I look forward too many more years of camaraderie as fellow members of the Chamber.

From the Chair: An exciting year lies ahead

By Cory Baggen

Board Chair, Alaska Chamber

This is going to be an eventful year for Alaska Chamber members. In this message, I get to thank Curtis W. Thayer for his incredibly successful service as Chamber president and CEO.

The next time we publish Business-to-Business, I'll be introducing you to an exciting new leader for Alaska's premiere business association. We also have a full advocacy agenda for the legislative session and some exciting programs and events coming up. One of them — the Alaska Chamber Health Plan (ACHP) — is a total game changer for small businesses!

Curtis finished a number of the Chamber's long-term projects. Our advocacy platform is strong. Business issues are moving even with contentious political and regulatory environments in Juneau and Washington. I've been proud of our Chamber for years, and now we have a national accreditation award in recognition of decades of free market excellence.



BAGGEN

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best time to sponsor a Chamber event.

Event sponsorship always pays dividends, but this year will be a great chance to introduce new, incoming members to the companies that make advocacy, networking, and now healthcare possible for Alaska businesses.

I was born and raised in Alaska, but Chamber events have

allowed me to see parts of the state that I might otherwise never have experienced. Naturally, our Legislative Fly-In is in Juneau to meet with lawmakers.

The annual conference moves around Alaska, but requires a venue large enough to host hundreds of business professionals. Our yearly Community Outreach Trip has no such constraints.

This year we will visit Denali, one of the most iconic locations in a state rich with iconic locations. Registration for these outreach trips is limited. Register early and join us May 21-23 in full view of the Great One at McKinley Chalet Resort.

The Chamber website hosts the full agenda and registration details. Chamber staff will also be able to help with sponsorship details.

May will be here before we know it, so sign up today and I hope to see you there!

I have had an eventful term as board chair. We've navigated important elections, tax initiatives, workers comp reform, and more. The board has been discussing a health care offering for long enough that I don't want to put it in print for fear of dating myself. Through all of that, Curtis has impressed me with a tireless work ethic and experienced advice.

You made it look easy, Curtis. From all of us at the Chamber, thank you for your service.

OUR VISION & MISSION

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

Welcome New Members

Alaska Interpreting Alliance, Inc.

An interpreter and woman-owned company, Alaska Interpreting Alliance, Inc. provides only professional, RID Nationally Certified Interpreters to fulfill your interpreting needs. Their services include on-site interpreting, video remote interpreting (VRI), training, consulting, mentoring, deaf language models, deaf education specialists, and more. Visit them online at alaskainterpretingalliance.com.

Alaska Policy Forum

Founded in 2008, Alaska Policy Forum's vision is an Alaska that continuously grows prosperity by maximizing individual opportunities and freedom. Their mission is to empower and educate Alaskans and policymakers by promoting policies that grow freedom for all. Visit them online at alaskapolicyforum.org.

Colville

With decades of experience delivering services in Alaska, the Colville group of oil field supply companies are well suited to provide the quality services you need on the North Slope. Arctic logistics are what they do, and Alaska's North Slope is where they live. Colville is both Alaska-based and a local North Slope owned and operated business. Visit them online at colvilleinc.com.

Copper Valley Telecom

For over 50 years, Copper Valley Telephone Cooperative (CVTC), dba Copper Valley Telecom, has proudly served the Valdez and Copper River Basin areas. They provide high-quality communication services including landline telephone for residents and businesses, calling features, long distance, high-speed Internet connectivity, and wireless voice and data. In addition, they provide high capacity special access services for businesses and telecommunication carriers over a fiber and microwave network. Visit them online at cvinternet.net.

Coastal Real Estate Group

Founded in 2010 with a new vision for real estate in Ketchikan, Coastal Real Estate Group is a top-selling group of Ketchikan realtors who came together to establish a company with customer service as its top priority. Combining more than 100 years of experience in the Ketchikan real estate market, Coastal Real Estate Group is taking real estate in Alaska to a higher level. Visit them online at coastalak.com.

Culmination Motorsports

Located in Anchorage, Culmination Motorsports specializes in European automobile service and restoration with an emphasis on restoration and service of Porsche 911, Porsche 356, and air-cooled Volkswagen cars. Whether it is a complete

restoration or basic service, you can be sure it will be completed with an exceptional level of quality and care. Visit them online at culminationmotorsports.com.

The Landing Hotel

Located in Ketchikan, Alaska, The Landing Hotel is conveniently situated across the street from the Alaska Marine Highway Ferry Terminal and the Tongass Narrows from the Ketchikan International Airport. Whether you're visiting Alaska's First City for business or pleasure, their accommodations ensure a relaxing, productive stay with home-style comforts. Visit them online at landinghotel.com.

Pruhs Corporation

Located in Anchorage, Alaska, Pruhs Corporation primarily operates in the concrete construction: roads, highways, sidewalks, etc. business / industry within the heavy Construction, except building construction, contractor sector.

Serlin Haley, LLP

Across the nation, officials at all levels of government are debating – and questioning – the role of business in society. Companies are under attack. Serlin Haley LLP is the voice of business in the political arena – not only in only one state capitol, but in statehouses and city halls across the nation. Visit them online at serlinhaley.com.

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!

35 YEARS

Allen Marine, Inc.
GCI

30 YEARS

Huna Totem Corporation
Trident Seafoods Corporation
UniSea

25 YEARS

United Fishermen of Alaska

15 YEARS

Alaska Commercial Fishing and
Agriculture Bank
Alaska Trucking Association
The Boeing Company

10 YEARS

AECOM
Microcom
MSI Communications

1 YEAR

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Clear Smiles Alaska
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Alaska Chamber Health Plan



Whether you're a family business, partnership, or the owner of a small company, you don't have to face the challenges of entrepreneurship alone. Building a network of partners is often the best way to accomplish a shared interest, and access to competitive health care benefits is something we can all get behind.

The Alaska Chamber Health Plan (ACHP) is an association health plan. These nationally available plans allow small businesses to band together to obtain health care coverage as if they were a single large employer.

On January 1, 2019 association health plans became available for chambers of commerce to offer as a member benefit. We've wasted no time in making this exciting new offering available for Alaska employers. These association plans allow the Alaska Chamber to negotiate better deals for our members when buying insurance — a big benefit for small business.

We've teamed up with RISQ Consulting and Premiera Blue Cross Blue Shield of Alaska to create this new member benefit. Expect to learn more about ACHP over the coming months as we publish video and print materials about the plan, and Chamber staff presents to local chambers around the state.

Open enrollment begins May 1 with policies effective July 1.

Below are some important facts and tips about ACHP.

- ACHP participation is available for businesses with 2 to 50 employees
 - Enrollment is available for Alaska Chamber members and/or members of a participating local Alaska chamber
 - ACHP participants have access to medical, dental, and vision coverage
 - Choose from three medical plans and two dental plans
 - Vision coverage is embedded in all plans
 - Competitive health care plans help Alaska businesses recruit and retain employees
 - Lower health care costs promote a healthy business environment in Alaska
- Learn more about ACHP online at www.alaskachamber.com/health.

Save the Date
Plan to Participate!
2019 Community Outreach Trip
May 21-23
Denali

2019 Fall Forum
October 22-24
Cordova

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

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COMMITMENT,
LEADERSHIP AND
ONE BANK
THAT BELIEVED IN US**

Bethel Native Corporation has grown from a \$10 million operation to a \$99 million enterprise while meeting the challenges of Alaska's ever-changing economy.

First National has helped Bethel Native Corporation succeed. We believe in strong leadership, clear vision and a firm commitment to growing Alaska's economy.

From custom loan structures and lines of credit to payroll disbursement and dividend pay-outs, First National is the one bank who can help your business sustain success every step of the way.

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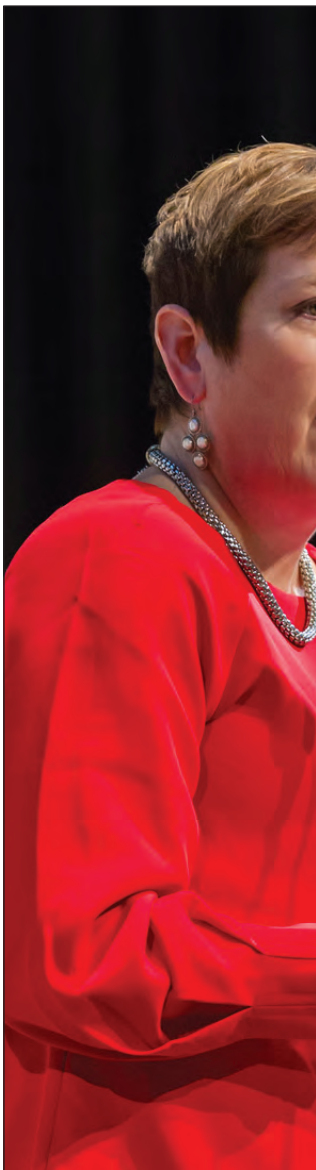


We believe in Alaska.
FNBAAlaska.com

BETHEL NATIVE CORP. PRESIDENT & CEO ANA HOFFMAN WITH CONSTRUCTION CREW IN BETHEL.



Annual Fly-In connects Alaska Chamber



By Alaska Chamber staff

On January 30-31 the Alaska Chamber hosted its members in Juneau for our annual Legislative Fly-In and first quarter Board meeting. 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.

More than 80 Chamber members met with elected officials as advocates for Alaska's business community. In addition to legislators, we met with the Lt. Governor Kevin Meyer, as well as Office of Management and Budget Donna Arduin. We also enjoyed time with Governor Mike Dunleavy at the Governor's Mansion.

In addition to our advocacy efforts, members heard from a number of speakers. Senate President Cathy Giessel, Senator Natasha von Imhof, and Senator Bert Steman presented at the traditional Legislative Leader-

ship luncheon. Department of Revenue Commissioner Bruce Tangeman addressed the efforts underway for a sustainable budget. Alaska Permanent Fund Corporation CEO Angela Rodell provided an annual update on the health of Alaska's Permanent Fund and what we can expect for the short and long-term investment climate of the fund.

During a joint luncheon with the Greater Juneau Chamber of Commerce at Centennial Hall on Thursday, keynote speaker Department of Commerce, Community & Economic Development Commissioner Julie Anderson shared how her department would support Governor Dunleavy's message that Alaska "open for business."

Once again, we would like to thank all those who were able to attend and make this year's Fly-In a great success. This two-day event would not have been possible without the support of the Greater Juneau Chamber of Commerce, our sponsors, and elected officials.

1. Greater Juneau Chamber of Commerce. 2. Alaska Chamber President and CEO. 3. Alaska Chamber President and CEO. 4. Alaska Chamber President and CEO. 5. Alaska Chamber President and CEO. 6. Alaska Chamber President and CEO. 7. Alaska Chamber President and CEO. 8. Alaska Chamber President and CEO. 9. Alaska Chamber President and CEO. 10. Alaska Chamber President and CEO. 11. Alaska Chamber President and CEO. 12. Alaska Chamber President and CEO.

er members with legislators, governor



PHOTOS/ALASKA CHAMBER
member of Commerce President Mike Satre welcome Alaska Chamber members to
ber members pose with Gov. Mike Dunleavy at the Governor's Mansion. **3.** Alaska
CEO Curtis W. Thayer, Sen. Natasha von Imhof, Sen. Bert Stedman, and Sen. Cathy
ve Leadership Luncheon. **4.** Alaska Chamber members meet with Lt. Gov. Kevin
er members Kristina Woolston, Kevin Barry, and Chamber Member Services Director
en. Dave Wilson. **6.** Alaska Chamber members Kristina Woolston, Martt-Ca Van and
es Director Pete Nolan meet with Rep. Kelly Merrick. **7.** U.S. Chamber of Commerce
Eyler provides a federal update. **8.** Alaska Permanent Fund Corp. CEO Angela Rodell
ite on the health of Alaska's Permanent Fund and what we can expect for the short
t climate of the fund. **9.** Department of Revenue Commissioner Bruce Tangeman ad
rway for a sustainable budget. **10.** Alaska Chamber members Andy Pennington, Tom
meet with Sen. Lora Reinbold. **11.** Alaska Chamber members Jim Jager, Sinclair
son meet with Sen. Peter Micciche.

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



Explore Denali

...with your fellow Alaska Chamber members!

Register today to join your fellow Alaska Chamber members in Denali, Alaska for our **2019 Community Outreach Trip on May 21-23**. Space will be limited. View registration and sponsorship opportunities at alaskachamber.com.

ABW: Spotlight on Matanuska-Susitna students

The end of the school year is approaching. For enterprising Alaska teenagers, summer is a time for seasonal jobs, educational camps, and volunteerism. For many, Alaska Business Week (ABW) is a chance to develop a professional network and resume while learning business skills.

ABW is the business community's response to the need for grassroots training of Alaska's next generation of employers. Private sector professionals are simply the best mentors for young, aspiring business men and women.

ABW camps are where business professionals work directly with young Alaskans, teaching them how to run a company profitably and ethically.

As important as that mission is, the effort would be worthless without the students themselves. In this Business-2-Business spotlight, we'll focus on three Matanuska-Susitna Valley students that attended ABW camps over the past several years.

They are each impressive in their own way and representative of the hard-working, motivated young people who attend ABW each summer.

Jennie Erskine: Mat-Su Business Week 2018 (Wasilla High School)

Jenni Erskine is a Houston High School student who attended the Wasilla-based business week camp in 2018. She developed an early affinity for the accounting components of the curriculum. With her guidance, Jenni's group vied for the top spot in the competitive business simulation.

Her obvious work ethic and interest in technology captured the attention of Peter House, ABW guest lecturer and CEO of the Valley-based IT consultancy Deep Tree. An IT internship is in the works for summer 2019. Jenni's camp participation was made possible by a memorial gift from the Leroy Johnson family, advancing Leroy's vision of local small business ownership.

Glenn Steer: Alaska Business Week 2018 (Alaska Pacific University)

Glenn Steer is no stranger to hard work. He is the son of Iditarod mushers and grew up working at the family-owned Sheep Mountain Lodge. Glenn attended the 2018 statewide ABW program located at the Alaska Pacific University campus in Anchorage.

When not in high school, Glenn has his own construction company. He builds floating docks for Valley property owners and took time away from work to learn how to better promote his business. Glenn's ABW experience was sponsored by Marathon Petroleum (Tesoro/Andeavor) and the Matanuska Telephone Association.



Erskine

Kiani Kalander: Mat-Su Business Week 2017 (Palmer High School)

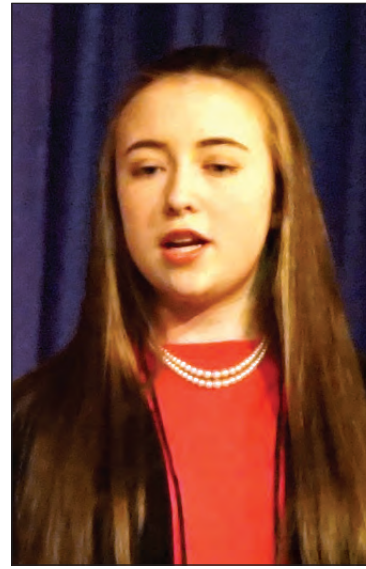
You may have heard the name Kiani Kalander in the news recently. Kiani is one of



Steer

a select group of nationwide students to receive at \$25,000 scholarship from the Horatio Alger National Scholarship Program.

Kiani is a talented musician



Kalander

and plans to turn her passion into a living. Sound business practices are as important to successfully self-employed musicians as they are to larger companies. ABW teaches the

fundamentals needed to operate profitably and ethically as an owner, employee, or independent contractor. Alaska Airlines and Northrim Bank sponsored Kiani's ABW experience.

Alaska Business Week is hosting three 2019 camps. Camps run Monday through Friday from 8 a.m. to 5 p.m. at high schools in participating communities. The 2019 camps are:

- April 29-May 3 – Kotzebue, UAF Chukchi Campus
- July 8-12 – Anchorage, King Tech High School
- July 22-26 – Mat-Su, Colony High School

Sponsor ABW or provide a scholarship for the young entrepreneurs in your life.

Registration and more information are available online at alaskabusinessweek.com or contact Andy Rogers at andy@alaskabusinessweek.com.



2019 SUMMER CAMPS

- **KOTZEBUE**
April 29 - May 3
8am - 5pm, Monday - Friday
UAF Chukchi Campus
- **ANCHORAGE**
July 8 - July 12
8am - 5pm, Monday - Friday
King Tech High School
- **MAT-SU**
July 22 - July 26
8am - 5pm, Monday - Friday
Colony High School

Alaska Business Week offers weeklong summer camps for high school students

Alaska Business Week is a fun, intensive entrepreneurship experience for high school students. ABW runs one-week programs teaching 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.

At ABW, students get personal experience working with real business leaders, company founders and CEOs. At the start of each camp, students form dedicated teams or 'companies' to compete in a gamified business simulation. The curriculum is designed to promote leadership, ethical decision-making, public speaking, collaborative teamwork, and profitable entrepreneurship for Alaska communities.

Entrepreneurship
training



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