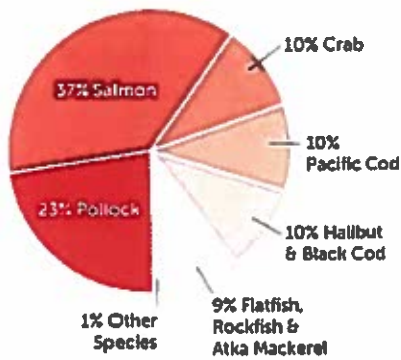
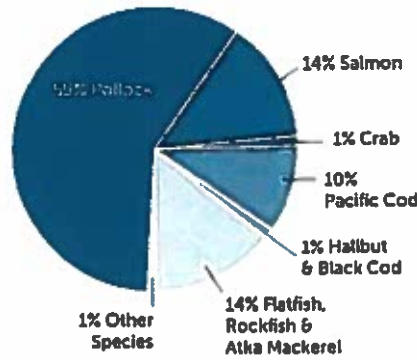


VALUE BY SPECIES



Percent of Ex-Vessel Value



Percent of Volume

VALUE BY MARKET

The U.S. is the largest single market for Alaska seafood.

However, a wide diversity of markets is key to seafood value and resiliency. Alaska seafood is exported directly to more than 97 countries, accounting for over \$3 billion in sales, or two thirds of total value, each year. Thus, foreign market development and fair and open trade policies are critical to Alaska's seafood industry.

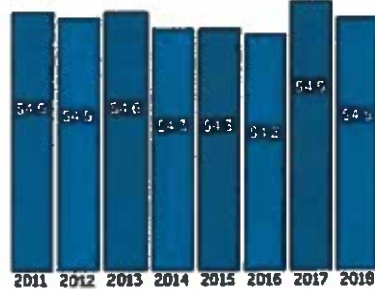
FACTORS AFFECTING VALUE

The value of Alaska's seafood production is a function of many factors, including:

- Wild fish stock fluctuations and ecosystem health
- Trade policies (market access and tariffs)
- Alaska volumes and competing global supply (Alaska produces 2% of global seafood supply)
- Exchange rates and strength of the U.S. dollar
- Marketing (creating demand for Alaska products)
- Input costs
- Production innovation and efficiency



VALUE TRENDS



First Wholesale Value (Billion Dollars)

IMPACTS, INVESTMENT AND GENERATING LONG-TERM VALUE

Alaska's wild, sustainable commercial fisheries have produced over 181 billion pounds since statehood. This is worth an estimated \$187 billion in 2018 dollars.

Maintaining or increasing value requires significant industry investment in marketing, product development, and infrastructure in Alaska, as well as in the management system that is the foundation of our long-term health. Managing sustainable, productive fisheries requires a commitment to and investment in data collection, research, and in-season management, which comes at a cost. It is essential that the state of Alaska and the seafood industry continue to partner to maximize the socio-economic benefits of Alaska seafood; even a 5% decline in commercial seafood value equates to \$285 million less in in-state economic activity.