



April 16, 2014

Dear Senator Pete Kelly,

Ocean Beauty Seafoods urges you to schedule HB 204 in Senate Finance in time to allow the bill be to passed this session. If not, this tax credit program will expire.

Alaska salmon processing is under heavy pressure both from low-cost offshore manufacturing and from a changing regulatory environment that threatens to vastly increase operational costs. This bill is a proven mechanism to stimulate private investment and speed the pace of change, which is what gives us the best chance to provide our fishing fleet and shoreside communities a stable and prosperous future.

Without this support we risk losing the gains we have made in the marketplace. We risk consumers and retail customers moving on to other products that align better with contemporary needs, which would weaken the Alaska brand and erode the value of our products.

This bill has history on its side: the current version of the Salmon Product Development Tax Credit has been an unqualified success and an excellent investment. It helped the industry modernize and brought a many-fold return to the state. On behalf of everyone associated with the fishing industry in Alaska we hope you will help drive this effort in the home stretch.

Thank you for the support you have shown our industry in the past. On behalf of everyone at Ocean Beauty, we appreciate all of your efforts to move this through the Senate and to the Governor's desk.

Best regards,

A handwritten signature in black ink, appearing to read "Mark Palmer", is written over a horizontal line.

**Mark Palmer
President & CEO
Ocean Beauty Seafoods LLC**

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