

**SUBJECT: REPORT FROM GREATER WASILLA CHAMBER OF COMMERCE ON
MAT-SU BOROUGH/WASILLA FAM TOUR**

REQUESTED BY: Council

PREPARED BY: K. VanGorder, City Clerk

DATE: October 5, 1999

FOR AGENDA OF: October 11, 1999

SUMMARY:

Attached please find a written report from the Greater Wasilla Chamber of Commerce on the Mat-Su Borough/Wasilla FAM Tour as requested by the council.

FISCAL IMPACT: X No Yes, amount requested: \$

Fund:

CLERK'S OFFICE RECOMMENDED ACTION:

Information only.

Administration Initial: SP by JWC

Attachments: Letter and information from the Greater Wasilla Chamber of Commerce

Presented with: _____
Date: 10/11/99 **Verified by:** JK

COPY

Greater Wasilla Chamber of Commerce

415 East Railroad Avenue
Wasilla, AK 99654

Ph:(907)376-1299 Fx:(907)373-2560

Email: chamber@wasilla.net

Invoice No. 99-61

INVOICE

Customer

Name City of Wasilla
Address 1018 Westpoint Drive
City Wasilla State AK ZIP 99654
Phone _____

Date 10/1/99
Order No. _____
Rep _____
FOB _____

Qty	Description	Unit Price	TOTAL
1	9/24/99 Economic Development aerial FAM Tour	\$1,815.00	\$1,815.00

Payment Details

- Cash
 Check
 Credit Card

Name Not Applicable

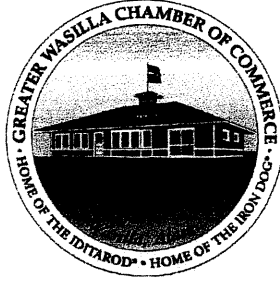
CC # _____
Expires _____

SubTotal	\$1,815.00
Shipping & Handling	_____
Taxes State	_____
TOTAL	\$1,815.00

Office Use Only

Please make checks payable to:
Greater Wasilla Chamber of Commerce

Thank you for Supporting the Greater Wasilla Chamber of Commerce



415 E. Railroad Avenue * Wasilla, AK 99654
Email: chamber@wasilla.net

Telephone (907) 376-1299 * Fax (907) 373-2560
Home Page: www.chamber.wasilla.net

Voted "Alaska's Outstanding Local Chamber of Commerce ~ 1998"

October 4, 1999

Wasilla City Council
City of Wasilla
1018 Westpoint Drive
Wasilla, AK 99654

RE: Economic Development FAM Tour

Dear City Council Members:

In response to your request, I am submitting the following information concerning the recent aerial FAM Tour. Since neither myself nor any members of our Board were passengers on the flight, I have asked Mr. Ric Davidge and Mr. Charles Parker (Mat-Su Resource Conservation and Development Council Executive Director) to provide some "first hand" feedback to me. Mr. Parker's report, complete with handouts and digital photo of the DC-3 landing at Wasilla Municipal Airport, is attached. I have also included a copy of the Frontiersman article and photo (9/28/99 issue) which offered very positive coverage of both the FAM Tour and the State Chamber Convention. Both events provided excellent publicity for the positive growth and development in the Valley, and the leadership role of Wasilla.

Before I provide Ric's feedback, I want to review the roles of each organization/individuals in the FAM Tour for you.

The Greater Wasilla Chamber proposed the idea; recruited the participation of RC&D, Port Commission, Mat-Su Borough, City of Wasilla; negotiated availability and special pricing of equipment with ERA Aviation; provided preliminary data base for development of invitations; targeted and pursued invitation of "passengers" during the State Chamber Convention.

Funding was committed by Wasilla City Council, at the request of the Greater Wasilla Chamber; also by the Borough's Port Project engineering firm Peratrovich, Nottingham & Drage, at the request of Mat-Su Borough Manager Michael Scott. Based upon the plan of using two DC-3 aircraft, the projected funding need was \$6,000; \$5,400 for aircraft/flight crew and fuel expense, \$600 for related costs (mailings, telephone, ground transportation to/from Wasilla Municipal Airport). Due to the fact that we used only one aircraft, kept tight controls on the mailings/telecom costs, and required no ground transportation, actual costs will be \$2,750. No staff time is being charged out to the tour by either the Chamber, RC&D, the Borough, or the City's Economic Developer. The City of Wasilla is being invoiced for \$1,815.*

The invitation list was co-developed by Ric Davidge, Michael Scott and Dennis Nottingham (Peratrovich, Nottingham & Drage partner)

Tour guides/facilitators on the aircraft included Ric Davidge, City of Wasilla, John Duffy, Mat-Su Borough, and Charles Parker, Mat-Su RC&D.

As required by the Council, I did ensure that no alcoholic beverages were served during the FAM Tour.

Ric informed me that the FAM Tour was an unqualified success. It afforded him the opportunity to highlight economic development projects and opportunities in Wasilla, to point out numerous residential and commercial projects under construction, and also to conduct numerous one-on-one meetings. Ric indicated that he sat with Anchorage Mayor Rick Mystrom and discussed regional economic issues, and opportunities for cooperation between Anchorage, Wasilla and the Borough. One result of his conversation was an invitation from Mayor Mystrom to Mayor Palin and Ric to attend a meeting between the Borough and City of Anchorage on October 15.

After speaking with Ric Davidge, Charles Parker, John Duffy and other participants, it is our opinion that the FAM Tour goal of showcasing development and investment opportunities in Wasilla and the Valley was met. Your financial participation was an essential ingredient to this unique marketing opportunity. We believe it will result in additional economic development activities and employment in Wasilla and the Valley.

I wish to extend a sincere thank you from the Directors and myself for your support and participation on this project.

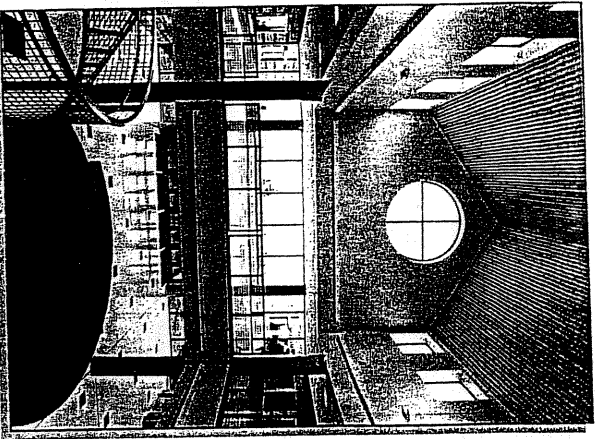
Sincerely,



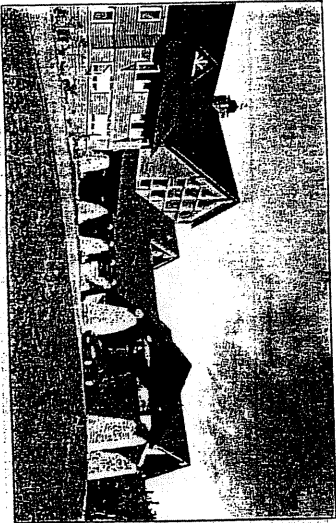
Ed Brittingham
Executive Director

* EB/slp
Enclosures

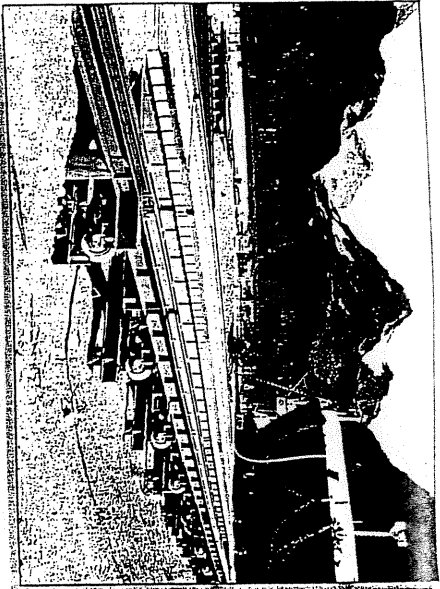
CC: Mr. Charles Parker
Mr. Ric Davidge
Mayor Palin
Mr. John Duffy
Mr. Michael Scott
Mr. Dennis Nottingham
Ms. Carol Kane



Goldenview Middle School - Anchorage, Alaska



Talkeetna Lodge - Talkeetna, Alaska



3,000 Ton Ship Transfer Support System - Seward, Alaska
James F. Lincoln Arc Welding Foundation Award, First Place



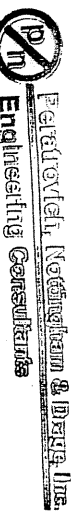
The PN&D mascot symbolizes the tenacity and hard work required to survive in business in Alaska through hard times... along with a bit of humor.

ANCHORAGE
1506 W. 36th Avenue
Anchorage, Alaska 99503
Ph: (907) 561-1011

JUNEAU
3220 Hospital Dr., Ste. 200
Juneau, Alaska 99801
Ph: (907) 586-2093

SEATTLE
811 First Avenue, Ste. 260
Seattle, Washington 98104
Ph: (206) 624-1387

ASTORIA
No. 10 6th Street, Ste. 215
Astoria, Oregon 97103
Ph: (503) 325-1250



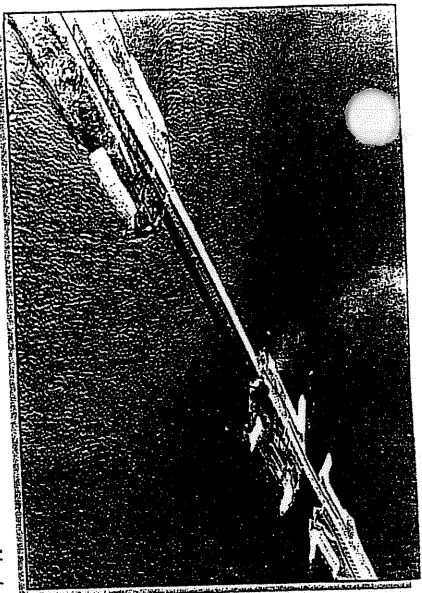
20 YEARS OF EXCELLENCE
1979-1999

Peratovich, Nottingham & Drage, Inc. (PN&D), is an Alaskan Corporation formed in 1979, with its main office in Anchorage and branch offices in Juneau, Seattle and Astoria.

PN&D maintains a very high professional-to-staff ratio to assure quality consulting engineering. In addition to conventional engineering skills, PN&D has extensive knowledge gained through previous work and the employment of engineers experienced in Arctic and sub-Arctic engineering.

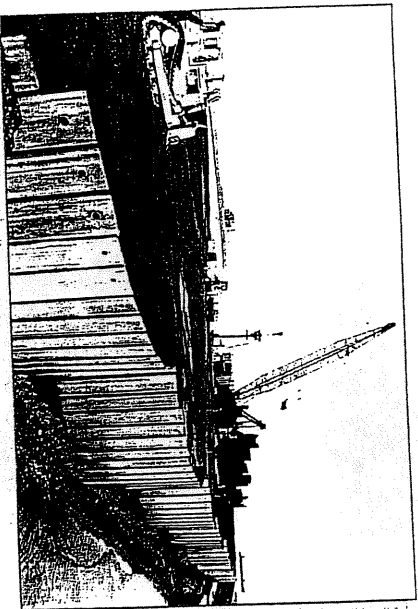
To complement our Arctic experience PN&D specializes in coastal and marine work, roads, civil engineering, river hydrology, and the design of bridges, buildings and other structural systems. Other areas of involvement include planning, research and construction management, with the goal of offering our clients a superior product at a lower cost.

Many of our projects have won awards for innovative design. The West Dock Causeway, the Endicott Causeway (North Slope), the Tudor Trail Crossing, and the Port of Seattle Bell Street Pier Wave Barrier are a few examples of PN&D's strive for excellence.



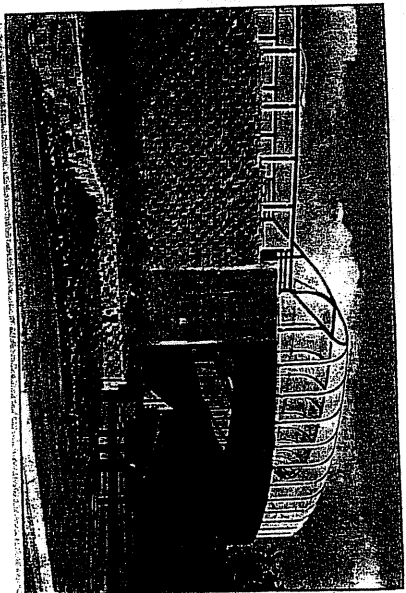
Endcott Causeway Box-Girder Bridge, - Prudhoe Bay, Alaska
James F. Lincoln Arc Welding Foundation Award, American Institute of Steel Construction Award

The Construction Innovation Forum presents awards in recognition of revolutionary international construction innovations that improve quality, efficiency and cost effectiveness. The prestigious and coveted 1998 Nova Award was awarded to PN&D President Dennis Nottingham on March 12, 1998 in recognition of his "Open-Cell" concept.

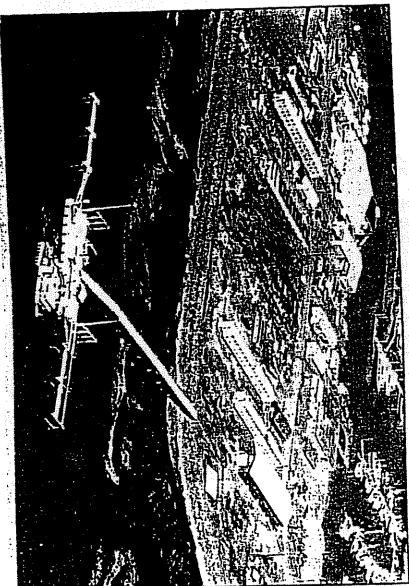


Point McIntyre Bulkhead - Prudhoe Bay, Alaska
An example of an "Open-Cell" sheet pile structure on the north slope.

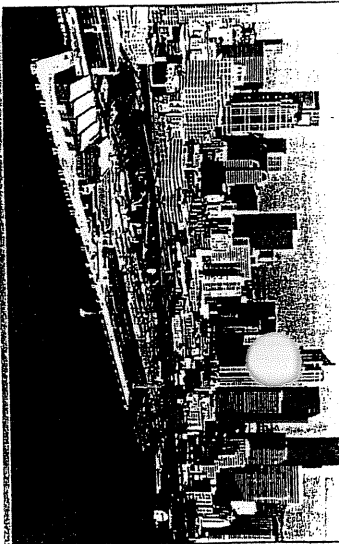
From 1980 to 1999, over 90 "Open-Cell" structures have been constructed for oil spill containment, weirs, and other erosion control, oil spill containment, weirs, and other special conditions. The cost of an "Open-Cell" dock is about one-fourth less than other bulkhead types, and



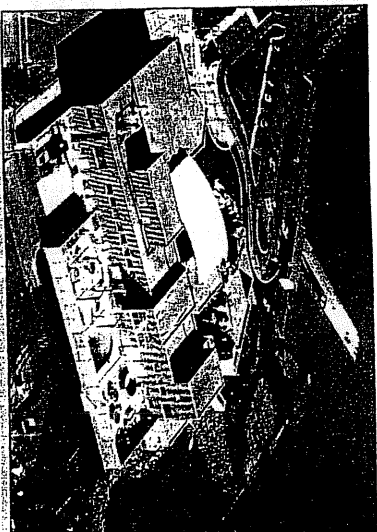
Tudor Road Trail Crossing - Anchorage, Alaska
James F. Lincoln Arc Welding Foundation Award, American Institute of Steel Construction, "Outstanding Special Purpose Bridge" Award & Municipality of Anchorage Urban Beautification Award



SERVS/VEOC Facility - Valdez, Alaska
James F. Lincoln Arc Welding Foundation Award



Bell Street Pier - Seattle, Washington
American Consulting Engineer Council's Engineering Excellence Award



Alaska Seafire Center - Seward, Alaska

less than half the cost of equivalent platform docks. Numerous other awards received by PN&D attest to our unique approach to design and our ability to provide successful solutions to engineering challenges.

We at PN&D pride ourselves in our ability to work with architects and a wide variety of clients to design functional and cost-effective projects. We hope to demonstrate this capability, should you ever be in the need of our services.

To: Ed Brittingham
Greater Wasilla Chamber of Commerce

From: Charles Parker
Mat-Su Resource Conservation & Development Council

Date: October 1, 1999

Re: Fam Tour

Ed,

We couldn't have asked for better weather! The morning of the Fam tour I was concerned because the sky was clear, but the Valley was experiencing a very foggy morning. Luckily, by the time the DC-3 arrived in Wasilla, the fog had already burned off. This gave us a beautiful view of the entire Valley. The gold colored leaves combined with the fresh snow on the mountains to really add to the aesthetic beauty of the tour. After we boarded at Wasilla Municipal Airport, I personally welcomed everyone aboard, handing out business cards and the brochure provided by Peratrovich, Nottingham & Drage, Inc. Ric Davidge then gave a presentation on Wasilla development projects, particularly the Airport development and the city beautification project. Mr. Davidge also impressed the crowd with the early announcement of Kinetic Aviation's decision to locate an aircraft manufacturing plant in Wasilla. John Duffy and I were working on a flight plan with the pilots during this presentation.

Mr. Duffy, representing the Mat-Su Borough, had prepared an excellent visual representation of the tour, which we used to map a general flight plan. The flight crew was very polite and accommodating. I suggested that we should "take to the air" in the interest of time, and Mr. Duffy gave his presentation throughout the flight over the P.A. system. This allowed him to point out several activities and developments from the air. We flew over Pt. MacKenzie a couple of times, and did see some activity. The aerial perspective was invaluable in showcasing the port and its close proximity to the Port of Anchorage.

We then flew very close to Hatcher Pass, giving the participants an excellent view of the area and the prospective ski runs. This was also a great view that would not have been as effective from the ground, and the participants seemed very impressed with the area and the prospects for tourism development. We then returned to Wasilla via an indirect route that gave us an incredible view over Knik Glacier. I felt that the glacier was "the icing on the cake", as several participants commented that it was a suitable finish to a gorgeous tour. Jim Cooper, the participant from the Palmer Chamber, was also helpful, pointing out smaller developments and adding a historical perspective to some of the tour.

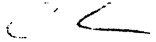
I spent a lot of the "down time" in conversation with participants answering questions. The two most notable conversations were with Mayor Mystrom and Eric Britten of Sea-Land Service, Inc. Rick Mystrom, Mayor of Anchorage, was very impressed with all of

the Valley projects. Our discussion centered on the fact that we both felt that the Valley and the Municipality were economically linked, and that projects in the two areas should be seen as complimentary rather than competitive. We discussed involving each other in the planning phase of projects such as the Port and Hatcher Pass. All in all, I felt that Mayor Mystrom was very supportive of development in the Valley.

Eric Britten, Sea-Land Service, Inc., was also very interested in the projects being presented. He felt that his company was very interested in keeping informed, as they felt they could be involved in the development projects. I encouraged him to attend the Valley Economic Development Conference, and to keep in touch if and when he had any questions.

At the end of the tour, I thanked all of the participants for their time and encouraged them to contact either the presenters or myself with any follow-up questions. I also thanked the sponsors of the tour and informed the participants that the 2nd Annual Valley Economic Development would be held on October 21, 1999, and encouraged them to attend to find out more about development in the Mat-Su.

I have enclosed copies of the hand-outs provided during the tour, as well as a digital photo of the DC-3 as it landed in Wasilla. We will send you an invoice for the costs incurred in preparing the tour next week. We spent less than \$50 in supplies & postage, and may request to be reimbursed for some of the time my assistant spent on the project. If that does not fit within your financial limitations, please let me know and we will invoice you only for direct expenses. Thank you again for bringing us this exciting project. We were proud to be a part of this effort.


Charles Parker
Executive Director

Mat-Su Aerial Tour
September 24, 1999

Confirmed

Bruce Woods
Chuck Muscio
Karen Brand
Pamela LaBolle
Loralie Meier
Rick Mystrom
George Sharrock
Jim Martin
Steve Dougherty
Eric Britten
Mel Nichols
George Vakalis
Tom Maloney
Paul Grey
Jim Cooper
Brett Kangas
Carolyn Roberts

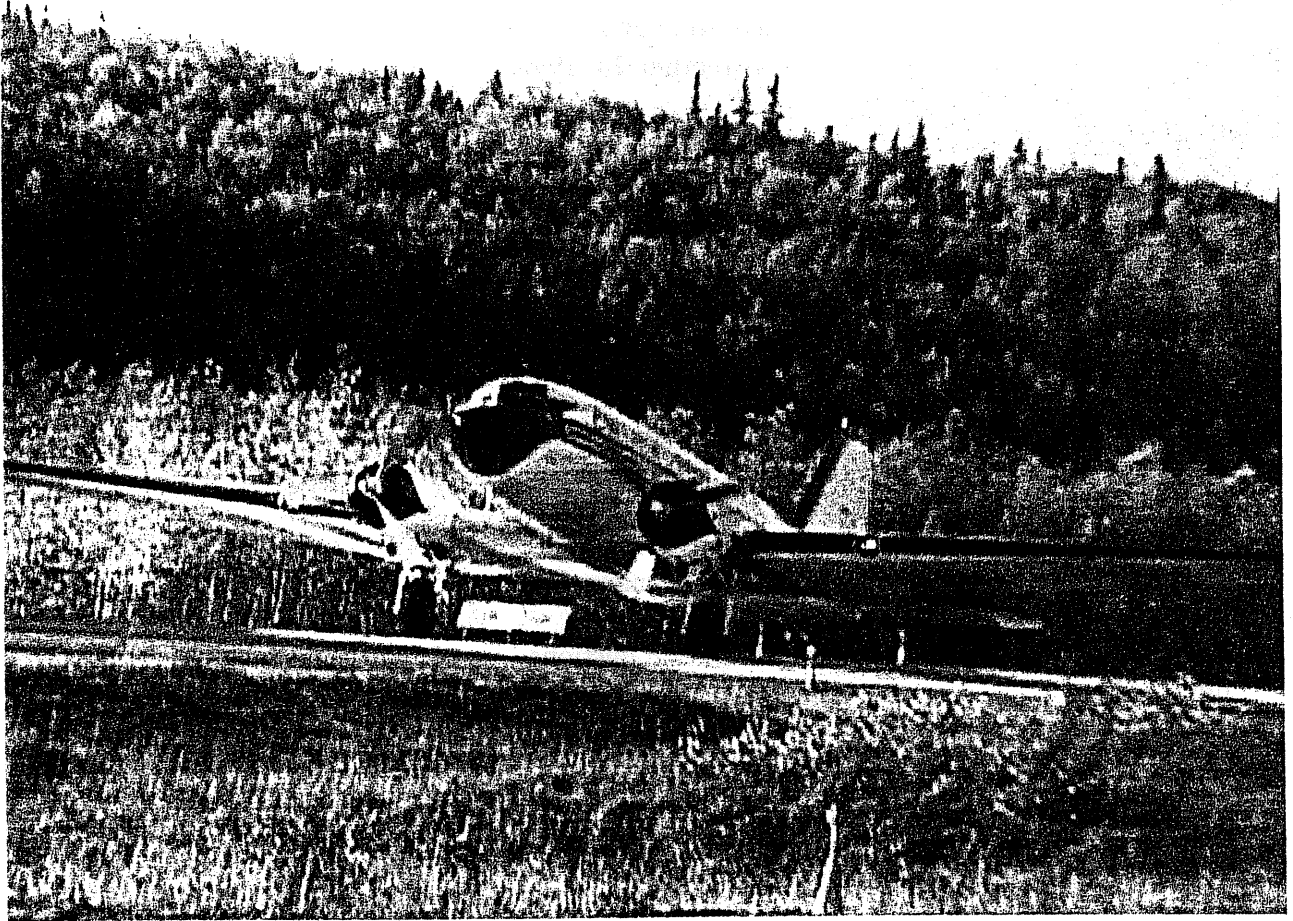
Organization

Alaska Magazine
Totem Ocean Trailer Express
AK State Chamber
AK State Chamber
Rep. Ogan's Office
Municipality of Anchorage

Alaska Business Monthly
Resource Development Council
Sea-Land Service, Inc.
Dowl Engineering, Inc.
Anchorage Municipal Manager
VECO
Grey Video Productions
Greater Palmer Chamber of Commerce
Frontiersman
Rep. Masek's Office

Total = 17

On-board speakers Ric Davidge & John Duffy



CHAMBER FLIERS



BRETT KANGAS/Frontiersman

Potential investors who were in the Valley as part of the Alaska State Chamber of Commerce Convention and Trade Show got a bird's-eye view of the Hatcher Pass Ski Resort and Port MacKenzie on Friday. Approximately 20 people boarded an Era Aviations DC-3 for a familiarization flight which allowed the investors to listen to Ric Davidge, Wasilla's economic developer/planner, and John Duffy, Mat-Su Borough planning director, pitch the projects. See page A18 for related story.

State Chamber and trade show go off without a hitch

By BRETT KANGAS
Frontiersman reporter

MAT-SU — After 18 months of planning and with great fanfare, the Alaska State Chamber of Commerce (ASCC) held its 40th Annual Convention and Business Trade Show in Wasilla, Sep. 21 through Sep. 23.

The convention, hosted by the Greater Wasilla Chamber of Commerce, brought together 200 business leaders from throughout Alaska, the Pacific Northwest, and the Yukon Territories.

"We are always interested in working with other Alaskan businesses and Alaska people," said Tom Maloney, VECO vice president of business. "Alaskans helping Alaskans is what this is about."

Those business leaders who arrived early Sep. 21 either took part in the "Heart of Wasilla" Historic Tour, or engaged in the ASCC Golf Classic at Settlers Bay golf course. Following those events, the convention held its official grand opening and reception at Legends at Settlers Bay.

"It was a nice way to start the conference with the golf tournament and then the reception," said Mike Porter of the Greater Seattle Chamber of Commerce. "It gave us a chance to get acquainted and Settlers Bay was a great conference place."

During the three days of the convention, business leaders were kept busy attending workshops, trade shows, and listening to distinguished guest speakers.

Lt. Gov. Fran Ulmer met with business leaders Sep. 23 to discuss technology and government in the new millennium. Immediately after that presentation, former Gov. Jay Hammond presented "After the Vote — Planning Alaska's Fiscal Future."

On Sep. 24, business leaders met with Sens. Ted Stevens and Frank Murkowski and U.S. Rep. Don Young via telecom.

One of the highlights of the convention was the trade show, which was held in a large tent near Legends and gave leaders a chance to learn about exhibitors' products and services, as well as network with business and industrial peers.

"We met with a guy who sells bowls (Ralph Harrison — The Great Alaskan Bowl Company) and decided that we would give his specially designed wooden bowls away as retirement gifts instead of a framed picture of the Port of Tacoma," said Ted Bottinger, the elected commissioner of the port in Tacoma, Wash. "The pictures end up in the garage, where the bowl will be admired."



BRETT KANGAS/Frontiersman

Raymie Redington and his dog team give business leaders a true taste of Valley life at the Iditarod Headquarters Thursday evening.

sensation given by Rob Wells, the state's director of agriculture, in which he discussed the important role farmers play in the economic structure of the Valley.

Business leaders got to see a variety of locally grown produce, which included potatoes, carrots, and cabbage.

The audience sat engrossed as Wells talked about several projects that are underway.

"I am pleased to announce that there has not been a case of late blight this year," Wells said. Late blight is a fungus that attacked a handful of Mat-Su potato crops in August 1998 and forced a quarantine over the exportation of seed potatoes to Taiwan, Wells explained.

In addition to that good news, Wells announced Valley farmers will also be marketing other produce in Taiwan.

"About two weeks ago we were accepted as the only state in the union to transport carrots to Taiwan," Wells said. Due to the state's climate, insects that affect other carrot crops throughout the Lower 48 are not a problem in Alaska carrot crops, he said.

Wells also touched on the five dairy farms located in the Valley, Delta Barley,

Matanuska Maid Dairy and Mt. McKinley Meat & Sausage.

Overall attendees appeared to be very interested in both Wells' speech and the Alaska Grown lunch they received that day.

"I was listening to Wells, and found out that you grow lettuce," Bottinger said. "Why are we buying lettuce from Mexico while all of our empty freight containers are available to bring lettuce back from Anchorage?"

Bottinger said Alaska is his port's biggest customer and that 70 percent of all products coming to Alaska come through the Port at Tacoma.

The three-day convention ended with the business leaders getting a taste of other treats the Valley offers.

Business leaders met at Iditarod Headquarters for their pre-banquet reception where they nibbled on salmon mousse, drank locally made beer and had an opportunity to mush with Raymie Redington. The gathering was catered by the Greater Bear Brewing Company.

The reception gave the convention participants yet another chance to mingle, form new connections and renew old ones.

"It was nice to have an opportunity to establish personal contact with people," said Rich Berkowitz, a Greater Seattle Chamber of Commerce representative. Berkowitz met with a member of Job Corps, with whom he is discussing a partnership involving the young adults of Alaska Job Corps and Seattle, he said.

"The convention and trade show was a huge success," said Karen Brand, vice president of ASCC. "The leadership of the Wasilla Chamber, along with its staff and volunteers, did a great job showcasing Wasilla and the entire Valley."

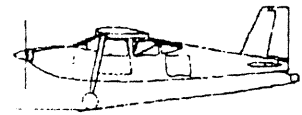
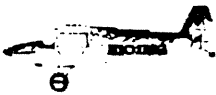
Following the reception, the convention concluded with the chairman's banquet and awards ceremony at Legends.

The state chamber presented three awards at the banquet.

The William A. Egan Outstanding Alaskan Award went to John "Jack" Anderson of Anchorage. The Alaska Chamber of the Year Award went to the Anchorage Chamber of Commerce. And the Bill Bivins Small Business of the Year Award went to Allen Marine Inc. of Sitka.

Following the awards presentation, there was a festive fireworks display put on by Fireart by Griz.

Plans are already being made for next year's ASCC convention, which will be held at Alyeska Resort in Girdwood.



KINETIC AVIATION, INC.

7481 Northland Ave.
San Ramon, California 94583
925-373-8396

Not Authorized for Release Prior To Monday, September 27, 1999

Contact Persons: President and Founder, Bill Montagne 925-373-9396
CEO, George Beardsley 925-484-8408

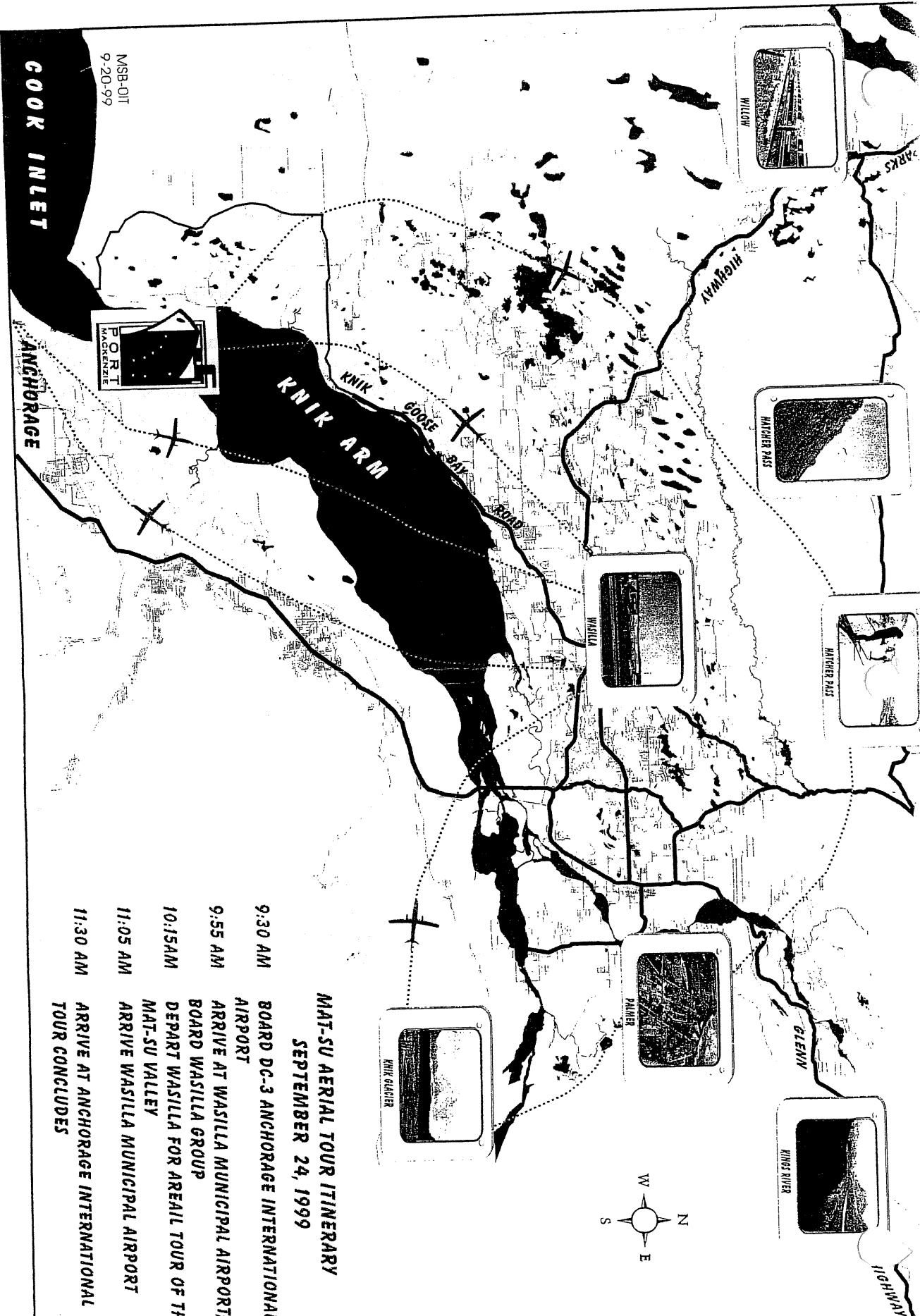
KINETIC AVIATION INC. SELECTS THE CITY OF WASILLA AS THE LOCATION FOR AIRCRAFT MANUFACTURING

Minden, Nevada – After nearly 1 year of discussion with many communities Kinetic Aviation Inc (KAI) has selected the city of Wasilla as the location for aircraft production. “We opened detailed discussion with Wasilla in April of 1999. Since that time Mayor Sarah Palin, her economic developer Ric Davidge, and a number of local city leaders have worked long and hard to develop a proposal that will allow KAI to fit into Wasilla’s economic development plans,” said Bill Montagne, President and founder of KAI. “We are looking forward to finalizing working capital agreements with a number of sources as the next step toward initiating activity in Wasilla. We expect to complete this process before the end of calendar 1999,” said CEO George Beardsley.

The past several months of discussion between Kinetic Aviation Inc. (KAI) and local leaders from a number of different communities have been very positive regarding the location of KAI in Alaska. “These communities have worked extensively with KAI to find a way to locate our facility in their community. It is clear that there is strong commitment for such a project within Alaska,” added Montagne.

“We believe that building aircraft in an Alaskan community is a very viable business venture. It will likely provide the kind of economic diversification that is compatible with Alaska for a number of strong reasons.” added Montagne. “The number of new jobs that will be developed within Alaska could approach more than 500 within 7 years,” added Beardsley. KAI plans to work closely with the University of Alaska and high school “school to work programs” to prepare Alaskans to meet this job growth projection.

Kinetic Aviation Inc. (KAI) is a leader in the application of advanced technologies in the design, manufacture and marketing of safe, high value single-engine aircraft. KAI markets these aircraft to users having identifiable requirements where the value of KAI solutions can be demonstrated through improved customer profitability, increased competitiveness, or enhanced mission accomplishment at low total cost of ownership.



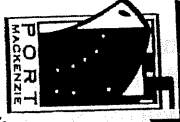
MAT-SU AERIAL TOUR ITINERARY
SEPTEMBER 24, 1999

- 9:30 AM BOARD DC-3 ANCHORAGE INTERNATIONAL AIRPORT
- 9:55 AM ARRIVE AT WASILLA MUNICIPAL AIRPORT; BOARD WASILLA GROUP
- 10:15AM DEPART WASILLA FOR AREALL TOUR OF THE MAT-SU VALLEY
- 11:05 AM ARRIVE WASILLA MUNICIPAL AIRPORT
- 11:30 AM ARRIVE AT ANCHORAGE INTERNATIONAL AIRPORT
- TOUR CONCLUDES

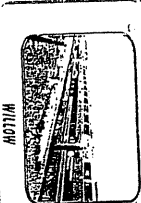
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 9-20-99

COOK INLET

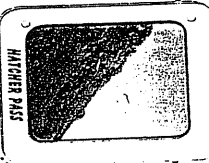
ANCHORAGE



PORT
 MACKENZIE



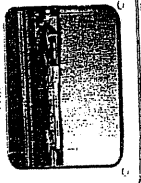
WILLOW



HATCHER PASS



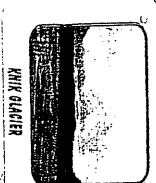
HATCHER PASS



WASILLA



PALMER



KNIK GLACIER



KING RIVER

