

SAVETHIS DATE: Your Ship's Come In! For our Associated Industries

Annual Cruise!

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'dialogue': 01 - Vol: 01

Welcome to 'ai dialogue': Associated Industries' conversation with you

NEW WEBSITE TO FOLLOW

Welcome to 'ai dialogue' -- a newsletter designed to increase our communications with you, our members, colleagues and community leaders. With the creation of 'ai dialogue' our goal is to provide you with information useful in the successful operation of your business. Even more, 'ai dialogue' is meant to provide a forum for your feedback, comments and concerns -- all of which we welcome.

The 'ai dialogue' is just the first step. In the next few months, a new interactive Associated Industries website will follow with even more opportunities for true conversation, interesting information and dynamic new features. In other words, for dialogue. Be watching for our announcement.

AWB RELEASES 2008 LEGISLATIVE REPORT CARD

(OLYMPIA May 28, 2008) On May 28, the Association of Washington Business released its annual Legislative Report Card, reviewing the 2008 legislative session and grading lawmakers on their performance.

"Anyone doing business in Washington today needs to look at this voting record and the percentage scores," said AWB President Don Brunell. "There is no better indicator of how business-friendly an individual legislator might be."

In addition to listing how legislators voted on business-related issues, each legislator received a score reflecting how often they agree with Washington's business community.

The highest rated senators were Sens. Jim Honeyford, R-Sunnyside, and Linda Parlette, R-Wenatchee (100 per-

cent). The House of Representatives' top scorers were Reps. Larry Crouse, R-Spokane; Joel Kretz, R-Wauconda; Lynn Schindler, R-Spokane (96 percent).

Those rated worst on the Senate side included Franklin, Fraser, Kauffman, Kline, Koh-Welles, Marr, Prentice and Rockefeller, all with 22 percent ratings. The House fared better, with Darneille, Riberts, Springer, Sullivan, Wallace and Williams rated 20 and 29 percent.

The complete Report Card can be found online at www.awb.org and in the current issue of *Washington Business*, the association's bimonthly magazine.

SPEAK UP IN SUPPORT OF BIZ-HEALTHY SOLUTIONS

On Tuesday, July 29, 2008, Healthy Washington Coalition, will host a "town hall" meeting at the First Presbyterian Church, 318 S. Cedars Street in Spokane. The meeting - and similar events held by Healthy Washington - focuses on ideas that could impact an employer's future health insurance coverage.

Unions and others who back government-run healthcare are likely to be present. To ensure that the Legislature receives a meeting report that presents a business-friendly perspective, AI is encouraging business owners to attend and share their health care coverage concerns and ideas.

For information and a list of Healthy Washington Coalition members, visit www.pnhpwesternwashington.org, or contact Associated Employer's Trust Senior V-P Ted Blotsky, at tblotsky@aain.com or (509) 777-2657.

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FACT of the MATTER:

Important information from Associated Industries CEO/President Jim DeWalt

The healthcare debate continues. Insurance Commissioner Mike Kreidler wants to overhaul the healthcare system in Washington State, promoting

the “Guaranteed Health Benefit Plan” which bears his name. Kreidler says his plan would guarantee catastrophic health coverage for all claims over \$10,000 a year and “preventative care” for every Washingtonian.

The catastrophic portion of the plan would be paid through a payroll tax of one percent of employees’ earnings and three to five percent of employers’ payrolls, with small businesses paying a lower rate than large businesses.

With the last session’s Healthcare Committee offerings, we’ve already seen indications of how our legislators are likely to vote. We can also project what it’s likely to cost us. Kreidler’s universal coverage bill introduced during the last legislative session (House Bill 2640 details on the opposite page) would have cost more than \$61 billion (that’s with a “B”) over the first eight years.

Kreidler’s current offering, while toned down, would still bring more of the same hefty expenditures, while implementing a bureaucratic nightmare that fails to address the actual causes of ever-rising healthcare costs.

Given the sheer volume of legislation that is introduced, amended, defeated, signed, vetoed or re-introduced in a session (about 4,500 pieces of legislation in 2008 alone -- and that was a short session!) it’s easy to lose sight of issues that are of importance to all of us as small businesses. I realize how full your days may be but one of the most important things you can do to protect and grow your business is to communicate with your legislators.

While the legislature is in recess, your legislators are more accessible. Invite them in for a cup of coffee and a tour of your business. Let them know how decisions they make regarding your taxes, workers comp and healthcare affect your bottom line. In addition, many committees have planned meetings that are open to stakeholders and the public.

One such committee meeting takes place on December 5, 2008, when the Full Healthcare and Wellness Committee will meet in Olympia for a Public Hearing and Work Session (time and place TBD). Items for discussion include analysis of Healthcare Reform Proposals and Implementation of the Health Insurance Partnership. More information regarding this important meeting will be available by calling the State information line at (360) 786-7311.

Jim DeWalt , CEO/President

Interactive Leadership Series for Managers and Supervisors.



DATES:

Sept. 26 - Dec. 5, 2008

COST:

Members Only: \$950

Two or more from your organization: \$850/ea.

The supervisors and managers in your organization have a powerful impact on productivity, quality, teamwork, morale, safety, costs and customer service. The course includes ten half-day sessions that give new and experienced leaders greater confidence in applying leadership and communication skills.

- Interaction Skills
- Personal Effectiveness
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- Government Regulations
- Interviewing and Selection
- Motivations and Delegation
- Coaching For Success
- Improving Employee Work Habits
- Planning and Performance Expectations
- Performance Review Skills

DID YOU KNOW WE'RE MOVING?

Associated Industries is moving into new digs!



Soon you'll see our sign being hauled into place on the building at 1206 North Lincoln Street, Ste 200 (the former Moloney O'Neill Corkery Jones Building.) Be watching for our Grand Opening in mid-September!



Congresswoman McMorris Family-Friendly Workplace Act

The Fair Labor Standards Act (enacted in 1938) prohibits private sector employers from offering their employees the choice of opting for paid time off as compensation for working overtime hours, although public sector employers and employees are the exception. They have the option of taking normal overtime pay or taking 1-1/2 hours off with pay, often known as "comp time."

Congresswoman Cathy McMorris-Rodgers has sponsored Family Friendly Workplace Act (H.R. 6025) that would give equal rights to private businesses to use this option. More about it is found at this link: http://www.townhall.com/columnists/CathyMcMorrisRodgers/2008/05/12/a_mothers_day_gift_from_congress?page=full&comments=true



COME ABOARD!

Associated Industries invites you to join our Member Appreciation BBQ and Cruise aboard the Mish-An-Nock on beautiful Lake Coeur d'Alene.

Associated Industries Member Appreciation BBQ & Cruise

DATE: Friday, August 22, 2008
5:00 BBQ
6:30 PM BOARDING
7:00 CRUISE

R.S.V.P.
By Friday, August 15 at
(509) 326-6885 or
via email at ai@aiin.com



a.i.(biz) briefs

ADVOCATES FOR MEDICAL COVERAGE FOR THOSE WHO ARE UNINSURED often talk as if it would cost little or nothing or even save billions. But Insurance Commissioner Mike Kreidler's universal-coverage bill, [House Bill 2640](#), as sponsored by Reps. Eileen Cody, D-Seattle, and others, was calculated by the state's Office of Financial Management as follows:

FY 2010 \$ 3,139,000,000*
FY 2011 \$ 7,705,000,000
FY 2012 \$ 7,898,000,000
FY 2013 \$ 8,095,000,000
FY 2014 \$ 8,297,000,000
FY 2015 \$ 8,504,000,000
FY 2016 \$ 8,717,000,000
FY 2017 \$ 8,935,000,000

Total \$61,290,000,000

* FY = Fiscal Year

Source: Bruce Ramsey, Seattle Times "Ed Cetera Blog" Posted 02/06/08

ACCORDING TO THE WASHINGTON RESEARCH COUNCIL, headquartered in Tukwila, Washington State ranks 18th highest in state and local taxes per capita, 28th in taxes per \$1,000 of income and remains near the top in business tax burdens. Source: Washington Research Council (<http://www.researchcouncil.org/news>)

NEWLY RELEASED CENSUS BUREAU ESTIMATES show that Washington's state and local governments collected \$3,948 per capita in Fiscal Year 2005-06. This equals \$111.99 for each \$1,000 in state personal income. Source: U.S. Census Bureau. State and Local Government Finances: 2005-06 (<http://www.census.gov/govs/www/estimate06.html>)

THE SO-CALLED HEALTHY AMERICANS ACT would replace the current employer-based health insurance system with a method in which the government requires and oversees individually-selected private health care plans. Coverage would be guaranteed to be as good as what federal employees receive and the government would subsidize healthcare for people up to 400 percent of the poverty level. The plan is designed to be paid for in part by changes to the tax code, including a new tax on employers of between 3 percent and 26 percent. Employer payments are expected to generate up to \$100 billion a year in federal revenue.

Source: Matthew Daly, Seattle Times, Associated Press Writer, Posted 05/02/08

'ai dialogue'

a new publication of Associated Industries, Spokane WA

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Recent increases in healthcare costs have driven employers to take steps to improve their employees' health and reduce the risk of chronic diseases by changing behaviors.

Johnson & Johnson recently announced savings gained from paying attention to employee health, especially as related to cancer screening or treatment.

As part of a program aimed at cancer prevention, J&J estimates it saved \$225 per employee in annual health costs.

*- Washington CEO Magazine,
October 17, 2007*

Associated Industries offers a free Employment Application template to our members.

- It's ready for your company logo
- Screened by our Legal Department
- Simple yet complete and revealing
- You can use a "Print-as-Folder" option for easy paper handling and filing

AI offers a wide variety of other employment process tools to members. To learn more, login as a member on the AI website (www.aiin.com) or call V-P of Human Resources Bill Sweigert at (509) 326-6885. If it's about your employee relations or benefits, leadership effectiveness or personnel issues, AI can help.



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