

AK LEGISLATURE SPECIAL COMMITTEE FILES SCOMM 146 3146

907-245-0912 (phone)
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Hm address:
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Anchorage, AK 99515
907-349-8698



A.J. JUNEAU DOCK, LLC.

P.O. BOX 8084, KEYCHIKAN, AK 99901 • PHONE: (907) 225-0899 • FAX: (907) 247-6042
STREET ADDRESS: 1110 JACOBSEN DRIVE, JUNEAU, ALASKA 99801

Honorable Representative Lindsey Holmes
State Capitol, Room 405
Juneau, AK 99801-1182
907-465-4919

Honorable Representative Andrea Doll
Alaska State Capitol, Room 426
Juneau, AK 99801
907-465-3744

Honorable Representative Beth Kerttula
State Capitol, Room 404
Juneau, AK 99801-1182
907-465-4766

DATE: April 2nd, 2007
RE: Support of HB 217

Dear House Economic Development, Trade and Tourism Committee:

The AJ Dock in Juneau, Alaska is the newest cruise ship dock in Juneau. The dock is privately owned and sees 250,000+ cruise ship passengers per season. The AJ Dock does not sell tours nor does it conduct tours but the cruise ship initiative will still negatively impact dock operations.

Perhaps this is yet another unforeseen consequence of the initiative but there are no "independent" operators selling tours at the AJ Dock. ALL tours from the AJ Dock are previously sold on-board thus every passenger sees the disclosure addressed in HB 217.

We feel that the disclosure requirement places our dock at a competitive disadvantage with the publicly owned city docks also in the port of Juneau. The publicly owned docks offer independent tour sales on shore which do not need to disclose proprietary information. The option of a cruise ship to call a privately owned facility without these sales is a huge competitive advantage over an open access public facility which does not provide this controlled environment. In addition to the harm caused to local vendors that benefit from use of our facility, this initiative has diminished our competitive edge since all tour vendors who pre-sell on board ships that call our facility must disclose proprietary information.

In support of local tour operators and other related Alaskan businesses such as the AJ Juneau Dock LLC please move forward HB 217. Please support changes to the disclosure provision of the Cruise Ship Ballot Measure so that Alaska businesses are not impacted negatively by this section of the initiative.

Best regards,

Drew Green
Dock Manager
AJ Juneau Dock LLC
1110 Jacobsen Drive
Juneau, Alaska 99801
586-1282



**FOUR
SEASONS
MARINE
SERVICES**

P.O. BOX 211267
AUKE BAY, ALASKA 99821
PHONE: (907) 790-6671
FAX: (907) 790 6672

March 28, 2007

Representative Lindsey Holmes
State Capitol, #405
Juneau, AK 99801

R.E.: HB 217

Dear Representative Holmes:

Our company, Four Seasons Tours sells whale watching trips to cruise ships in the port of Juneau. We have spent many years and invested a lot of money to build our business, based on the model of marketing methods used worldwide to sell tours aboard cruise ships. The commissions collected by the cruise companies guarantee a smooth, seamless delivery of tours to the ship's customers, and pay for advertising and marketing costs. We can focus our attention on offering a quality tour without spending time and money on advertising and marketing. The Cruise ship companies are then able to guarantee a level of service and availability that is more difficult for a cruise passenger to accomplish with independent purchasing, which adds value for the customer.

The primary purpose of Proposition 2 was to impose a head tax. That is what the media focused on, and the public debates centered around. And it is clear to me in discussion with other voters, that most people were unaware of the implications of the other five sets of requirements in the legislation, in addition to the imposition of a head tax. The other five are unrelated fields of wastewater monitoring, gambling taxes, establishing "ocean rangers", encouraging lawsuits, and commission disclosure to customers. The only common thread is that they were clearly designed to apply more rules and restrictions on cruise ships. Our Alaskan owned company suffers, as a consequence.

The last one of those many unrelated requirements is for ships to disclose the wholesale price of our tour to their end customer on the ship. This is the equivalent of passing a law saying independent tour brokers in any community would have to disclose the wholesale price of tours they sell. I don't think that kind of legislation would ever pass if it were it introduced in the legislature. For one, it's not necessary - why would that be required? Who and what are protected by this? The free market controls prices, that's the way it works in our country. Further, it interferes with our relationship with our retailer, the cruise ship company. In essence, we are penalized with this intrusive requirement for choosing to sell through a cruise ship company, by having our volume pricing levels exposed to competitors.

We support the fix to this problem proposed in HB 217. It provides the intent of informing visitors they are paying commissions on board, and even directs them to alternative sources of tours. We are hopeful you and your colleagues in the Legislature will pass this bill.

Sincerely,

Loren Gerhard

Vice President - Marine Operations

cc: Representative Neuman, Economic Dev., Trade and Tourism Committee Chair

From: Diana Lapham [lapham@aptalaska.net]
Sent: Tuesday, March 27, 2007 11:55 AM
To: Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep. Mike Doogan
Subject: SUPPORT HB217

Please support HB217. Since tourism is now one of the primary economies in Alaska we need to do all we can to protect our tourism related businesses? There is no value to the "disclosure statement"; I strongly feel that it is a major "step over the line" for businesses to be forced into disclosing their wholesale price to anyone other than the company that they are negotiating with for that particular price. It should be held as confidential information between the two companies. I strongly feel that the authors of Proposition 2 have such strong "ANTI" feelings for this industry (tourism) and Cruise Lines head the list that they will go to extreme measures to stymie this industry.

Thank you

Diana Lapham

PO Box 503

Haines, Alaska

907 766 2503-Home

907-314-0063-Cell

From: Bengie's Business Service [bengiesbusiness@aptalaska.net]
Sent: Sunday, April 01, 2007 12:25 PM
To: Rep. John Coghill; Rep. Jay Ramras; Rep. Ralph Samuels; Rep. Max Gruenberg;
Lindsey_Holmes@legis.state.ak.us; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle
Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep. Mike Doogan; Rep. Bill
Thomas
Subject: HB 217

Dear Representative,

My Daughter and I operate an accounting and tax office in Haines. We do a considerable amount of business with the tour industry directly and indirectly. We are asking you to support HB 217.

Sincerely,
Bengie Stuart and Travina Stuart

From: Bonnie Quill [bonnie@alaskavisit.com]

Sent: Friday, March 30, 2007 11:14 AM

To: Rep. Mark Neuman

Subject: HB217

Dear Representative Neuman,

On April 3 your committee will hear testimony on HB217 that offers an alternative to the required disclosure of commissions and price structures tourism companies pay to have their tours sold onboard cruise ships. I support HB217 because the language in the cruise ship ballot initiative will lead to unfair price undercutting. The disclosure section of the initiative is one of the most punitive and unfair actions of the 9-page document. I urge you to support this alternative so small tourism businesses in the Valley will not be held to disclose their private business information.

Sincerely,

Bonnie Quill

Executive Director Mat-Su CVB

3/30/2007

Allen Marine Tours
Ketchikan Division
50 Front Street, Suite 209
Ketchikan, Alaska 99901
907-225-8100

March 28, 2007

Dear Representative,

I am writing in support of House Bill 217 and I strongly urge you to support it as well.

I am writing to you as a citizen of Ketchikan, and as a member of a community that clearly made its voice heard on Ballot Measure 2 – we said “No”. And of the many reasons we said no, the section that is amended by HB 217 was one of the main reasons.

I work for an Alaska family-owned business that not only services cruise ship passengers, we take independent travelers on marine tours; and we offer parts and service to local marine operators; and we build vessels that are used locally and across the nation. Our operations not only support local families and businesses, but we help support a vital economic driver of Southeast Alaska - Tourism.

By instituting this section of Ballot Measure 2 without amendment by HB 217 the government of the state of Alaska will be flying in the face of the building blocks of this nation – Free Enterprise. The definition of Free Enterprise is: Business governed by the laws of supply and demand, not restrained by government interference, regulation or subsidy. In a free market, government intervention in economic matters are limited to regulating against force and fraud among market participants. To require the public disclosure of wholesale rates for a select portion of the business community not only forces them into an economic disadvantage, but also infers a level of “force” or “fraud” within the community. I certainly do not believe that any of my neighbor businesses, nor the sales managers with the cruise lines are forcing or defrauding any of our visitors. And if the government of the state of Alaska feels that it is appropriate to require tour sellers to publish their wholesale rates for services and products to cruise ship passengers, then it would only be equitable for compliance of ALL businesses selling services and products to cruise ship passengers. The t-shirt seller must place a sign above his rack with his wholesale price, the hot-dog kart vendor must make his wholesale price available to the cruise ship passenger, the corner drug store must place a wholesale price tag on the shampoo the cruise ship passenger purchases. This may seem extreme and simplistic, but I am only trying to demonstrate the discriminatory aspect of this portion of the legislation. Anyone who owns and/or operates a business understands the damage this piece of legislation can do to a companies ability to conduct fair business.

Most of us in the hospitality and tourism industry do our jobs because we love to share the uniqueness and beauty of our home town and home state with visitors from far and near. Rather than create more barriers to the enjoyment of Alaska, let’s work together to continue to make Alaska a great place to visit and to do business.

I would like to recognize and thank Representative Holmes for sponsoring this legislation. On behalf of the approximately 30 people who work here at Allen Marine Tours in Ketchikan, I urge you to support HB 217.

Sincerely,
Laurie Booyse
Allen Marine Tours Ketchikan

From: Mike Wallisch [akfish@gci.net]
Sent: Thursday, March 29, 2007 9:28 AM
To: Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Rep. Lindsey Holmes; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep. Mike Doogan
Subject: HB217

Dear Representatives,

My wife Sydnie and I have owned and operated a tour company in Sitka since 1993 and have been founding partners in a second tour company in Juneau since 2004. Combined, our companies represent over 35 direct employees or subcontractors who reside in the respective communities.

We encourage you to support HB217. The portion of Ballot Measure 2 that HB217 addresses is a punitive measure directed at one specific segment of the tourism industry. It rode the coat tails of a much broader measure and I doubt that standing on its own, it would have passed a vote. Frankly, I find it hard to believe it could be considered legal. I doubt most voters realized the hidden damage that Ballot Measure 2 held for small business.

Cruise line passengers are not forced to book tours exclusively through the cruise lines nor are they led to believe that the cruise line offerings are their one and only avenue to participate in shore side activities in the towns they visit. Virtually everyone who travels knows there are multiple options in terms of activities and tour providers. All one needs to do is spend 5 minutes on the internet and every available option in any town chosen is presented, cruise line or independent. I think our business is typical of most businesses that work with the cruise lines in that we bid our tour products to the cruise lines on an annual basis. If I am required to publicly disclose my wholesale price structure, I am placed at a disadvantage with my competitors. I can't think of **ANY** example where one segment of private industry is penalized in such a fashion.

I urge you to support HB217.

Thank you for your time,

Mike & Sydnie Wallisch
Alaska Adventures Unltd. & Southeast Sportfishing

From: Christy Tengs [christytengs@hotmail.com]
Sent: Thursday, March 29, 2007 10:13 AM
To: Rep. Mark Neuman
Subject: Support HB 217

Dear Representative Neuman:

We own the Pioneer Bar and Bamboo Room Restaurant in Haines, Alaska. We struggle every year to stay open year-round in an economically depressed town. Cruise ship business is crucial to us. Anything that hurts our local tour operators directly affects our bottom line.

Please support HB 217. It is the only palatable alternative to the unjust requirements in Ballot Measure 2.

Thank you very much.

Bob and Christy Fowler

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Allen Marine Tours
P.O. Box 1049
Sitka, Ak. 99835

Phone: (907) 747-8100
Fax: (907) 747-4819
jdunlap@allenmarine.com

Dear Representative Neuman,

I support my family through my work in the Alaska visitor industry. I am employed as a manager for Allen Marine Tours, based in Sitka. Our company, which has been in business since 1967, operates passenger vessels throughout SE Alaska. During the peak of the operating season our company employs over 200 people; most of them are full-time Alaska residents. Over 90% of our customers come to us as cruiseship visitors. It has taken 37 years of hard work to build the good working relationship we presently have with the cruiseship industry, and without this relationship our business would not exist.

This past October the voters passed Ballot Measure 2, an Initiative commonly referred to as the Cruise Ship Head Tax. There is a part of the Initiative that directly affects us, which is the vendor disclosure statement. If this disclosure statement does not get amended, it will force all cruiselines to inform their customers, both orally and in writing, the amount of commission retained by the seller on every excursion tour sold on board. This unfair *forced* disclosure requirement would enable any person, or any business competitor, to know the wholesale price of Allen Marine's tour programs.

Virtually every business in the United States operates according to the principles of free enterprise, and I can think of no examples where companies are required to disclose their wholesale pricing to their customers and competitors. When I purchase any product in this country I do not expect the business to have any obligation to inform me how much they paid for the product or to disclose how much profit they have built into the retail price. Why should this be expected of my business? To force this on Alaska tour operators – just because they do business with cruiselines – is patently unfair and completely contradicts the principles of free enterprise.

I also feel that Alaskans voters (the few who were actually aware this disclosure statement requirement was tacked onto the Initiative) were misled as to the purpose of this section. The authors of this Initiative claimed the disclosure statement requirement was included for the purpose of informing *unknowing* cruiseline customers that the cruiselines are charging a commission for the tours they sell. Does anyone really believe that a cruiseline selling tours is providing this service for free? I highly doubt it. Everyone who travels knows that any business providing this kind of service – whether it be a travel agent, a tour broker or a cruiseline – is charging a commission for making these arrangements.

Thank you for your time and consideration. I sincerely hope you will defend free enterprise, and help ensure the future viability of good businesses like Allen Marine Tours, through your support of HB 217.

Sincerely,

John Dunlap
Vice President
Allen Marine Tours

From: Jim Collins [jcollins@allenmarine.com]
Sent: Thursday, March 29, 2007 12:17 PM
To: Rep. Mark Neuman
Subject: *****SPAM***** In support of HB 217

Allen Marine Tours - Juneau

PO Box 211609
Auke Bay, AK 99821
(907) 789-0081

March 29, 2007

Dear Representative Mark Neuman,

I am writing in strong support of House Bill 217 and I urge you to support it as well.

Ballot Measure 2 as it is currently written will discriminate against, and harm, every Alaska tour company that operates tour programs advertised and sold aboard cruiseships. The disclosure statement language in this legislation would require the cruiselines to reveal their tour vendor's wholesale pricing strategy to competitors. That pricing knowledge will be utilized to provide a clear business advantage to the companies that are not legally forced to disclose their own wholesale pricing strategy.

Allen Marine is an Alaskan family-owned and operated tourism business. For the past 35 years we have been showing visitors to Alaska everything that is special about the Alaska wilderness and wildlife. To a large extent, everything we have learned about operating this business is self-taught and learned through hands on experience.

Whether or not Ballot Measure 2 was truly meant as a direct attack on the Alaskan tourism companies, we have great concern that this legislation, in its present form will cause irreparable harm to our business.

Myself and the approximately 80 other people who work for Allen Marine here in Juneau hope that you will voice our fear and concern about the intended or unintended effects of Ballot Measure 2.

Sincerely,

Jim Collins
Allen Marine Tours - Juneau
(907) 789-0081 xt. 18
jcollins@allenmarine.com

3/30/2007

From: Greg Cushing [gcushing@allenmarine.com]
Sent: Thursday, March 29, 2007 1:21 PM
To: Rep. Lindsey Holmes
Cc: Rep. Bill Thomas; Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep_Mike_Doogan@legis.state.ak
Subject: Support letter HB 217
Attachments: Support letter HB 217.doc

For your consideration.

Thank you!

3/30/2007

Allen Marine Tours

Sitka Division

PO Box 1049

Sitka AK 99835

747-8100

gcushing@allenmarine.com

March 28,2007

Dear Representative Holmes,

I am writing concerning the passage of Ballot Measure 2, the Cruise Ship Head Tax. Contained in that measure is a requirement that forces cruise lines to disclose the rate of commission received on sales of shore excursions aboard their vessels. I strongly oppose the inclusion of this requirement.

I am a lifelong 50-year resident of Sitka. I began commercial fishing as a teenager and continue in that industry on a spare-time basis. I owned and operated a charter fishing business for 15 years during that time as well. For the past 8 seasons I have been a captain and most recently a manager for Allen Marine Tours.

In my years I have not seen a regulation or requirement that flies more squarely in the face of free enterprise than this one.

I have gained a real appreciation for the tremendous amount of work it is to develop and maintain a good working relationship with the various cruise lines coming to our state. Our company provides many thousands of visitors a first-rate, up-close experience to the very best that SE Alaska has to offer. In order to provide that service effectively and efficiently, this finely tuned partnership with the cruise lines needs to exist.

However, if the vendor disclosure requirement is allowed to be applied, everyone, including our competitors, will know our pricing structure. Thus, the very relationship we have worked so hard to develop will actually become our competitive *disadvantage*.

My work in the visitor industry has been and continues to be the mainstay of my family's income. I believe that the disclosure requirement will have a seriously detrimental impact on our company and on my family. On behalf of the approximately 40 people who work here at Allen Marine Tours in Sitka, I urge you to support HB 217.

Sincerely,

Greg Cushing
Allen Marine Tours Sitka
907-747-8100 Ext. 25

From: Ron Peck [rpeck@alaskatia.org]
Sent: Thursday, March 29, 2007 5:28 PM
To: Rep. Mark Neuman
Subject: FW: HB217

Representative Neuman,

Next week the House Economic Development, Trade and Tourism Committee will consider HB217, the commission disclosure bill. I would very much appreciate you giving consideration to supporting HB217 in this committee. As it is written, the cruise ship ballot initiative poses a significant threat to Alaskan businesses that work with the cruise lines. The required disclosure exposes the price structures of these local businesses, which could lead to unfair price undercutting, with all Alaskan tourism businesses suffering as a result.

HB 217 offers an alternative that would allow a choice between disclosing commission rates (as under current law), or disclosing that the tours featured onboard a cruise ship pay for on board promotion, and a statement reminding passengers that they are free to book alternative tours on their own along with information to help them do so. This legislation does not have a financial impact on the state's budget. Representative Neuman as this is an important issue to the visitor industry and a lot of small Alaskan owned and operated businesses from Fairbanks to Ketchikan, I hope you will be supportive of moving this legislation forward. Please feel free to call me if you have any questions or comments.

Best Regards,

Ron Peck
President & COO
ATIA
Ph (907) 646-3322
Fx (907) 561- 5727
email rpeck@alaskatia.org

From: Chilkoot Lake Tours [chilkoottours@aptalaska.net]
Sent: Thursday, March 29, 2007 11:12 PM
To: Rep. Mark Neuman
Subject: HB217

Chilkoot Lake Tours
PO Box 250
Haines, Alaska 99827
(907) 766-3779

e-mail: chilkoottours@aptalaska.net

Dear Representative Neuman,

I am a tour operator here in Haines, Alaska. Our company, Chilkoot Lake Tours has been working with the cruise lines since 1991 as a sold aboard tour.

Last fall when Ballot Measure 2 was passed it also included a part that directly affects my business.. If left as written I will have to reprint all promotional material to include my wholesale cost for the public and competitors to see. This is the only time I know of that a business is going to be *required* to post their wholesale cost in order to continue to do business. In addition it has to be printed in 14 point typeface and contrasting color, drawing attention to my pricing and the ships commission added to it. This would seem to be very contentious to cruise passengers, there is no way they are going to miss the breakdown of wholesale cost and commissions when it is so obviously targeted.

The cruise lines market my tour and do all the booking and selling for which they are certainly entitled to a markup. Will all travel agents now be forced to do the same and show what they collect as commission on all their sales? Where will this stop? Buying wholesale, adding a markup is the basis of free enterprise, the customer either likes the price and makes the purchase or doesn't.

Thanks for your time and consideration in this matter, I urge you to support HB217 to allow Alaskans to continue to do business on a level playing field.

Sincerely,

Janis Horton
Chilkoot Lake Tours

From: Loren Gerhard [loren@4seasonsmarine.com]
Sent: Wednesday, March 28, 2007 4:09 PM
To: Rep. Lindsey Holmes; Rep. Mark Neuman
Subject: HB 217 support
Attachments: Support hb 217.pdf

Hello,
Please find attached a letter of support for HB 217, which I understand will be heard next week. I would appreciate it if you could include it in the committee packet of materials for this bill.

Thank you,
Loren Gerhard
Vice President – Marine Operations
Four Seasons Marine Services
Cell – 360 689 3687
loren@4seasonsmarine.com

From: Vy Zartman [zartman6@yahoo.com]
Sent: Wednesday, March 28, 2007 11:17 AM
To: Rep. Mark Neuman
Cc: zartman6@yahoo.com
Subject: Re:HB217

Vyonne Zartman
P.O. Box 905
Haines, AK 99827
E-mail: zartman6@yahoo.com

Dear Representative Neuman,

This past fall, Ballot Measure 2 was passed, known as the Cruise Ship Head tax. In it, there is a disclosure statement that forces a Tour Business to disclose the amount of commission or percentage of their sale. I disagree with this, what other business has to disclose their wholesale price or mark-up orally and in writing, the grocery stores or the service stations? No, I don't think so. Anyway, I feel this is unfair and should be amended. There should be a choice between the old and new requirement. I support HB217.

Thank you,

Vyonne Zartman

Food fight? Enjoy some healthy debate
in the [Yahoo! Answers Food & Drink Q&A](#).

From: Kerry and Joyce Town [canalmarine@aptalaska.net]
Sent: Wednesday, March 28, 2007 11:29 AM
To: Rep. Mark Neuman
Subject: Please Support HB217

We would like to ask for you to **please support HB217**. This is very important to the survival of our towns and businesses. I feel that this is totally out of hand having a sector of businesses reveal their bottom line price and their profit. The customer (tourist) are not buying our business therefore I don't believe they need to know, or want to know how much everyone is making. They just want to have the experience of a life time. And, that they can come back and do it again.
Thank you for your time.

Kerry and Joyce
Canal Marine and Oceanside RV
Haines Alaska
907-766-2437
www.oceansiderv.com
greatview@oceansiderv.com

From: Carole Tallman [Carole@4seasonsmarine.com]
Sent: Wednesday, March 28, 2007 2:49 PM
To: Rep. Lindsey Holmes; James Waldo
Cc: Rep. Mark Neuman
Subject: Support of House Bill 217
Attachments: HB 217 supp ltr.pdf

Dear Representative Holmes,

I understand that House Bill 217 is scheduled for hearing on April 3rd, 2007. I am strongly in favor of this bill, and offer my support in the letter attached. Thank you for your time and efforts in bringing this important issue forward.

Sincerely,

Carole Tallman
Dir. Sales & Marketing
**Four Seasons Marine Services &
Alaska Coach Tours**
Tel: 907-790-6671
carole@4seasonsmarine.com

From: Mike Davis [akboondockers@yahoo.com]
Sent: Tuesday, March 27, 2007 10:38 AM
To: Rep. Bill Thomas; Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Lindsey_Holmes@legis.state.ak.us; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep. Mike Doogan; Karen Hess
Subject: *****SPAM***** Support of HB217

Dear Representatives & Legislative Aides;

My name is Angela Robinson, my husband and I own & operate BoonDocker Recreation in Haines, Alaska.

I am writing today in great support of HB217, I do firmly believe that the disclosure statement is unfair and truly needs to be amended. The disclosure statement goes against the very fiber of businesses, not just in Alaska or the US, but worldwide.

Please consider amend'ing HB217, if this doesn't happen I'm afraid that soon my business will be in jeopardy. Just like the business in the tourism industry are, if the bill passes w/out being amended.

Thank you,

Angela Robinson
BoonDocker Recreation
Box 1396
Haines, Alaska 99827
907-766-3033

No need to miss a message. [Get email on-the-go](#)
with Yahoo! Mail for Mobile. [Get started.](#)

E

From: mail.apalaska.net [amilos@apalaska.net]
Sent: Tuesday, March 27, 2007 3:36 PM
To: Rep. Bill Thomas; Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Lindsey_Holmes@legis.state.ak.us; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep. Mike Doogan
Subject: Support HB 217

This past October the voters passed Ballot Measure 2, an Initiative that is commonly referred to as the Cruise Ship Head Tax. There is a part of the Initiative that directly affects some of our our local businesses, which is the disclosure statement.

If this disclosure statement doesn't get amended, it will force the cruise lines to tell their customer what the percentage of mark up is on every excursion tour sold on board, both orally and in writing.

This goes against the very tenets of free enterprise, one of the foundations of this great country.

I encourage you to support HB217 to protect local businesses and ask you to defend free enterprise by righting the wrong that has been done by this injustice.

Thank you for your time and consideration and I sincerely hope that you will support HB 217.

Sincerely,

*Adriano Miles
Haines, AK*

3/27/2007

From: Karen Hess [riveradventures@aptalaska.net]
Sent: Wednesday, March 28, 2007 1:59 PM
To: Rep. Mark Neuman
Subject: *****SPAM***** HB 217
Attachments: Support HB 217.doc

My letter of support for HB 217 is attached. I sincerely hope you will support HB 217 sponsored by Representative Lindsay Holmes.

Karen Hess

3/27/2007

Chilkat River Adventures, Inc. (River Adventures)

P.O. Box 556
Haines, Ak. 99827

Phone: 800-478-9827

Fax: (907) 766-2051

Karen's Cell: 314-0037

E-mail: riveradventures@aptalaska.net

Dear Representative Neuman,

My husband and I own and operate a tour company in Haines, and have been in business since 1991. We started out with one boat and sold our tour to independents that visited our community. Each year from 1991 through 1993 my husband had to go to the North Slope, or go to logging camps to find work in the winter. I worked one winter in Juneau at a temporary State job because there was little or no work, available in Haines. We did this because we were not making enough money in the summer season to sustain us through the winter months. By 1994 we realized that we would not be able to continue our business if we did not expand and try to get sold on board the cruise ships that were coming to our area, simply, we just needed more volume. We were fortunate enough to get a Rural Development Loan, expand our business and get picked up by the cruise lines.

Our company takes visitor's into the wilderness by jet boat and they come back with a better understanding of the Alaskan wilderness and a greater appreciation for Alaskan residents and our lifestyles. We love what we do and appreciate people who spend their hard earned money to come to Alaska as visitor's.

This past October the voters passed Ballot Measure 2, an Initiative that is commonly referred to as the Cruise Ship Head Tax. There is a part of the Initiative that directly affects us, which is the disclosure statement. If this disclosure statement doesn't get amended, it will force the cruise lines to tell their customer what the percentage of mark up is on every excursion tour sold on board, both orally and in writing. This will give that person private information about my tour pricing, just by doing simple math.

We wholesale our product to the cruise line. This is a totally different price than I sell to the independent traveler. The cruise line mark up my wholesale price so that they can pay for operating costs for the shore excursion department, advertising and other costs associated with shore excursions. With the cruise line marketing the cruises and our shore excursions, they can reach a much larger volume of people than I could ever reach, if I were to do my own marketing. For this reason alone, I am more than happy to allow them to keep a percentage of the on board sale price of my tour. What I am very uncomfortable with is the fact that they may be forced to disclose the percentage of mark up for all to see, including my competitor. This information will be readily available for anyone to obtain.

A law that requires any business to disclose the markup of a wholesale product is not only ridiculous but unreasonable and goes against the very foundation of free enterprise. There are no other businesses that I know of that buys wholesale products and then is required to "disclose both orally and in writing" the percentage that they have marked the product up and they must put the written notice in 14 point typeface and contrasting color.

I believe that when the people passed this initiative, that they did not fully understand, nor did some of them even read it in its entirety. People have admitted to me that they didn't even know about the disclosure statement that was in this initiative. They just saw it as a tax on cruise ship passengers. Once again, tax them or tax me, which would you choose?

I encourage you to support HB217 to protect businesses like ours and ask you to defend free enterprise by righting the wrong that has been done by this injustice.

How far can the Legislature go in amending an Initiative? I have included my rationale in favor of amending this Initiative.

The Supreme Court has cited three factors in determining how far the Legislature can go:

1. ***The scope of the subject matter.*** "[T]he broader the reach of the subject matter, the more latitude must be allowed the legislature to vary from the particular features of the initiative." This Initiative was extremely broad and very far reaching which should allow more latitude in amending it.
2. ***The same general purpose.*** A court "must consider whether the general purpose of the legislation is the same as the general purpose of the initiative." I believe that the general purpose rule applies in HB217. It is even more beneficial to the customer because it gives them clear direction for alternative tours ashore, should they decide to not purchase the tour on board, and it provides the customer with the contact information of the local visitor bureau so they can easily make their own arrangements.
3. ***Similar means.*** Courts will consider the degree to which "the means by which that [common] purpose is effectuated are the same in both the legislation and the initiative." But the means adopted need *not* be identical; they simply must "address[] the subject matter in similar ways." Courts will consider whether a change in the means "vitiates[] the aims of the initiative" or instead "ma[kes] those aims more feasible of achievement." I believe that HB217 achieves this goal as well. It addresses the subject matter in similar ways by stating that the shore excursions are a paid promotion and alternative tours may be found ashore in each port of call.

Thank you for your time and consideration and I sincerely hope that you will support HB 217.

Karen M. Hess / V.P.

From: Steve Hites [stevehites@simplehost.net]
Sent: Monday, March 26, 2007 12:05 PM
To: Rep. Mark Neuman
Subject: Request for your support of HB 217
Attachments: Rep Mark Neuman re HB 217.doc

*e-mail
saved in
"EDT
COMMUNITIES"*

Dear Representative Neuman,

Please see the attached letter requesting your consideration of HB 217.

Thank you very much.

Sincerely,

Steve and Gayla Hites
Skagway, Alaska

**SKAGWAY STREET CAR COMPANY, INC.
270 SECOND AVENUE, P.O. BOX 400
SKAGWAY, ALASKA 99840**

March 26, 2007

The Honorable Mark Neuman
House of Representatives
Alaska State Capitol
Juneau, Alaska 99801-1182

Dear Representative Neuman:

We are writing to ask your support for House Bill 217.

The vendor disclosure provision of the cruise ship initiative unfairly penalizes Alaska businesses.

Cruise lines provide Alaskan businesses with targeted marketing and access to visitors that would be impossible for us to reach on our own. This access is a valuable service that benefits the visitor and the vendor, as well as the municipalities and the State.

As Skagway business owners, we are concerned with this provision as it requires just one segment of the business sector to disclose their pricing. This is unfair.

The provision further dictates that the disclosure of confidential pricing is in 14-point font, as well as in offsetting color.

What hardware store or grocery store in Alaska has to disclose their confidential wholesale pricing to their customers and competitors in this manner?

We support the current system because it is the most efficient way to promote our businesses to visitors who arrive by cruise ship. The disclosure provision as it stands in the initiative now is unreasonable. No other business has to comply with restrictions like these.

Please support HB 217, and help us by making the necessary changes to the disclosure provision of the cruise ship ballot measure so that Alaskan businesses...and our own family business in Skagway...are not impacted negatively by this section of the initiative.

Thank you very much for your consideration.

Most Sincerely,

Steve and Gayla Hites
Skagway Street Car Company, Inc.
Skagway Mercantile Building
270 Second Avenue, Box 400
Skagway, Alaska 99840
(907) 983-2908
stevehites@skagwaystreetcar.com

From: Jack Cadigan [ceco@alaska.com]
Sent: Saturday, March 31, 2007 10:43 AM
To: Rep. Lindsey Holmes
Subject: HB 217

Re: HB-217

Dear Representative Gatto

As a resident of Alaska for over 40 years, and long-time local businessman, I strongly urge your support of HB 217.

Our family partnership, Cadigan Enterprises, operates a whale-watch/charter fishing 12 passenger inspected vessel, along with several retail businesses. We work within a cooperative known as the Professional Mariners Group. Naturally, any of our tours sold via cruise ships, Travel Agents in the lower 48, or shore-side agents or brokers are all sold including commissions for the agents. These agents are both our advertisers and sales representatives. The amounts and percentage of the sale that these entities are paid varies, of course, just as in TV or print media advertising the rates vary greatly depending on the target market.

I do not believe that ANY Alaskan business of ANY type should be forced to PUBLICLY divulge how much it pays for ANYTHING, including advertising or off-site agent commissions, fees, and expenses as required by the Head Tax initiative.

I particularly reject the selectivity of a law that would single out only those businesses advertising and/or selling their products aboard cruise for divulging costs of such advertising and/or agent sales

Furthermore, IF such detailed disclosure of gross commission is required, then concomitant disclosure of the agent's (cruise-ships) expenses should also be permitted. In this manner cruise ship passengers would be made aware of the fact that the net profit accruing to the cruise lines is not the same as the total commission paid.

I therefore most strongly urge your support of HB-217.

Very respectfully,

Jack Cadigan
Captain, U.S. Coast Guard (Retired)
General Partner, Cadigan Enterprises
(dba Adventures in Alaska, House of Russia, Norwesterly, Waterwheel Plaza)

From: Stan [stan@stephencruises.com]
Sent: Saturday, March 31, 2007 1:33 PM
To: Rep. Lindsey Holmes
Subject: HB 217

Dear Representative Holmes:

Thanks for putting forward an alternate plan on the section of the cruise ship ballot that deals with disclosure. HB 217 addresses important concerns Alaskan small businesses have about the disclosure section of the Cruise Ship Ballot Initiative. HB 217 corrects a serious flaw that poses a significant threat to Alaskan businesses that deal with the Cruise Ship Industry, which if not corrected could lead to unfair price undercutting, which could end up effecting all Alaskan tourism businesses.

My business, (Stan Stephens Cruises and Wildlife Trips), feels the existing Cruise Ship Ballot Initiative sets a precedent with the disclosure section that could end up effecting all Alaskan businesses. My business should not have to disclose its pricing structure to anyone.

I hope the legislature will pass HB 217 for it does address important concerns Alaskan small businesses have about the disclosure section of the Cruise Ship Ballot Initiative. Stan

From: Kelli Dindinger [KDindinger@bestofalaskatravel.com]
Sent: Friday, March 30, 2007 9:09 AM
To: Rep. Lindsey Holmes
Cc: 'Ron Peck'
Subject: *****SPAM***** HB217

Representative,

HB217 is extremely important to our business. The impacts of the commission disclosure requirement that has recently become law concern me. It doesn't make sense that wholesale rates are disclosed to the consumer. I can't think of any other industry where this is required. No businesses would want their competitors to know how much they charge for a service. This will make it really hard for the little guy to survive, when the big guys could potentially just buy the business by cutting their prices below a profitable amount long enough to put the little guy out of business. That is not good for our economy.

Then there is the issue of having to print the rates in 14pt. font of differing colors. There are good reasons why I charge different prices for the different cruise lines. Some include transportation, while others don't, some buy more of my tours than others, some buy more volume than others, some require extra services. This law would require me to have to print a different brochure for each ship (instead of what we do now which is to print one brochure without pricing information). That will be very expensive and will lock me into the rates. We wouldn't be able to do specials or shoulder season pricing.

Thank you for supporting HB217! This is our chance to mitigate some of the damage that this new law will cause.

Sincerely,

Kelli

Kelli Dindinger
President
Alaska Travel Adventures
9085 Glacier Highway Suite 301
Juneau, Alaska 99801
kdindinger@bestofalaskatravel.com
www.bestofalaskatravel.com
main: 907-789-0052
fax: 907-789-1749
cell: 907-632-8895

3/30/2007

From: Anna Neidig [aneidig@alaskatia.org]
Sent: Thursday, March 29, 2007 4:30 PM
To: Rep. Lindsey Holmes
Subject: HB217 - Constituent Comment

Hi Lindsey,

I moved back to the Turnagain neighborhood recently and it's great to see you in this civic role! Thank you for taking on the challenge of leadership in Juneau, and thank you for sponsoring this bill.

Thank you also for supporting ATIA's efforts to increase state funding for tourism marketing (especially marketing dollars targeted to independent travelers).

Most importantly, the travel industry returns net revenue to State coffers and it is a clean, renewable industry. With further investment in this industry we can continue to fund needs throughout Alaskan communities. On the softer side, but also noteworthy: people in the travel industry are happy individuals living a lifestyle they love. The travel industry is good for Alaska and Alaskans on many levels.

My role as a current ATIA employee puts me on the front line talking to business owners across Alaska on a daily basis. I hear time and again from business owners (both members and non-members of ATIA) that they see a direct correlation between our marketing budget and the appetite of visitors to make the long (and expensive) trip to Alaska. I hear this message from a wide variety of small to large business, in all reaches of the state.

I also work daily with our members reviewing the quality business leads they receive from ATIA programs, and I see how excited they are to reap the benefits of ATIA's efforts. I also see ATIA, its very active board of directors and a surprisingly large number of active committee participants squeezing every dollar in our budget to maximize ATIA's return on investment.

I am proud to work for an organization that works hard and produces results. Thank you, again, for supporting the issues that are important to our members.

Anna (Garretson) Neidig

Membership & Advertising Sales Manager
Alaska Travel Industry Association (AlaskaTIA)
2600 Cordova Street, Suite 201 Anchorage, AK 99503
Phone (907) 646-3304 - Fax (907) 551-5727
www.alaskatia.org / www.travelalaska.com

3/30/2007

From: C.D. McCurry [cdmccurry@ahtna-inc.com]
Sent: Thursday, March 29, 2007 4:22 PM
To: Rep. Lindsey Holmes
Subject: HB 217

Dear Rep. Holmes

My wife and I are in the tourism business and we support your effort to protect our small business from operating disclosures that could cause our competition to gain an unfair advantage.

Thank you for your time and for the bill you submitted.

Sincerely,

C.D. & Kathleen McCurry
Copper Moose B&B
Copper Center, Alaska 99573
Phone 907-822-4244

v

From: Scott Laird [Scott.Laird@ustravel.us]
Sent: Thursday, March 29, 2007 4:14 PM
To: Rep. Lindsey Holmes
Subject: HB217

Dear Lindsey,

I have received information on your sponsorship of HB 217 offering an alternative that would allow tour companies to provide a statement saying they are paid commission by the cruise lines for promoting their product.

I think it is a compromise in passenger safety to do either. Encouraging or even suggesting passengers book excursions that are not regulated and examined by the cruise companies puts passengers in harms way by going on their own when making their booking choices. Last minute bookings do not give passengers enough time to do research regarding the safety records of the operators they book with; this is research the cruise line has already done for them.

However, I agree with the provisions put forth in HB217, allowing a less invasive channel for allowing tour operators and cruise lines to comply with the law, advising passengers they receive commissions for the promotion of their products onboard.

I am writing to express my support for HB 217, and wish the best of luck in ensuring it's speedy passage.

Best Regards,
Scott Laird
USTRavel Leisure Agent
907-786-0196 Direct
Tuesday - Saturday 9AM - 6PM
USTRavel Main Hours Monday - Tuesday 9AM - 6PM
Real People Caring About Your Total Travel Experience.

Ask me about a Pleasant Holiday in Tahiti.

From: Shirley Laird [slaird@alaskatia.org]
Sent: Thursday, March 29, 2007 4:06 PM
To: Rep. Lindsey Holmes
Subject: HB 217

Hi Lindsey,
I am Shirley Laird, Director of Finance for Alaska Travel Industry Association and I am in your district.

I truly support HB 217 as an alternative to the disclosure section of the Cruise Ship Ballot Initiative. The disclosure requirements under the Cruise Ship Initiative are wrong. The small tourism industry businesses should not have to disclose this proprietary information or be burdened with complicated reporting requirements. Competition is tough enough without adding this impediment.

Way to go West High Grad!
Shirley

Shirley J. Laird
Alaska Travel Industry Association
Director of Finance
907-646-3313
slaird@alaskatia.org

From: Tory Korn [tkorn@capefoxtours.com]
Sent: Thursday, March 29, 2007 3:50 PM
To: Rep. Lindsey Holmes
Subject: HB 217

Dear Rep. Holmes:

My name is Tory Korn. I am the General Manager for Cape Fox Tours in Ketchikan. I have been a year round resident in Ketchikan for six years now, but have been in Alaska on and off for ten years. I am writing to support you in your efforts with HB 217. The disclosure of our pricing practices is a serious threat to our ability to effectively compete in an already difficult shore excursion market. Our particular tours rely on high volume numbers to offer the pricing we do too the cruise lines. What we receive back from them is invaluable in regards to the marketing and sales efforts onboard. In addition to that, I feel that it is just plain wrong to have too disclose our pricing to anyone except those we choose to do business with. Thank you for your efforts and please let me know if I can do anything to help you in your efforts.

Kind Regards,

Tory Korn
General Manager
Cape Fox Tours
Phone: 907-225-4846x104
Email: tkorn@capefoxtours.com

3/30/2007

From: Christman, Kari [kchristm@erahelicopters.com]
Sent: Thursday, March 29, 2007 3:58 PM
To: Rep. Lindsey Holmes
Subject: Support of HB 217

Ms. Holmes,

My name is Kari Christman and I currently live in Wasilla. I've been a resident of Alaska for 10 years and have worked for Era Helicopters all of those 10 years. The tourism industry is extremely important to me as well as my family. The money that I make through tourism is what provides my family with food on the table and a roof over their head. I support HB 217 because I don't believe that my company or any other company that works with the cruise lines should have to disclose their pricing structure. It's ridiculous to think that a bill could pass that goes against what owning/operating a business is all about.

Kari Christman

Flightseeing Sales & Marketing Manager
Era Helicopters, LLC
Direct 907.266.8450
Toll Free 1.800.843.1947
Fax 907.266.8349
email: kchristman@erahelicopters.com

From: Steve Silverstein [SILVERSTEINS@akrr.com]
Sent: Thursday, March 29, 2007 3:41 PM
To: Rep. Lindsey Holmes
Subject: HB 217

Lindsey:

On a personal level, I appreciate your work on 217. Wendy Lindskoog, of course, speaks for the corporation, but I see it as positive for the industry.

You have been doing a lot of good work in Juneau and I appreciate it.

Best regards,
Steve



March 29, 2007

State Representative Lindsey Holmes
State Capitol, #405
Juneau, AK 99801

Dear Ms. Holmes:

It was a pleasure to meet with you in late January and I enjoyed our discussion on tourism related issues and in particular on the impacts of Proposition #2 (Cruise tax). On behalf of the Anchorage Convention & Visitors Bureau (ACVB) and the more than 1,250 member businesses we represent, I am writing this letter in support of HB 217. This bill is imperative to the economic well-being of small businesses in the tourism industry, especially those who do business with the cruise lines.

The majority of ACVB's members are small business owners. The disclosure section of Ballot Measure 2 poses a significant threat to Alaska tour operators that contract with the cruise industry. HB 217 can help change the negative impact by offering an alternative that will promote competition between businesses.

Thank you for your work on this bill and your efforts to assist small business owners throughout the state of Alaska.

Sincerely,



Bruce Bustamante
President & CEO

From: Chris von Imhof [vonimhof@alYESkaresort.com]
Sent: Tuesday, April 03, 2007 11:42 AM
To: Rep. Lindsey Holmes
Subject: HB 217,

Dear Representative Holmes,

On behalf of Alyeska Resort I would like to thank you for introducing HB 217 and express our strong support.
Thank you,

Chris von Imhof

--

Chris von Imhof
Vice President/CEO
SEIBU ALASKA, INC.
P.O. Box 249
Girdwood, Alaska 99587

Hotel/Resort (907) 754-1111
Fax (907) 754-2290

<http://www.alYESkaresort.com>

From: JLucas999@aol.com
Sent: Tuesday, April 03, 2007 10:17 AM
To: Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Rep. Lindsey Holmes; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doil; Rep. Mike Doogan; Rep. Bill Thomas
Subject: Re: HB 217

Dear Representative Ramras

I am writing to urge your support for HB 217. The bill clearly discriminates against businesses such as ours and provides an unfair advantage to our competitors. While it appears intended as punitive punishment aimed at the cruise lines, the damage will be to the Alaskan businesses and communities that have built and grown their businesses through relationships with those cruise lines.

On behalf of our 45 year-round and 35 seasonal employees, Wings of Alaska and Wings Airways hope that you aid us in protecting our employees and the business we have built over the past 25 years and support this legislation.

Sincerely,

John L. Lucas
Chief Financial Officer
Wings Airways
907-789-9863

See what's free at AOL.com.

4/3/2007

From: Erickson, Kari (HAL) [KErickson@HollandAmerica.com]
Sent: Tuesday, April 03, 2007 9:49 AM
To: Rep. Lindsey Holmes
Subject: HB 217

Dear Representative Holmes,

I work in the tourism industry in Ketchikan, Alaska and have been an Alaskan resident for 14 years. I began my career in tourism as a seasonal Driver/Guide for Gray Line of Alaska. After graduating from college I was able to move into a full-time year-round position with the company and am currently the Division Manager.

I am in support of HB 217 because it will assist in limiting the negative impacts of an over-broad ballot initiative. It will reduce the amount of proprietary information that vendors doing business with the cruise lines are required to release to consumers and as a result to their competitors. In no other industry is it common practice to disclose net pricing to consumers. A person would never consider walking into a clothing store and asking what the retailer paid for a product to determine whether or not the product is worth the retail rate or not. HB 217 will help to protect businesses from being required to disclose proprietary information while providing consumers with useful information and options.

I appreciate your time and please let me know if you have any questions or require any additional information.

Sincerely,

Kari Erickson
Ketchikan Division Manager
Gray Line of Alaska
152 Eichner Avenue
Ketchikan, AK 99901
907-225-8702 Office
907-617-1713 Cell
kerickson@hollandamerica.com

4/3/2007

Representative Holmes:

Its been a while since I sat with you in the living room of my mother-in-law Maryann Rabeau initiating your election bid and stood in the rain the last day of the election primary season on Northern Lights (I was there for Binkley) but it is a pleasure to say hello again and send along some information today in support of changes to the Prop 2 Cruise Ship Initiative as it relates to small business. I was against this part of the original initiative then, and I am against it now. Your effort to look at this is appreciated.

The attached is a letter submitted to the Juneau Empire as printed by them for your information.

If there are other issues you would like to see supported, please let me know.

Mark Miller

Tourism Planner
2600 Cordova Street #201
Anchorage, Alaska 99503
Tel:(907)-646-3310
Fax: (907)-561-5727
www.alaskatia.org

Vote No On Ballot Measure 2

I began working as the State's Tourism Planner several years ago because I wanted to make a difference for tourists and Alaskans. My job is to keep Alaska the place we as Alaskan's all know and love but allow development that can accommodate more tourists.

Why?

Because 85% of the membership of my organization are small businesses that have 5 or less employees, all people that love Alaska and love showing it in a variety of ways that offer scenic beauty, hospitality and adventure. Most of the services they offer are relatively inexpensive, but collectively in a summer they can afford to provide their services and allow a decent living from the income they receive.

Ballot Measure 2, the so-called Cruise Ship Initiative, may seriously hurt those Alaskan's in several ways. First, if they work with a cruise ship company, their business records become public knowledge. Any competitive edge they may have acquired through years of hard work and perseverance will be lost to whoever wants to start a competitive business. I think that's unfair.

Second, the paperwork requirements, special forms, in specific font sizes of specific colors, must be provided to a new cadre of state employees who will track the information provided. Imagine someone requiring you to write your checks for purchases in the grocery left handed, printed on pink checks with purple lettering only? Would you find that a burden? The paperwork requirements of Ballot Measure 2 are similar.

Ballot Measure 2 also requires an "ocean ranger" program placing marine engineers aboard each cruise ship. These rangers will provide redundant information to that already provided and in fact, if you read your voter pamphlet, will end up costing the state over \$2.0 million more than the program can generate in fees.

Will people quit coming for \$50 more? Studies show there could be a 10 percent drop. That means about 100,000 less visitors using the services of all those small business ventures statewide. Each visitor spends on average \$1,200. Cruisers usually come by cruise ship once and fly or drive on return visits 3 more times for visits. Do the math and realize the economic loss. Staggering.

What number of Alaskans could afford a better lifestyle for those millions lost to the economy year after year all because someone wanted to have an additional \$50 for the state? I'd rather see the small businessman benefit from that money and encourage more visitors to come to Alaska than put a new fee into the state general fund.

Additionally, the domino effect through the Alaskan economy could be very painful. To the 30,000 people in the hospitality industry and to all those people they pay for food, groceries and services that may be reduced or not used at all because less money due to fewer visitors, Ballot Measure 2 could be financially devastating.

Please vote no on Ballot Measure 2.

From: Jeremy Gieser [jeremy@gguiding.com]
Sent: Monday, April 02, 2007 7:37 PM
To: Rep. Lindsey Holmes
Subject: Another HB217 Letter of support

Monday, April 02, 2007

Representative Lindsey Holmes
Alaska State Capitol
Juneau, AK 99801

In Support of HB 217

Dear Representative Holmes,

Here are a few points on why HB 217 is a good thing for Alaskan tour businesses:

- It is unfair to target specific businesses and require them to reveal confidential pricing information. Does every Alaskan tour company have to do this? Without an industry standard this creates an unfair competitive advantage and is contrary to the current Private Market practices for the society in which we live.
- Over 70 Alaskan tour companies have created products that are sold aboard the cruise lines in Southeast Alaska alone. Many of these are small to mid sized businesses (less than 100 employees). House Bill 217 is being introduced to protect local companies like these; it does not protect the cruise lines.
- HB 217 adds language which requires the cruise lines to provide contact information for **local Convention and Visitor's Bureaus**. This is useful information for the consumer as well as a positive for local tour companies both 'sold' and 'not sold' aboard a cruise ship. This additional language supports Ballot Measure Two's intent much better than that of the original language.
- It is acceptable to introduce an addition to a Citizen Initiative as long as it does not constitute a *substantive change*. There is a letter of support from leg legal for the proposed amendment and I would encourage you to look at how HB217 better embraces the original intent of Ballot Measure Two.

I hope you will feel free to contact me with any clarifying questions or concerns.

Yours truly,

Jeremy Gieser

ATIA - Juneau Chapter President

JEREMY@GGUIDING.COM

(907) 586-2666 office

(907) 586-3990 fax

(907) 723-8447 cell



From: Sherry Aitken [smaiken@hotmail.com]
Sent: Monday, April 02, 2007 7:32 PM
To: Rep. Lindsey Holmes
Subject: Fw: HB 217

Dear Ms. Holmes,

Thank you for your efforts on HB 217 to correct the inequities in the original Initiative.

Warm regards,
Sherry Aitken

----- Original Message -----

From: Sherry Aitken
To: Rep. Ralph Samuels@legis.state.ak.us
Sent: Monday, April 02, 2007 9:28 PM
Subject: Re: HB 217

Dear Mr. Samuels,

My name is Sherry Aitken. I was born in Ketchikan and raised in Sitka. I have worked the last six years for a locally-owned and operated wildlife tour company in Sitka. Before that I worked in both the airline industry and the commercial fishing industry in Sitka.

I would urge you to support the changes outlined in HB 217. I will not reiterate the many good reasons for this language change as I'm sure you have many letters outlining those excellent arguments. What I would like to do is remind you of what your responsibilities as a representative of this great state encompass.

I have heard comments in the press from some politicians indicating that if the people of this state voted for the original legislation than the legislature should not change it. This could not be more wrong. When you see rules being put into effect that create unintended or perhaps malicious intended results than you have a duty to correct it with legislative action. You were elected to act as a rational representative for the people and to exercise your judgment with integrity.

This initiative could be challenged in the courts but would ultimately be sent back to the legislature to correct or be struck completely down. Why abdicate your duty to act on the people's behalf to the courts? If you do indeed want to honor the voter's wishes than you need to vote for HB 217 to get fair rule-making results for all the citizens of Alaska. I feel sure that my fellow Alaskans did not vote to intrude upon free commerce or unfairly burden local small businesses.

4/3/2007

Please vote for HB 217.

Sincerely,
Sherry Aitken

Sherry Aitken
415 Arrowhead St.
Sitka, AK 99835
907.738.3912

From: Amanda Painter [apainter@allenmarine.com]
Sent: Monday, April 02, 2007 3:27 PM
To: Rep. Bill Thomas; Rep. Jay Ramras; Rep. John Coghill; Rep. Ralph Samuels; Rep. Max Gruenberg; Rep. Lindsey Holmes; Rep. Mark Neuman; Rep. Carl Gatto; Rep. Kyle Johansen; Rep. Vic Kohring; Rep. Bob Lynn; Rep. Andrea Doll; Rep. Mike Doogan
Subject: *****SPAM***** Support HB217
Attachments: Letter to Representatives in Support HB217.doc

Dear Representative,
Thank you for your consideration of this very important matter.
Regards,
Amanda

Amanda Painter, Captain
Operations Manager
Ketchikan Division
907-225-8100ph
907-225-8101fax

4/2/2007

**Allen Marine Tours
Ketchikan Division
50 Front Street, Suite 209
Ketchikan, Alaska 99901
907-225-8100**

April 2, 2007

Dear Representative,

I am writing this letter in support of House Bill 217 that is scheduled for a hearing tomorrow evening. I strongly urge you to support House Bill 217.

Ballot Measure 2, "The Cruise Ship Initiative" includes a provision that requires cruise lines to disclose the rate of commission received on the sales of shore excursions sold onboard their vessels. I find this particularly unfair and absolutely un-American. Our economy in the United States is based on the system of capitalism which is characterized "by private or corporate ownership of capital goods and by **prices, productions, and distribution of goods that are determined mainly by competition in a free market**". This original provision would violate that principle of free enterprise and severely impact a particular sector of companies that sell their tours onboard these cruise ships.

I live in Ketchikan and have worked in Alaska since 1985. In 2004 I made a transition from the fishing industry to the tour industry. I was grateful there was a viable cruise ship industry which had spawned a proliferation of businesses that provide opportunities for local folks to remain in Alaska to live and work. Allen Marine is just such a family-owned operation and the epitome of just such a business. They have worked very hard over the course of 35 years to create and maintain a mutually beneficial relationship with the cruise line companies who provide marketing expertise and exposure. For these tour companies, a 'forced disclosure' would create an obvious economic disadvantage. Allen Marine and similar tour companies should not now be penalized for the diligent work and committed effort that has infused Juneau, Sitka, Ketchikan and other Alaskan communities with much needed revenue these past several decades. When I fished for a living, I was not obligated to disclose the wholesale price of shrimp or crab to my prospective customers. It is unreasonable and patently ridiculous to ask these tour companies to disclose the wholesale price of their tours to their consumer now. Alaska will be setting a terrible precedent and mining an already level playing field.

Please vote yes for HB 217.

Sincerely,
Amanda Painter
Allen Marine Tours, Ketchikan

Allen Marine Tours

Sitka Division

PO Box 1049

Sitka AK 99835

747-8100

gcushing@allenmarine.com

March 28, 2007

Dear Representative Holmes,

I am writing concerning the passage of Ballot Measure 2, the Cruise Ship Head Tax. Contained in that measure is a requirement that forces cruise lines to disclose the rate of commission received on sales of shore excursions aboard their vessels. I strongly oppose the inclusion of this requirement.

I am a lifelong 50-year resident of Sitka. I began commercial fishing as a teenager and continue in that industry on a spare-time basis. I owned and operated a charter fishing business for 15 years during that time as well. For the past 8 seasons I have been a captain and most recently a manager for Allen Marine Tours.

In my years I have not seen a regulation or requirement that flies more squarely in the face of free enterprise than this one.

I have gained a real appreciation for the tremendous amount of work it is to develop and maintain a good working relationship with the various cruise lines coming to our state. Our company provides many thousands of visitors a first-rate, up-close experience to the very best that SE Alaska has to offer. In order to provide that service effectively and efficiently, this finely tuned partnership with the cruise lines needs to exist.

However, if the vendor disclosure requirement is allowed to be applied, everyone, including our competitors, will know our pricing structure. Thus, the very relationship we have worked so hard to develop will actually become our competitive *disadvantage*.

My work in the visitor industry has been and continues to be the mainstay of my family's income. I believe that the disclosure requirement will have a seriously detrimental impact on our company and on my family. On behalf of the approximately 40 people who work here at Allen Marine Tours in Sitka, I urge you to support HB 217.

Sincerely,

Greg Cushing
Allen Marine Tours Sitka
907-747-8100 Ext. 25

From: Laurie B [lbooyse@allenmarine.com]
Sent: Friday, March 30, 2007 9:59 AM
To: Rep. Mark Neuman
Subject: Support for HB 217
Attachments: Booyse, Laurie.vcf; Support letter HB 217 Allen Marine Tours Ketchikan.doc

Dear Representative Neuman,
Attached you will find a letter of support for House Bill 217.
Thank you for your consideration.

Laurie Booyse
Sales & Service Manager
Allen Marine Tours Ketchikan
50 Front Street #209
Ketchikan, AK 99901 USA
office 907-225-8100

SCOMM

146:18

At this time we will call the meeting to order.

Let the record reflect the time is 11:00 am on Thursday, January 24, 2008.

Let the record show that

- Representative Gatto
- Representative Lynn
- Representative Keller
- Representative Johansen
- Representative Doll
- Representative Doogan
- And myself Representative Neuman

and that we have a quorum.

(Let the record also reflect that _____ has been excused from the committee meeting today.)

Today we will be hearing a Presentation by:

Michael Hanzuk
Michael Hanzuk the Coordinator
for **Alaska Regional Development Organizations or ARDORS**

followed by

Rep. Bill Stoltze the sponsor of
HB 272: AK Regional Economic Assistance Program

A program that enabled the creation of the ARDORS

Welcome Michael, if you would, please state your name for the record.

Are there any further questions from the committee?

Hearing none, I would like to invite Rep Bill Stoltze to come forward.

Next we will hear **HB 272: on the Alaska Regional Economic Assistance Program**

(After the presentation)

Does the committee have any questions or comments on HB 272?

Next testimony from on line around the state.

To assist the clerk, clearly state your name for the record.

Beginning with (See the online Sheets) _____

(After each testimony)

Does the committee have any questions?

(remember to thank each presenter and call for the next one)

We will now move back to Juneau and take testimony from those here in the room (see the list). Again before you begin, please state your name for the record.

Have we missed anyone wishing to testify on ether bill?

The Chair would welcome a motion to move this Bill

Move the Bill

**HB 272: on the Alaska Regional Economic Assistance Program
25-LS1036\A**

With attached Fiscal notes.

Don't forget to sign the Bill before you leave.

Thank You.

This committee is adjourned

IOUSE COMMITTEE REPOI

(7)

Date Referred to Committee: January 15, 2008

FURTHER REFERRALS: Finance

Date of Committee Action: January 24, 2008

The HOUSE SPECIAL COMMITTEE ON ECONOMIC DEVELOPMENT, INTERNATIONAL TRADE, AND TOURISM considered: HB 272

HOUSE BILL NO. 272 AK REGIONAL ECONOMIC ASSISTANCE PROGRAM
 "An Act extending the termination date of the Alaska regional economic assistance program; and providing for an effective date."

Recommends it be replaced with HCS or CS for HB 272 (EDT)
 For Senate Bills with new title: Technical Title New Title: HCR _____ Same Title New Title

- attach amendments
- add new referral to _____ Committee
- Letter of Intent _____ Committee

List of Abbrev for Depts.:
 ADM
 CED
 COR
 CRT
 EED
 DEC
 DFG
 GOV
 HSS
 LWF
 LAW
 LEG
 MVA
 DNR
 DPS
 REV
 DOT
 UA

<u>NEW FISCAL NOTES</u>				
<small>*Assigned by Chief Clerk's Office</small>				
List by Dept(s):	*FN#	Fiscal	Indet.	Zero
CED		✓		
CED		✓		

<u>PREVIOUS FISCAL NOTES</u>				
List by Dept(s):	FN#	Fiscal	Indet.	Zero

<u>Signing with recommendations</u>	Printed Last Name	DP	DNP	NR	AM
<i>David Dool</i>	Dool	X			
<i>Niche Logan</i>	Logan	X			
<i>[Signature]</i>	Gatto	X			
<i>[Signature]</i>	LYNN	X			
<i>[Signature]</i>	JOHANSEN	X			
<i>[Signature]</i>	Keller	X			
Chair: <i>[Signature]</i>	NEUMAN	X			
Chair:					

ALASKA STATE LEGISLATURE

Vice Chair:
House Finance Committee

Chair:
House Finance Subcommittees for,
Department of Public Safety
Department of Law



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Juneau, AK 99801-1182
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BILL STOLTZE STATE REPRESENTATIVE

Representative: Bill_Stoltze@legis.state.ak.us

MEMORANDUM

TO: Representative Mark Neuman, Chair
Special House Committee on Economic Development, Trade, and Tourism

FROM: Bill Stoltze *BS*

DATE: January 21, 2008

SUBJECT: Hearing Request

I respectfully request a hearing be scheduled for House Bill 272, extending the Alaska regional economic assistance program, as soon as possible.

Thank you for your consideration.

DISTRICT 16

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KNIK RIVER ROAD • LAZY MOUNTAIN • PALMER • PETERS CREEK

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House Finance Committee

Chair:
House Finance Subcommittees for,
Department of Public Safety
Department of Law



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BILL STOLTZE

State Representative

Representative_Bill_Stoltze@legis.state.ak.us

House Bill 272

AK Regional Economic Assistance Program

"An Act extending the termination of the Alaska regional economic assistance program and providing for an effective date."

The Alaska Regional Economic Assistance Program was created by the Legislature in 1988 to promote the economic development of Alaska's urban and rural areas. This program enables the creation of Alaska Regional Development Organizations (ARDORs). Each ARDOR is guided and directed by a board of directors composed of the economic development interests in the region. To carry out their mission the State provides funding in the form of grants for the ARDOR program. In turn, the ARDORs use that money to leverage, on average, eight times the State's investment in private, federal, and other funds.

Currently, there are 11 ARDORs across the state. These ARDORs:

- Enable local officials and businesses to pool their limited resources and work together on economic development.
- Develop partnerships among public, private and other organizations.
- Provide technical assistance via direct links with local citizens.

The Alaska Regional Economic Assistance Program and its ARDORs are an important part of the economic development of their regions. I ask your support in extending this program to 2011.

DISTRICT 16

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STATE OF ALASKA

Sarah Palin, Governor

DEPARTMENT OF COMMERCE, COMMUNITY & ECONOMIC DEVELOPMENT

Emil Notti, Commissioner

OFFICE OF ECONOMIC DEVELOPMENT

Joseph M. Austerman, Acting Director

Acknowledgments

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D'Anne Hamilton, Northwest Arctic Borough Economic Development Commission
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Michael Catsi, Southwest Alaska Municipal Conference

Table of contents

ACKNOWLEDGMENTS	2
INTRODUCTION	4
OVERVIEW	5
ANCHORAGE ECONOMIC DEVELOPMENT CORPORATION (AEDC).....	11
BERING STRAIT DEVELOPMENT COUNCIL (BSDC).....	14
COPPER VALLEY DEVELOPMENT ASSOCIATION (CVDA).....	20
FAIRBANKS NORTH STAR BOROUGH ECONOMIC DEVELOPMENT COMMISSION (FNSB)	23
KENAI PENINSULA ECONOMIC DEVELOPMENT DISTRICT (KPEDD)	ERROR! BOOKMARK NOT DEFINED.
LOWER KUSKOKWIM ECONOMIC DEVELOPMENT COUNCIL (LKEDC) ...	ERROR! BOOKMARK NOT DEFINED.
MAT-SU RESOURCE CONSERVATION AND DEVELOPMENT, INC. (MAT-SURC&D)	ERROR! BOOKMARK NOT DEFINED.
NORTHWEST ARCTIC BOROUGH ECONOMIC DEVELOPMENT COMMISSION (NWAB).....	ERROR! BOOKMARK NOT DEFINED.
PRINCE WILLIAM SOUND ECONOMIC DEVELOPMENT DISTRICT (PWSEDD)..	ERROR! BOOKMARK NOT DEFINED.
SOUTHEAST CONFERENCE (SEC)	ERROR! BOOKMARK NOT DEFINED.
SOUTHWEST ALASKA MUNICIPAL CONFERENCE (SWAMC) .	ERROR! BOOKMARK NOT DEFINED.
APPENDIX A - ARDOR RESOURCE CHART	26
APPENDIX B – ARDOR CONTACTS	27