

KALISPELL

Chamber of Commerce
Convention & Visitor Bureau

WASHINGTON D.C. FLY-IN
September 4-6, 2018



Advocating
for the \$15 million
BUILD award to expand the
Kalispell Bypass Foy's Section, and
to advance the Kalispell Business
Agenda strategic plan



WASHINGTON DC FLY-IN | SEPTEMBER 4-6, 2018

CONFERENCE HOTEL: CAPITOL HILTON 1001 16TH ST NW, WASHINGTON, DC 20036

FINAL AGENDA

PURPOSE:

1. Primary: Advocate for \$15M BUILD award for the Kalispell Bypass Foy's Section
2. Secondary: Advance the Kalispell Business Agenda strategic plan.

Tuesday, Sept. 4, 2018

- 6:00-3:41 DL 2724 departing FCA for DCA, transferring to DL 832 in SLC
- 8:30 Welcome Dinner: Hosted by Glacier Bank. (.5 miles from the Hilton)
Old Ebbitt Grill, 675 15th Street NW, Washington DC (group photo by White House)

Wednesday, Sept 5, 2018

- 8:15-9:15 Montana Delegation Breakfast, Dirksen SOB G50
Sens. Tester and Daines, and Rep. Gianforte host a weekly breakfast meeting when Congress is in session for Montanans who are in town and others that have business with our Congressional Delegation. Individual and group photos are available with our delegation. Coffee, juice, and pastries are served.
- 9:30-10:00 Sen. Steve Daines, Hart SOB 320
- 10:15-10:45 Sen. Jon Tester, Hart SOB 311 (.5 mile walk to Longworth House Office Building)
- 11:30-12:00 Rep. Greg Gianforte, Longworth HOB 1419
- 12:00-1:30 Lunch: Hosted by Valley Bank of Kalispell
Dirksen Senate Dining Room
- 6:30 Dinner: Hosted by Jordahl & Sliter CPA, Wealth Management Group, Network Solutions
McCormick & Schmick's, 1652 K Street, Washington DC. (.5 blocks from the Hilton)

Thursday, Sept 6, 2018

- 9:00-10:00 U.S. Chamber of Commerce Policy Briefings, 1615 H Street NW (2 blks. From Hilton)
- Trade Policy Discussion: Nate Giordano, Manager, Americas International Division
 - Political Update: Sara Armstrong, Vice President, Political Affairs and Federation Relations
 - Tax Policy Discussion: Caroline Harris, Vice President, Tax Policy and Economic Development

10:00-noon U.S. Chamber Transportation, Infrastructure, and Logistics Committee
Rust Briefing Center, U.S. Chamber, 1615 H Street NW

After the Policy Briefings, our group is invited to join a committee meeting of the U.S. Chamber featuring keynote addresses by the House Transportation Chairman Bill Shuster (R-PA) and U.S. Department of Transportation Deputy Secretary Jeff Rosen. Chairman Shuster will speak about his infrastructure legislative discussion draft, and Deputy Secretary Rosen will discuss the department's regulatory and other activities to promote infrastructure. Discussions will also include the status of Federal Aviation Administration and Water Resources Development Act authorizations, updates on related Chamber activities such as tariffs and technology, and other issues of significance to committee members.

10:30-11:30 David Lloyd, EPA administrator for Brownfield grants (City staff only)

1:00-2:00 Howard Hill, DOT BUILD grant administrator (City staff only)

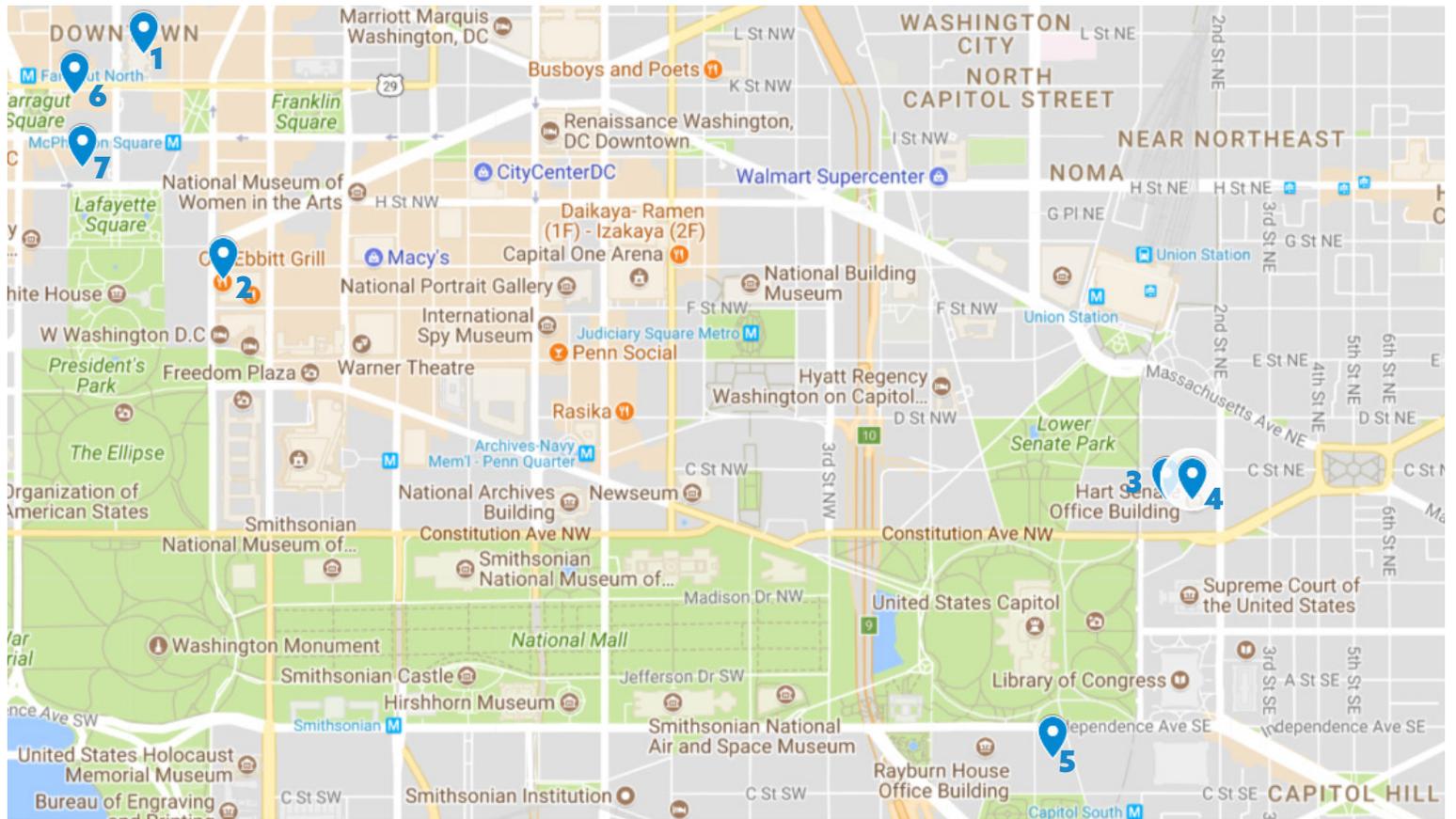
4:44-11:54 DL 939 departing DCA for FCA, transferring to DL 2054 in SLC

Other Topics of Interest:

- FAA Reauthorization – Sept 30 expiration
- Forest Management provisions of ag bill (Daines)
- Rep. Shuster infrastructure bill - discussion draft
- S. 3172 Restore our Parks Act (Daines) – \$6.5B for Nat'l Parks infrastructure
- S.2155 Banking Bill (Tester) – Dodd-Frank Act reform bill, eases reg. burden on community banks
- Tariffs

For Further Information, or Questions, Please Contact:

Joe Unterreiner, President and CEO
Kalispell Chamber of Commerce
406-249-2046 | Joe@kalispellchamber.com



1. Capitol Hilton
1001 16th Street NW
2. Old Ebbitt Grill
675 15th Street NW
3. Montana Deligation Breakfast
Dirksen Senate Office Building
4. Sens. Tester and Daines
Hart Senate Office Building
5. Rep. Gianforte
Longworth House Office Building
6. McCormick & Schmick's
1652 K Street NW
7. U.S. Chamber of Commerce
1615 H Street NW



ATTENDEES

- ABS Legal, Mark Baker, government affairs counsel to the Kalispell Chamber
- Applied Materials, Senior Director of Government Affairs, John Kania
- City of Kalispell, City Manager, Doug Russell
- City of Kalispell, Community Development Director, Katharine King
- City of Kalispell, Mayor Mark Johnson
- Flathead County Commissioner, Pam Holmquist
- Glacier Bank, President, Bob Nystuen, and spouse Kim
- Kalispell Chamber, Board Chairman, Dave Hergesheimer CPA, Managing Partner of Jordahl and Sliter
- Kalispell Chamber, President/CEO, Joe Unterreiner (Group Leader)
- Sen. Steve Daines NW MT Field Director, Ron Catlett
- US Chamber of Commerce, Northwest Regional Director, Chris Eyler
- Valley Bank of Kalispell Chairman of the Board, Mark Hensley
- Weyerhaeuser, Federal Government Affairs Representative, Bob Harris

Total: 14



Kalispell Bypass: Foys Lake Section Kalispell, Montana

Project Details

The City of Kalispell is located in Northwest Montana near Glacier National Park. As the seat of Flathead County (94,696 residents), Kalispell has 21,619 residents and serves over 3 million tourists each year.



Construction of interchange and 4-lane connections for 1.9 mile section of US Highway 93 Bypass.

The Foys Lake section is 100% ready for construction to start June 30, 2019.

Benefit Cost Analysis demonstrates a 7.89:1 community benefit ratio.

Project Funding

Total: \$20 Million

Grant Request: \$15 Million

Montana NH Match: \$5 Million

BYPASS DEMAND

The Kalispell Bypass is a regional arterial that was planned to serve as an Interstate-style transportation facility according to the 1994 EIS for the US 93 corridor from Somers to Whitefish. In 2010, an interim two-lane design with roundabouts was built at the south half of the Bypass. In 2016, the north half of the Bypass was built as a four-lane configuration with interchanges at the intersections along the corridor. This represented a connection of the 7-mile planned Bypass from US 93 south of Kalispell to US 93 north of Kalispell.

Since the Bypass was connected from north to south in 2016, traffic demand on the facility has increased at an unexpectedly high rate, the level expected for 2040. This increase in traffic growth on the Bypass has caused significant congestion at the Foys Lake Roundabout which is the transition point from the interim two-lane design on the south half to the four-lane design on the north half.

The Bypass route provides the traveling public the option of driving through the Kalispell area without disruptions caused by the series of signals on Main Street in downtown. However, the Bypass route has been a victim of its own success and traffic studies now find that this seven-mile long stretch from south to north can take as long as Kalispell's Main Street during peak travel times as a result of congestion at the Foys Lake Section.



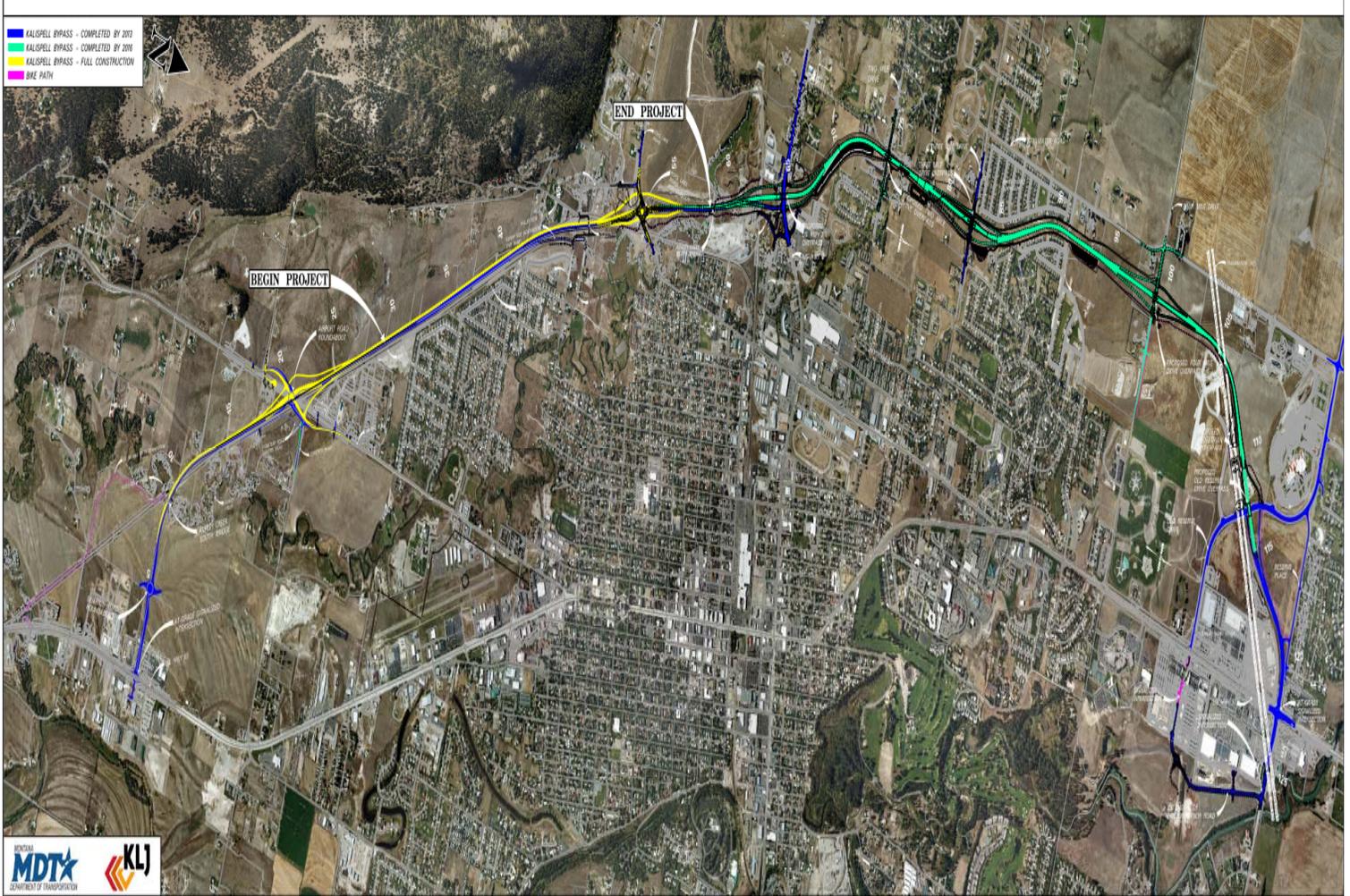
City of Kalispell BUILD Grant
<http://kalispell.com/543/BUILD-2018>



Kalispell Bypass: Foys Lake Section Kalispell, Montana

SHOVEL READY PROJECT

The map below shows the project's location on the west side of Kalispell. The area of the Kalispell Bypass completed in 2013 is shown in blue, and the area completed in 2016 is shown in green. **The BUILD grant proposal for full construction of the Foys Lake section to 4-lanes with an interchange is shown in yellow, between the project limit indicators.** The project is bound on the south end by Highway 93 milepost 1.7 and on the north end at milepost 3.6 for a total project area of 3.6 miles. Note: North is to the reader's right.



A Community Partnership



Project Contacts

Katharine King
City of Kalispell
406.758.7713
kking@kalispell.com

Ed Toavs
Montana Department
of Transportation
406.523.5800
etoavs@mt.gov

City of Kalispell BUILD Grant

<http://kalispell.com/543/BUILD-2018>





Washington Fly-In Briefing Program

Kalispell Chamber of Commerce *Montana*

Thursday, September 06, 2018
9:00 AM - 10:00 AM

U.S. Chamber of Commerce
2nd Floor Conference Room
1615 H Street NW
Washington, D.C.

Agenda:

9:00 AM - 9:20 AM

Trade Policy Discussion
Nate Giordano
Manager, Americas
International Division

9:20 AM - 9:40 AM

Political Update
Sara Armstrong
Vice President, Political Affairs and Federation Relations
Political Affairs and Federation Relations

9:40 AM - 10:00 AM

Tax Policy Discussion
Caroline Harris
Vice President, Tax Policy and Economic Development
Economic Policy

All fly-in policy briefings are off the record and closed to members of the press.



Transportation Infrastructure and Logistics Committee (TILC) Fall Meeting

U.S. Chamber of Commerce, 1615 H Street NW
Rust Briefing Center

Thursday, September 6, 2018 9:00 AM–12:00 PM

- | | |
|-----------------------|---|
| 9:00 AM | Welcome and Introduction |
| 9:15–9:30 AM | Review of U.S. Chamber’s Infrastructure Activities |
| 9:30–10:00 AM | Keynote Address <ul style="list-style-type: none">• House Transportation & Infrastructure Committee Chairman Bill Shuster (R-PA) |
| 10:00–10:15 AM | Committee Member Input on Infrastructure Bill |
| 10:15–10:30 AM | Update from U.S. Chamber on Trade and Tariffs <ul style="list-style-type: none">• Kris Denzel, Senior Director
International Policy Division |
| 10:30–10:45 AM | Discussion of Generating American Income and Infrastructure Now Act <ul style="list-style-type: none">• Guest Speaker: Sam Geduldig
CGCN Group |
| 10:45–10:55 AM | Appropriations Update <ul style="list-style-type: none">• Guest Speaker: Heideh Shahmoradi
O’Keeffe Shahmoradi (OS) Strategies, LLC |
| 10:55–11:00 AM | Federal Aviation Administration Reauthorization Update |
| 11:00–11:05 AM | Update from U.S. Chamber’s Supply Chain Policy Team <ul style="list-style-type: none">• John Drake, Executive Director, Supply Chain Policy
Cyber, Intelligence, and Security Division |
| 11:05–11:15 AM | Update from U.S. Chamber’s Environmental Affairs and Sustainability Team <ul style="list-style-type: none">• Chuck Chaitovitz, Vice President
Environmental Affairs and Sustainability |

11:15–11:30 AM

**Update from U.S. Chamber’s Technology Engagement Center
(C_TEC)**

- Jordan Crenshaw, Assistant Policy Counsel
C_TEC

11:30–11:55 AM

Keynote Address

- Jeff Rosen, Deputy Secretary
U.S. Department of Transportation

11:55 AM–12:00 PM

Other Business

12:00 PM

Adjourn



ABOUT OUR SPEAKERS



Sen. Steve Daines

A fifth-generation Montanan, Steve Daines brings 28 years of private-sector business experience to Washington, D.C. as he serves the people of Montana in the U.S. Senate.

Steve is a lifelong sportsman and grew up in Bozeman, Montana. After attending public schools (K-12) in Bozeman, Steve worked his way through college at Montana State University and graduated with a B.S. in Chemical Engineering. He spent thirteen years in a management role for Procter & Gamble, and then returned to Bozeman in 1997 to work in a family construction business.

In the U.S. Senate, Daines is working on issues of critical importance to growing good-paying Montana jobs, developing our state's energy resources, managing and protecting our public lands and supporting the needs of Montana's veterans and tribes. He serves on the Senate Committees on Appropriations, Energy and Natural Resources, Homeland Security and Governmental Affairs, Agriculture and Indian Affairs.

Steve has been married to his wife, Cindy, for 31 years. They live in Bozeman and are the parents of four children: David, Annie, Michael and Caroline. Steve and his family are actively involved in their church and community volunteer organizations and enjoy backpacking, hunting, skiing and fishing.



Sen. Jon Tester

Jon Tester is a third-generation Montana dirt farmer who brings his Montana values with him to the U.S. Senate. Every day, whether Jon is on his farm, traveling the state to meet with Montanans, or on the job in Washington DC, we can count on him to defend the Montana that three generations of his family have called home. That's why Jon won't ever stop holding government accountable, fighting for veterans and improved schools, infrastructure, and jobs. And it's why Jon is relentless in defending Montana from outsiders coming into our state hell-bent on buying our elections, taking our public lands, and chipping away at our personal freedoms. Every day, Jon is defending Montana.

Jon takes the feedback he hears from Montanans and brings it to Washington. Jon has had 18 bills signed into law by President Donald Trump. Jon's bills have increased accountability in Washington, cracked down on bad actors at the VA, and delivered on rural priorities for Montana. Jon's not done getting things done for Montana. He continues to push Washington to deliver for Montana. Whether it is in Washington, back on the farm, or in meetings across Montana, Jon will always relentlessly defend our Montana way of life. After all, with his trademark flattop haircut (\$12, including tip), Jon Tester has always been a Montanan.

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Rep. Greg Gianforte

I fell in love with Montana nearly 40 years ago when I first came to Montana on a school trip. I'm thankful to have built a life, started a small business, and raised a family in this state. That's why I'm running for Congress - to serve the state that I love and ensure that Montana's voice is always heard. Susan—my wife of 28 years—and I raised our four children in Bozeman hunting, fishing, rafting, climbing, skiing and backpacking on Montana's public lands.

We founded RightNow Technologies 20 years ago in our Bozeman home and grew it into the town's largest commercial employer, creating over 500 high-paying Montana jobs, employees with an average Montana salary near \$90,000 a year.

I'm not a government insider. I spent my entire career creating jobs in the private sector - from mowing lawns as a teenager to founding five different start-up companies. I've worked to improve Montana's economy through the "Better Montana Jobs" project and launched scholarship programs to help low-income Montana students and our veterans pursue the education and training they need to start a career in Montana.



Nate Giordano, Manager, Americas International Division, U.S. Chamber of Commerce



Sara Armstrong, Vice President, Political Affairs & Federation Relations, U.S. Chamber of Commerce

Armstrong recently served as chief of staff to the Republican National Committee where she helped lead the RNC to record-breaking fundraising results and victories in four special elections in 2017. Prior to that, Sara was the chief executive officer of the 58th Presidential Inaugural Committee and vice president of the 2016 Republican National Convention in Cleveland, OH. Armstrong has held various other roles at the RNC since 2009 including deputy chief of staff and chief operating officer. She also served in the George W. Bush administration, notably in the role of special assistant to the president and deputy chief of staff to First Lady Laura Bush.

Together with their decades of national experience, the team will lead the strategy and day-to-day operations of the Chamber's political, grassroots, and election-related activities. This includes member activities for the U.S. Chamber Federation - the thousands of state, local, and metro chambers of commerce and hundreds of trade and professional associations.



Caroline L. Harris, Vice President, Tax Policy & Economic Development, Chief Tax Policy Counsel, U.S. Chamber of Commerce

Caroline L. Harris is vice president, tax policy and economic development, and chief tax policy counsel at the U.S. Chamber of Commerce. She directs the development, promotion, and publication of the Chamber's policy on tax-related matters. Additionally, she works with other Chamber policy centers in their efforts to advance specific policies to improve economic growth.

She analyzes tax legislation, other legislation with revenue-raising provisions and growth impacts, and tax reform proposals, and submits comments, Hill letters, and testimony to Congress and regulatory agencies. Harris routinely meets with members of Congress and their staffs, the administration, and regulatory agencies to promote the Chamber's tax policy.

Harris is admitted to the District of Columbia Bar. She is a member of the American Bar Association and its Tax Section. Harris received a B.A. in economics from the University of Wisconsin-Madison and her J.D. from The George Washington University School of Law. She received a Master of Laws in Taxation, with distinction, from the Georgetown University Law Center. Harris hails from Philadelphia and currently resides in Washington, D.C. with her husband, Ethan, and their two dogs, Baron and Teddy.



Rep. Bill Shuster (R-PA), Chair of House Transportation Committee

Congressman Shuster is committed to bringing greater opportunity and a better standard of living to the people of the 9th district through his focus on economic development and transportation infrastructure. As Chairman of the House Transportation and Infrastructure Committee, Shuster continues to work to secure important funding for roadway projects in the 9th district as well as infrastructure improvements throughout Western Pennsylvania. One of the largest committees in Congress, the Transportation and Infrastructure Committee currently has jurisdiction over all modes of transportation: aviation, maritime and waterborne transportation, roads, mass transit and railroads.

Shuster has served on the House Transportation and Infrastructure Committee since coming to Congress in 2001. He previously served as Chairman of the Subcommittee on Railroads, Pipelines, and Hazardous Materials and as Chairman of the Subcommittee on Economic Development, Public Buildings and Emergency Management.

Prior to coming to Congress, Shuster worked on his family's farm in Bedford County, gained valuable marketing and management experience with the Goodyear Tire and Rubber Corporation as well as with Bandag Incorporated where he served as District Manager. He is also an experienced small business owner, having owned and operated an automobile dealership, in East Freedom, Pennsylvania.

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Deputy Secretary of Transportation, Jeffrey A. Rosen

Jeffrey A. Rosen is the 21st Deputy Secretary of the U.S. Department of Transportation. In this role, he acts as the Department's Chief Operating Officer and advises and assists the Secretary in leading the Department's Operating Administrations and more than 50,000 employees. Mr. Rosen helps implement the Department's critical priorities, including the safety of our country's transportation systems and technologies, and advancing the infrastructure that is vital to our nation's economic competitiveness and growth in both the urban and rural areas of our country.

Among other responsibilities, the Deputy Secretary serves as Chair of DOT's Council on Credit and Finance, as Chair of DOT's Intelligent Transportation Systems Management Council, as Chairman of the Union Station Redevelopment Corporation, as a member of FAA's Management Advisory Council, and as a member of the President's Management Council. He also serves as Chair of DOT's Safety Council, Chair of DOT's Economic Growth Council, and as DOT's Regulatory Reform Officer.

Mr. Rosen received a B.A. in economics with Highest Distinction from Northwestern University (1979) and a J.D. Magna Cum Laude from Harvard Law School (1982). Mr. Rosen is married to Kathleen N. Rosen, M.D., and has three adult children. He is a longtime resident of the Commonwealth of Virginia.



ABOUT

HOTEL INFORMATION:

CAPITAL HILTON
1001 16th Street, NW, Washington, DC 20036
202-393-1000

AMENITIES AND SERVICES:

Whether conducting business, keeping up with a fitness routine or looking to spend quality time with your family, our Hilton hotel is here to make the most of your stay by offering the services you need, the amenities you expect, and the extras you deserve.

FOR YOUR BUSINESS CONVENIENCE:

Let our on-site business center work for you. Fees may apply. We are pleased to offer complimentary wireless high speed Internet access in the lobby and in The Statler Lounge. There also is a complimentary computer kiosk and print station in the lobby. Wired and wireless high speed Internet access is available in guest rooms for \$13.95.

- Audio/Visual Equipment Rental
- Business Center
- Complimentary Printing Service
- Meeting Rooms
- Wireless HSIA in guest rooms
- Wireless HSIA in public areas

ATTIRE:

Dress for meetings is business attire, generally a coat and tie gentlemen and similar for women.

WEATHER:

Washington, DC 10 Day Weather

DAY	DESCRIPTION	HIGH / LOW	PRECIP	WIND	HUMIDITY
TUE SEP 4	Partly Cloudy	90°74°	20%	SE 5 mph	70%
WED SEP 5	Partly Cloudy	89°72°	20%	SE 7 mph	70%
THU SEP 6	Mostly Sunny	88°71°	20%	SSE 7 mph	69%

Please pack appropriately for warm-weather conditions, as well as the chance of rain.

Local Officials Lobby for Kalispell Bypass Funding in Washington D.C.

Grant application seeks \$15 million to complete full build-out of Foys Lake roundabout stretch

BY MYERS REECE // SEP 12, 2018



A delegation of more than a dozen Flathead Valley officials traveled to Washington D.C. last week to state their case for receiving federal funding to complete full build-out of the Foys Lake roundabout section of the U.S. Highway 93 bypass.

They returned feeling optimistic about the project's chances of receiving the \$15 million in BUILD grants from the U.S. Department of Transportation, which would help fund the \$20 million project, with the remaining \$5 million coming from the Montana Department of Transportation (MDT).

If secured, the funding will go toward widening a roughly 2-mile stretch of the southern section of the bypass, between the Ashley Creek bridge and the southern tip of the sound wall, from two lanes to four. It would also remove the often-congested Foys roundabout and replace it with an overpass interchange with ramps, meaning Foys Lake Road will go over the bypass.

City of Kalispell and Flathead County officials were joined by economic and community leaders on the trip, which kicked off with Sept. 5 meetings with the Montana congressional delegation: U.S. Sens. Steve Daines and Jon Tester and Rep. Greg Gianforte.

"Our delegation was really supportive and positive," Kalispell Chamber of Commerce President and CEO Joe Unterreiner said of the two senators and congressman. "We're very optimistic."

The city of Kalispell is the lead agency on the federal grant application, submitted in July in conjunction with the MDT. Partners and supporters include Flathead County, the Kalispell Chamber of Commerce and a long list of other Northwest Montana economic and community organizations.

Although the bypass, also known as the U.S. Highway 93 Alternate Route, opened to traffic in October 2016, only the northern portion is complete with four lanes and overpass interchanges. The BUILD funding would bring the bypass one step closer to full build-out, leaving only the remaining southern tip with two lanes and roundabouts.

Ed Toavs, the MDT's western district administrator, has previously said the project's chances are boosted by its shovel readiness, availability of data demonstrating need, community support and broad cooperation among different partners.

Katharine King, assistant director of community development for the city of Kalispell and a member of last week's D.C. delegation, echoed Toavs, pointing to a June 27 letter sent by 15 Northwest Montana chambers of commerce, tourism bureaus, downtown associations and economic development groups to U.S. Transportation Secretary Elaine Chao voicing support for the funding.

"It demonstrated the strong and diverse community support for the project, and that's a really important aspect," King said.

Toavs said pre-construction estimates pegged traffic flow along the Foy's Lake stretch at 16,000-18,000 cars per day by 2040. It's already reached that number, and is higher in some areas on the north side.

Toavs co-authored a study with University of Idaho professor Steve Peterson released last year that measured the economic impact over the life of the alternate route's construction, from 2001-2016, at \$1.12 billion, including new residential and commercial development, sales and wages associated with 760 jobs a year. Toavs said that number has been updated to \$1.4 billion, providing further useful data in the application.

King said there are 870 applications nationwide seeking a chunk of the available \$1.5 billion in BUILD funding, and 30 percent of the funding must be awarded to projects in rural areas, boosting the bypass's odds.

BUILD is the successor to the TIGER program. The city of Kalispell received a \$10 million TIGER grant in 2015 to help fund its industrial park and core redevelopment project, which is currently in progress.

"We're hopeful that this project will get selected," King said. "It's very competitive, as it was under TIGER, but there's quite a bit more money available this time around."

Among other highlights of the D.C. trip, Unterreiner said, was attending the U.S. Chamber of Commerce's transportation infrastructure committee meeting, followed by a personal conversation with Deputy Secretary of Transportation Jeffrey Rosen.

"I was able to connect with him after the meeting and make a little pitch for the project," Unterreiner said.

Other delegation members were John Kania of Applied Materials; Kalispell City Manager Doug Russell; Kalispell Mayor Mark Johnson; Flathead County Commissioner Pam Holmquist; Glacier Bank President Bob Nystuen and his wife, Kim; Kalispell Chamber of Commerce Board Chairman Dave Hergesheimer, a managing partner at Jordahl & Sliter; U.S. Chamber of Commerce Northwest Regional Director Chris Eyler; Bob Harris of Weyerhaeuser; and Valley Bank Chairman of the Board Mark Hensley.

The delegation also learned that grant recipients could be announced earlier than the originally listed date of Dec. 18, which would be welcome news for a project that is ready to go as soon as funding is available, King and Unterreiner said.

"That would be great for us if it works out that way," Unterreiner said. "It would allow us to get started more quickly."