

BEAR NECESSITIES

The Official Newsletter of the Made in Alaska Program



Made in Alaska Contact Information

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Winter hours:

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Monday-Thursday
8am-4pm
Friday



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Call for Nominations: Manufacturer of the Year

Submit your nomination for the 2012 "Made in Alaska Manufacturer of the Year Award!"

This award was designed to celebrate and recognize the outstanding achievements of a Made in Alaska permit holder based on hard work, commitment to advancing Alaska's economy, and other achievements including growth, job creation, and innovation. Special attention will be given to those who have overcome major obstacles and prevailed while demonstrating the "Alaskan Can-do Spirit." The winner will be announced in May's *Bear Necessities* newsletter, and the recipient will be formally presented with their award.

Nominations must be received by the Made in Alaska office no later than December 31, 2012. If you have any questions regarding the Made in Alaska Manufacturer of the Year Award, please contact Lukia White, the Administrative Coordinator for Made in Alaska, at 907-272-5634 or via email at lukia@anchoragemarkets.com.

Self nominations are welcome.

Nominate an active Made in Alaska permit holder today!

Previous Winners

2011	Kahiltna Birchworks of Palmer
2010	Apocalypse Design, Inc. of Fairbanks
2009	Insulfoam of Anchorage
2008	Kaladi Brothers Coffee of Anchorage
2007	Glacier Smoothie, LLC of Juneau
2006	Arctic Wire Rope & Supply of Anchorage
2005	Anchorage Sand and Gravel Company, Inc. of Anchorage and 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
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



New Permit Holders

Lights Soy Candles

Victoria Lawrence
Eagle River 350-8399
frontierlights.com
lightingthefrontier@gmail.com
Permit #6859
100% Soy candles with
Alaskan themes

V's Hats

Virginia Filkins
Wasilla 376-4647
lilliedache@yahoo.com
Permit #6860
Felted/faux hats

Dancing Crane Origami Company

Stacey Haren
Anchorage 250-2664
dancingcraneorigami.com
Permit #6861
Origami crane, fish, and cherry
blossom earrings; cherry
blossom barrettes

Carpe Diem Designs

Robert Conrad
Palmer 808-388-6821
carpediemdesigns.com
robconradak@gmail.com
Permit #6862
Photography prints sold as greeting
cards and canvas wraps; posters
and stickers

Bowerbird Collections

Naomi Buck
Haines 766-3609
bowerbirdcollections.blogspot.com
alaska.beachstones@gmail.com
Permit #6863
Handmade Alaskan
beachstone jewelry

Denali Brewing Company

Boe Barnett
Talkeetna 733-2540
denalibrewingcompany.com
boebarnett@yahoo.com
Permit #6864
Single Engine Red Ale - Irish Style
Amber Ale, and Twister Creek IPA

Ketch-i-Kreatures!

Jennifer Posey
Ketchikan 254-4015
ketch-i-kreatures@hotmail.com
Permit #6865
Fleece kreatures and pillow buddies
inspired by local sea creatures

Alaska Jack's

Starr Horton
Anchorage 248-9999
jewelry@alaskajacks.com
Permit #6866
Vintage Alaskan line of jewelry

Edge Alaska

Nathaniel Kelsey
Anchorage 360-4469
edgealaska.com
edgealaska@me.com
Permit #6867
Handmade high carbon and stainless
steel knives with mammoth
ivory handles

Seldovia Wild LLC

Michel Bieri
Seldovia 561-9453
seldoviawild.com
pacak@ptialaska.net
Permit #6868
Human grade dog treats made from
Alaskan salmon

Cuppycake Babe

Jennifer Keenum
Fairbanks 854-383-0393
cuppycakebabe.etsy.com
lovelish26@yahoo.com
Permit #6869
Children's clothing and accessories

Silent Screams Inc

Robert Fisher
Fairbanks 240-486-2968
fairbanksasylum.com
robertfisher@silent
screamsinc.com
Permit #6870
Silicone wound appliances for
costumes and re-enactment

Alaskan Knits

Heather Beard
Wasilla 631-8192
facebook.com/pages/Alaskan-
Knits/373261549
alaskanknits@gmail.com
Permit #6871
Crochet knit bags, purses,
and headbands

drift bloom

Heidi Voeller
Anchorage 346-1626
etsy.com/shop/driftbloom
heidivoeller@gmail.com
Permit #6872
Handmade polymer clay pieces made
into jewelry and accessories

NoPlaceLikeHome Farm

Heather Andrulli
North Pole 488-1633
jandrull@hotmail.com
Permit #6873
Goat milk soap

New Permit Holders cont.

Homer Tapestry Bag Co.

Jeanne Sims
Homer 299-8344
homertapestry@yahoo.com
Permit #6874
Tapestry and leather handbags, soft luggage and accessories

V Rae Art

Vicki Prewitt
Anchorage 244-3080
vraeart.com
vraeart@gmail.com
Permit #6876
Original Alaskan wildlife watercolor portraits and prints

Twisted Inspirations

Benjamin Masters
Anchorage 441-4289
twistedinspirations.com
Permit #6877
Single strand wire sculptures

Alaska Stix N Stones

Mary 'Pat' Wilson
Willow 495-4367
shekina@mtaonline.net
Permit #6878
Ceramics for wind-chimes, sun-catchers, and jewelry



Caribou Glass Studio

Larry Larsen
Anchorage
Permit #6879
Fused glass artwork and products

Windows on Southeast

Lavair Swingle
Juneau 789-7884
Permit #6880
Alaskan themed paintings, prints, and note cards

Rosie's Hats

Tawnya Luppino
Anchorage 310-6245
facebook.com/handmadehatsbytawnyarose
hatsbytawnyarose@gmail.com
Permit #6881
Crochet hats



Scandalous Confections

Linda Jennings
Anchorage 242-7220
scandalousconfections.com
Permit #6882
Handcrafted toffee of various flavors

Sanders Quilting

Joyce Sanders
Willow 315-3833
dljksanders@gmail.com
Permit #6883
Quilted pot pincher hot pads and wall-hangings

Yvonne Made It

Yvonne Leavitt
Delta Junction 347-5991
yvonneleavitt@gmail.com
Permit #6884
Coil baskets



Alaska DeZines

Janice English
Soldotna 953-2288
janiceenglish1@hotmail.com
Permit #6885
Handpainted wood, ceramic, and resin decorative items and collectibles

Savvy U Design

Shirley Henderson
Anchorage 346-1127
vhendi@gci.net
Permit #6886
Jewelry made from semi-precious gem stones, pearls, and different types of metals

Alaska's Learning Network

Roxanne Mourant
Juneau 465-8579
alaskadigitalsandbox.org
roxanne.mourant@alaska.gov
Permit #6887
Educational resources, lessons, units, and courses created by Alaskan teachers for Alaskan students

Alaska's Small Business Development Centers

Are you in need of technical assistance to develop or grow your business?



Alaska's Small Business Development Centers (SBDC) provide free, confidential business advice for small Alaskan businesses. SBDCs will help build the success of your business enterprise, whether it's startup, already existing, or still just an idea.

Each statewide center offers a regular schedule of free and affordable workshops and webinars designed to teach practical, hands-on small business management skills, and free business counseling and small business libraries. SBDC trainings are facilitated by dynamic, knowledgeable instructors and range in content from introductory to advanced.

Training topics include marketing, human resource, profit mastery, exporting, cash flow, financial statements, bookkeeping, accounting, strategic planning, and more.

The Alaska SBDC staff is comprised of highly qualified, experienced business professionals, many with business ownership experience and/or advanced degrees in business. SBDC business hubs are located in Anchorage, Bethel, Juneau, Ketchikan, Wasilla, and Soldotna. Visit www.aksbdc.org for more information about upcoming workshops, webinars, and contact information.

Helping Businesses Succeed at Government Contracting

Does selling to a government entity interest you?

The Procurement Technical Assistance Center (PTAC) provides Alaskan businesses with the technical assistance needed to successfully obtain and fulfill local, state, and federal government contracts. PTAC can guide you through often-complicated government procurement

processes during free one-on-one client counseling sessions. PTAC also offers government contracting workshops and webinars designed to build your knowledge base and skills required to compete in the government marketplace.

The newest webinar, launched in September 2012, is PTAC's Virtual Brown Bag Web Series

Lunch & Learn. This free webinar is held on the second Thursday of each month from 12:15—1:15 pm. October's luncheon topic will be the federal procurement debrief process; presented by Michelle Mandell, USACE Contracting Officer.

Call Jody King in the Anchorage office at 907-274-7232 to register for the Lunch & Learn webinar.

2013 Made in Alaska Workshops

This year's FREE and open to the public Made in Alaska workshops will be held in the following five communities:

Anchorage – Tuesday, February 26th in the BP Energy Center

Wasilla – Thursday, February 28th in the Best Western Lake Lucille Inn

Valdez – Wednesday, March 13th in the Convention Center

Skagway – Tuesday, March 19th in Econ Development Center

Haines – Wednesday, March 20th in the Library

Please reserve your space to ensure that we have adequate space and coffee. Reservations may be made by calling 907-272-5634 or emailing madeinalaska@anchoragemarkets.com.

Workshop times and agendas will be available in the January *Bear Necessities* newsletter and on www.madeinalaska.org.

2013 Made in Alaska Webinars

Made in Alaska webinars are free, open to the public, and convenient; you need only a computer and connection to the internet to participate!

This year we will present the following five webinars from 1pm to 2pm:

January 9 – 2013 Annual Color Forecast

Presented by Dana Reese

Recognizing current trends in colors can significantly increase sales. Join us for a very colorful and fun webinar on color trends and learn what sale colors are “in” and what colors are “out” for 2013.

January 16 – How to Set Up a Booth

Presented by Bruce Baker

Are you a vendor? Or are you planning on vending in the near future? If so, you are in for a wonderful surprise. Presenter Bruce Baker is an internationally known artist and vendor, and is an expert at designing booths and connecting with trade show attendees. Bruce will provide helpful tips on how to create a superior booth display to enhance sales and draw people out of the aisle and into your booth.

January 23 – Trends

Presented by Bruce Baker

Bruce Baker will discuss the importance of sales trends. He will identify current trends and discuss the value in utilizing trend information to create better products.

February 20 – Small Business Loans from the State

Presented by the Division of Economic Development

Need assistance in funding your small business? The State of Alaska is offering a new microloan program. The general requirements, amount of funding available, and terms and conditions of the loans will be discussed in detail. One example is the Alternative Energy Conservation Loan Fund to purchase, construct, and install alternative energy systems or energy conservation improvements in commercial buildings.

March 6 – The Results of the Made in Alaska Survey Are In!

Presented by Michael Hanzuk

Earlier this year, a survey was put out to all active Made in Alaska permit holders to determine the program’s impact on Alaska manufacturers and solicit ideas for program improvements. The results of the survey are in and will be shared in this webinar.

Please make reservations by calling 272-5634 or emailing madeinalaska@anchoragemarkets.com.

Bruce Baker Workshop

January 26 & 27th, 2013

Bruce Baker has led more than 600 workshops throughout the United States and Canada.

Workshop participants report increases in sales by as much as 20 to 30 percent. Bruce’s workshop will give artists, crafters, farmers, and retailers the tools to increase sales, develop product, follow business trends, and master the art of merchandising. Learn how to draw customers into your booth and business, and sell.

We are limited to 100 enrollees – don’t miss the opportunity to improve your sales. Cost is \$115.00 per person for workshop, food, and beverages. This workshop will be held at the Alaska Zoo, 4731 O’Malley Road, in Anchorage.

Call Webb’s Consulting today at 907-272-5634 to invest in a better business!



Currently Accepting Calendar Events!

If your business has an upcoming event and you’d like to have it listed in the January *Bear Necessities* newsletter and the annual Made in Alaska Calendar of Events, contact Lukia White at 272-5634. With more than 2,000 readers, *Bear Necessities* is a premier way to advertise your events, shows, workshops, and seminars.



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 \$ _____			



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741 East 13th Avenue

Anchorage, AK 99501

www.madeinalaska.org

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"