



*Government Relations * Consulting * Lobbying Services*
NavigateAK - dba Blumer & Associates
6058 Azalea Dr., Anchorage, Alaska 99516
907-575-2279 dianne@navigate-ak.com

September 16, 2024

City of Dillingham
177 North Birch Street
Soldotna AK 99669

Subject: City of Dillingham Lobbying Services

To Whom it May Concern:

NavigateAK is pleased to offer this proposal to provide municipal lobbying services to the City of Dillingham.

As the principal of NavigateAK I personally offer over seventeen years of combined advocacy experience with the Alaska State Legislature and the Executive Branch, including recent direct support on behalf of local governmental clients. I maintain a solid relationship with the Governor and his Cabinet, as well as the House and Senate members, including leadership on both sides of the aisle.

You will find I am well versed in the history, legislative goals, priorities, and the roles of local government. I have provided governmental affairs and lobbying services to the Alaska Municipal League and other cities over the last several years and have presented to various municipals/cities in relation to governmental and legislative matters.

NavigateAK possess the bipartisan professional relationships to ensure that the City of Dillingham's priorities and concerns are well represented and advocated for ensuring they will be heard and acted upon. I am fluent in local government priorities and resolutions on key legislative issues.

In addition to advocating on various cities independent capital requests, I have supported statewide local government issues in the legislature including, but not limited to, the PERS/TRS employer contribution rate, community assistance / revenue sharing, supported maximum local control including multiple pieces of legislation, multiple budget appropriations, and opposing cost shifting to the local governments.

I offer integrity, professionalism, familiarity with process, and the bipartisan relationships required to successfully represent the City of Whittier.

My work history includes, Chief of Staff and Policy Advisor in the Legislature, executive level management positions in the Administration, including a Cabinet level appointment by the Governor as the Commissioner of Labor and Workforce Development.

I will serve as the prime contractor and will secure administrative assistance when needed. I am committed to devoting all the time, energy, resources, and legwork necessary to fulfill the scope and parameters of this proposal.

In addition to the professional experience, recent executive branch, and legislative experience, I have strong relationships with bipartisan contacts. My office maintains a manageable workload allowing for personalized service to the City of Dillingham.

I look forward to hearing from you.

Respectfully,

Dianne Blumer
President

EXPERIENCE AND QUALIFICATIONS

Dianne Blumer, a life-long Alaskan, was appointed by Gov. Sean Parnell in May of 2012, as the Commissioner of the Department of Labor and Workforce Development. Previously, for more than 26 years, she served the State of Alaska, including leadership positions as director of the Division of Personnel and Labor Relations and deputy director of the Child Support Services Division. She served as a special assistant to Governor Parnell, advising on regulation and policy for three Departments: Administration, Revenue and Commerce, Community and Economic Development.

Blumer was born in Ketchikan and raised on Prince of Wales Island. She lived in various Southeast communities until 2007, when she moved to Anchorage. In addition to her public service, Blumer worked in the private sector managing a Sitka hotel and owning two successful Juneau businesses.

Currently, Dianne operates her own successful consulting, lobbying and advocacy business, NavigateAK, which represents a wide array of Alaska communities and business.

Blumer was co-chair of the Alaska Prisoner Re-entry Task Force, served on the Alaska Gas line Development Corporation Board of Directors, the Alaska Workforce Investment Board. She has also served on the Municipality of Anchorage Public Transportation Advisory Board, the Juneau Chamber of Commerce Board of Directors and the Wildflower Court Assisted Living Facility Board of Directors, the American Cancer Society Gala Committee (Chair 2017), Board of Directors, Anchorage Chamber of Commerce.

POTENTIAL CONFLICT OF INTERESTS

There is no apparent conflict of interests. We understand the need to avoid conflicts of interest and are sensitive to those issues. We are very willing to discuss potential conflicts of which we may not be aware.

SUMMARY OF RELEVANT EXPERIENCE:

Our guiding principles consist of hard work, integrity, and attention to detail. We are careful to maintain reliable and enduring relationships, based on trust, with elected and appointed officials and their staff at all levels of State Government.

We have first-hand extensive understanding of the legislative process from both the Executive and Legislative Branch perspectives. This experience will be invaluable in assisting the City of Soldotna in the legislative process.

NavigateAK has represented local government and various cities on individual, capital and statewide issues for the previous seven years and currently remains the primary state lobbyist for four diverse and prosperous cities. Our portfolio of clients allows for variations of crossover

to insure we have a unified voice covering the business, local government, and health sectors. We are often consulted by legislative and administrative leadership to articulate the voice of industry.

LOBBYING OUTCOMES (not all inclusive):

- Assisted in passage of HB 267 allowing for release of hunting and fishing records to municipalities.
- Passage of HB 176 allowing for Medicaid reimbursements for publicly-owned emergency transport services.
- Lobbied for passage of HB 146 allowing municipalities to offer tax exemptions on deteriorated residential property and newly subdivided property to allow for development.
- Worked closely on SB91 the omnibus crime bill and subsequent criminal justice reform legislation SB 54 and SB 55.
- Lobbied for local municipal control matters related to the Transportation Network Companies legislation in both 2017 and 2018 Sessions.
- Advocated and passed legislation related to abandonment of derailed vessels.
- Successfully lobbied against HB 409, imposing an increase in the registration fees for municipally owned vehicles.

- Advocated and passed legislation SB123, related to railbelt utilities;
- Lead advocate and passed HB 203 related to transportation of live crab.
- Successfully secured funding for City of Kodiak fire hall.
- Successfully secured funding for capital projects in Soldotna and Unalaska.

CURRENT LIST OF CLIENTS OR WITHIN LAST 12 MONTHS:

- Associated General Contractors for Alaska
- City of Kodiak
- City of Unalaska
- Matanuska Electric Association
- North Star Health System
- Marathon Petroleum
- Ounalashka Corporation
- American Institute of Architects – Alaska
- City of Soldotna
- City of Whitter

NavigateAK is a full-service consulting, advocacy and lobbying firm which specializes in public affairs and government relations with a focus on local government and organizations that require advocacy assistance with the State Legislature and Executive branch of Government.

In 2006 Dianne was appointed as the State Director of Personnel and Labor Relations where she was responsible for human resources, employee payroll and benefits, employee classification and negotiating collective bargaining agreements with all State of Alaska unions.

Prior to becoming the Director, Dianne had served as a Labor Relations Analyst for many years, where she was chief negotiator on state labor contracts and chief advocate in arbitration. This experience requires extensive knowledge in all aspects of the state employee relations, retirement benefits, labor laws, and negotiated agreements.

In 2012 Dianne was appointed to serve as Commissioner of the Department of Labor and Workforce Development. During her tenure she was responsible for developing grant funding and educational programs relating workforce development and the post-secondary education. She successfully worked with several communities to develop apprenticeship programs for individuals who had been incarcerated. This program was positive and substantially changed the lives of otherwise misguided individuals.

On the Alaska Workforce Development Board, Dianne worked closely with the members of local governments to ensure the program funding was distributed to best meet the workforce development needs of Alaska.

As Commissioner, an extensive understanding of the legislative and state administrative processes is essential. Lobbying the legislature and testifying on programs and the department's budget was obligatory on a regular basis.

Dianne has also staffed in both the House and Senate of the Alaska State Legislature drafting bills/legislation, scheduling and preparing testimony, testifying, and negotiating with legislators to ensure successful and desired outcomes.

METHODOLOGIES AND APPROACH

NavigateAK (Contractor) will advise the City of Whitter (Client) on strategy and tactics throughout the term of this agreement. Contractor will provide all state lobbying services including identifying, prioritizing, engaging on, and monitoring legislation and state regulations related to the Client's interests. Contractor will arrange all necessary meetings, facilitate testimony, track hearing schedules, and legislative activity related to the Client's interests. Contractor will also provide general consulting and advocacy services as appropriate and directed by the Client.

We have extensive experience working for public entities and associations, which requires unique communication and reporting skills. This includes, verbal communication as required, weekly updates during legislative session regarding relevant committee meeting schedules and bill status, monthly written reports related to legislative activity during the session and as required in the interim. Outside the legislative session current events, regulatory concerns and communication with the Governor, his staff and the Administration will continue to be monitored and reported on for matters that relate to the client.

Our big picture political strategy includes working with the Client to identify and develop its top priorities. The Contractor will then focus on those priorities, provide a physical presence, in person communication and advocacy that will provide awareness of the issues and will lobby to achieve those goals. In addition, the Contractor will review all legislation introduced for impacts, positive or negative, and report back the Client with recommendations or to determine the next course of action.

Our suggested approach related to the Client's governmental relations work includes the following:

- Understand, articulate, and marshal public policy, legislative, and regulatory arguments supporting legislative priorities;
 - Identify legislation and its impact;
 - Work with the City Council, Mayor, and City Manager to identify city legislative priorities.
 - Develop a cohesive legislative strategy working with the Client's leadership;
 - Identify a timeline for tasks to be accomplished each week/month of the Session;
 - Work with the Client's leadership to identify legislative allies and schedule meetings as directed;
 - Work with the Client's leadership and staff to identify impediments to achieving legislative objectives and strategies to overcome or avoid these obstacles,
 - Meet with and educate Legislative and Executive Branch leadership on the Client's priorities;
 - Form alliances and strengthen relationships;
 - Provide reports on legislative activity and key issues during the Legislative Session;
 - Provide written or oral reports during the Interim on an as needed basis;
 - Attend and report on legislative processes and current events at council meetings as requested.
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- Identifying proposed state regulatory changes;
 - Arrange lobbying visits for City of Soldotna staff
 - Draft and review legislation

AVAILABLE RESOURCES

Key staff physically relocates to Juneau for the entirety of the Legislative Session to ensure that access, efficiency, and in person contact is a top priority. We maintain fully functioning year-round offices in both Anchorage and Juneau, both offices have workspace available for client use.

City personnel will be provided with contact information to allow for constant contact during session. Dianne travels back to Anchorage every other weekend during session and arrangements can be made for in-person meetings at the client's request, in, Anchorage or Juneau.

OFFICE LOCATIONS

Physical office location during session (this is not a mailing address):

Session Address:

224 4th Street
Juneau, AK 99801

Mailing address:

6058 Azalea Dr.
Anchorage, Alaska 99516

4.6 REFERENCES

Pat Branson, Mayor of City of Kodiak
scokinc@ak.net (907) 539-5720

Bil Homka, City Manager, City of Unalaska
bhomka@ci.unalaska.ak.us (907) 359-2105

Janette Bower, City Manager, City of Soldotna
jbower@soldotna.org 907-841-9865

*Attached written letter of recommendation from Governor Sean Parnell

4.7 COST OF SERVICES AND EXPENSES

The compensation for services based on a December 1, 2024, start date will be \$55,000, paid in equal monthly installments by the 5th day of each month.

Pre-approved reasonable out of pocket expenses will be reimbursed by the Client. Estimated expenses would primarily include travel required by the Client, outside the travel for the Legislative session.

The Contractor will be reimbursed for the APOC lobbyist registration fee of \$250.00 annually.

Contractor will invoice the Company monthly for fees and expenses.

Checks will be addressed to: Blumer & Associates

TERMS OF AGREEMENT

The term of this agreement will commence December 1, 2024 and will remain in effect through November 30, 2025, unless otherwise negotiated by the parties.

The agreement shall remain in full force and effect, unless terminated or annulled by mutual consent of the parties, with the exception of termination for cause.

The agreement may be modified or amended in writing if both parties sign such amendment.

The laws of Alaska shall govern the agreement.

SIGNED:

Daniel Decker Sr.
Acting City Manager

Dianne Blumer
President, NavigateAK

Date

Date