

BEAR NECESSITIES

The Official Newsletter of the Made in Alaska Program



Made in Alaska 2012 “Manufacturer of the Year”

The State’s Made in Alaska program has named Denali Dreams Soap Company its Manufacturer of the Year for 2012. Denali Dreams Soap Company of Anchorage is a prime example of an Alaska business succeeding in a challenging economy.

1978 with a work history that included cooking, which came in handy when she began making soap. Taylor grew up in Northern California, and came to Alaska in 1983. The idea for the business began when Janie returned from visiting friends in New Zealand who introduced her to the art of soap making and shared the concept with Marsh.

The first year, Denali Dreams sold six varieties of soap and 1,600 bars. The business gradually grew to offer 30 varieties in 2012, and sold more than 60,000 bars. Quickly growing out of Marsh’s kitchen, Denali Dreams moved to its current location on Spenard Road in Anchorage, Alaska. As the company expanded, the owners involved their five children and those of the employees to learn and participate in all aspects of the business from operations to sales. Denali Dreams now employs six people.

Congratulations, Denali Dreams!

Above: Barbara Marsh and Janie Taylor, founders of Denali Dreams Soap Company

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Lorene Palmer, Director for the Division of Economic Development in the Department of Commerce, Community, and Economic Development presented the award at a luncheon held at the Millennium Hotel.

“Denali Dreams Soap Company has held a Made in Alaska permit since their inception in 1997,” noted Palmer. “We have watched them grow and expand their product line, move to larger facilities, and hire Alaskans. They truly represent Made in Alaska with their ‘can do’ attitude.”

Barbara Marsh and Janie Taylor started Denali Dreams in 1997. Growing up in Minnesota, Marsh came to Alaska in



The team from Denali Dreams Soap Company poses with their Made in Alaska “Manufacturer of the Year” award

“Made in Alaska Home” Display

The Department of Commerce, Community and Economic Development (DCCED) hosted a booth at the 2013 Anchorage Home, Garden & Remodeling Show and the Alaska’s World of Log and Timber Frame Home Show to connect locally-made products and producers to Alaskan designers and builders.

Products featured in the display were considered “Alaska-manufactured” if more than 51 percent was made in-state. Products included cabinets, flooring, countertops, windows, insulation, hardware, and lumber

made from Alaskan timber. Sample products are also listed in an online directory featured on the Division of Economic Development’s website, at www.commerce.alaska.gov/ded/dev/pub/madeinalaskahomedirectory.pdf.

More than 5,000 people attended the shows, and web traffic to the online Made in Alaska Home Building Products Directory continues to grow.

DCCED continues to encourage the purchase of Alaska-made building products for homebuilding, remodeling, or repair projects.



DCCED Assistant Commissioner Roberta Graham meets with representatives from Spenard Builders Supply



The “Made in Alaska Home” booth display at the 2013 Anchorage Home, Garden & Remodeling Show

New Permit Holders

Sunrise Farm

Kelvin Brodersen
Fairbanks, 455-6519
akblackfish@gmail.com

Permit #6930

Pen and pencil holders made from Alaska birch, diamond willow, alder, and black spruce.

The Chare

Sharon Buis
Juneau, 957-2624
bikerpt@alaska.net

Permit #6931

Unique ergonomic and customized office chairs.

The Rushin' Tailor Inc

Tricia Magee
Skagway, 983-2397
rtailor.com
rtailor@aptalaska.net

Permit #6932

Wool and yarn hand-dyed for craft projects, quilting, and clothing.

Permit #6933

Applique and quilt patterns, wool penny rug patterns.

Petersburg Publishing

Allen Reese, Jr.
Wasilla, 373-3642
petersburgpublishing.com
aa6163@gci.net

Permit #6934

Book of poetry: The Passage Inside card game, "Down the Tubes".

Harvey-House Enterprises

Mel Harvey
Nenana, 832-5660
tinker1@nenana.net

Permit #6935

Karen's Quilts and Things manufactures quilts and quilted things, wall hangings, table runners, hot pads, and novelties.

Permit #6936

Mel's Honey Factory manufactures bee's wax candles, sells wax and honey.

Permit #6937

Mel's Custom Damascus Knives manufactures unique knives.

Alaska Horney

Matthew Trombla
Ketchikan, 247-2812
deer.call@hotmail.com

Permit #6938

Custom hand-crafted deer and game calls made from antlers, buckskin of Alaskan deer, elk, and caribou.

Permit #6939

Alaska Yewyes: custom hand-crafted deer and game calls made from yew wood from Alaska, and buckskins from Alaskan deer.

Permit #6940

Alaska Woodeys: custom hand-crafted deer and game calls made from various woods (red and yellow cedar, pine) from Alaska, and buckskins from Alaskan deer.

Ice Anvil Creations

William Hightower
Sterling, 252-4851
iceanvil@alaska.net

Permit #6941

Metal dog sled snow hooks.

Permit #6942

Wooden buttons.

Permit #6943

Fiber spinning and weaving.

Raven Wi' Enterprises

Cynthia Alvidres
Palmer, 745-7290
ravenscreations.net

ravenwi@mtaonline.net

Permit #6944

Beaded 14 ga steel animal ornaments.

Midnight Sunshine

Susan Dunsmore
Eagle River, 694-4400
midnightsunshine.net
beediva@hotmail.com

Permit #6945

Vitamin D supplement drink mix.



Hope Valley Crafts, Permit #6967



Zephyr Designs, Permit #6946



New Permit Holders

Zephyr Designs

Wanda Miller
Chugiak, 301-0428
etsy.com/shop/zephyrdesignsalaska.com
bwzakmiller@gci.net

Permit #6946

'breAK away' tshirts designed locally in youth to adult sizes. Designs feature Alaskan silhouettes. Character's doing outdoor activities. Printed in Alaska.

Permit #6947

Headbands - Children's floral fabric and elastic headbands, women's sewn stretch headbands in variety of colors and designs.

Permit #6948

Handmade leather bracelets charms and necklaces with semi-precious stones including charm statement rings and earrings.

Permit #6949

Scented glycerin soaps and handmade shaped soaps. Some glycerin soaps feature a loofah inside.

Permit #6950

Handmade glass magnets from marble halves, designs put together locally. Sold in sets of 1 and 6.

Permit #6951

Handmade key chains with beads, charms, and semi-precious stones.

Permit #6952

Dog accessories - handmade dog collars with sewn fabrics, leashes, and dog bandanas hand dyed and screen printed with designs.

Permit #6953

Sewn items - handmade sewn purses, bags, and pouches.

Permit #6954

Ceramic coasters with alcohol ink designs. Sealed with finish and sold in sets of four.

Sherritt Fine Arts Gallery and Gifts

Fayrene Sherritt
Hope, 782-3436
scottsherritt.com
fayrene@alaska.net
Permit #6955
Swarovski crystal jewelry, brass, copper, and freshwater pearl jewelry.
Permit #6956

Original oil paintings.

ProjectKEEPERS LLC

Joan Herrmann
Anchorage, 334-9212
projectkeepers.com
joanh@projectkeepers.com
Permit #6957
Project management software, which includes training and support.

JB Chocolatier

Jenny Bunker
Palmer, 351-8168
jbchocolatier.com
jenny@jbchocolatier.com
Permit #6958
Artisan truffles and candy.

A. Christina Art

Shelia Chancey
Juneau, 957-1321
sheliachancey@yahoo.com
Permit #6959
Acrylic and watercolor paintings.

Alaska Cane Shop

Melvin Flynn
Anchorage, 244-2388
akcaneshop@hotmail.com
Permit #6960
Handcrafted walking canes, hiking sticks, and back scratchers.

Stichin' Time! Handcrafted Treasures

Denaya DeVold
Kenai, 398-4283
stichtintimeak@yahoo.com
Permit #6961
Handcrafted hats, headbands, and accessories for men, women, children and infants.

Ursa Major Distilling

Robert Borland
Fairbanks, 455-6811
ursamajordistilling.com
robborland@ursamajordistilling.com
Permit #6962
Long Winter Vodka - handmade in Fairbanks, AK from all Alaskan ingredients. Our products are distilled from grain grown in Delta Junction, Alaska.

The Alaskan Creamery

Dirk White
Sitka, 966-2100
info@whitesalaska.com
Permit #6963
Locally made ice cream.

Kimberly's Quilts

Kimberly Mercer
Chugiak, 830-8011
mercerc@mtaonline.net
Permit #6964
Handmade quilts.

North Pole Woodworks

Mark Dellaquila
North Pole, 618-420-1394
northpolewoodworks.com
mark.dellaquila1@gmail.com
Permit #6965
Wooden woodworking mallets.
Permit #6969
Wooden wine bottle holders.
Permit #6970
Wooden music stands.



New Permit Holders

Crazy Fit

Helene Antel
Palmer, 355-4838
hma@mtaonline.net
Permit #6966
Organic handcrafted body butters, skin creams, hair oil, balms for muscle aches and congestion, and lip balms.

Hope Valley Crafts

Susan Anderson
Hope, 440-6728
hotmetal.hope33@gmail.com
Permit #6967
Jewelry, metal fabricated, enameled, and felted.



Zephyr Designs, Permit #6949



Crazy Fit, Permit #6966



A. Christina Art, Permit #6959

Talkeetnagirl Designs LLC

Karen Harvey
Talkeetna, 733-4560
talkeetnagirldesigns.com
akpharvey@yahoo.com
Permit #6968
Personal beauty/spa products including soap, lip balms, and body butters.

Alaska Interior Timber Products, Inc.

Nicholas Olson
Fairbanks, 458-2100
northpolewoodworks.com
nick@customlogsidings.com
Permit #6971
Tung and grove sidings, wainscot made from spruce, aspen, and birch. Loglap sidings, shiplap, beveled, Dutch lap, etc., and custom sidings.
Permit #6973
House logs, cabin logs, milled round, turn logs, 3-sided, 2-sided, and natural house logs. Spruce, aspen, and birch.

PICKLED2PERFECTION

John & Cynthia Schurosky
Anchorage, 727-3971
pickled2perfection.com
cindy@pickled2perfection.com
Permit #6972
Alaska pickled salmon and halibut, with or without jalapenos.

Brown Bear Products

Linda Thompson
Homer, 299-0762
brownbearproducts.biz
brownbearproducts@gmail.com
Permit #6974
Hand-spun wool and store-bought fabric and yarn that is knitted, crocheted, and sewn into wearable art. Caribou antler is used on some items.
Permit #6975
Jewelry made from stones, pearls, caribou antler, and silver beads.
Permit #6976
Art by Erik Behnke printed as cards, and prints.

Manufacturers of the Year, 1991 - 2012

- 2012 Denali Dreams
- 2011 Kahiltna Birchworks
- 2010 Apocalypse Design Inc.
- 2009 Insulfoam of Anchorage
- 2008 Kaladi Brothers Coffee of Anchorage
- 2007 Glacier Smoothie Soap of Juneau
- 2006 Arctic Wire Rope & Supply of Anchorage
- 2005 Anchorage Sand and Gravel Company, Inc. of Anchorage & Fairbanks
- 2004 Alaska Rag Company of Fairbanks
- 2003 Kodiak Island Winery of Chiniak (Kodiak Island)
- 2002 Alaska Sausage and Seafood of Anchorage
- 2001 Alaska Black Diamond of Princess Island (Ward Cove)
- 2000 Fenton Woods of Wasilla
- 1999 Alaska Mint of Anchorage
- 1998 Cameron Birch Syrups & Confections, Inc. of Wasilla
- 1997 Alaska Canine Cookies, Inc. of Anchorage
- 1996 Interstate Brands Corporation/Sunrise Bakery of Anchorage
- 1995 The Great Alaska Bowl Company of Fairbanks
- 1994 Alaska Wild Berry Products of Homer & Anchorage
- 1993 Marian Boat Works of Anchorage
- 1992 Alaskan Brewing & Bottling Co. of Juneau
- 1991 Tesoro Alaska Petroleum of Anchorage



The Anchorage Economic Development Corporation (AEDC) is hosting the following events in the upcoming season:

Maker Faire, July 27

The Maker Faire is a chance for inventors, tinkerers, engineers, and artists of all kinds to share their creations and learn something new. There will be an indoor and outdoor component to the Maker Faire. The outdoor area will have booths for participants and vendors, as well as displays of some of the larger creations (a fire-breathing salmon composed of sheet metal and a flying motorcycle will likely make an appearance). The indoor area will have classes for kids, teaching skills such as soldering and basic electronics design. The Maker Faire will take place at the Loussac Library.

Economic Outlook Luncheon, July 31

The Economic Outlook Luncheon will provide a review of recent economic trends in Anchorage and make a forecast for the economic growth of Anchorage in 2013. The keynote of this year's event is Jim Clifton, CEO of Gallup International and author of *The Coming Jobs War*. The luncheon is among the largest single business sit-downs in Alaska. The event will take place at the Dena'ina Center and tickets go on sale in early July.

Business Pitch on a Train, August 1

Hosted on an Alaska Railroad car traveling from Anchorage to Portage, the Pitch on a Train will allow some of the top startups in Alaska to pitch their business to a panel of seasoned angel investors, venture capitalists, Native corporation representatives, and bankers. Prizes will be awarded for the best pitches.

Hackathon, August 3-4

Computer programmers, both amateur and professional, will be given access to non-profit data sets and will have a weekend to create a software application or tool, with the goal of improving the community. Prizes will be awarded.

Exit Planning Seminar, August 6

Hosted by DSA & Associates and the Alaska Small Business Development Council (SBDC), this half-day event will address the issues faced by business owners when exiting their business and viable solutions for selling or transferring ownership. SBDC will also be on hand to display their ProfitCents financial snapshot tool, which can provide a valuation of a business.

Some of AEDC's Entrepreneur services:

Kiva Zip Loan Program

Kiva Zip AEDC is a crowdfunded loan program that provides 12-18 month loans with 0% interest to entrepreneurs in need of seed financing. As a Kiva Zip trustee, AEDC is responsible for identifying potential Kiva Zip candidates and approving projects. AEDC also provides consultation to startups on how to pitch their project to the public through Kiva Zip's website.

Crowdfunding Consultation

AEDC provides consultation on how to plan and execute a successful crowdfunding project, on sites such as KickStarter.com, IndieGoGo.com, and others.



Participants in an AEDC Hackathon



Author Robert Reich speaks at the 2012 AEDC Economic Outlook Luncheon



Upcoming Markets and Festivals

Artisans Open Air Market – Talkeetna

May 4-Sep 30, Sat-Mon
Dora Miller 841-5620
capturedcontrast@mtaonline.net
www.denaliartscouncil.org

Farmers Market

May 4-Oct 12, Saturdays, Anchorage
River Bean 746-1087
info@anchoragefarmersmarket.org
www.anchoragefarmersmarket.org

Tanana Valley Farmers Market

May 11-Sep 21, Wed & Sat, Sun May
26-Sep 22
JR Anderson 456-3276
tvfmarket@gmail.com
www.tvfmarket.com

Highway's End Farmers Market – Delta Junction

May 18-Aug 31, Wed & Sat
Katie Behrens 322-3896
janehamilton99737@yahoo.com
www.alaska-highway.org/farmersmarket

Spenard Farmers Market

May 18-Sep 28, Saturdays
Jae Shin 563-6273
spenardfarmersmarket@gmail.com
www.spenardfarmersmarket.org

Kenai's Saturday Market

May 18-Sep 7, Saturdays
Harold Piland 283-1991
harold@visitkenai.com
www.visitkenai.com

Friday Fling - Palmer

May 24-Aug 23, Fridays
Susan Fouch 355-9415
fridayfling@mtaonline.net
www.palmerchamber.org/events/
friday-fling

Homer Farmers Market

May 27-Sep 2, Wed & Sat
Robbi Mixon 235-2973
manager@homerfarmersmarket.org
www.homerfarmersmarket.org

Maker Faire – Anchorage

July 27
Will Kyzer 258-3700
wkyzer@aedcweb.com
www.aedcweb.com

“By The Sea” Arts & Seafood Festival – Coffman Cove

August 10 & 11
Heather Hedges 329-2233
artsfestival@ccalaska.com
www.ccalaska.com/events

Government Purchasing

If you are interested in government purchasing, PTAC may be able to help you move to the next level of selling to federal agencies. Learn more about selling products to the State of Alaska on the Alaska Product Preference website and see the list of products already registered with the state, go to: <http://commerce.alaska.gov/ded/dev/prodpref/prodpref.htm>.

Anchorage
430 W. 7th Ave.
Anchorage, AK 99501
907-274-7232
800-478-7232

Fairbanks
3750 Bonita Street
Fairbanks, AK
99701
907-456-7232
800-478-2701

The Procurement Technical Assistance Center (PTAC) provides businesses with the marketing know how and technical assistance needed to obtain and perform successfully under local, state and federal government contracts. PTAC can guide you through the often complicated government procurement process; set up an email notification system for government solicitation opportunities; provide training; and much more. Call the center nearest you or visit www.ptacalaska.org

PTAC is a partner program of the Alaska Small Business Development Center



Break the Ice

In a tough economy, growing your business doesn't have to involve costly hires or expensive acquisitions. Instead, teaming with other small businesses might be your best solution. Successful teaming relationships can help you gain new knowledge, offer advice, take on bigger contracts, consolidate freight, create joint ads, provide new networking opportunities, and discuss event success or bad debt customers.

Create and meet-up with other complementary small business owners in your area to achieve mutual goals with less effort. Visit the Made in Alaska website www.madeinalaska.org, pull up a list of fellow permit holders by city, and start networking! Consider using a tool like Meetup.com to organize a local group or find one of the hundreds already meeting up face-to-face.

Small Business Development Center: Training Opportunities

Are you looking for support in developing your business or ideas? The Small Business Development Center (SBDC) assists entrepreneurs, start-ups, and businesses with development of a business, marketing, or expansion plan. As part of their service, the SBDC offers technical training through personal counseling, workshops, and webinars (workshops available via Webinar are indicated with an asterisk).

The following workshops and/or webinars are available May through June 2013:

DATE	SEMINAR	TIME	FEE
May 21	What You Should Know About Credit Card Services*	2:00-4:00 pm	\$20
May 22	Starting a Business – Webinar ONLY*	1:30-3:00 pm	Free
May 23	Marketing to the State of Alaska*	1:30-3:00 pm	Free
May 29	How to Write a Business Plan*	12:30-4:30 pm	\$50
May 30	Starting a Business	2:00-3:30 pm	Free
June 5	Starting a Business	10:00-11:30 am	Free
June 11	Starting a Business	10:00-11:30 am	Free
June 12	Pursuing Government Contracting*	1:30-3:00 pm	Free
June 13	Healthcare Reform: The Impact on Our Small Businesses*	2:00-4:00 pm	\$20
June 18 & June 20	Profit Mastery- \$200 Limited Time Offer! (June 18th & 20th – Both days required)	8:00 am-5:00 pm	\$395 \$200
June 19	Starting a Business- Webinar ONLY	9:30-11:00 am	Free
June 19	SBA Programs and Services*	12:00-1:00 pm	Free
June 19	Business Lending*	12:00-1:00 pm	Free
June 25	Hiring for Success*	3:00-4:00 pm	\$10
June 26	How to Write a Business Plan*	12:30-4:30 pm	\$50
June 27	Starting a Business	2:00-3:30 pm	Free

You can also call 274-7232 for information on classes. Space is limited so please pre-register. Unless otherwise noted all seminars are held at the Alaska SBDC office located at 430 W. 7th Ave, Ste 110, Anchorage. Schedule is subject to change. Children and pets are not permitted in SBDC classes. Please read the SBDC registration policies at the bottom of each class link listed above or visit aksbdc.org for more information.

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration



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: <input type="checkbox"/> Egan Civic Convention Center, Anchorage <input type="checkbox"/> Alaska Public Lands Information Center, Tok <input type="checkbox"/> Office of the Governor, Washington, DC <input type="checkbox"/> Ted Stevens Anchorage International Airport <input type="checkbox"/> Ferry Terminal, Juneau & Whittier	<input type="checkbox"/> Made in Alaska Permit is current <input type="checkbox"/> Business has current business license # _____ <input type="checkbox"/> Business is in good standing with community <input type="checkbox"/> Product is available for sale in Alaska <input type="checkbox"/> 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.

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.



Made in Alaska — Label Order Form

Return this form to: **Made in Alaska**

741 East 13th Avenue, Anchorage, Ak 99501

Permit # _____

Company: _____

Name: _____

Address: _____

City/Zip: _____

Checks Payable to: **State of Alaska**

Exp ___ / ___   CVV2# _____



FREE

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: _____

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 & Black Extra Large Stickers			
4" x 4" Industrial - 500/Roll			
Industrial Roll of 500		\$85.00	
10 Stickers		\$ 3.00	
Black & White Special Order Woven Cloth Labels			
Small (1/2") bag of 50		\$ 7.50	
Small Bag of 500		\$52.50	
Med (1") bag of 50		\$ 8.00	
Med bag of 350		\$40.00	
Large (1 1/2") bag of 50		\$ 8.50	
Large bag of 400		\$46.00	
Total Amount Due \$			_____

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"



Made in Alaska
741 East 13th Avenue
Anchorage, AK 99501
www.madeinalaska.org