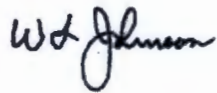


Our company has sold more satellite Internet here in Alaska than any other dealer in the Nation off and on for a few years, and for other years, we still have been top ranking. We have had more active subscriptions than any other dealer in the Nation for a number of years also. I never heard of any problem where licensing or bonding would have been needed. This is a solution looking for a problem. This kind of licensing is not really intended to protect the consumer, it is actually intended to protect the larger contractors from competition.

What good does it do to have contractor licensing in the Bush when there are no contractors? This certainly does not serve the public convenience and necessity.

Thank you,

A handwritten signature in cursive script, appearing to read "Will Johnson".

Will Johnson, President

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April 11, 2017



Reference: HB206 2017

To: 2017 Alaska State Legislature:

Opposition to HB206 will be seen by the Native people as more of those in the big city deciding what is best for the Bush, without having a clue.....

The incredibly successful Alaska Satellite Internet business model was designed to disseminate satellite Internet throughout the Bush, and it depends on having trained, certified installers in as many villages and rural regions as possible. We partner with over 400 certified installers scattered throughout most of Alaska. Incidentally, this has raised the level of technical skill for many rural individuals at no cost to the educational system.

We do not employ these installers. They work directly for the customers. When a customer needs an installation, we provide them with a list of installers in the area. They can contact these installers and choose the one who best suits their needs.

A local installer in a bush area may install 10 or 20 systems, during a one or two year period. After the village is saturated, then about all the work a local installer will get is an occasional install or repair. There is no way that it makes economic sense for someone to invest in a Handyman License for the limited amount of work that person would do. Hughes allocates \$200/install in the lower-48. Here in Alaska, the cost would be in the \$300-\$400 range, without all of that being profit by any means. Certainly, if someone in the Bush did achieve licensed contractor status, the customers would end up paying \$100-\$200 or more in installation cost, and absolutely, competition would be discouraged.

Most of the local Native people in the Bush live a qualitative, subsistence lifestyle. These people don't like to do a lot of paperwork and complete bureaucratic requirements, probably even less than the rest of us do. In the end, we won't have contractor licensing, we will either lose the local installer altogether, or they will simply become lawbreakers.