

2009

Advocating for Free Enterprise

The Year in Review

Association of Washington Business

Annual Report

Message from the President

We know 2009 was a difficult financial year for our members and want to thank you for remaining committed to the association, even in these tough times. As of this writing, economists believe the worst recession since the Great Depression may have ended. With all eyes now trained on the recovery, AWB seeks to bolster its tradition of effective business advocacy, exceptional member benefits, unparalleled customer service and timely communications.

Fortunately, employers continue to invest in AWB, something reflected in our growing membership numbers. We concluded 2009 with our highest membership to date—6,821 small, medium and large businesses. The diversity of our membership underscores our commitment to all industry sectors and the challenges they face in this unpredictable economy.

Advocating for free enterprise and innovation has never been more important. In Olympia and around the state, AWB continues to command a seat at the table as the voice of business. Our legislative efforts, detailed later in this report, paid substantial dividends this year in fending off any major tax or fee increases, while also successfully advocating for key health reform initiatives and much-needed adjustments to our unemployment insurance system. We also reaffirmed the value of business-friendly investments, such as the manufacturing sales and use tax exemption, preventing its removal or reduction by lawmakers scrambling to fill a \$9 billion budget deficit.

This next year will be just as critical, if not more so for business in Washington state. Hopefully, as our economy begins to rebound, we continue AWB's growth into FY2010. More importantly, we want to help your business recover and grow.

We hope you enjoy our year in review. As always, stay in touch and please let us know how we can help.

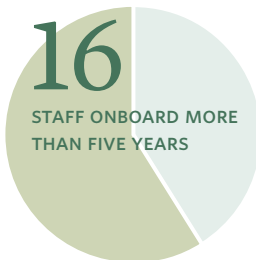
Thank you,



Don C. Brunell



zero TAX INCREASES IMPOSED DIRECTLY ON BUSINESS BY THE LEGISLATURE IN 2009

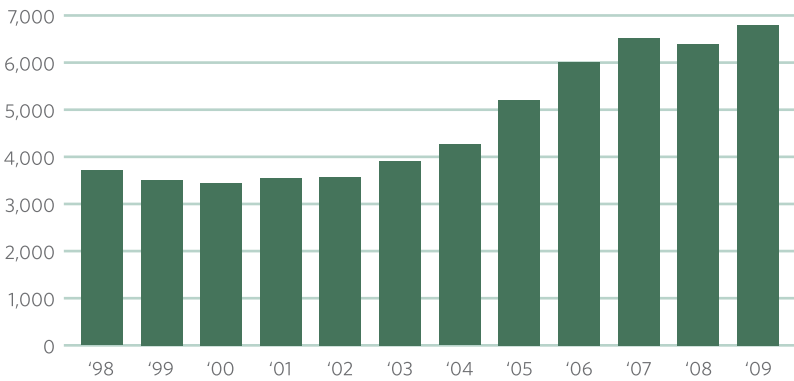


100 YEARS OF LEGISLATIVE EXPERIENCE AT AWB

Membership

Membership in AWB is at an all-time high: 6,821 employers as of Sept. 30. This is due in large part to an aggressive membership prospect effort and ongoing retention outreach program for our existing members. Our Membership staff will continue to work with new and existing businesses to continue this growth in the new year. AWB's Member Services team will also focus on providing attractive benefit programs, including HealthChoice and CompWise, which meet the needs of our expanding membership.

AWB Membership Growth Since 1998



Government Affairs

Despite enormous fiscal and policy challenges compounded by the national economy, AWB's Government Affairs team completed the 2009 legislative session with notable achievements for businesses of all sizes and industry in our state.

No New Taxes

A mounting shortfall, declining revenue and spiraling unemployment had created the perfect conditions for devastating tax increases. Yet at the end of the 105-day session, lawmakers concluded their work without a major tax or fee increase, new unsustainable programs or additional regulations (unless agreed to by employers).

Unemployment Insurance

Next to the operating budget, unemployment insurance was perhaps the top legislative issue this past session. Changes requested by the business community to address a federal compliance issue were met by greater demands for increased

**\$340
MILLION**

IN EMPLOYMENT
INSURANCE TAXES WILL BE
SAVED OVER SIX YEARS

benefits from unions and Democrat leaders. The issue dragged out to the very last day of the session, but in the end, lawmakers did enact reforms to revise the structure of Washington's unemployment insurance system, saving employers nearly \$340 million in taxes over six years, while keeping the state's UI trust fund healthy and solvent.

Grassroots Health-Care Reform

Washington state, through the work of AWB, led the development of Employers for Quality Health Care, a national grassroots coalition of state chambers and employer organizations around the national health-care reform proposal. This online community, comprised of 21 state chambers of commerce and individual businesses nationwide, makes use of social networking applications such as Twitter (@stchmbrs4health) and Facebook (Employers for Quality Health Care) to help employers stay informed—and contact Congress—about this vital policy issue.

Greenhouse Gases

AWB and member businesses worked together this past session on legislation aimed at reducing carbon emissions. Unfortunately, several of the bills introduced would have placed Washington businesses at a competitive disadvantage with their counterparts in other states. Instead, AWB and others advocated for a more reasonable federal program that would treat all states equally while recognizing the challenges businesses face in light of the fragile local, state and national economy.

Your Voice in Olympia

AWB's Government Affairs team includes six lobbyists with a combined 100 years of legislative experience. Their skill at navigating the halls of Olympia is what has helped make AWB one of the most widely respected advocacy groups in the Legislature. A complete list of GA staff is available on the AWB Web site, and includes descriptions of issue areas covered by each staff member.

Member Services

Employers who attended AWB events, subscribed to HealthChoice or participated in online HR training this year all experienced programs managed by AWB's Member Services division.

HealthChoice

In 2009, AWB saw a 13 percent increase in HealthChoice enrollment, bringing our total subscriber base to nearly 18,000 people. The program is also fulfilling a role in covering the uninsured: Nearly 40 percent of the employers enrolling have not offered health benefits previously.

AWB also launched a new Web site in 2009 dedicated to informing policymakers about the benefits of association health plans. Our OneFront campaign (www.onefrontwa.com) underscored the importance of affordability and preserving choice in today's private health-care market. Thanks to association health plans like Health Choice, more than 500,000 employees in Washington state have access to health-care coverage they might not have otherwise.

 13
PERCENT
INCREASE IN
2009 HEALTHCHOICE
ENROLLMENT

Enhancing Workplace Safety Through CompWise Retro

Participating members shared more than \$8.9 million in refunds this year—and as always, AWB returned 100 percent of the refund to employers. (An administrative fee is charged up front to participating businesses and the refund formula is merit-based.) Employers with the best safety record receive a higher portion of the refund, which helps create even greater incentives for employers to engage in safety and accident prevention. In addition to offering the potential for refund, CompWise helps employers reduce the upfront premiums paid to L&I. This year, with a tight economy, programs like CompWise have proven critical to the success of businesses—particularly smaller employers, for whom workers' comp premiums are a significant cost.

\$8.9
MILLION
IN REFUNDS
SHARED BY MEMBERS
PARTICIPATING IN
THE COMPWISE RETRO
REFUND PROGRAM

2009 Policy Summit

AWB's 20th Annual Policy Summit, held this year at beautiful Suncadia Resort near Cle Elum, delivered a powerful line-up of state and national political speakers that included Harrison "Jack" Schmitt, one of the last men to walk on the moon; national pollster John Zogby; and CNN commentator and former presidential adviser David Gergen. Gov. Gregoire also made her sixth Policy Summit presentation, sharing her thoughts about the economy, the 2010 legislative session and Washington's competitiveness.

Next year's Policy Summit will be held at Semiahmoo Resort in Blaine, Sept. 21-23.

Professional Development Moves Online

In 2009, AWB made it easier for its members to train their HR staff with another new partner—emTrain. This online provider of HR training gives employers the scheduling flexibility while eliminating many of the travel costs associated with staff development.

Communications

This year, AWB implemented several new communications initiatives to help members stay informed on top issues. We are also using new technology allowing members to engage one another, as well as elected officials and policymakers.

The New Look of Washington Business

In May, AWB unveiled the new look of Washington Business magazine, providing a more reader-friendly format and shifting to a quarterly publication schedule. The magazine also garnered both silver and honorable mention awards for writing, as judged by the University of Missouri's School of Journalism Magnum Opus Awards. AWB's magazine has been honored for its writing every year in the six years since the competition began.

Engaging Members Online

AWB added three new ways for members to give input on what's happening at their business, in Olympia or in Washington, D.C. Now, members can become a fan of AWB and connect with other members via Facebook (www.facebook.com), follow our updates on Twitter (@awbolympia on www.twitter.com) and view photos of AWB events on Flickr (www.flickr.com/photos/awb.org).

AWB Institute

Founded in 2001 as an affiliate of the Association of Washington Business, the AWB Institute is a 501(c)(3) non-profit organization that focuses on an array of human resource and employment issues, including workforce development and education, workplace safety, environmental compliance and competitiveness. The Institute advocates for public policy positions at the state and federal levels and develops best practices for Washington employers and members of AWB. The Institute also partners with the public sector employment and training system and public schools on partnerships to expose the current workforce, students and educators to the world of work.

275,000
GRANT
DOLLARS
TOTAL PARTNERSHIPS TO
DATE FOR AWB INSTITUTE

Grants and Partnerships

Partnerships to date have totaled \$275,000 in grant dollars. Future developments are underway to help support many new workforce related pilot programs, many leading to contact work from state run organizations.

Expanding Workforce Training, New Assessment Tools

The Institute is forming partnerships with leading local and national experts from industry and education to establish future training programs. The programs will provide small, medium and large employers with world-class training designed to meet allstaffing needs.

The Institute is also developing a performance-based online assessment tool with Work Source and LRI designed to identify self-initiated problem-solving and critical-thinking skills. The tool will help employers better manage the training needs of both new and existing personnel.

Financial Overview

In the face of the most challenging financial time in recent history, the Association of Washington Business took steps this year to weather a difficult economy while retaining a focus on outstanding service to all members.

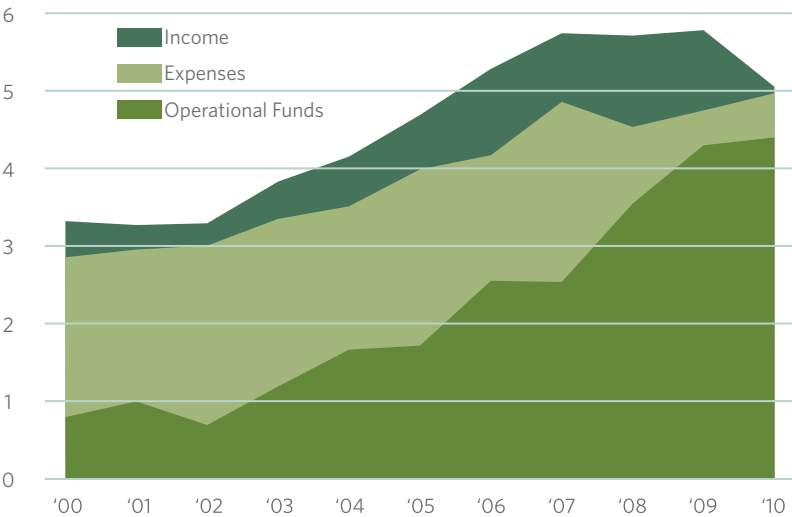
Income

As a whole, dues income was 7 percent below plan for the year. New Dues met plan while our Regular Dues (Sustaining, First Year Renewals, and Increases) category was 8 percent below budget.

Of concern is that both First Year Renewals and Increases were significantly below budget at 29 percent and 57 percent, respectively. Unfortunately, this trend is expected to continue into the next fiscal year given the slow recovering economy. Retention of members is our first priority which leads to our focus upon continually communicating our overall value proposition.

Non Dues Income begins with our Member Services offerings (HealthChoice, Retrospective Rating program, Seminars and Events and Publications) which ended the year 4 percent above plan. Other Non Dues Income is derived from meetings, interest, communications, rent and reimbursables. Combining both groups resulted in a 5 percent better-than-budget performance.

Income vs. Expenses 2000-2010 (in millions of dollars)





one
MILLION
DOLLAR

RESERVE CUSHION
TO MANAGE POTENTIAL
INCOME LOSSES

Expenses

The association concluded the 2009 fiscal year 6 percent better than plan. We initiated an aggressive cost-control program early in the year as a result of lowered revenue projections caused by a deteriorating economy. Twelve of the 22 categories ended the year significantly better than budget. Examples include reducing non-essential travel, leaving open staff positions unfilled and increasing the use of tools such as e-mail and Web conferencing to communicate with our members.

Planning Ahead

In the coming year, our budget tightly manages expenses, maintains our board-designated operating reserve, eschews debt and continues to focus on retaining and recruiting new members.

Together, the AWB officers and board of directors have also developed contingency plans to manage potential income losses. The association currently has a \$1 million reserve cushion that acts as a rainy day fund. To date we have not had to rely on this fund for operational needs. We continue to look for effective and efficient ways to cut costs for members as well as throughout our operating expenses. With this in mind, we eliminated our long-term debt a few years ago so that we retained needed flexibility to take advantage of new program income opportunities while providing the stability of a trained and professional staff.

AWB is also maintaining a watchful eye on the federal health-care reform effort, given its potential impact on private insurers and the HealthChoice program.

Recognizing Excellence, Helping Families in Need

More than 50 employers and business leaders were honored in this past year by AWB for exemplary contributions to the association and to the greater business community.

Individual Excellence

AWB honored seven individuals this past year for their personal contributions to the business community:

- Former State Superintendent **Terry Bergeson** received the C. David Gordon Award, an annual award given by AWB in recognition of Washingtonians who distinguished themselves in service to the citizens of the state.
- **Tim Boyd**, owner, The TSB Group, received the 2009 Gjerde Award for excellence in government affairs.
- **Ralph and Cheryl Broetje**, owners, Broetje Orchards, were honored with the Bruce A. Briggs Award. The Briggs Award is an annual award recognizing an AWB member for outstanding community service.
- **Brad Carlson**, owner of Vancouver's Evergreen Memorial Gardens, received the 2009 S. Fred Bruhn Award for dedicated service to AWB.
- **Judy Covert**, co-owner, Printcom, is the namesake of the new Judy Covert Award, honoring outstanding service to the organization. **Bill Meacham**, executive vice president of the Baldwin Resource Group and founder and principal of The Meacham Group in Bellevue, was the first to receive the new award in 2009.
- **Sen. Mike Hewitt**, R-Walla Walla, received the 2009 Matson Award for consistent support of business and competitiveness issues in the Legislature.

Better Workplace Awards

Representatives from 21 small, medium and large companies from around the state earned recognition for providing family-friendly work environments, promoting workplace safety and enabling employees to achieve their best. Awards are given to companies that demonstrate innovation in the areas of workplace safety, job training and advancement, and benefit and compensation programs. This year's winners included:

- Andelcare, Bellevue
- Canyon Creek Cabinet Company, Monroe
- Cascade Gasket & Manufacturing, Kent
- Check Masters, Lynnwood
- Cintas, Issaquah
- Clark Nuber, Bellevue
- Columbia Analytical Services, Inc., Kelso
- Fast Transact, Inc., Lacey
- Fluor Hanford, Richland
- Group Services Northwest, Tacoma
- Honeywell, Redmond
- Lane Powell PC, Seattle
- Pacific Crest Industries, Sumner
- Pacific Power, Yakima
- Port Townsend Paper Corporation, Port Townsend
- Schweitzer Engineering Labs, Inc., Pullman
- University Mechanical Contractors, Inc., Mukilteo
- TransCanada, Spokane
- Valley Medical Center, Renton
- Volt Workforce Solutions, Federal Way
- Wacom Technology Corporation, Vancouver

Manufacturers of the Year

AWB's Manufacturer of the Year awards honor member manufacturers for their innovations, contributions to their communities and commitments to their employees. In 2009, Kaiser Aluminum in Spokane was honored as the Large Manufacturer of the Year and Bogert International in Pasco garnered the award for the Small Manufacturer of the Year.

Community Service Awards

Thirty-one companies and organizations drew recognition in AWB's annual Community Service Awards this year. Awards were presented in five categories: education, helping people in need, projects that mobilize people, recognizing volunteerism and youth organizations. This year's winners included:

- AAA Washington, Bellevue
- Alcoa Primary Products, Intalco Works and Wenatchee Works, Ferndale
- Another Source, Seattle
- Builders' Hardware & Supply Co., Inc., Seattle
- Cargill Animal Nutrition, Ferndale
- Check Masters, Lynnwood
- Cintas Corporation, Tacoma
- Clark Nuber, Bellevue
- Cowlitz Bank, Longview
- Damar Aerosystems, Monroe
- Doyle Electric, Inc., Walla Walla
- Eastern WA Center for Deaf & Hard of Hearing, Spokane
- Express Employment Professionals, Spokane
- Far West Agribusiness Association, Spokane
- Floyd Snider Inc., Seattle
- Greater Spokane Inc., Spokane
- Horizon Distribution, Inc., Yakima
- Inland Northwest Health Services, Spokane
- Intel Corporation, DuPont
- John B. Carpenter DDS PS, Auburn
- LeMaster Daniels, Spokane
- Office Depot Foundation, various store locations in WA
- Pacific Crest Industries, Sumner
- Pharmacy OneSource, Bellevue
- PricewaterhouseCoopers, Seattle
- Qwest, Seattle
- Sundown M Ranch, Yakima
- Thurston First Bank, Olympia
- Valley Medical Center, Renton
- Verizon Wireless, Bellevue
- Wal-Mart Stores, Yakima

Capitol Holiday Kids' Tree

The association's most visible community service project, the Capitol Holiday Kids' Tree continues to delight thousands of visitors in Olympia each December and serves as a catalyst for donations to families in need. Fire departments in Grays Harbor, Lewis, Mason and Thurston counties distributed more than \$18,000 worth of donations from 129 AWB member businesses and individuals. The Toy Industry Foundation also donated \$2,500 worth of toys.

Don C. Brunell Scholarship Awards

In a break from the tradition of awarding just one scholarship, seven students received the Don C. Brunell Scholarship for Future Leaders in 2009. This year's recipients were: Kathleen Garrow of Tacoma (Pacific Lutheran University), Morganne Hatfield of Sammamish (Skyline High School), Joshua Klatman of Port Orchard (South Kitsap High School), Andrew Millikan of Milwaukie, Ore. (Clackamas Community College), Andrew Perun of Sammamish (Michigan State University), Sidney Voorhees of Olympia (Olympia High School), and Danielle Rants of Olympia (Olympia High School). The award helps college-bound or currently-enrolled college students pursuing, or who intend to pursue, studies that will lead to a degree or certification in business.

2009 AWB Executive Committee

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Premera, Mountlake Terrace

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Western Polymer, Moses Lake

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Evergreen Memorial Gardens, Vancouver

2008-09 AWB Board of Directors

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Christine King, Volt Services Group, Redmond
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Tom Dent, Tom Dent Aviation, LLC, Moses Lake
Calvin Dudney, Fluor Corp., Richland
Walt Kirkpatrick, Kirkpatrick Investment, Richland
Steven Locati, Stewart Title of Kittitas
County, Ellensburg
Ken Marson, Marson & Marson Lumber,
Inc., Leavenworth
Keith Mathews, Yakima Valley Growers-Shippers
Assn., Yakima
Mike Morrisette, Greater Yakima Chamber of
Commerce, Yakima
Patti Paris, Columbia Colstor, Inc., Moses Lake
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Bruce Schwan, BJS Enterprises, LLC, Kennewick
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Bob Tippet, Tippet Company, Pasco
Lynn Townsend-White, Western Polymer
Corporation, Moses Lake
Chris Voigt, WA State Potato Commission,
Moses Lake
Judy Warnick, Credit Service of Central
Washington Inc., Moses Lake
Rolf Williams, Jerrol's Book & Supply
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Catherine Brazil, Cowles Company, Spokane
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Gerri Coleman, Gerri Coleman, Walla Walla
John Copley, Kaiser Aluminum, Spokane Valley
James DeVleming, Pullman Vision Source, Pullman
Jim DeWalt, Associated Industries of
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Rich Hadley, Greater Spokane Inc., Spokane
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Steve Robinson, Spokane Rock Products, Spokane
Jan Romerdahl, US Bank, Spokane
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Heidi Stanley, Sterling Savings Bank, Spokane
Tom Stewart, Frank Gurney, Inc., Spokane
Larry Swartz, Lydig Construction, Inc.,
Spokane Valley
Jennifer West, Hill & Knowlton, Spokane

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Company, Tacoma
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Chamber, Tacoma
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Washington, Hoquiam
Skip Haynes, Rainier Connect, Tacoma
Tom Hosea, Key Bank, Tacoma
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Chamber of Commerce, Belfair
Chuck Madison, Port Townsend Paper Corporation,
Port Townsend
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Larry Treleven, Sprague Pest Solutions, Tacoma

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Lori Carlson, Sellen Construction Company, Inc., Seattle
Tom Curry, WA State Medical Association, Seattle
Dan Dixon, Swedish Med. Ctr., Providence Campus, Seattle
Terry Finn, Burlington Northern Santa Fe RR, Seattle
Maureen Frisch, Green Diamond Resource Company, Seattle
Linda Gainer, Fred Hutchinson Cancer Research Center, Seattle
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Fred Kiga, The Boeing Company, Seattle
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Jim Warjone, Port Blakely Tree Farms L.P., Seattle
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Art Jackson, Costco Wholesale, Issaquah
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Wendell Matas, Wheelchairs Northwest, Bellevue
Cherie Myers, Safeway, Inc., Bellevue
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Janet Ray, AAA Washington, Bellevue
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Judy Coovert, Printcom, Inc., Seattle
Denny Eliason, Alliances Northwest, Normandy Park
Steve Etter, Univar USA, Kent
Dave Fisher, David M. Fisher Consulting, Olympia
Christine Hoeberrmann, Kelly Services, Kent
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Barb Young, EMBARQ, Hood River
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DEBRA BROWN, Senior Vice President, Member Services

DICK WALTER, Vice President, Operations

GARY CHANDLER, Vice President, Government Affairs

JOCELYN McCABE, APR, Vice President, Communications



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UNITED STATES CHAMBER OF COMMERCE

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STATE CHAMBER**

with Distinction

AWB is Washington state's chamber of commerce and one of just three state chambers in the country to be "accredited with distinction" by the U.S. Chamber of Commerce.