

# ALASKA

NORTH TO OPPORTUNITY

## HB 204

DEPARTMENT OF COMMERCE, COMMUNITY, AND ECONOMIC DEVELOPMENT  
DIVISION OF ECONOMIC DEVELOPMENT

02/27/2014





Alaska produces over 95% of all salmon in U.S. yet represents under 1/3<sup>rd</sup> of global wild salmon supply

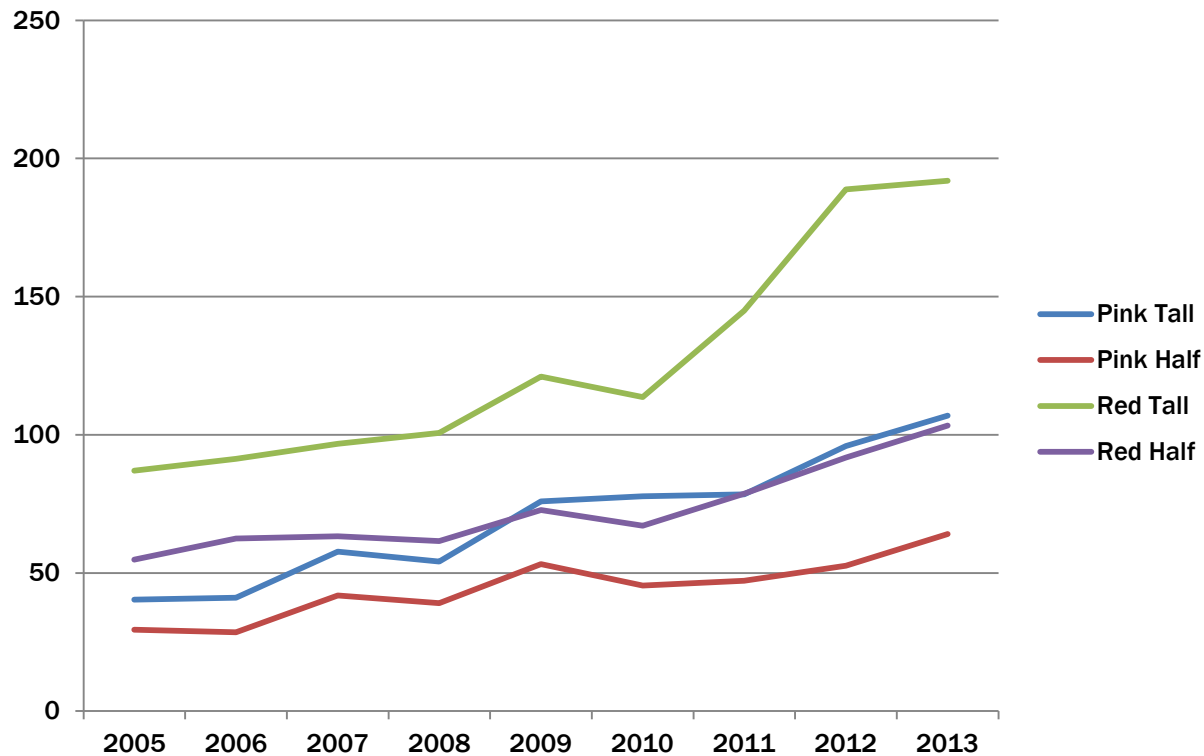
# Key Benefits of Product Development Tax Credit

- Promotes development of value-added salmon and herring products, leading to greater product diversity
- Stimulates product development of underutilized specie (herring) and waste byproduct
- Softens financial impact of potential changes to EPA effluent guidelines in non-remote locations
- Incentivizes investment to produce canned salmon in sizes appropriate for today's market conditions

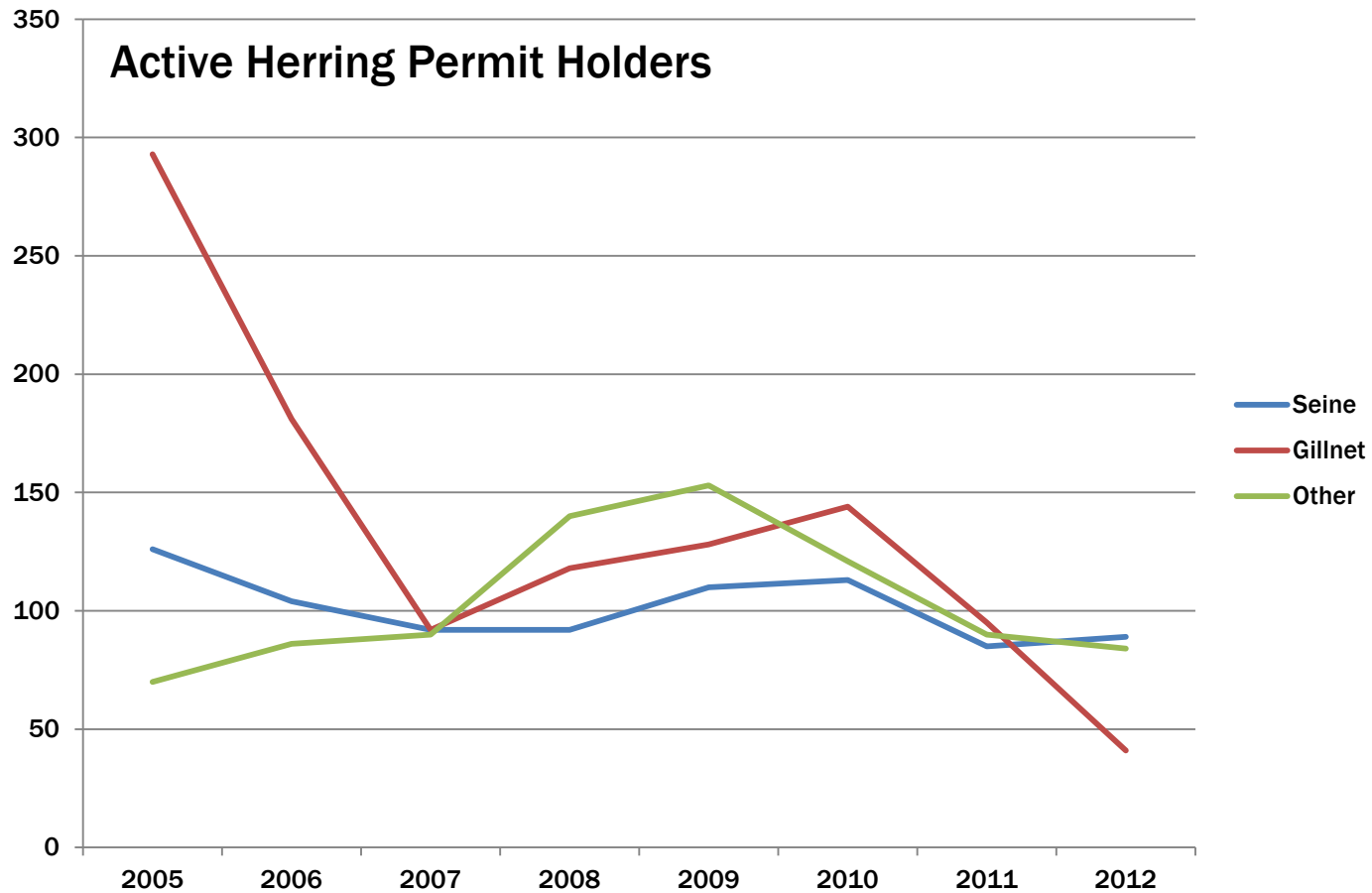


# Challenge: Salmon Can Size

Too Many Ounces, Too Much \$\$\$ (*price per case*)



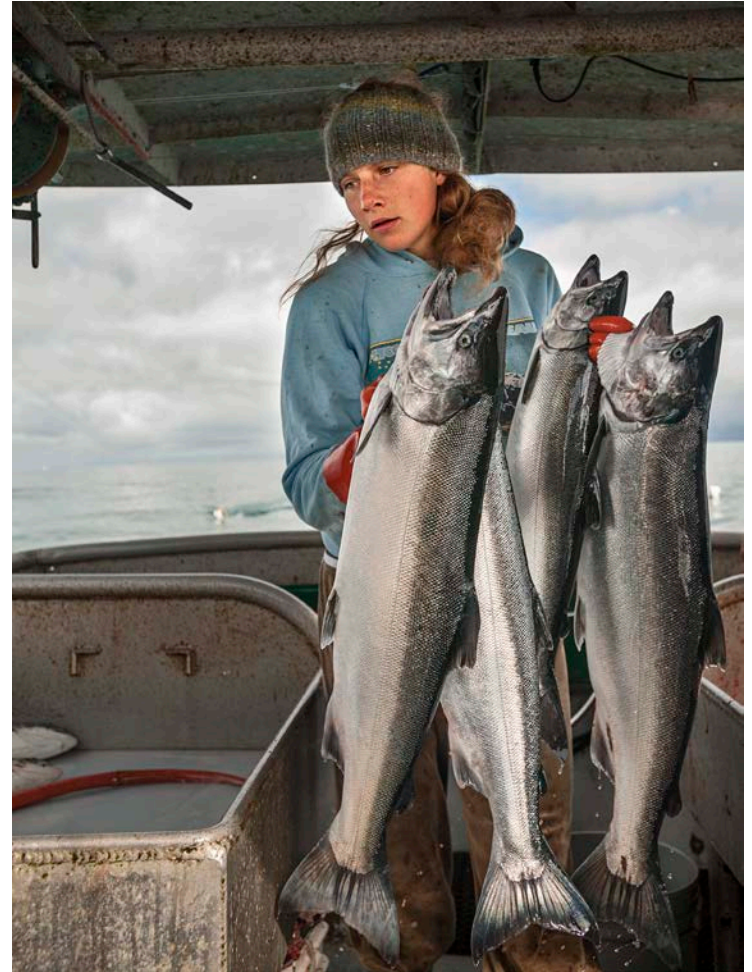
## Challenge: Herring





## Challenge: EPA

- “Non-remote” seafood processing centers may be required to fine screen and collect waste, then barge or process
- Preliminary cost per pound estimates at select sites range from \$.21–\$.56/pound.



## Waste-Byproduct Opportunities

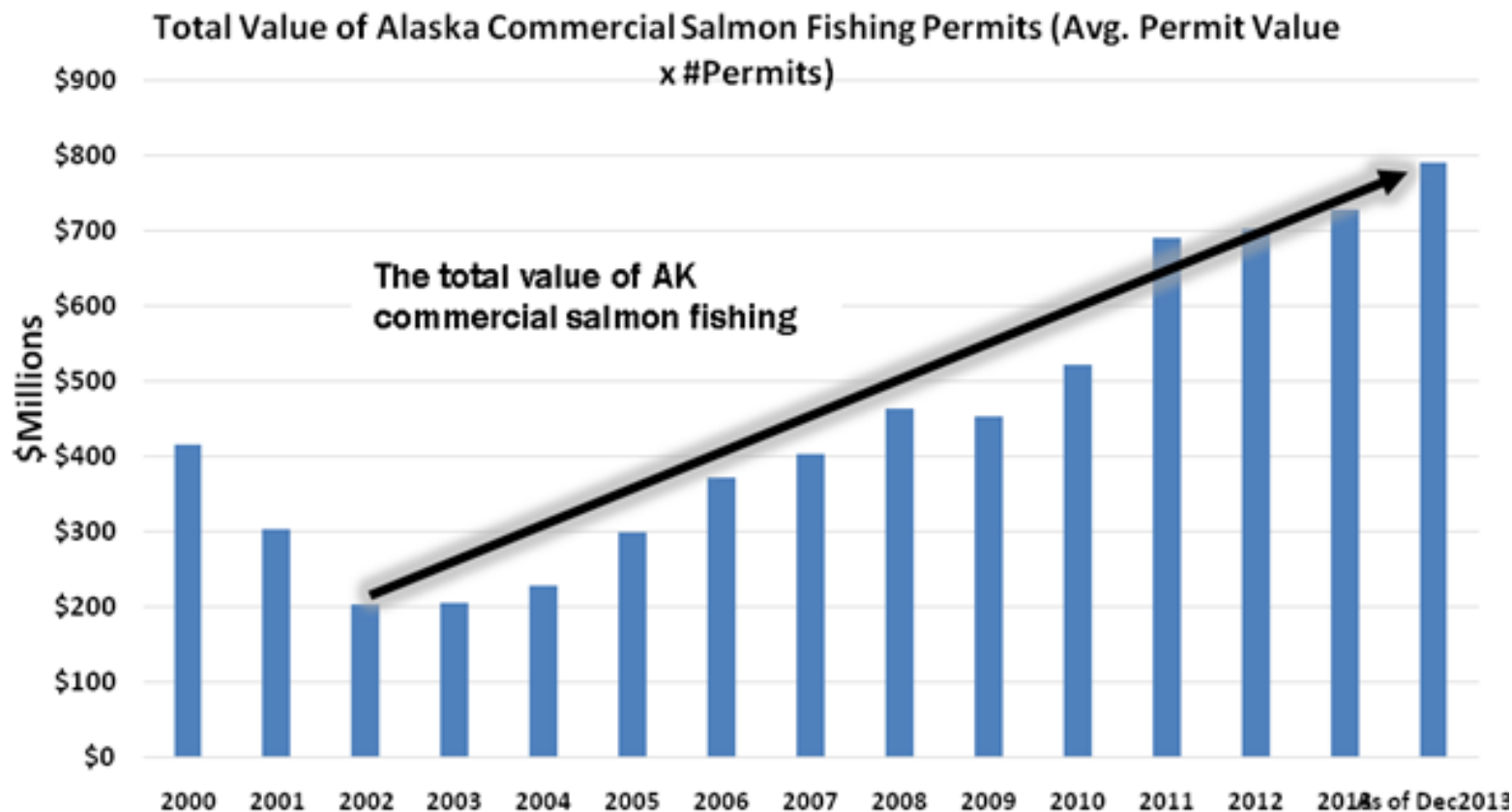
### Primary Products

- Fish Meal
- Fish Oil
- Protein Isolates

### Value- Added Products

- Nutritional Supplements- fish oil pills, Omega-3 acids
- Collagen- medicinal, nutrient, gelatin
- Enzymes- food additive, chemical applications
- Cosmetics- lotions
- Medical products- bandages
- Human foods- dried products
- Leather
- Pet food ingredients
- Livestock Feed
- Aquaculture Feed
- Fertilizers/Compost
- Biofuel
- Industrial Products- lubricants, chemicals, etc
- Bait



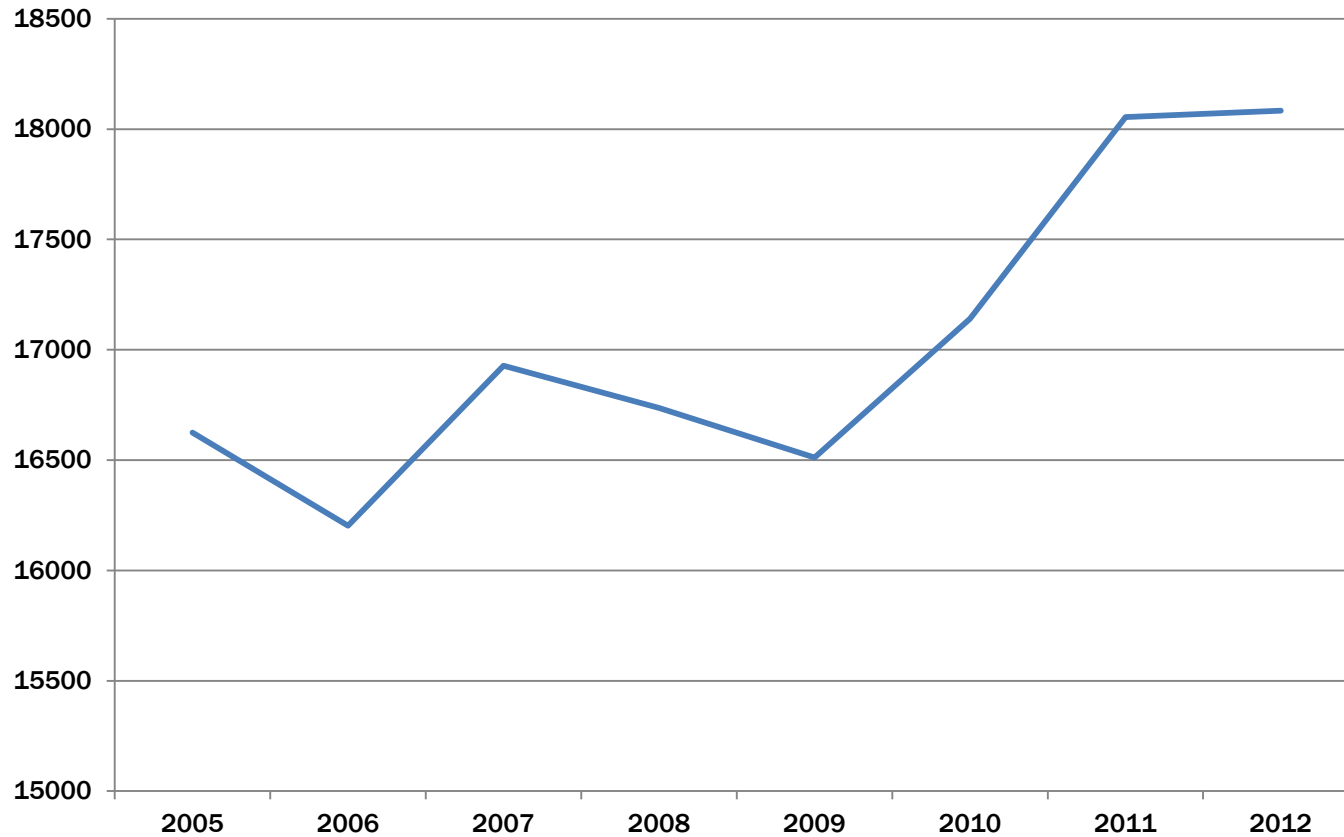


Source: CFEC data, compiled by McDowell Group.





## Resident Participation in Alaska Fisheries



## Gross Revenue from Fisheries Business Tax and Utilization Credits Claimed

