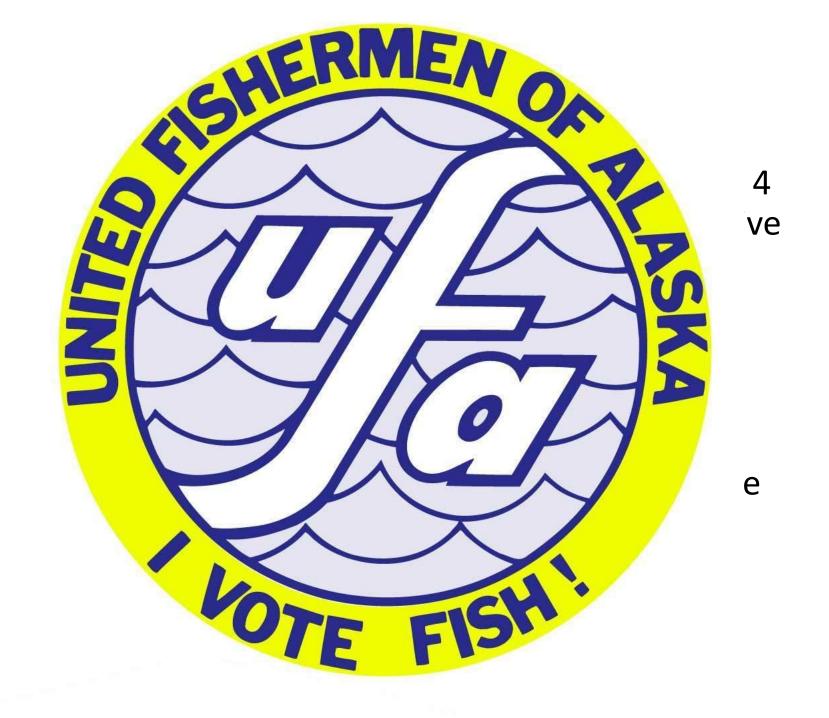
## Alaska Commercial Fishing Harvest Sector Overview

Presented to the House Special Committee on Fisheries, February 24, 2011

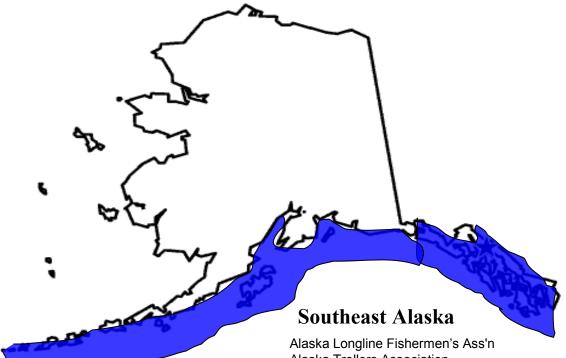
Arni Thomson, UFA President
Mark Vinsel, UFA Executive Director
Jerry McCune, UFA Government Relations



### UFA Member Associations Areas of Operation



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Gulf of Alaska

Alaska Whitefish Trawlers Assn. Cape Barnabas, Inc. **Concerned Area "M" Fishermen Cook Inlet Aquaculture Association** Cordova District Fishermen United Kenai Peninsula Fishermen Ass'n **Kodiak Regional Aquaculture Ass'n** 

**North Pacific Fisheries Association Prince William Sound Aquaculture Corp United Cook Inlet Drift Association** 

Valdez Fisheries Development Association

Western Gulf of Alaska Fishermen

Alaska Trollers Association Armstrong Keta, Inc.

Douglas Island Pink and Chum

Northern Southeast Regional Aquaculture Asss'n

Petersburg Vessel Owners

Purse Seine Vessel Owners Ass'n (PSVOA)

Seafood Producers Cooperative

Southeast Herring Conservation Assn.

Southeast Alaska Fishermen's Alliance

Southeast Alaska Regional Dive Fisheries Assn.

Southeast Alaska Seiners Association

Southern Southeast Regional Aquaculture Assn.

United Southeast Alaska Gillnetters Assn

Alaska Independent Tenderman's Assn

### UFA Member Associations Areas of Operations

Bering Sea/ Bristol Bay/Aleutian Islands

Alaska Bering Sea Crabbers Alaska Crab Coalition

At-Sea Processors Association

Bristol Bay Reserve Bristol Bay RSDA

Crab Group of Independent Harvesters

Groundfish Forum

**United Catcher Boats** 



Alaska Whitefish Trawlers Assn.

Cape Barnabas, Inc.

Concerned Area "M" Fishermen

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Groundfish Forum

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#### **Statewide**

Alaska Scallop Association Fishing Vessel Owners Association

**Gulf of Alaska** 

Alaska Whitefish Trawlers Assn.

Cape Barnabas, Inc.

Concerned Area "M" Fishermen

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#### UNITED FISHERMEN OF ALASKA

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E-Mail: ufa@ufa-fish.org
www.ufa-fish.org

#### **Mission:**

To promote and protect the common interests of Alaska's commercial fishing industry as a vital component of Alaska's social and economic well-being.

### **UFA Policy Statements**

- Promote positive relations between industry sectors
- Support all commercial gear types and remain neutral on allocative issues between commercial gear groups
- Promote industry safety
- Promote healthy fishery resources by supporting research and habitat protection
- Support adequate funding for fishery research, management and enforcement
- Educate industry, government and the public

- Oppose fish farming in Alaska
- Support development of new fisheries
- Support efforts to increase consumption of Alaska seafood
- Promote quality standards harvester to consumer
- Protect industry from attacks through initiatives, legislation, etc
- Protect consumer access to seafood by maintaining a stable supply of product to processors



### UFA policy for healthy and sustainable management of salmon fisheries



- Escapement goal management (Biological Escapement Goal).
- Local management that is adaptive and abundance based.
- Use of Commissioner's EO
   authority on an active basis for
   the local management of a
   fishery.
- Mixed stock management.

# Core Functions of UFA – in order of priority

- Legislative presence
- Provide a forum for communication within the fishing industry.
- Maintain a statewide trade organization with staffed office.
- Public relations and educational programs targeting:
  - Members
  - seafood industry and other industries
  - general public

#### **MEMBER ORGANIZATIONS**

- Alaska Bering Sea Crabbers
   Alaska Crab Coalition
- Alaska Independent Fishermen's Marketing Association
  - Alaska Independent Tendermen's Association
- Alaska Longline Fishermen's Association
   Alaska Scallop Association
  - Alaska Trollers Association
     Alaska Whitefish Trawlers Association
- Aleutian Pribilof Islands Community Development Association
   Armstrong Keta
  - At-sea Processors Association
     Bristol Bay Reserve
  - Bristol Bay Regional Seafood Development Association Cape Barnabas Inc.
    - Concerned Area "M" Fishermen
       Cook Inlet Aquaculture Association
  - Cordova District Fishermen United
     Crab Group of Independent Harvesters
    - Douglas Island Pink and Chum
       Fishing Vessel Owners Association
      - Groundfish Forum
         Kenai Peninsula Fishermen's Association
- Kodiak Regional Aquaculture Association North Pacific Fisheries Association
  - Northern Southeast Regional Aquaculture Association
    - Retersburg Vessel Owners Association •
    - Prince William Sound Aquaculture Corporation
  - Purse Seine Vessel Owner Association
     Seafood Producers Cooperative
    - Sitka Herring Association
       Southeast Alaska Fisherman's Alliance
- Southeast Alaska Regional Dive Fisheries Association Southeast Alaska Seiners
  - Southern Southeast Regional Aquaculture Association
  - United Catcher Boats
     United Cook Inlet Drift Association
- United Southeast Alaska Gillnetters Valdez Fisheries Development Association •

# Alaska Seafood Industry Economic Impacts





# Economic Engine for All Alaskans. Alaska's Commercial Fisheries

- If Alaska were a nation, it would place 14th among seafood producing countries.
- In the list of top 50 U.S. ports based on ex-vessel value, Alaska had 13 in the top 50 US seafood ports by value; 8 of them were in the top 20.
- These ports include Dutch Harbor-Unalaska (2nd); Kodiak (3rd); Naknek-King Salmon (4th); Sitka (5th); Homer (12th); Seward (17th); Ketchikan (18th); Cordova (19th). Three other Alaska ports, Akutan, King Cove and Sand Point, would also make the top 20 were it not for confidentiality requirements

(Marine Conservation Alliance/Northern Economics Feb. 2011).

# Economic Engine for All Alaskans. Alaska's Commercial Fisheries

- The seafood industry, through direct, indirect and induced effects, contributed a total of \$4.6 billion to Alaska's economic output in 2009
- In 2009, \$1.6 billion dollars worth of seafood was exported directly from Alaska to destinations such as Japan, China, South Korea, Canada, and Europe
- Alaska's CDQ fishery entities generated more than \$180
   Million in revenue in 65 Bering Sea communities.
- CDQ entities provide jobs to 1,600 individuals, with total payroll over \$22 Million.

(MCA/Northern Economics Feb. 2011).

## Feeding the Public Alaska's Commercial Fisheries

- 1.84 million metric tons (over 4 billion lbs) total seafood harvest (2009).
- With U.S. average yearly consumption of 16 lbs per person = 255,000,000 people's seafood.
- In 2009, Alaska accounted for over 52 percent of the volume of the commercial seafood harvested in the United States (NMFS 2010a).

# Fishing/Seafood Industry is Alaska's Largest Private Sector Employer

With an estimated harvesting and processing workforce of 70,548 persons, the seafood industry employs more workers than any other non-government industry sector in Alaska, including oil and gas and mining combined. The trade, transportation and utilities sector follows with a workforce of 63,300.

Source: ADOLWD 2010, ADOLWD 2011a and Warren 2010.

### Harvesting Workforce & Gross Earnings - 2009

Total Individuals who fished - permits- 10,529

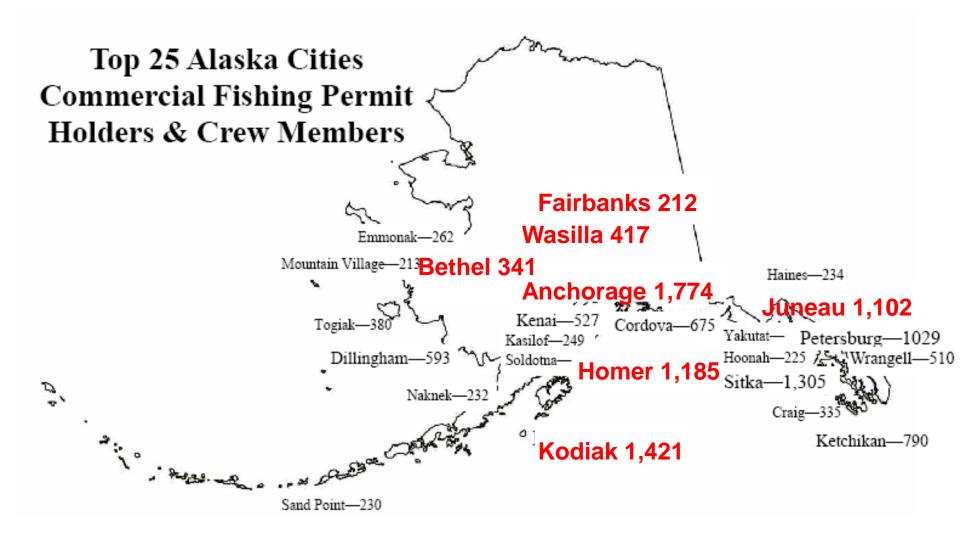
77% of permits are held by Alaska residents

Total Workforce (skippers and crew)- 40,192

Total Gross Earnings / permit holders \$1,215,553,504

\*One in 7 rural residents over the age of 15 was directly employed in the seafood industry during 2009.

The Community Development Quota program (CDQ), an allocation of the Bering Sea catch given to coastal communities generates more than \$100 million in revenue annually, employs 1600 workers, pays \$22 million in wages and invests millions more in training.



In 2007, there were over 23,000 Alaska residents commercial fishing permit holders and crew members. 48 Alaska cities have more than 100 skippers & crew.

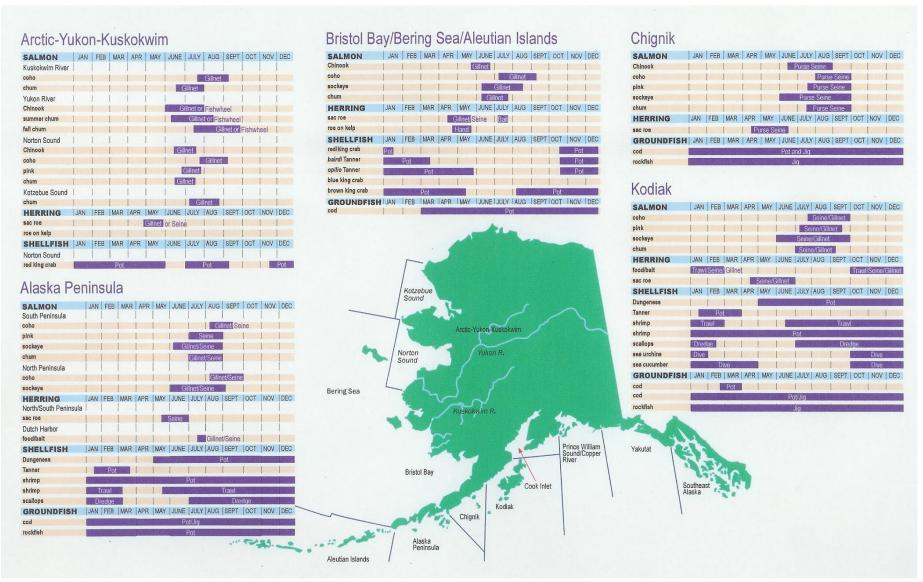
2007 data from Commercial Fisheries Entry Commission (permits), Alaska Department of Fish and game (crew-2007 is latest year for which crew data is available)

### Fishing throughout the state, and the calendar



http://www.adfg.alaska.gov/index.cfm?adfg=fishingCommercial.main

### Fishing throughout the state, and the calendar



http://www.adfg.alaska.gov/static/fishing/pdfs/commercial/fishingseasons\_cf.pdf







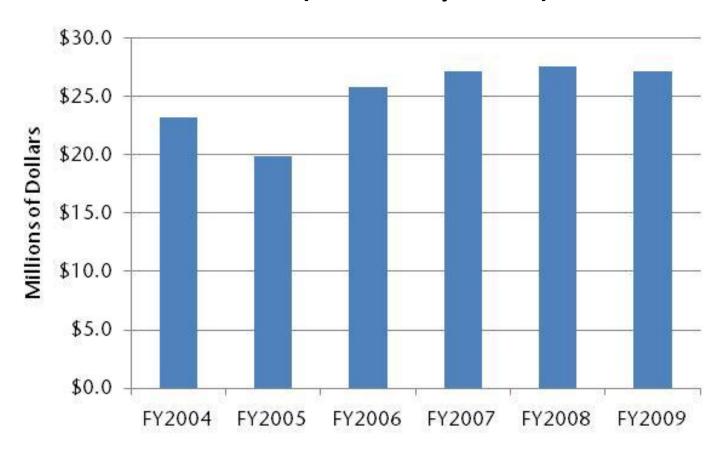
#### **Commercial Fishery Taxes**

### Seafood Revenue Components

Fisheries Taxes:	FY 2010
Fisheries Business (shared with communities)	31,945,400
Fishery Resource Landing (shared with communities	12,552,075
Seafood Marketing Assessment (.5%)	7,812,697
Salmon Enhancement	4,877,106
Seafood Development	1,578,861
Dive Fishery Management	523,024
FISHERIES SUBTOTAL	59,289,163

Source: Alaska Tax Division 2010 Annual Report

### Seafood Contributions to the State General Fund (last 6 years)

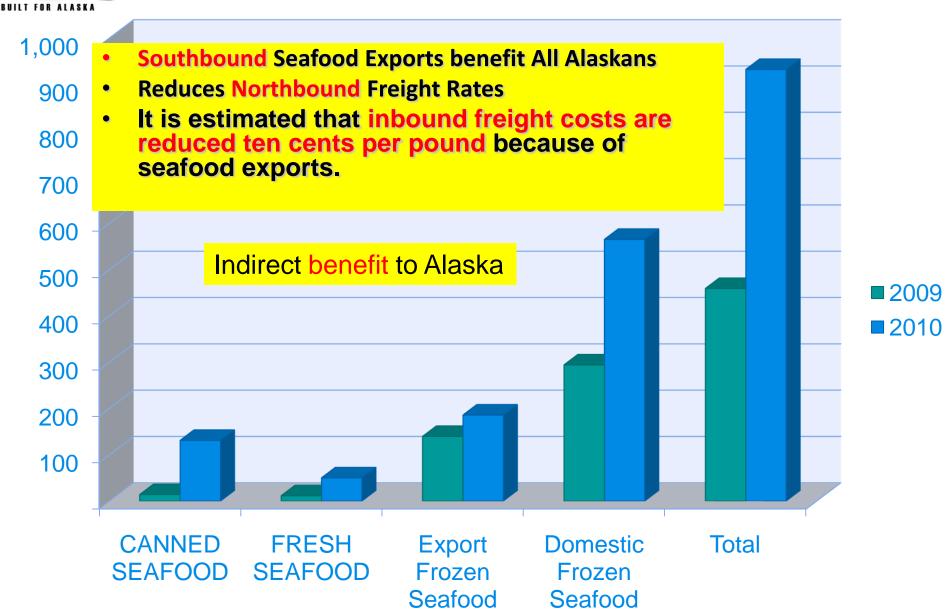


Source: DOR.

Total of \$ 151 million over last 6 years.



### TOTE Southbound Seafood Volumes 2009 and 2010



### EXCERPT FROM THE ALASKA CONSTITUTION

Article 8 – Natural Resources Section 4. Sustained Yield

Fish, forests, wildlife, grasslands, and all other replenishable resources belonging to the State shall be utilized, developed, and maintained on the sustained yield principle, subject to preferences among beneficial uses.

Adopted by the Constitutional Convention February 5, 1956 Ratified by the people of Alaska April 24, 1956 Became operative with the formal proclamation of Alaska statehood January 3, 1959

#### Fisheries Management Methods in Alaska-

Enforced by the National Marine Fisheries Service and the Alaska Department of Fish & Game-

An important method is **Total Allowable Catch (TAC)** – set as a firm limit, beyond which fishing must stop

Balancing finite fish stocks with improvements in catching efficiency are regulated by:

**Time-and-area closures**: These methods allow fishing during certain times or in certain areas, but not in others **Restrictions on size of boats**: Certain fisheries have limits on the size of fishing boats

**Restrictions on type of fishing gear**: Virtually every fishery has limitations on fishing gear, such as the size, design, and use of each type of gear

**Gear prohibition**: Certain gear types are completely prohibited, such as pelagic longlines, sunken gillnets, and fish traps

Alaska also limits the number of harvesters in a fishery through "license limitation" or "**limited entry**"

Additionally, Alaska uses rationalization (also known as "rights-based" management), which grants ownership rights to a given fraction of an annual Total Allowable Catch, and "inseason" modification to adapt to the realities of the run, the weather, and other parameters.

Commissioners E.O. (Emergency Order) Authority can close or open a fishery in mid season, to help achieve escapement goal ranges – in real time not for the following year as in other management.

### Fisheries Management

- In season and long term management by ADF&G
- Allocations by the Board of Fisheries
- Permits by Commercial Fishery Entry
   Commission
- Crew Licenses by ADF&G
- DOR, DEC, DNR, DCCED regulations & reports
- NOAA, NMFS, USCG, EPA, FWS, USDA, IRS...



#### Alaska Seafood Marketing Institute

### Alaska = Sustainable

- Sustainability is a factor influencing purchasing decisions
- When the world discovered sustainability, Alaska was already there

### The Power of the ALASKA SEAFOOD Brand

"82% of consumers surveyed say that seeing the Alaska Seafood logo would increase their likelihood to purchase."

- TRD Frameworks 2009

#### Consumer Motivation:

- 75% of consumers surveyed feel it is important to know the source or origin of the fish they purchase.
  - 72% feel it is important the fish they purchase is environmentally sustainable.
  - 68% feel it is important that the fish they purchase is naturally caught or wild.
- 64% of consumers prefer fish or seafood caught in the ocean over farm-raised fish.

#### Preference for Alaska:

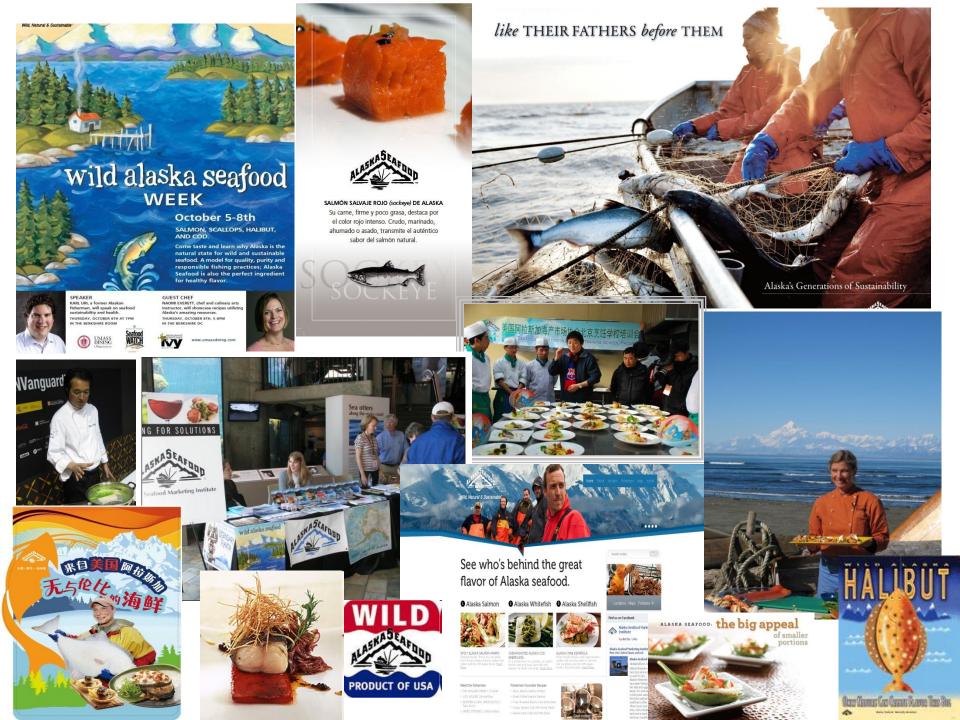
- Branding with either the Alaska Seafood logo or the name "Alaska" are both positive influencers of purchase behavior and create a positive impression of retailers:
  - Use of the word "Alaska" on packaging increases likelihood to purchase among 76% of consumers surveyed.
  - 82% of consumers surveyed say that seeing the Alaska Seafood logo would increase their likelihood to purchase.
- Alaska salmon is preferred by 61% of consumers; no other type of salmon even comes close to this type of preference.

\*Source: TRD Frameworks 2009. Respondents were college educated, upper income grocery shoppers, ages 25-74.

# ASMI Mission: Increase the economic value of the Alaska seafood resource

Alaska's official seafood promotion arm, supports Alaska seafood industry through promotion in the Domestic and International markets of Alaska seafood products, education and research





# Alaska Seafood Brand Equity – Alaska Seafood held second place among food brands on U.S. menus in 2008

Thanks to Alaska's commitment to science-based management, fishing and seafood are part of our economic future.

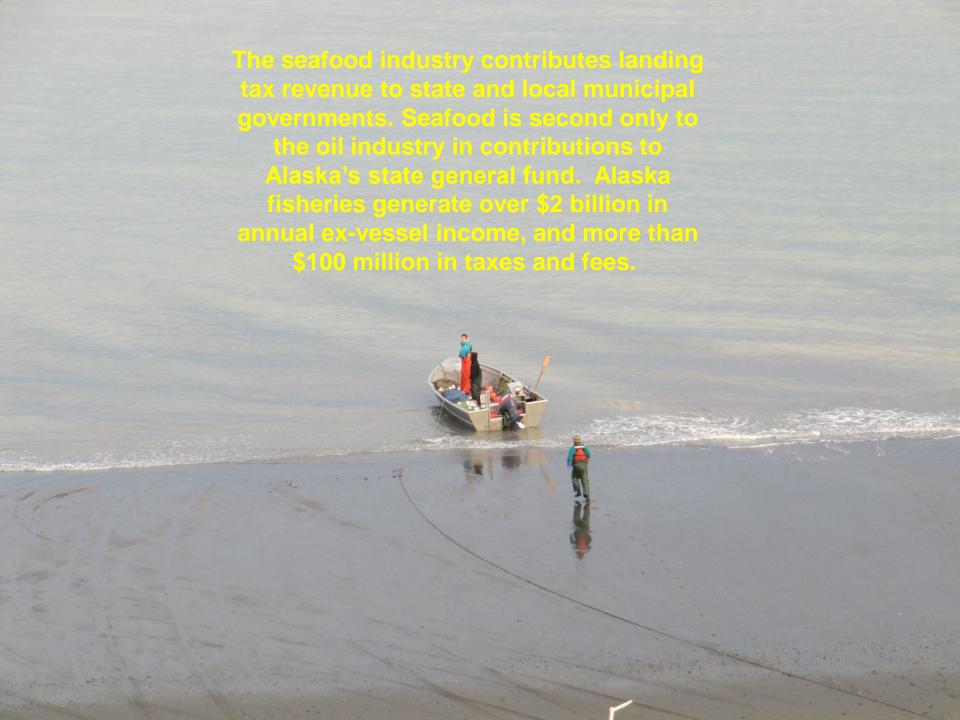
The management of Alaska's seafood resources is a model for the world . . .



Alaska seafood ranks second among the three most popular food brands on U.S. menus.

#### **ASMI PLAYS A UNIQUE ROLE:**

THROUGH ASMI, MANY INDIVIDUALS REPRESENTING THE MANY DIVERSE FACETS OF THE ALASKA SEAFOOD INDUSTRY – PROCESSORS AND HARVESTERS, AND OTHER DIFFERENT HARVEST SECTORS WORK TOGETHER FOR THE GOOD OF ALL.













# In 2002 there were many that predicted that Alaska salmon fisheries would be out of business



### The Alaska Legislature responds to Salmon Crisis: Joint Legislative Salmon Industry Task Force 2002 - 2004

- Regional Seafood Development Associations that can be voted in by fleets for their own marketing or development projects were authorized (JLSITF).
- State measures were adopted for labeling of wild vs. farmed (JLSITF) and genetically modified seafood (Sen. Elton),
- Regional Seafood Development Associations that could be funded by a vote of fishermen in a given fleet where these were wanted (JLSITF).
- Direct Marketing: SB 286 (JLSITF) streamlined the paperwork and reduced the tax burden on fishermen who sell their own catch.
- A product development tax credit encouraged a transition to fillets, burgers, and other new products (JLSITF).
- In 2004 JLSITF legislation, ASMI funding based on salmon was replaced by a voluntary assessment across the entire Alaska seafood spectrum for a more stable funding base.
- ASMI board streamlined to seven seats
- Processor sector has renewed voluntary assessment since



### UFA thanks the Alaska Legislature for its attention to our industry



- HJR 46, a resolution opposing Chilean farmed salmon.
- HJR 45 supporting the labeling of wild salmon.
- SCR 30 designating June 30 as "Alaska Salmon Day".
- HB 287 exempting permit holders from having their permits seized
- HB 462 regarding confidentiality of fishing records
- SB 266 allowed hatcheries to refinance
- HB 286 allows the ownership of two limited entry permits
- HB 288 regarding CFEC optimum number studies
- SCR 28 established the Joint Legislative Salmon Industry Task Force
- HCR 6 Extended the Joint Legislative Salmon Industry Task Force
- HB 105 Concerning loans for past due federal taxes and removing the 1/2 % refinancing fee for Division of Investment state loans
- SB282 Identification of wild and farmed finfish
- HB 104 Regarding the Fisheries Business Tax

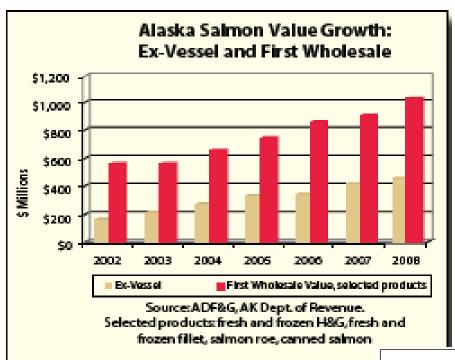
- SB 139 Renewed the Alaska Salmon Price Report
- HB 118 Allows fishermen to transport fish for other fishermen
- HB 90 Salmon Product Development Tax Credit
- SB 215 Created a new Food Safety Lab in Anchorage
- SCR13 Alaska Salmon in Correctional Facilities
- HB 409 Removed the 58' Seine Vessel Length limit from statute
- SB 315 Use non-state funds for CFEC Entry Permit Buy-Back Programs
- SB 286 Established a new direct marketing fisheries business license
- HB 419 Created Regional Seafood Development Associations
- HJR 34 Requested improvements to the USDA TAA program for Alaskan salmon
- SB 273 Changed ASMI structure and stabilized its seafood based funding
- SB 322 Salmon Enhancement Tax
- SCR 19 Promoted fisheries education

### UFA thanks the Alaska Legislature for its attention to our industry

- HB 341 Expanded the possible range of dive fishery management assessments
- HB 478 Commercial Fishing Interim Use Permits
- SB 387 Loans for Community Quota Shares
- HJR 36 Commercial Fishing Closures and Restrictions in Glacier Bay National Park
- HJR 44 Sea Otter Research
- SJR 26 Tustumena Lake enhancement
- HB 295 Extended the State Navigable Waters Commission
- HB 26 7 Day Crew license
- SB 305 Asserting State Title to Submerged Lands
- SB 126 Shellfish mariculture standing stock
- HJR 15 Resolution opposing offshore aquaculture
- HB 161 Retire Rehire renewal
- SB 25 Genetically modified fish labeling
- SB 93 Fishery and vessel permit fee changes
- HJR 6 Regarding the labeling of seafood
- HJR 9 Exxon Valdez resolution
- SB 164 Renewed the salmon product development tax credits

- HB 251 Removed the statutory prohibition on privileges for holders of two permits in a fishery
- HB 218 Cost recovery fishery option
- HB 484 Proceeds from reissued fishery permits
- SB 291 Establishing a muncipal harbor facility grant program

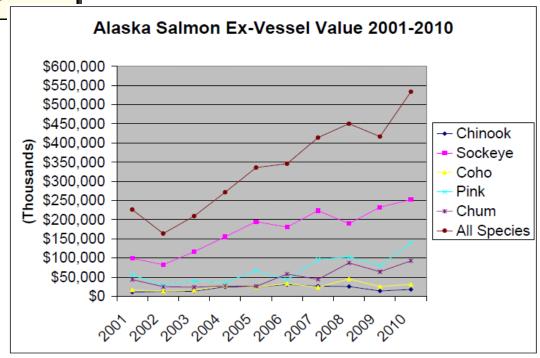




Thanks to the Alaska State Legislature, DCCED, ADF&G, the Alaska delegation, and recent administrations

But we cannot rest on our laurels.

Fisheries, communities, and opportunities are interdependent, markets are competitive, resources are vulnerable, and challenges are constant and dynamic...



### **Looking forward: Needs of the Alaska Fishing Industry**

- Not looking to reduce taxes or weaken regulations
- Regulatory stability = business stability
- Recognition of fisheries as integral to the social and economic fabric of the state
- Maintain ADF&G Budget=sustainability=personnel retention
- Continued State support for ASMI budget
- Support opportunities for increased & enhanced salmon and other seafood harvests for all user groups
- Fill the pipeline based on sound economic and environmental policies
- Support for regional energy and transportation infrastructure initiatives

### Photos and images courtesy of the Alaska Seafood Marketing Institute and Arni Thomson

