January 2012

BEAR NECESSITIES



The Official Newsletter of the Made In Alaska Program

Survey

The Division of Economic Development is conducting a permittee survey to gain Made In Alaska program feedback on the performance. All Made In Alaska permit holders with an email address will receive the survey on or around February 1, 2012. Thank you for your quick responses.



2012 Workshop & Webinar Schedule

Made In Alaska's 2012 workshops will be held in the first quarter of the year in five cities. This year's classes will be Marketing Basics, Social Media and Digital Photography. Marketing Basics covers the basic marketing techniques used by successful small businesses. Social Media shows how to use Facebook and other social media to increase business exposure. How To: Digital *Photography* is a hands-on workshop requiring participants bring a Made in Alaska-or Silver Handpermitted item to photograph. You will learn to take a photograph and put it on a CD. Made In Alaska workshops are *free* and open to all permit holders as well as the public. Call 272-5634 or e-mail to make reservations: info@anchoragemarkets.com. Please specify which workshop, names of attendees and company name.

Schedule for 2012 Workshops: 1:30 Registration 1:40 Made In Alaska Update 2:00 Marketing Basics 3:00 Social Media 4:00 Expanding Marketing 5:00 Break 6:00 Digital Photography 8:30 End

2012 Workshops:

- Jan 23: Sitka The Loft 1:30-8:30pm
- Jan 24: Ketchikan Best Western Landings *2:30-9:30pm
- Jan 25: Wrangell Nolan Civic Center 1:30-8:30pm
- Feb 7: Fairbanks Princess Hotel 1:30-8:30pm
- March 1: Anchorage BP Energy Center 1:30-8pm
 *Note Ketchikan times

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Webinars

The Made In Alaska webinars will cover new information not presented at the Made in Alaska workshops.

Make reservations by calling 272-5634 or e-mailing info@anchoragemarkets.com.

January 18, 2012 1-2pm — Color Forecasting by Dana Resse; Made in Alaska Program Administrator February 15, 2012 1-2pm — Resources for Small Businesses by Dept of Commerce

February 22, 2012 1-2pm — Employees = New Obligations by Bill Webb; Made in Alaska Program Manager

February 29, 2012 1-2pm — Small Business Loans by Key Bank

March 14, 2012 1-2pm — Great Customer Service by Dana Resse; Made in Alaska Program Administrator

NEW PERMIT HOLDERS

Alaska Rock Farm

Lorena Riesgaard Delta Junction 895-1955 alaskarockfarm@gmail.com www.alaskarockfarm.com Permit #6741 Vases, Lights, Oil Lights and Coasters

Alaska Tractor, LLC

Randy Nabb Wasilla info@alaskatractor.com www.alaskatractor.com Permit # 6760 Rotary Manure Spreader Permit # 6761 Mechanical Backhoe Thumb

Alaska Valley Girls Bead Craft

Brandi Ross Wasilla 841-3990 akcowgirl39@gmail.com Permit #6763 Bead Crafts

Alaskan Dream Designs

Donna Lowe Chugiak 306-6330 akdreamdesigns@aol.com Permit #6734 Ceramics

Alaskan Gold Rush Fine Jewelry

Joseph Webb Fairbanks 456-4991 gldrsh@gci.net www.goldrushfinejewelry.com Permit #6736 Gold, Silver & Natural Alaskan Jewelry

Arctic Whippet Designs

Nancy Schramm Wasilla 376-3963 awd4u@mtaonline.net Permit #6757 Laser Engraved Products

ChalleneVi Designs

- Challene Shoun Wasilla 354-0088
- 1354-0066
- Challenevi@gmail.com www.challenevi.etsy.com
- i Permit #6752
- Jewelry



Permit 6752

Chic Pizazz

Crystal Dosser Anchorage info@chicpizazz.com www.chicpizazz.com Permit #6754 Faux Fur Headbands



Permit 6754

Design Genie Jeanette Rouswell Palmer 529-4575 designgenie@hotmail.com Permit #6737 Sewn Blankets, Quilts and Embroidery

Designs By Shanda Shanda Graham Anchorage 841-9515 designsbyshanda@yahoo.com Permit #6739 Metal Cut Out Designs

Dp Pottery

Dorris Pfalmer Fairbanks 474-3686 dopfapfo@gmail.com Permit #6742 Pottery

i H & K Manufacturing

Reidar Tennesen Palmer 982-3242 Tennesen@hotmail.com Permit #6753 Tablet Holder For Mounting In Jet Airplane



Permit 6753

House of Bread Bakery Ginna & John Baldiviez Anchorage 222-1352 houseofbread@gci.net www.houseofbreadanchorage.net Permit #6735 Fresh Baked Goods and Sandwiches

Ignite Industries, LLC Jeff Whaley Wasilla 529-5154 igniteindustries@gmail.com www.igniteindustriesak.com Permit #6756 Fire Starting Stick



Permit 6756

NEW PERMIT HOLDERS

Island Art	Mouth Dropping Art	Soft Touch Fiber Arts
Terri Springer	Paul Stiefel	Ellen Halseth
Kodiak	Anchorage	Anchor Point
tspringer@acsalaska.net	Permit #6758	235-2548
Permit #6745	Handcrafted Native Art and	ellenh@horizonsatellite.com
Handcrafted Art Using	Note cards	Permit #6744
Natural Materials	Permit #6759	Fiber Art: Hand-Woven and
	i Souvenir Jewelry	Hand Knitted
Kittiwake Clothing Company		
Kathleen Yackel	Natural Alaska	Sweet Caroline's
Anchorage	Christine Knittel	Caroline Murphy
830-9734	! Healy	Anchorage
Yackel_kathleen@asdk12.org	naturalalaska@yahoo.com	Carolinescaramel@hotmail.com
http://kittiwakeclothing.com	www.naturalalaska.net	Permit #6728
Permit #6743	Permit #6762	Homemade Caramel and Fudge
Hand Knit and Hand Screened	Wildlife and Landscape	Sauce and Candies
Alaskan Apparel	Photography	
, identari i pparei	i	i 'Terrella's Famous Bakery
Life Water Engineering Company	One's Heart Design	i ¹ Gerri Terrell
Robert Tsigonis	Rebecca Huffman	Anchorage
Fairbanks	Anchorage	: Gerri.terrell@yahoo.com
458-7024	575-6837	www.terrellasfamousbakery.com
bob@lifewaterengineering.com	rebecca_huffman@yahoo.com	Permit #6748
www.lifewaterengineering.com	Permit #6729	Gluten-Free Baked Goods
	Alaskan Mammals Made out of	Giulen-Free Baked Goods
Permit #6730	Polymer Clay	
Plastic Fabrication Services and Plastic Tanks Fabricated		i 'The Sewing Diva i ['] Wenonah Dodd
	Perry Pie Industries	• •
From Plastics	Lauren Perry	Anchorage
Permit #6732	Anchorage	Wenonah@gci.net
Extreme STP Sewage Treatment	764-0450	www.etsy.com/shop/
Permit # 6731	•	thesewingdiva
Plants & Lift Stations	i perrypieind@yahoo.com i Permit #6747	Permit #6755
	•	Scented Trivets, Baby Caddies,
Like This Like That	Beaded Interchangeable	Pillowcases, and Table Runners
Nancy McHugh	Bracelet Watches	
North Pole	Permit #6746	I Tidewatcher Jewelry
Nancy@zombiedogart.com	Hand-Tied Flannel Blankets	Christine Kleinhenz
www.zombiedogart.com		Juneau
Permit #6733	Reflections Of Alaska	723-6154
Jewelry Made From Porcupine	Walt Atkinson	tidewatcherrental@yahoo.com
Outline Durate Desidered Considered	I Haines	I



Permit 6733

Minto Development Corporation Marjorie Grunin Fairbanks 452-8251 Marjorie@arctic.com Permit #6738

Quills, Bugle Bead and Seeds

't Atkinson Haines 767-5777 walt@meialaska.com www.meialaska.com Permit #6751

Sampson Steel Company Inc Bruce Morgan 561-5626 Bruce.sampson@acsalaska.net Sampsonsteelco.com Permit #6750 Manufacturer of Steel Components

tidewatcherrental@yahoo.com www.tidewatcherrental.com Permit #6749 Jewelry



Permit # 6749



"Made In Alaska" 2012 CALENDAR OF EVENTS



Made In Alaska 741 East 13th Avenue, Anchorage, AK 99501 Phone: 907-272-5634 Fax: 907-272-5635 info@anchoragemarkets.com www.madeinalaska.org Page 4



July

August

'Made In Alaska" 2012 CALENDAR OF EVENTS

July 2, 9, 16, 23, 30 Fairbanks Downtown Market. Kara Nash 452-8671 knash@downtownfairbanks.com www.downtownfairbanks.com Cost: \$300 a season or \$25 per week

July 18-22, Golden Days Fairbanks, Greater Fairbanks Chamber of Commerce Lisa Herbert 452-1105 info@fairbankschamber.org www.fairbankschamber.org Cost: \$75-\$300

Aug. 1. 8, 15, 22 & 29

Northway Mall Wednes-

day Market, Webb's Con-

sulting & Management Ser-

info@anchoragemarkets.com

www.anchoragemarkets.com

Oct. 3 & 10, Northway

Market—Anchorage

Webb's Consulting &

Management Services.

Oct 5, 6 & 7 Make It

Inc., Bill Webb 272-5634

Mall Wednesday

Cost: \$50

Bill Webb 272-5634

vices, Inc.

Cost: \$50



Aug 3, 4 & 5 Ketchikan

Blueberry Arts Festival,

Anita Maxwell 225-2211

www.ketchikanarts.org

Fairbanks Downtown

knash@downtownfairbanks.com

Oct 5, 6, & 7, Oxygen &

Octane Expo Anchorage

Alaska Adventure Media,

John Woodbury 677-2900 john@alaskaadventuremedia.com

www.oxygenandoctane.com

www.downtownfairbanks.

Cost: \$300 a season or

Kara Nash 452-8671

Cost: \$30 - \$120

Sept 3, 10, 17

\$25 per week

Market.

com

anitam@ketchikanarts.org

Ketchikan Area Arts &

Humanities Council.

Annual 4th of July

events@seward.net

www.seward.com

and C.V.B.,

224-8051

July 3 & 4, Seward's July 3, 10, 17, 24, & 31 Tuesday Market - Eagle Celebration, Seward River, VFW Post 9785 Chamber of Commerce Ladies Auxiliary, Lynn Mattison Programs Coordinator 696-4839 Cost: \$15.00



July 26, 27, & 28, Copper River WILD! Salmon Festival Cordova, Copper River Watershed Project, Cordova Arts & Pageants, Prince William Sound Science Center Julie Reynolds 424-5141 julie@jaseverson.com www.copperriverwild.org Cost: \$40 - \$50

Aug 3 - 12, Tanana

Valley State Fair

Valley State Fair

Association,

Cost: Varies

Fairbanks, Tanana

Sep 4, 11, 18 & 25

Ladies Auxiliary

Lynn Mattison

Cost: \$15.00

696-4839.

Randi Carnahan 452-3750

fairinfo@tananavalleyfair.org

www.tananavalleyfair.org

Tuesday Market - Eagle

Oct 13 & 14 Go Winter!

Kris Knutzen 474-9082

kris@fairbanksevents.com

www.fairbanksevents.com

Oct 14th-20th AFN 2011

Nicole James 263-1301 njames@nativefederation.org

www.nativefederation.org

Anchorage Alaska

Cost: call

Federation of Natives

Expo- Fairbanks

KO Productions,

River, VFW Post 9785

July 4, 11, 18 & 25, Northway Mall Wednesday Market-Anchorage, Webb's Consulting & Management Services, Inc

Bill Webb 272-5634 info@anchoragemarkets.com www.anchoragemarkets.com Cost: \$50



Aug 4 & 5, 11 & 12, 18

& 19, 25 & 26, Anchor-

age Market & Festival,

Webb's Consulting & Man-

www.anchoragemarkets.com per week

agement Services, Inc.,

Bill Webb 272-5634

Cost: \$70-\$95

Sep. 5, 12, 19 & 26,

Wednesday Market

Anchorage, Webb's

Consulting & Manage

ment Services Inc., Bill

info@anchoragemarkets.com

www.anchoragemarkets.com

Oct. 26, 27 &28, Holiday

Dena'ina Center Anchorage

Food & Gift Festival-

Management Services, Inc.

info@anchoragemarkets.com

www.anchoragemarkets.com

TBD, Raven Hall Holiday

Diana Kaspar 746-7168

diana@alaskastatefair.org

Webb's Consulting &

Bill Webb 272-5634

Bazaar-Palmer

Alaska State Fair

Cost: \$85-\$95

Cost: \$600

Northway Mall

Webb 272-5634

Cost: \$50

Festival Vendor Court Eagle River, Webb's Consulting & Management Services, Inc. Bill Webb 272-5634 info@anchoragemarkets.com www.anchoragemarkets.com Cost: \$250

July 28 & 29, Progress Days/Soldotna Creek Celebration, City of Soldotna & Soldotna Chamber of Commerce, January Yeager 262-9814 january@soldotnachamber.com www.soldotnachamber.com Cost: \$35 - \$50

Aug 6, 13, 20, 27

Market.

The North

Cost: \$400

info@anchoragemarkets.com Cost: \$300 a season or \$25

Fairbanks Downtown

Kara Nash 452-8671

knash@downtownfairbanks.com

Sep 28 & 29, Bad Girls Of

Fairbanks, Bad Girls Of The

North, Vicki Potter or Carol

vicki@badgirlsofthenorth.com

www.badgirlsofthenorth.com

Green 688-0505 or 745-0994

www.downtownfairbanks.com

July 6, 7 & 8, Bear Paw July 7 & 8, 14 & 15, 21 & 22, 28 & 29,

Anchorage Market & Festival, Webb's

Consulting & Management Services, Inc. Bill Webb 272-5634 info@anchoragemarkets.com www.anchoragemarkets.com Cost: \$70-\$95



Aug 23 - Sep 3, Alaska State Fair-Palmer, Pamella Meekin 745-4827 pamella@alaskastatefair.org www.alaskastatefair.org Cost: Varies

Sep 28-30, The Alaska

Aurora Productions, Inc.

Annie Chavez 562-9911

annie@auroraproductions.net

www.auroraproductions.net

Cost: \$495, \$795 & \$895

Oct 31

Halloween

Women's Show

Anchorage,

Sep 1 & 2, 8 & 9, Anchorage Market & September Festival, Webb's Consulting & Management Services, Inc., Bill Webb 272-5634 info@anchoragemarkets.com www.anchoragemarkets.com Cost: \$70-\$95

October

wchriscox@aol.com www.miafestival.com Cost: \$300 - \$550 Nov 2 & 3, Bad Girls Of The North—Anchorage

Bad Girls Of The North Vicki Potter or Carol Green 688-0505 or 745-0994 www.badgirlsofthenorth.com

> Nov 3 & 4. Mat-Su **Holiday Marketplace** KO Productions Kris Knutzen 474-9082 kris@fairbanksevents.com www.fairbanksevents.com Cost: \$300-\$350

Nov 30 & Dec 1, The Holiday Arts & Crafts Bazaar—Seward, Local Crafters Jackie Wilde 491-0029 jcwilde@arctic.net Cost: call



Marketplace Fairbanks K.O. Productions, Kris Knutzen 474-9082 kris@fairbanksevents.com vicki@badgirlsofthenorth.com www.fairbanksevents.com Jennifer Robinson Cost: \$525

Nov 9, 10 &11, Sitka Artisans Market Sponsored by the Greater Sitka Chamber of Commerce 747-8604 sam@sitkachamber.com www.sitkachamber.com Cost: \$165-\$300



Dec. 15, Christmas Village Dena'ina Center Anchorage Webb's Consulting & Management Services, Inc. Bill Webb 272-5634 info@anchoragemarkets.com www.anchoragemarkets.com Cost: \$325

Nov 17 & 18, Arts & Craft Emporium Dena'ina Ĉenter Anchorage, Webb's Consulting & Management Services, Inc. Bill Webb 272-5634 info@anchoragemarkets.com www.anchoragemarkets.com Cost: \$450

Dec 25

Christmas

Nov 23

Black Friday

風庙

Nov 23 & 24. Ketchikan Winter Arts Faire Ketchikan Area Art & Humanities Council Anita Maxwell 225-2211 anitam@ketchikanarts.org www.ketchikanarts.org Cost: \$45-\$90

> Dec 31 New Year's Eve

Oct 26, 27 & 28 Alaska

Wholesale Gift & Food

info@alaskagiftshow.com

www.alaskagiftshow.com Cost: \$495 & \$295

ive Tha

Show—Anchorage

Alaska Statewide

Michael Anderson

Marketing, Inc.

929-2822

Nov 23, 24 & 25, Alaska Juneau Public Market Alaska-Juneau Public Market, Peter Metcalfe 586-4072 metcom@gci.net

www.metcomalaska.com Cost: \$350







Cost: \$450.00



Dec 1, UAA Crafts Fair Anchorage, UAA Student Union, Denise Eggers 786-6152 andle1@uaa.alaska.edu http://belong.uaa.alaska.edu Cost: \$150 + \$10 jury Fee + \$10 for 2nd table request

The Manufacturer of the Year 2011

Each year one Made In Alaska permit holder is selected to receive the prestigious Made in Alaska Manufacturer of the Year Award. Since 1991, one Made In Alaska permit holder is selected annually to receive the prestigious Made In Alaska Manufacturer of the year award.

Any active permit holder is eligible to receive the award. When deciding the winner, we consider time in business, innovations, job creation, originality and Alaska spirit — the "Can Do" factor.

Anyone may nominate a permit holder and self nominations are allowed. Send nominations to the Made In Alaska office prior to February 15, 2012. Photos are encouraged.

Past recipients of the award are:

2011 Could Be you

2010 Apocalypse Designs of Fairbanks 2009 Insulfoam of Anchorage 2008 Kaladi Brothers Coffee of Anchorage 2007 Glacier Smoothie Soap of Juneau 2006 Arctic Wire Rope & Supply of Anchorage 2005 Alaska Sand and Gravel of Anchorage 2004 Alaska Rag Company of Fairbanks 2003 Kodiak Island Winery of Chiniak 2002 Alaska Sausage and Seafood of Anchorage 2001 Alaska Black Diamond of Princess Island 2000 Fenton Woods of Wasilla 1999 Alaska Mint of Anchorage 1998 Cameron Birch Syrups & Confections of Wasilla 1997 Alaska Canine Cookies, Inc. of Anchorage 1996 Interstate Brands Corporation/Sunrise Bakery of Anchorage 1995 The Great Alaskan Bowl Company of Fairbanks 1994 Alaska Wild Berry Products of Homer & Anchorage 1993 Marion Boat Works of Anchorage 1992 Alaskan Brewing & Bottling Co. of Juneau 1991 Tesoro Alaska Petroleum of Anchorage

Who is next? YOU?



Tok Display Case Alaska Public Lands Information Center



Ted Stevens Anchorage International Airport December 2011

Alaska Product Display Application

Product must be physically available for sale in Alaska stores, kiosks and fair booths

Company Information			
Company Name:	Made In Alaska Permit #		
Contact Person:	Title:		
Mailing Address:			
Phone:	Fax:		
E-Mail:	Website:		
I would like you to consider my product for display at: Egan Civic Convention Center, Anchorage Alaska Public Lands Information Center, Tok Office of the Governor, Washington, DC Ted Stevens Anchorage International Airport Ferry Terminal, Juneau & Whittier	Made in Alaska Permit is current Business has current business license # Business is in good standing with community Product is available for sale in Alaska Product fits in a cabinet shelf of 6"x15"		

Describe the product you want to display: (Use separate application for different products)

List name and address of stores where the item can be purchased:

Submitting Products – Submit the amount of product equal to the number of display sites you marked in your application (Example: three sites chosen = three of the same product). Submit only the container and lid for perishables like ice cream, beer, wine, cheese, chips, coffee, etc. The Made In Alaska Program will review all products, and if accepted for display, you will be notified in writing or via e-mail.

By signing this application I agree that: if accepted for display, my product will be on display for three to six months, provided my business continues to meet the above requirements; that my product will not be returned to me; and that the Made In Alaska Program, Egan Civic and Convention Center, the Alaska Public Lands Tok Visitor Information Center, Ted Stevens Anchorage International Airport, Ferry terminals in Juneau or Whittier, and the Governor's Office in Washington, DC, are not responsible for loss or damage to the products I submit for display.

Signature

Date

All of the above locations have a Made In Alaska product display case or shelves. Don't miss this free opportunity to display your product to potential customers.

Sites include Anchorage's Egan Center, Ted Stevens International Airport, Juneau, Whittier in Ferry terminals and Office of the Governor in Washington D. C. There is no charge to permit holders wishing to display products at these sites, and it's a great way to get your products seen by thousands of people free.

Made In Alasl Return this fo 741 East 13th Ave	<i>rm to:</i> Mac enue, Anch	le In Alaska		
Permit #				
Company:			<u> </u>	
Name:	<u>.</u>	- <u>11</u>		
Address:				
City/Zip: Checks Payable to: S	State of /	Alaska	<u> </u>	
Exp / VISA KREADE CVV2#				
Roll Labels (Stickers) 1,000/roll Large 1" x 1" Small 1/2" x 1/2"	# of Rolls or Bags	Cost per Roll or Bag	Amount Due	
White & Black - Large		\$15.00		
Gold & Black - Large		\$15.00		
Silver & Black - Large		\$15.00		
White & Black - Small		\$12.50		
Gold & Black - Small		\$12.50		
Silver & Black - Small		\$12.50		
NEW! White & 4" x 4"		tra Large Sti - 500/Roll	ickers	
Industrial Roll of 500		\$85.00		
10 Stickers		\$ 3.00		
Black & White Spe	cial Orde	r Woven Clo	th Labels	
		\$ 7.50		
Small (1/2") bag of 50		φ 7.50		
Small Bag of 500		\$52.50		
Small Bag of 500 Med (1") bag of 50		\$52.50 \$ 8.00		
Small Bag of 500 Med (1") bag of 50 Med bag of 350		\$52.50 \$ 8.00 \$40.00		
Small Bag of 500 Med (1") bag of 50		\$52.50 \$ 8.00		

Total Amount Due \$___



Made In Alaska 741 East 13th Avenue Anchorage, AK 99501





Point of Sale Items, Posters and Decals

Made In Alaska has a large quantity of point of sale merchandising items and decals available to permit holders and retailers of all types...just for the asking. These items spruce up your in-store or booth displays and bring positive attention to your Made In Alaska certified items. All permit holders benefit when you spread the word.

"Look for the Label"

Name: Company: _____ Address: City/Zip: Mail this form to: Made In Alaska, 741 East 13th Avenue, Anchorage, AK 99501 Number Item Decal - 6" x 6" Back Stick Display Decal -- 6" x 6", Front Stick Display Decal - 12" x 12", Back Stick Display - cars Poster - 12" x 12" no stick, booth display Look for the Label Table Tents 3" x 5" folded Look for the Label Posters 8" x 10" Another Alaskan Product Tent 2" x 3" folded Another Alaskan Product Flat 3" x 4" Another Alaskan Product Flat 4" x 9"