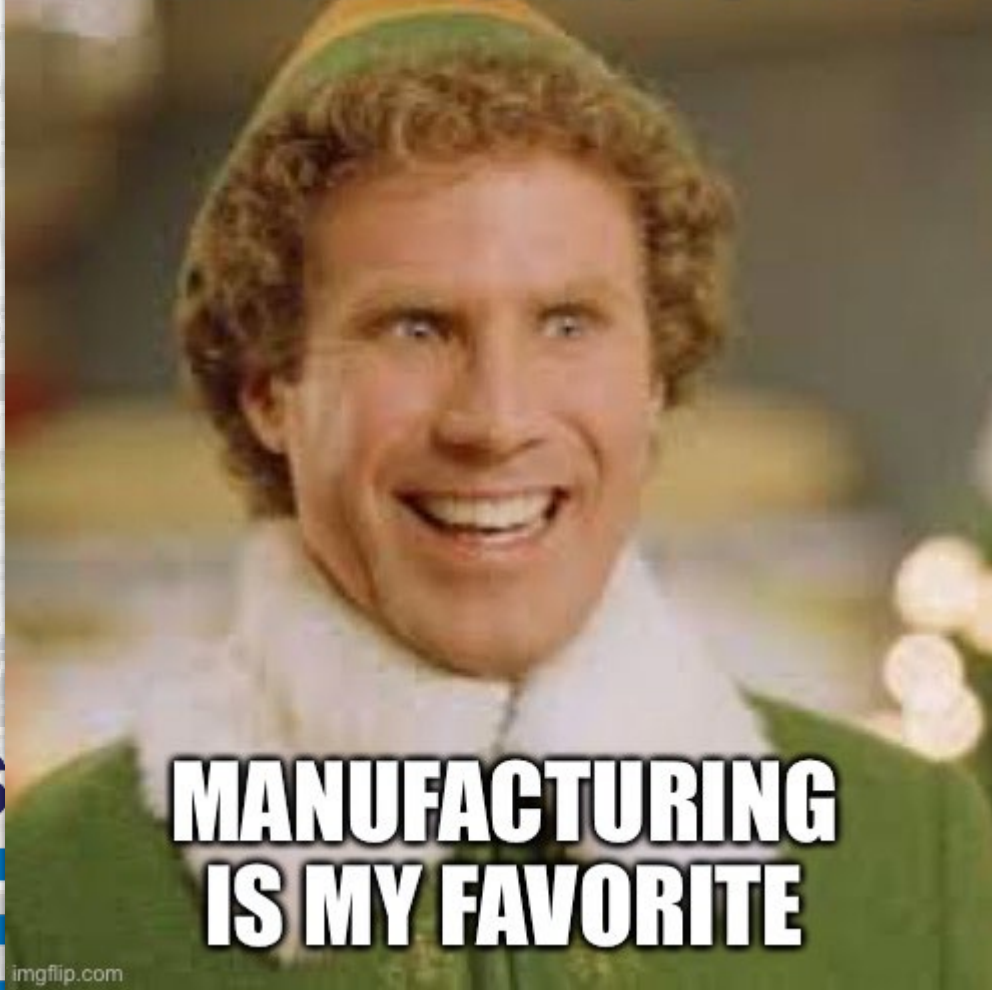


Advancing Alaska's Manufacturing Sector

I LIKE MANUFACTURING



**MANUFACTURING
IS MY FAVORITE**

March 27th, 2023

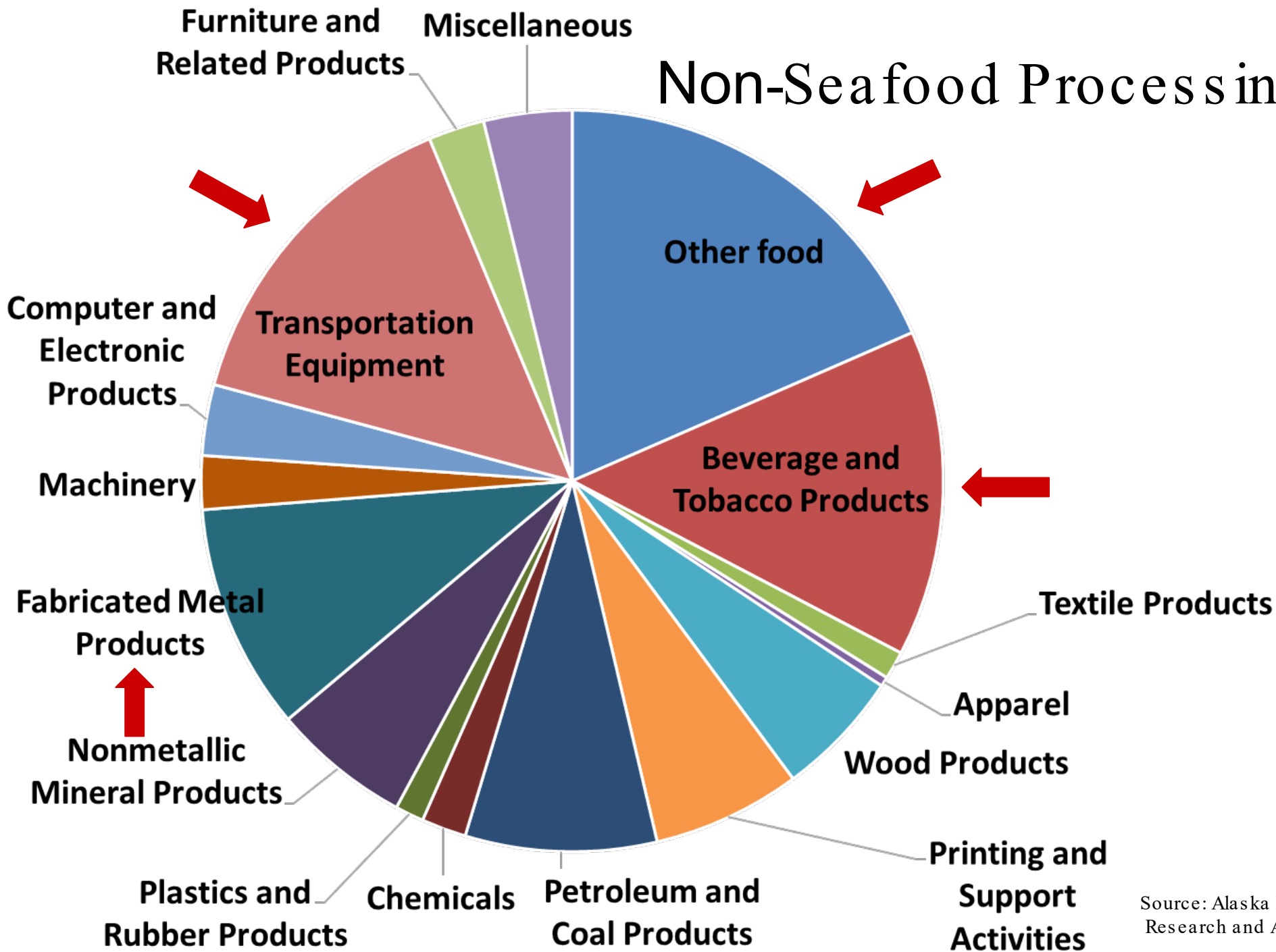
Dr. Alyssa Rodrigues



**ALAS
MEI**

Manufacturing Solutions
UAA BUSINESS ENTERPRISE INSTITUTE

Non-Seafood Processing Manufacturing 2021



Source: Alaska Department of Labor and Workforce Development,
Research and Analysis Section



What Am I Eating?

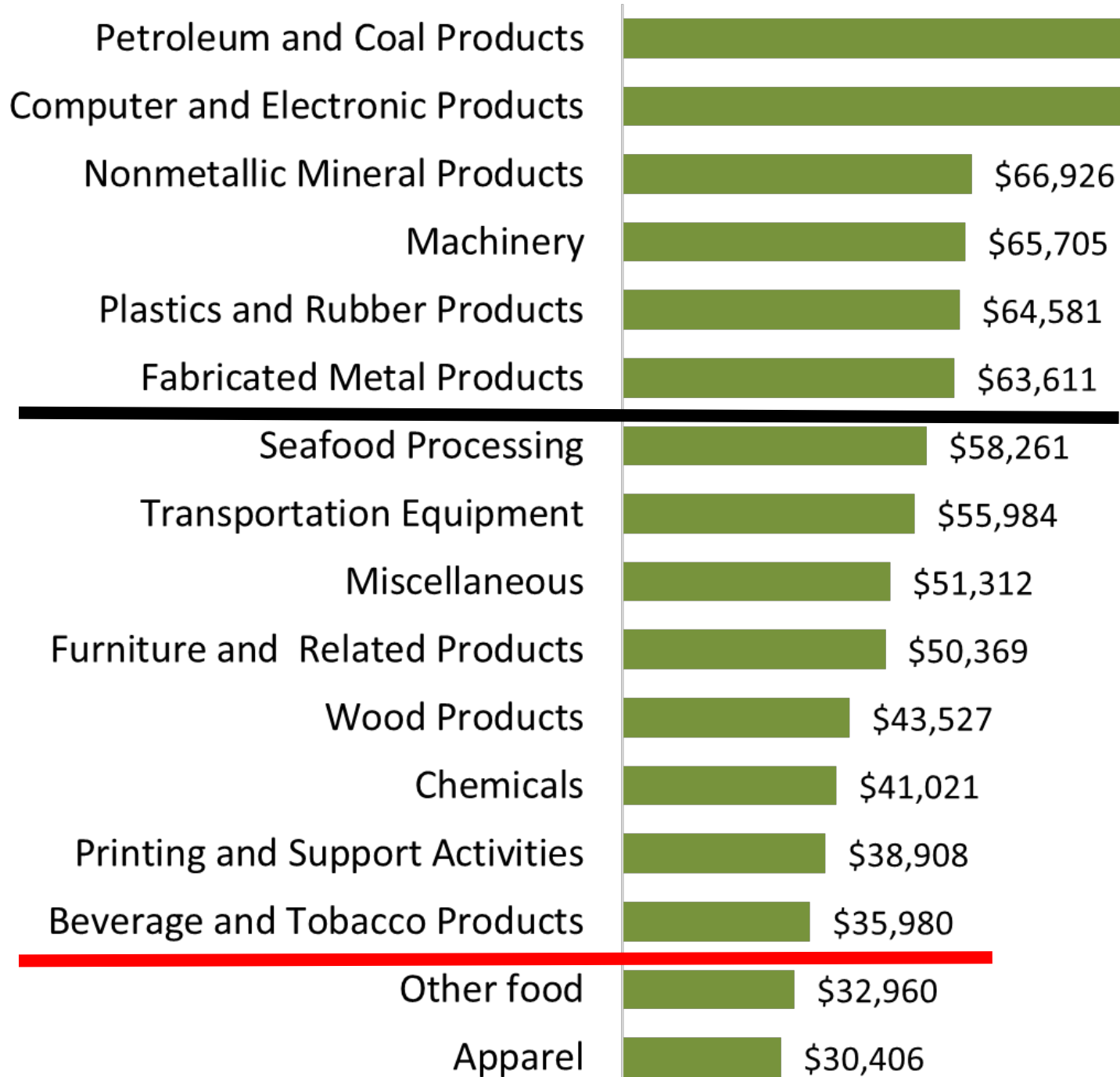




Client Success

“In a time when supply chains are crumbling MEP helped connect the links of the chain together that will help Alaskans stay strong and get through these trying times. Twister Creek Inc. will continue to work with MEP to provide products and services to Alaskans.”

John Krattiger , Brand Ambassador



Manufacturing Wages

2021

average \$58,212

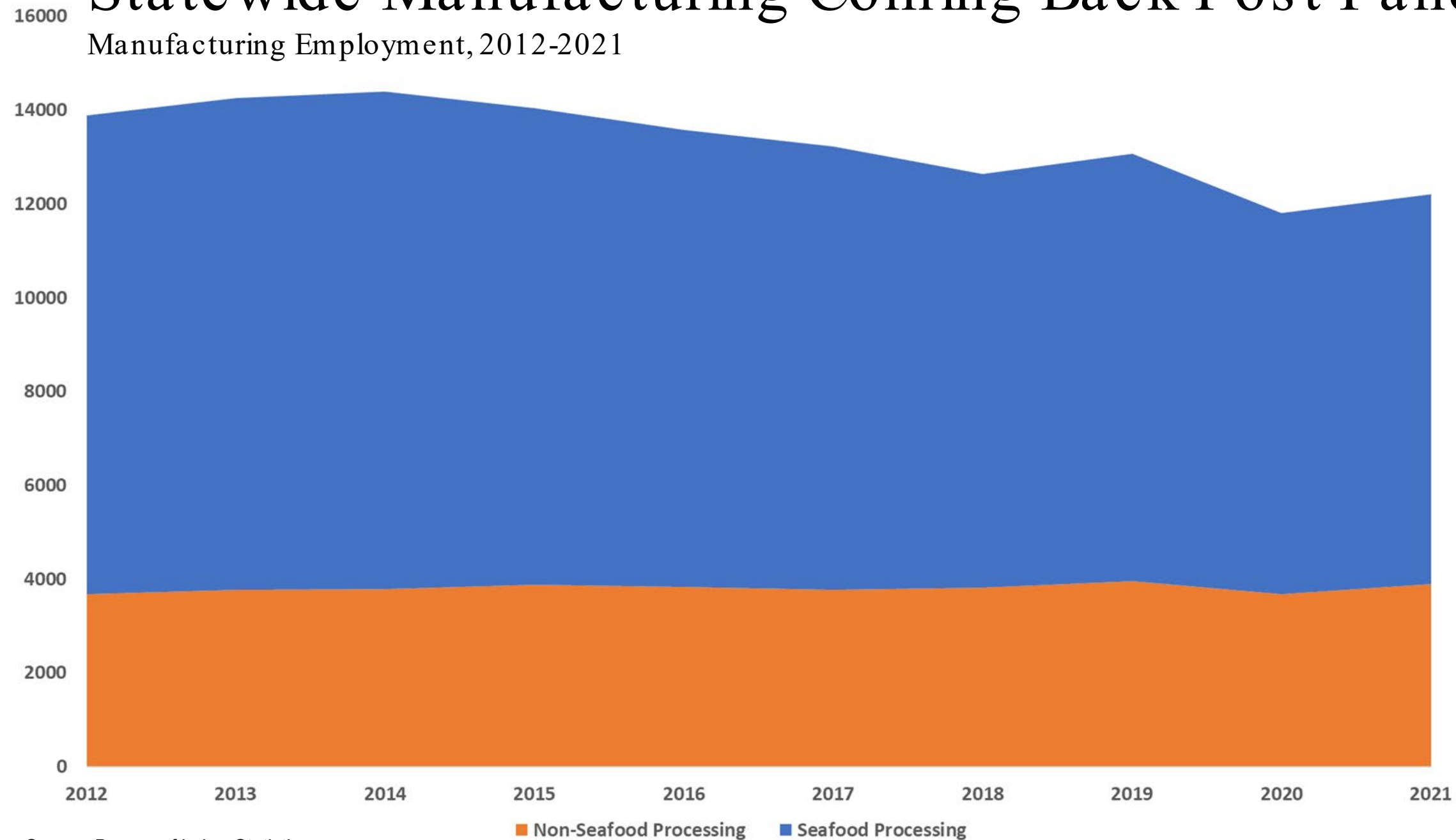
Statewide Average
\$62,100

Single Alaskan Living Wage
\$35,672



Statewide Manufacturing Coming Back Post Pandemic

Manufacturing Employment, 2012-2021



Source: Bureau of Labor Statistics





Client Success

“The Alaska MEP and their engineers provided me with a high-quality solution to my energyintense salt production process. They designed a largescale induction boiler that will allow me to connect to our city's hydropower making us more sustainable and lowering our energy costs!”

Jim Michener, Owner of Alaska Pure Sea Salt

HANDCRAFTED IN SITKA, ALASKA



ORIGINAL SITKA FLAKE

NET WT. 4 OZ

NET WT. 113 g

pure taste
BLUEBERRY

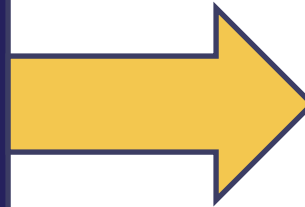
NET WT. 113 g

Alaska's Manufacturers Are Growing!

Cumulative Metrics, July 2019-present

59 Manufacturers

90 Projects



New & Retained Sales:
\$375,000

New & Retained Jobs: 43

New Investment: \$1.7M

Cost Savings: \$350,000

Percent Improving
Competitiveness: 88%

MEP Return on Investment:

- \$18.10 per \$1 returned to Federal Treasury
- \$35.80 per \$1 in New Sales
- \$40.50 per \$1 in New Investment
- 116,767 Jobs in 2022 with a 4.4 Multiplier

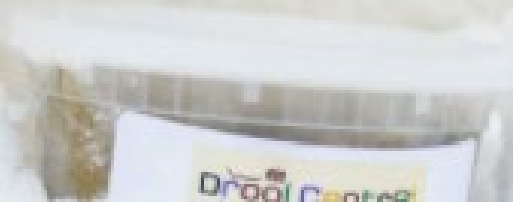
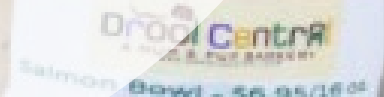




Client Success

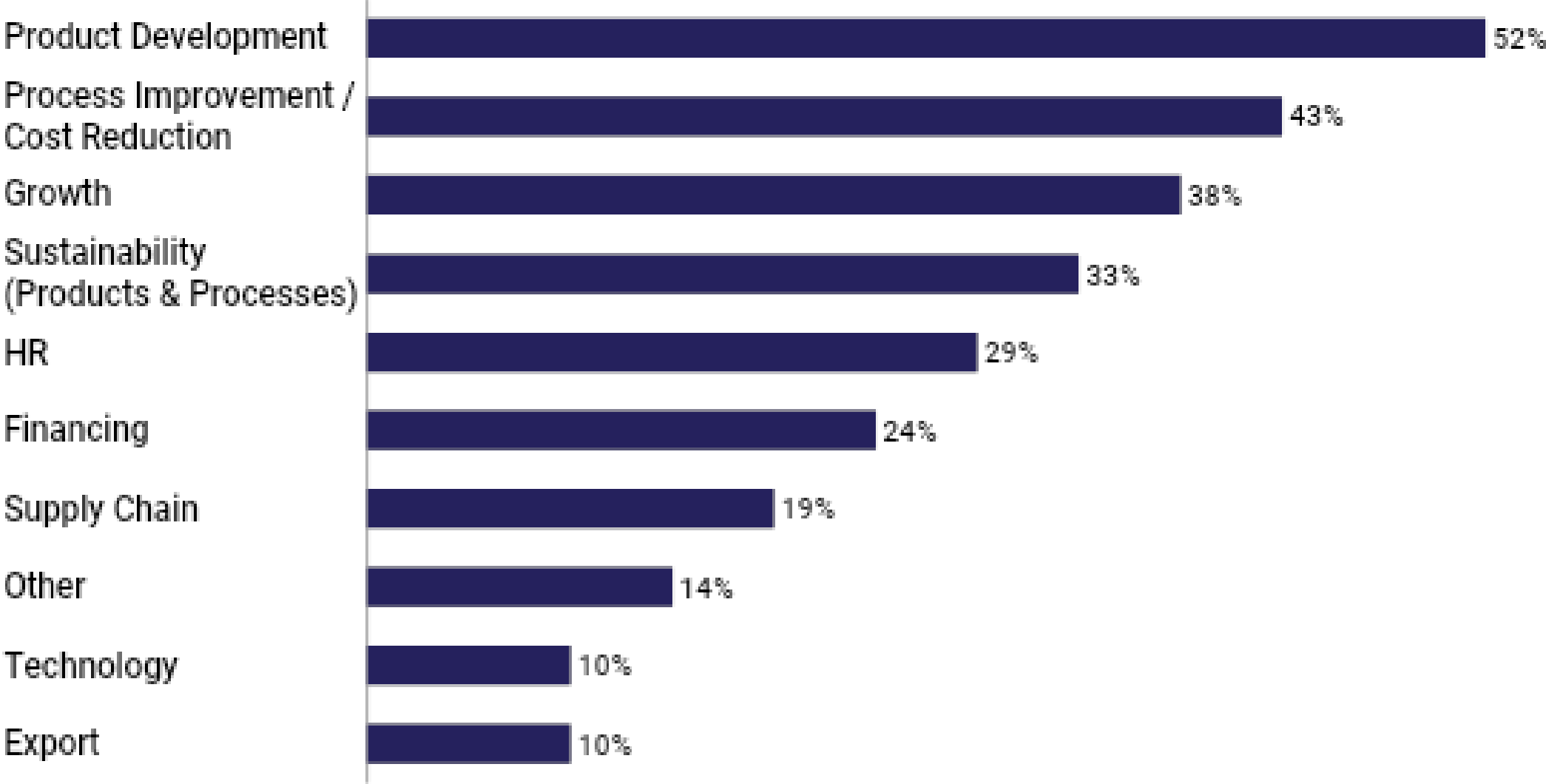
"The Alaska MEP has guided me to focus on defining the type of customers I need to target. I was all over the place for years trying to appeal to everyone. I now know that I can't appeal to everyone. Attracting more customers means identifying and defining the customers that I want."

Daisy Nicolas, Founder & Owner of
Drool Central



Manufacturers Looking to Expand and Improve

Manufacturer Challenges, 2020-2021



Source: US Department of Commerce, National Institute of Standards and Technology, Manufacturing Extension Partnership



Workforce Development:

- Lean Manufacturing training
- E-Commerce training
- Supply Chain Optimization training
- ISO training
- Food Safety training
- HR training



Direct Services:

- Product Development / Prototyping
- Food Safety Testing
- Engineering Services
- Automation Services
- Food Safety Audits



**GIVE ME YOUR
BEST BUILT, LONGEST LASTING**

**HIGHEST QUALITY,
CHEAPEST PRODUCT!**



Industry Wide Initiatives:

- Supply Chain Intelligence Network
- Micro and Modular Nuclear Energy Integration
- Seafood Automation
- Kelp Processing





Client Success

“MEP is an essential asset for local manufacturers. We now have 100% market share in the state and are expanding to the lower 48! This project gave us the necessary information to grow, and has been transformational for us. The fine folks there are easy to work with and very resourceful. Plus, they’re just nice people!”

Jonathan White, Owner of
Steam Dot



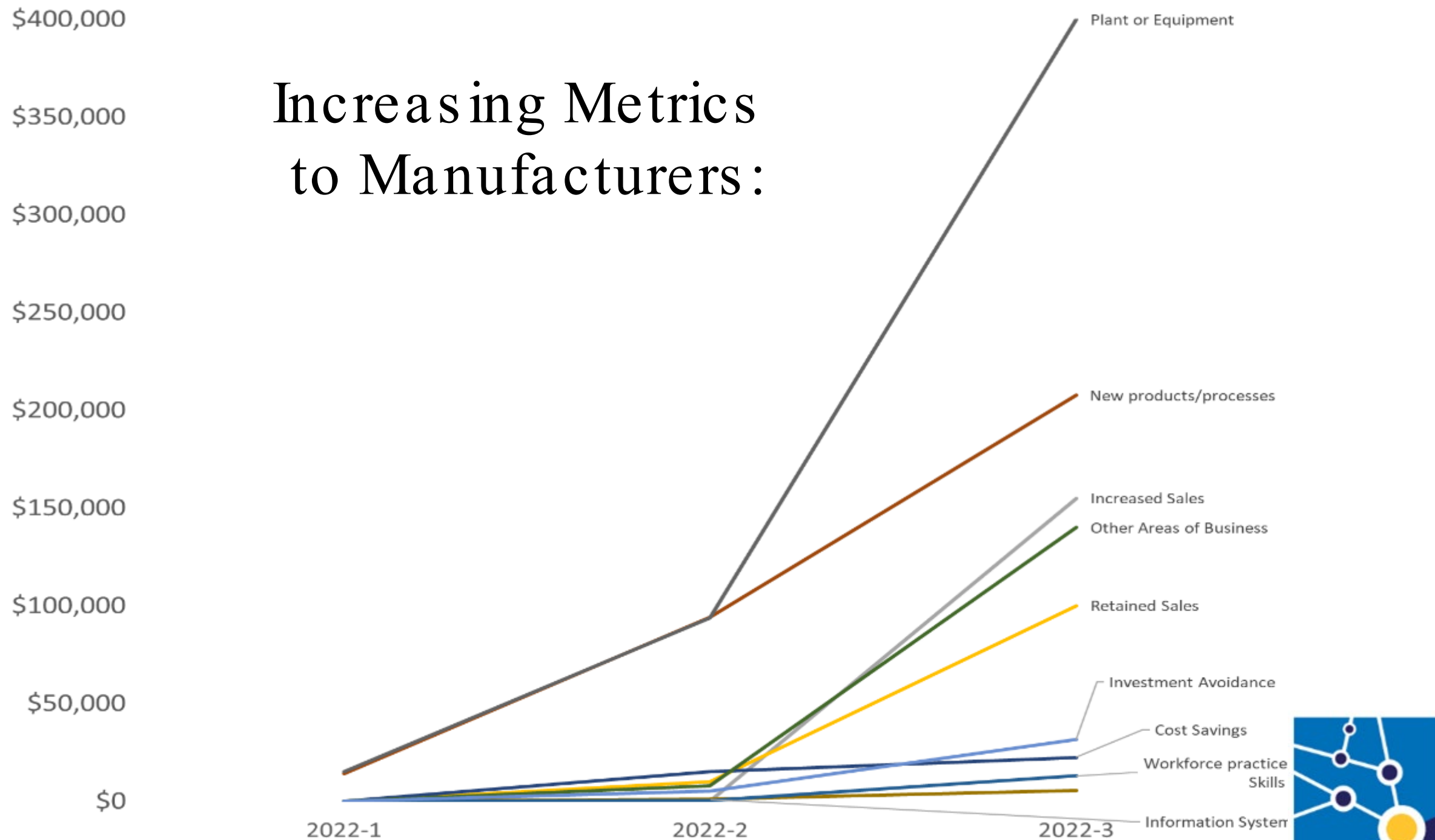
ALASKA MEP

Manufacturing Solutions

Director
Dr. Alyssa Rodrigues
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Alaska-MEP.com



Increasing Metrics to Manufacturers:



Source: US Department of Commerce, National Institute of Standards and Technology, Manufacturing Extension Partnership

