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TRANSMITTAL MEMORANDUM

- TO: The Honorable Mayor and City Council
- FROM: Karl R. Amylon, City Manager

DATE: April 26, 2021

RE: Ketchikan Visitors Bureau's Quarterly Reports of the President and Chief Executive Officer – October Through December 2020

Pursuant to paragraph (a) of Section 14 of the 2020 Community Agency Funding Agreement between the City of Ketchikan and the Ketchikan Visitors Bureau, attached for City Council review are copies of the President and Chief Executive Officer's quarterly reports for the period of October through December 2020. Should Councilmembers have questions and/or concerns regarding the President and Chief Executive Officer's reports, staff can attempt to respond accordingly.



KETCHIKAN VISITORS BUREAU Quarterly Activities 4th Qtr 2020 Report to City of Ketchikan

Status of Marketing Programs

The fall/winter is usually an active time for KVB marketing programs. In 2020 however we had to make several adjustments including:

- In anticipation of a restart of the visitor industry in 2021, we planned to print a new trip planner since our 2020 supply had been depleted prior to the pandemic. However, advertising sales to local businesses were slow due to cash flow and because shore excursion companies were waiting on final guidelines they would need to follow for the cruise lines, and the impact it might have on accepting independent travelers on their tours.
- The decision to repurpose the 2020 Ketchikan Arrival Guides was made since only a few thousand were distributed. Approximately 80,000 guides are in storage. We will repurpose the 2020s, by adding a sticker with the year 2021 and providing an insert to include new business listings and other information.
- Advertised in the November/December issue of AAA Motorists' Journey Magazine and the December/January/February edition of NW Travel & Life
- Distributed our quarterly bulletin to journalists- promoting our local gift guide.
- Developed a webpage on <u>https://www.visit-ketchikan.com/giftguide/</u> to promote e-commerce sites for local businesses
- In December we learned that we finally succeeded in launching the Ketchikan Story Project films on Amazon Prime. This effort began in the spring and was supposed to be a straightforward process to help promote Ketchikan during the pandemic. Rich Cooper who directed and provided the post-production work for most of the films took on this task.

We continue to maintain the visit-ketchikan.com website, send trip planning guides on request and respond to inquiries from visitors. We also distributed Ketchikan Arrival Guides to open locations throughout the community, as well as to the airport and ferry terminals.

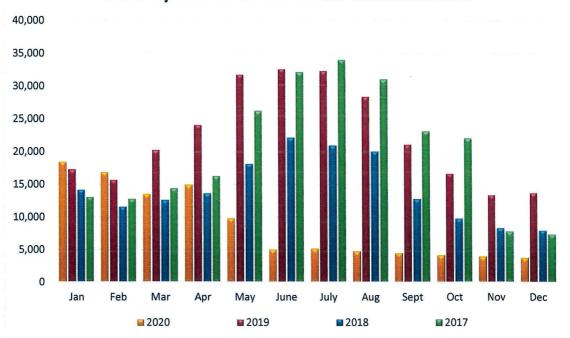
Top paid lead generating* sources this quarter/year to date Northwest Travel & Life magazine / www.alaskasinsidepassage.com (SE AK Tourism Council) www.alaskasinsidepassage.com / AAA magazines-WA and OR editions Ketchikan Trip Planner/ Travelalaska.com Alaska State Vacation planner/Alaska State Vacation planner

Leads are also generated from internet searches, national guidebooks, AMHS website, friend and family referrals, the chamber of commerce and more.

*Leads are defined as a visit to our web site prompted by an advertisement and all requests for a copy of our visitor guide.

Ketchikan Trip Planner guide requests this quarter/year to date break down as follows:38%/64% visiting by cruise29%/15% by air17%/10% by ferry16%/10% undecided

Trip Planner distribution this year: Arrival Guide distribution (local racks): 37,033 3,915 through December



visits by month to www.visit-ketchikan.com

www.visit-ketchikan.com Stats for the quarter/ytd:

Unique visitors:11,811/104,757 Down 73% for the quarter/61% ytd from 2019New visitors:11,515/101,694 Down 66% for the quarter/52% ytd from 2019% of New Visitors:97%Ad Impressions:0/10,762,035 - Due to budget constraints, the YTD figure represents ad buys fromJanuary through May.

Activities this quarter

Organized an informal lunch with a small group of business representatives to meet with Congressman Don Young on Oct 5.

Met with Mayor Sivertsen and Council member Mark Flora on 10/20 at their request to discuss formation of a committee that would study and make recommendations for how the community could maximize opportunities for local businesses when the cruise industry returns, or as popularly referred to- how to expand the "bubble" that the ships would likely operate within. The RESOURCE steering committee was formed and held an initial meeting on 10/28 and scheduled subsequent meetings for Thursdays at noon. Steering committee members include Council member Flora, Chamber of Commerce Executive Director Michelle O'Brien, Ketchikan EOC Incident Commander Abner Hoage, TSS Owner Renee Schofield, Acting Ports & Harbors Director Mark Hilson, Vice President of Cruise Line Agencies of Alaska, Rick Erickson, and downtown resident Ann Margaret Shuham. Michelle O'Brien and I serve as co-chairs.

A workgroup, Destination and Community Procedures & Planning was created in December. The workgroup members represent businesses from the various tourism sectors in Ketchikan. The intent is that they will closely review the practices and protocols that are required and provide feedback. Christa Hagan and Chris Parks are co-chairs.

The results of the annual KVB Board of Directors election were announced in October. Stephen Bradford, Christa Hagan and Joe Williams, Jr. were elected to the three available seats, with terms effective January 1, 2021 through December 31, 2023. 41% of eligible voters cast ballots in the election.

2021 Officers and board/advisor appointments were approved at the November 17 KVB Board of Directors meeting.

Board Chair:	Shauna Lee, My Alaska Tours

Vice Chair: Joe Williams, Jr., Where the Eagle Walks

Second Vice Chair: Jaimie Palmer, Allen Marine Tours

Secretary/Treasurer: Linda Peters, The Landing Hotel & Sunny Point Conference Center

Past Chair: Matt Hagan, First Bank

President & CEO: Patti Mackey

Riley Gass was appointed by Mayor Sivertsen to serve as City Council liaison, and Amanda (AJ) Pierce was appointed by Mayor Dial to the Borough seat. Shauna Lee, Kelly Jenks, and Tommy Vrabec were appointed to one-year terms on the board. Lorrie Eastham, Kari Erickson, Katie Montgomery, KC Hostetler, and Ryan Rushton were appointed to one-year terms as advisors to the board.

In addition to the elected and appointed seats noted board members continuing their terms in 2021 include Jennifer Bolshakoff, Michael Briggs, and Jai Mahtani.

We continued to produce regular updates for members, elected officials and other stakeholders delivered via our enews list. Topics included:

State and local health mandates/advisories

Government sponsored public meetings, and other information pertinent to the tourism industry

CLIA updates

Relief and financial assistance available

Teleconferences, webinars, and other tools for learning

Health and safety resources for re-opening businesses

Cruise, airline, ferry, and related announcements

Notification of canceled events

Promotion of virtual events and activities to help local merchants

KVB also continued its monthly Fast Facts newsletter distribution and shared all content on social media channels.

Participated in twice monthly meetings of the Borough Economic Recovery Group (BERG), and the Cruise Industry Work Group.

We had hoped to participate in the annual Connect NW Meetings event- an annual gathering of meeting planners and suppliers, which was scheduled for December in Seattle; however, the organizers canceled the inperson event a few weeks prior due to COVID concerns.

State, Regional Tourism activities

Participated in teleconferences with the following organizations: Southeast Alaska Tourism Council board Alaska Travel Industry board and marketing committees Destination Marketing Association of the West US Travel Association Alaska Marine Highway Re-shaping work group

Attended the annual Alaska Travel Industry Association's convention, virtually, October 5-10. As a continuing member of the ATIA board of directors I was asked to chair a workgroup- Return Cruising to Alaska, at the request of incoming board chair Bill Pedlar. The group consists of destination representatives from around the State, CLIA Alaska staff and port representatives from Seattle and Vancouver, BC. The purpose is to share information and assist as appropriate in planning for cruise industry requirements for returning to Alaska.

Admin/General Operations activities

The KVB office and B2 visitor center were closed November 16-30 due to Ketchikan returning to High Alert status. Employees shifted to working from home during this period and all organization meetings were conducted virtually. Otherwise, the office was open with reduced capacity. The Berth 2 visitor center was staffed, but the building was closed. Service was available by phone or by knocking on the door to control access.

Our 2021 grant request was submitted to the City Manager for review and recommendation to the Council during their 2021 budget meetings.

Our office and B2 visitor center were closed on Veterans Day, Thanksgiving, and the day after, Christmas Eve, Christmas Day, and December 28 (day after Christmas observed).

Submitted by Patti Mackey, president & CEO

memberlounge

insurance insights

Can AAA help me save money on my insurance?

▶ Yes. But would you like to save \$100 or \$100,000? Students at Washington State University, where I frequently speak on risk management, often are puzzled when I ask them this same question. So, allow me to explain.

People often opt to pay less for insurance to save money. For example, they may leave out critical coverage to save \$100 on their premiums every six months. When it comes time to make a substantial claim, however, that inadequate coverage can cost them dearly.

That is why I say, "coverage first." Having the knowledge and guidance of a skilled insurance agent when you buy insurance is actually the best way to save — eventually when you need to file a claim. No matter what comes your way, your coverage will be there to protect what really matters: your finances, your family and your future.

AAA Washington Insurance Agency exists to serve our members, and our experienced agents are here to help. Your interests are our interests — we're members, too — and that's pretty unique in the insurance world. But there is another way to use your membership to save. AAA members receive as much as 8 percent off auto insurance every year. So, you can have great coverage and save big. Even better, this member discount is in addition to standard insurance discounts for bundling, good driving, being a good student, having certain safety and security equipment, paying early and more.

So, the answer to whether you want to save \$100 or \$100,000 is this: You can do both with AAA. First, we can help you get the right coverage, so you are well-protected. Second, we work hard to ensure you get the best rate and take advantage of your member discount. We'll be there to help every step of the way.

Michael Riley, director of sales at AAA Washington Insurance Agency,



has more than 20 years of experience in the insurance industry and is a guest lecturer at Washington State University.

free seminars

Retirement Road Map



Learn about the tools and resources available to help you maximize your retirement finances with AAA Washington's free online seminars. Designed for those approaching retirement age and recent retirees, these webinar sessions are led by our expert financial-planning partners, who address topics such as Social Security election, long-term care insurance, income planning, investing and more. All members are welcome. Go to aaa.com/retirement or call (855) 581-4799 for webinar details, to reserve your space and for updates on in-person Retirement Road Map seminars.

Successful Retirement Starts Here Saturday, November 7 from 10:30 a.m. to 12:30 p.m. Saturday, December 5 from 10:30 a.m. to 12:30 p.m.

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Humpback whale boosts spirits in struggling Alaskan town

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Pete Thomas December 1, 2020 12:25 pm

A humpback whale has been frequenting Ketchikan, Alaska, almost daily for the past month, helping to lift spirits as the city reels from a lack of tourism.

The whale, nicknamed Phoenix, is feeding on herring and possibly salmon fry with dramatic upward lunges, sometimes just yards from onlookers on docks and walkways.

As days shorten and a bleak winter approaches, more residents are discovering the joy of searching for Phoenix throughout the channel fronting the town.



"I love everyone's photos of him. He is a star!" reads one of hundreds of comments on the **Whale Spotters Ketchikan** Facebook group page, whose membership has spiked recently to more than 2,600.

ALSO ON FTW OUTDOORS: Sea otter catches shark in extremely rare species interaction

Some are posting alerts, so others will know where to look. "Phoenix is heading south from Safeway, now. 10:30 a.m.," reads a Sunday morning post.



A comment last Friday: "I love how many people are gathering to see this whale! If I didn't see all of the cars parked along Berth 4 I would have missed this today. Thanks for making it obvious when he is near, fellow whale lovers."

This comes at a time when many of Alaska's humpback whales have migrated to nursing and mating grounds in Hawaiian waters. But Phoenix, for now, is content to fatten up in the chilly, rich waters off southeast Alaska.



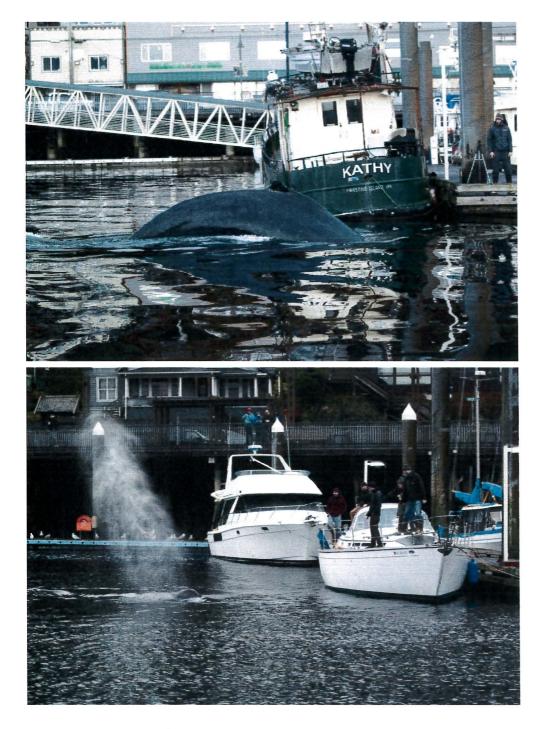
"I know for a fact that there are still quite a few humpback whales up here not far from Ketchikan, but this is the only one buzzing so close to town," **Dale Frink**, a photographer and naturalist, told For The Win Outdoors. "A lot of people, especially kids, have been able to see a whale up close for the first time without having to get on a boat."

Ketchikan, whose economy relies heavily on cruise ship tourism, lost that revenue this year because of the COVID-19 pandemic. But residents are trying to look past this year and their mood seems to brighten whenever Phoenix opens wide for a giant gulp of tiny fish.



"Ketchikan rises from the ashes of 2020 with Phoenix the Humpback Whale leading the way," Frink wrote last week on an **Instagram post** showing Phoenix feeding a stone's throw from onlookers.

Frink, who moved to Ketchikan recently after accepting a job at Allen Marine Tours, allowed the use of his photos in the body of this story. The top image, which shows some of Phoenix's admirers, was approved for use by local photographer James Lewis.



Phoenix was named by photographer Bob Lippert, who was the first to document the whale off Wrangell, Alaska, in 2017. Phoenix, whose sex is unknown, has since been documented several times in the channel between Wrangell and Ketchikan, according to the **Happywhale** citizen-scientist identification catalog.

How long the whale will remain off Ketchikan is anyone's guess.

-Images courtesy of James Lewis (top) and Dale Frink

View this email in your browser

KVB holiday gift guide

Happy holidays from the Ketchikan Visitors Bureau team and all our members. This issue of our e-news bulletin shares holiday gift ideas from our seaside town.

Travel experiences and travel accessories are perennial favorities on "holiday gift guide" lists worldwide. Ketchikan is a town full of gift-giving ideas, and you can find them all on this Inside Passage destination's <u>online gift guide</u>! The Salmon Capital of the World has plenty of seafood to offer this holiday season – and there are plenty of other options, from Alaska Native artwork to handcrafted jewelry – available for delivery nationwide. We look forward to working with you in 20211

Media contact: Liz Baker, Thompson & Co. PR Phone: 907-561-4488 Email: Liz@thompsonpr.com

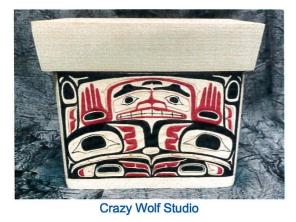
Here are some of the best Ketchikan-inspired gift ideas this year:



Arctic Spirit Gallery

Locally owned and operated since 1996, Arctic Spirit Gallery is an authentic connection to the art of the Indigenous cultures of Alaska and the Northwest Coast. This beautiful art gallery offers a wide selection of traditional Alaska Native artwork that includes ivory carvings, masks, sculptures, jewelry and more.

KVB's quarterly bulletin to journalists featured our online Holiday Gift Guide, and promoted local businesses with e-commerce sites https://www.visit-ketchikan.com/giftguide/



Crazy Wolf Studio prides themselves on their wide variety of authentic Indigenous artwork. Their inventory is sourced from the most northern village in Alaska, Barrow, and as far south as British Columbia. At any given time, Crazy Wolf Studio carries prints, jewelry, drums and more. On orders of \$200 or more, use code CRAZYWOLF for free shipping.



Fabulous Fiber Arts

As those in the know jokingly say, "behind every knitter is... a huge pile of yam." This holiday season, knitters will be delighted with gifts from Ketchikan's <u>Fabulous Fiber Aris</u>. This full-service yam shop has an online store offering hand-dyed yam in every color of the rainbow, plus locally designed quilt and knitting patterns perfect for unwinding. On its Facebook page, <u>Fabulous Fiber Aris</u> posts regular Wacky Wednesday discounts to help shoppers save this holiday season.

Caribbean Gems by Zhaveri

One of Ketchikan's premier luxury jeweiry stores since 1986, Caribbean Gems specializes in watches, diamonds and jeweiry at affordable prizes. When shopping online, be sure to check out their Black Friday sale!



Hump Island Oyster Company

Fresh oysters from Alaska can't be beat! Family-owned and -operated <u>Hump Island Oyster</u> <u>Company</u> will ship them right to your door. Better yet – if you live in Ketchikan, delivery is free. For the big oyster fans in your life, check out Hump Island's gear. They carry t-shirts, hats, sweatshirts and morel



Lighthouse Excursions Shop Aboard

Even if you can't take an award-winning eagle tour from Lighthouse Excursions, it's possible to give Ketchikan memories with help from this tour operator's online store. There shoppers can find stylish clothing, hats and travel tumblers designed by Lighthouse Excursions' Captain Kelsey McNeil.



Ketchikan Dry Goods

Offering 15% off any one item, Ketchikan Dry Goods has everything from Made-In-Alaska specialty foods, like Foraged & Found keip <u>saisa</u> and <u>pickkes</u>, to the infamous <u>Mountain</u> <u>Men of Alaska calendar</u>, which makes good on the saying "the odds are good, but the goods are odd."



Scanlon Gallery

The <u>Scanlon Gallery</u> has offered residents and visitors access to some of the finest art in Southeast Alaska since 1972. Now you can experience it all online. Share Scanlon's passion for fine art with gifts from its website, which offers everything from original prints and framing to pottery and jeweiry. Get more bang for your buck by checking out the sale tab for Alaska-inspired art for 50% off.



Out to Sea Expedition Company

For the outdoors enthusiasts on your shopping list, Ketchikan's <u>Out To Sea Gear</u> is a great place to start. This retail and rental company offers high-quality outdoor gear, Alaska-made products and fun outdoor-inspired gifts that are Alaska proof. Best of all, 1% of all sales go towards <u>Audubon Alaska</u>, which funds research efforts to conserve at-risk birds in the Last Frontier.



Salmon Etc.

Salmon Etc. has visitors dreaming of their products for years to come. For the last 35 years, this family company has been salling Alaska seafood products out of the Salmon Capital of the World. They offer a number of products including fresh seafood, smoked cans, smoked fillats, salmon oil and gift boxes.



Soni Jewelers

Soni Jewelers operates Colors, a jewelry store off of Front St. They specialize in all things jewelry, gemstones and sculptures. You can visit them in-person or order online. Be sure to check out their holiday sale for a uniquely Alaska gift.





Looking for a way to show off that you had a drink at The Asylum Bar? Look no furtherl Check out <u>The Asylum's merch</u>. They carry shot glasses, clothing and hats. In the U.S.? Shipping is free.



The Captain's Lady

If you find yourself wandering down Creek Street, be sure to pop into <u>The Capitain's Lady</u> boutique. This tiny shop holds hidden treasures like locally made sea glass jewelry, women's clothing and fun keepsekes. It has something for every seafarer and landlubberl The boutique also offers three scents of locally made candles. A portion of the proceeds from these candles benefit Ketchikan's women's shelter, high school maritime education program and acclaimed performing at group.



The Soho Coho and Ray Troll Art

Ray Troll brings science to life through his art, inspired by ichthyology (the study of fish) and paleontology (the study of fossilized plants and animals). His <u>originals, prints, t-shirts,</u> <u>books, fossils and other cool gifts</u> can be found in the <u>Soho Coho Art Gallery</u>, located in the historic Star Building on Ketchikan's notorious Creek Street. Many of his goods are available <u>online</u>, as well.



The Village Store - Cape Fox Corporation

If you're on the hunt for a different and innovative, Alaska Native-made gift or souvenir, check out Cape Fox Village Store. Located in Saxman Native Village, the store has food, apparel, games, gear, spa products – the list goes on! Plus, they're offering free shipping in the U.S. for orders over \$100.



Tongass Trading Company

Originally founded in 1898, Tongass Trading Company grew with Alaska, providing supplies for miners, loggers and eventually homesteaders. Now, 122 years later, Tongass Trading Company serves Alaska's tourists. It's a great place to shop for a wide variety of Alaska souvenirs, gear and clothing.



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> Our mailing address is: 50 Front Street, Suite 203 Ketchikan, AK 99901

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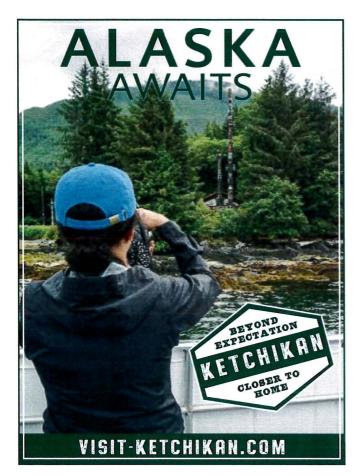
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When it's time to go... please recycle this magazine.

30 Hike to Beaver Plant Lake, Snohomish Co., WA

Snohomish County, from the Salish Sea to the peaks of the Cascades, is graced with numerous hiking trails of all levels of difficulty. An easy day hike that gives hikers a glimpse of back country without backpacking is Ashland Lakes Trail. The trail is in the Mt. Baker-Snoqualmie National Forest off of the scenic Mountain Loop Highway and was constructed by the Washington State Department of Natural Resources in the early 70s.

The trail is within the Morning Star Natural Resources Conservation Area, set aside to protect sensitive natural environments and habitats. The first portion of the trail has weathered well and puts hikers in an old-growth hemlock forest. At 1.7 miles, the trail forks, and the left fork leads to Beaver Plant Lake, a protected wetland. Most hikers on this trail make Beaver Plant Lake their final destination.

The right fork is an unmaintained trail to Lower Ashland Lake. Beyond that the trail to Upper Ashland Lake has been heavily damaged and can be treacherous, so only very experienced hikers should attempt it.

To get to the trailhead, you'll need to drive nearly 4 miles on an unpaved road

and walk another mile to the trailhead. This pristine Cascade Mountain environment once you hit the trail makes the effort worth it.

Find more information about directions and the trail at *fs.usda*. *gov/recarea/mbs/recreation/hiking/ recarea/?recid=17714&actid=50*. Plan your travels to Snohomish County. Washington, at *seattlenorthcountry.com*.

Solution Your Way in Ketchikan, AK

Did you know Ketchikan is the southernmost city in Alaska, only a 90-minute flight from Seattle? The entire borough in which Ketchikan sits is home to less than 14,000 people. It is a welcoming, friendly city, and you don't need to board a cruise ship to experience it. The majestic scenery, Tlingit culture, world-class fishing and a city with a shady past still present along Creek Street are just a few reasons Ketchikan is one of the most exciting destinations in the Pacific Northwest.

Depending on your interests, you might book a vacation at a remote fishing lodge or stay right in town in the thick of the city's attractions. Whichever you choose, plan to explore Alaska Native culture while you're there. The Tlingit people have lived in the region for thousands of years before the arrival of Europeans. Today, Ketchikan houses the largest collection of totem poles in the world, including some historic poles that are being preserved at the Totem Heritage Center, open to the public.

A stroll down the boardwalk of picturesque Creek Street gives a glimpse of the red-light district of the city's more recent Gold Rush-era past. Today, shops, galleries and restaurants occupy the old bordellos.

And no trip to Ketchikan is complete without a day cruise to nearby Misty Fjords National Monument, one of Alaska's most scenic gems.

Plan your Ketchikan getaway, whether it's a fishing trip or a stay in town or both at visit-ketchikan.com.

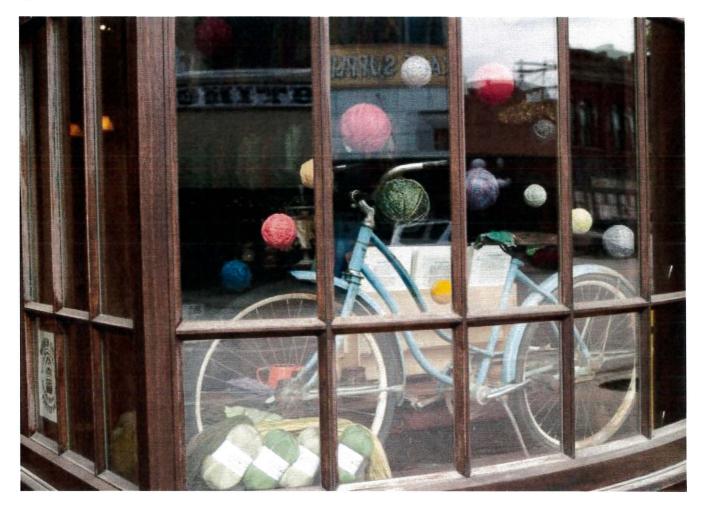
32 Wildlife Safari, Winston, OR

Tigers, lions and bears roam free in the Southern Oregon countryside near Roseburg. Wildlife Safari is home to about 100 species of native and exotic wildlife that would not be able to survive in their natural wild habitat. All of the species at Wildlife Safari are ones that are threatened with extinction on some level from vulnerable to endangered. These individual animals, more than 600 of them, are ambassadors that help humans understand and care about wildlife conservation.



Shop Locally Online This Holiday Season

By Veronika Patrashko - 12/01/2020



You can't deny that giving over the holidays is a joy. But getting out and shopping is not, especially this year when we are all avoiding crowds. That's why online shopping is experiencing a boom. But why give the major players all the business? Buying items you won't find anywhere else from small, local shops adds a personal touch to gift giving. And many local shops have online stores that will ship directly to you or to the gift recipient.

A fun approach is to pick a city or two and explore local shopping on those cities' tourism websites. They all list "Shopping" under headings like "Things to do." Browsing for stores that pique your interest is easy; then you can click the link to the store and check out their inventory.

For example, if I wish to support independent stores in my hometown, I will simply search online for "Tacoma tourism" and go to that website. I'll look for "Shopping" on the website's menu and view the list of merchants. Or, if I heard that a particular city is known for producing unique items perfect for a person on my gift list, I would search for that city's tourism website and look for merchants there.

Some shops (like Posh Upscale Resale in Bellingham) go the extra mile and offer virtual shopping via web conferencing for that ultra-personal touch.

Here are a few destination shopping links you can explore as examples to get you started:

- Salem, Oregon: https://www.travelsalem.com/listings/things-to-do/shopping
- Bellingham, Washington: https://www.bellingham.org/things-to-do/shopping/
- Ketchikan, Alaska: https://www.visit-ketchikan.com/giftguide/
- Coeur d'Alene, Idaho: https://www.coeurdalene.org/play/shopping/
- Kalispell, Montana: https://discoverkalispell.com/things-to-do/shop-like-a-local/

Anyone would enjoy a special gift from a Northwest destination. And your purchases help keep local businesses alive, making your gift mean even more, especially during this holiday season.

Baranof fishing excursions Ketchikan is on Amazon Prime

From: Patrick Keeley <patrick@zpkproductions.com>

Sent: Wed, Dec 16, 2020 at 11:56 am

shoreside@baranof.net, chucks@baranof.net, Digital Marketing, Patti Mackey To:

S2 Poster.jpg (305.7 KB)

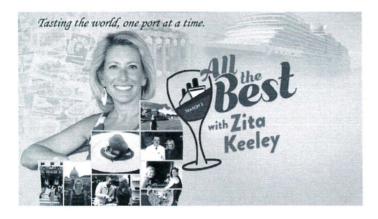
Hello from all of us here at All the Best with Zita Keeley. I'm delighted to let you know that the 2nd season of Zita's show is now available free on Amazon Prime.

This includes the fabulous Ketchikan and Baranof fishing excursions.

Please inform everyone who participated on the show and of course encourage everyone you know to watch too 🙂

All the best from me, Zita and her team.

Patrick S. Keeley, executive producer **ZPK Productions LLC** Office: +1 561-372-2531 Cell: +1 646-942-7755



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