

Inside this issue

Feature DESIGNS ON A GROWING BUSINESS

Product KEEP PROJECTS MOVING WITH BUSINESS|MANAGER®

Profile ALASKA BUSINESS BANKING EXPERTS



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ANCHORAGE



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ANCHORAGE



Established in 2012, Commercial Kitchen Solutions (CKS) was built on the principles of top customer service, vast selection of quality products and super kitchen design expertise. Not only does CKS have an endless supply of products, but it has the skills needed to help.

> continued from front page, Designs on a Growing Business.

Sheffrey's design work isn't only for popular local eateries and watering holes. CKS helps build dining facilities in exploratory camps for companies working on North Slope oil fields.

"These jobs are some of my favorite challenges," Sheffrey said. "Each facility is different and can be for 80 to 600 people. You have to think about food storage and waste storage based on how long the workers will be on site.

"Maybe we have to create a lounge area for the employees to rest and eat. Or the facility is simply set up for people to take food to their rooms.

"Either way, these projects test us in the best possible way."

We're not satisfied

CKS might have never come to be if not for Sheffrey's father and his ability to play cards.

Many years ago, Sheffrey worked at a local Anchorage school as a gym teacher and bus driver. His father's poker buddy at the time needed some sales help at a different company.

"Dad pitched my name," Sheffrey said. "The next thing I know, I'm in an office surrounded by catalogs and told to start learning them backwards and forward."



"All those years of outside sales led to me getting into design and kitchen layout. I've enjoyed the experience immensely."

CKS started with Sheffrey and one other sales person. Today, the company employs seven people.

"I'd like to think we're the dream team of restaurant equipment sales with more than 100 years of combined experience," Sheffrey said. "We're the only place in town where you can come in, choose a design, get a printout of the plans and walk out."

"But we're not satisfied. We're still going to keep growing and always represent our clients well."

Learn more about Commercial Kitchen Solutions, LLC at commercialkitchensolutionsak.com.



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DESIGNS ON A GROWING BUSINESS

Commercial Kitchen Solutions brings competitive, creative edge to restaurant equipment sales

When David Sheffrey ventured out on his own professionally about three years ago, he first headed home.

"I started small, working out of my house for five months," Sheffrey said. "For a short time, I was making sales calls as a company with no name."

But it didn't take long for Sheffrey to transform Commercial Kitchen Solutions, LLC into one of Southcentral Alaska's leaders in restaurant equipment and smallware sales.

Now located in a sizable South Anchorage warehouse and office, Commercial Kitchen Solutions (CKS) strives to provide its customers quality expertise, service and competitive pricing.

"I want to remain a completely Alaskan-owned business with a competitive edge," Sheffrey said. "We'll always have a hometown feel where clients are treated as friends and family."

The best use of the space

Sheffrey began working in restaurant equipment sales nearly 20 years ago and has specialized in restaurant design for more than 11 years. Design work doesn't necessarily center on the interior make-up of the shop like the color of the countertops or the size of the napkin dispensers.

"It's more about the layout and creating ways the customer gets the best use of the space," Sheffrey said. "Whether we're looking at a fast-food casual place or fine dining, our job is to learn what the customer wants to achieve."

Take a commercial kitchen. Sheffrey and CKS are dedicated to making the most efficient use of restaurant employees' time. A well-designed kitchen allows for food to get out quickly, while maintaining a clean, safe environment.

"You want to be smart about where food is prepped in comparison to where the trash is being disposed," Sheffrey said. "Also, a bartender shouldn't have to walk more than a foot to make 90 percent of the drinks."

continued on back page, Designs on a Growing Business>



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We'll always have a hometown feel where clients are treated as friends and family."

David Sheffrey/Owner
Commercial Kitchen Solutions

We Believe in Alaska

KEEP PROJECTS MOVING

Business|Manager® improves cash flow, helps grow business and saves time and money

As David Sheffrey got to know First National Bank Alaska bankers Tim Breeden and Syl Fowlis, he quickly learned of the advantages Business|Manager® could offer his company, Commercial Kitchen Solutions LLC.

"Initially, I was hesitant because it seemed like other entities would be too involved in our business," Sheffrey said. "But it's not that way at all. The program is cost effective and keeps projects going."

Business|Manager® offers companies a way to receive cash, even if invoices are not paid in the immediate future.

How it works

Business|Manager® allows a company to sell commercial invoices to the bank and, at the same time, streamline payment processing with a lockbox service. Businesses get most of their cash the same day they bill, instead of waiting for an invoice to be paid.

In the case of Commercial Kitchen Solutions (CKS), the program allowed Sheffrey to take on more large jobs when he first started the business. Business|Manager® provided the needed cash to pursue those prospects.

First National processed payments, mailed statements, received incoming payments and notified CKS of those payments.

Sheffrey concentrated on running and growing his business. He let Business|Manager® do its job.

Business|Manager® benefits

- Improve cash flow** Predictable cash flow can help with a growing payroll, provide opportunities for discounts with suppliers, and the flexibility to pursue new business opportunities including expansion. It also gives business owners peace of mind.
- Grow your business** Better cash flow and more time allow you to safely take the plentiful opportunities for growth. You'll be able to buy new equipment, increase your staff, invest in marketing and offer new services.
- Save money and time** Take waiting out of the game. Outsource the process to a proven expert and re-allocate staff to more profitable areas. In addition, you'll most likely see an improved customer experience.

"Business|Manager® has always worked beautifully for us," Sheffrey said.

To learn more about First National's Business|Manager® visit FNBAAlaska.com/business_advantage.html or contact Tim Breeden NMLS # 685916 at **777-5607/1-800-856-4FNB (4362)** for communities outside Anchorage.



Alaska BUSINESS banking expert

Syl Fowlis NMLS# 1226706

Branch Manager, Anchorage

A fascination with animals nearly led Syl Fowlis to a career as a veterinarian. But a brother with an accounting background told him to crunch the numbers.

"I quickly realized how much you help others as a banker," Fowlis said. "It's clearly the best part of the job."

Fowlis was appointed Branch Manager at the Federal Branch in downtown Anchorage in April 2014. Originally from Gambia, Fowlis has worked in banking for more than a decade with roles as a Teller, Personal Banker, Business Development Officer and Branch Manager.

Fowlis earned a degree in finance from the University of Alaska Anchorage. As his banking career moves along, the dedication to his customers only strengthens.

"As a local bank, we strive daily to give our customers a great experience right where they live, work and play," Fowlis said. "Whether recommending a service or introducing them to one of the bank's loan experts, it's our responsibility to build trust and build strong relationships."

One of those strong relationships is the one Fowlis enjoys with Commercial Kitchen Solutions LLC's David Sheffrey. Like so many other business professionals, the two got to know each other through Rotary, an international service club. When Sheffrey started his company in 2012, he approached Fowlis about some of the business' banking needs.

"Any time you call Syl or any other First National banker, you get a response right away," Sheffrey said. "The expertise is always helpful."

As Fowlis became familiar with Sheffrey's ambition and business needs, he knew the bank's Business|Manager® program would be a great fit. The program invoices customers and creates almost-immediate cash flow, thus eliminating much of the stress associated with getting paid on a regular basis.

Business|Manager® allowed Commercial Kitchen Solutions to build its business quickly by taking on large jobs at the start. Sheffrey knew the cash flow would be there to make those jobs happen.

"It's quite beneficial to have someone to trust like Syl," Sheffrey said. "He took good care of us."

Contact Fowlis NMLS# 1226706 today at Sfowlis@FNBAAlaska.com or **907-777-4178**.



Tim Breeden NMLS# 685916

Loan Officer/ Business|Manager® Specialist, Anchorage

Imagine the projects piling up, one big job coming in after the other. The business and potential profit is always welcome, but what about the resources needed to finish all the work?

Enter First National Bank Alaska

Loan Officer Tim Breeden and the bank's Business|Manager® program. Breeden oversees Business|Manager® thanks in large part to his solid knowledge of banking gained from several years' experience in the industry.

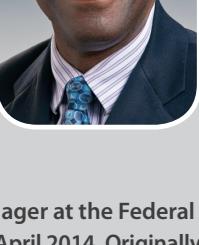
The cash management tool improves cash flow for businesses almost immediately. Using the program, companies outsource payment processing and the mailing of statements to the bank and convert receivables to cash in about 24 hours.

"It's a very positive program, and a very reassuring option to have in the day-to-day operations of doing business," said Commercial Kitchen Solutions LLC's David Sheffrey.

Breeden used his business background and life experience to work his way up from starting as a Teller at First National almost 10 years ago. He's glad to offer Business|Manager® as a way to allow his qualifying business customers to count on predictable cash flow all across the state.

"Working with a range of companies in a variety of industries, I've come to realize just how important our business customers' relationships are and how well Business|Manager® can work for them," Breeden said. "We're here to help them meet their short- and long-term goals, and the program often provides the convenience, service and value our customers have come to expect from First National."

Contact Breeden NMLS# 685916 today at TBreeden@FNBAAlaska.com or **907-777-5607**.



Branch locations

ANCHORAGE BRANCHES

Anchorage/Eagle River

777-4FNB (4362)

Other areas

1-800-856-4FNB (4362)

Dimond Branch

Eastchester Branch

Federal Branch

Main Branch

Muldoon Branch

North Star Branch

Northern Lights Branch

Parkway Branch

South Center Branch

U-Med Branch

BETHEL

Kuskokwim Branch 543-7650

CORDOVA

Cordova Branch. 424-6700

EAGLE RIVER

Eagle River Branch. 689-5200

FAIRBANKS

Golden Valley Branch 459-7100

Interior City Branch 459-5300

Johansen Branch 450-7300

GLENNALLEN

Glennallen Branch 822-7350

HAINES

Haines Branch 766-6100

HEALY

Healy Branch 683-7750

HOMER

Homer Branch 235-5800

JUNEAU

Juneau Regional Branch 586-5400

Valley Centre Branch 790-8000

KENAI

Kenai Branch 283-6800

KODIAK

Kodiak Branch 486-7900

PALMER

Palmer Branch 746-8900

SEWARD

Seward Branch 224-4200

SITKA

Sitka Branch 747-7000

SOLDOTNA

Soldotna Branch 260-6000

VALDEZ

Valdez Branch 834-4800

WASILLA

Wasilla Branch 352-5900

