



Good afternoon committee members, my name is Julianne Curry, I am the public affairs manager for Icicle Seafoods and a lifelong Alaskan. Icicle operates a shorebased processing facility in Dutch Harbor and a floating processor in the Dutch Harbor area, both of which participate mainly in the pollock and cod fisheries in the Bering Sea and Aleutian Islands. We are here to proudly support of SB 33, the Seafood Product Development Tax credit, and we have provided a letter of support for the record.

We were ecstatic to see this bill include pollock and cod as eligible species under this long-standing and important program. This bill will be a game changer for our operation, and for other processors who operate in the expensive Bering Sea region. Creating higher value seafood products is one of the primary ways to increase the dockside price of fish for our harvesters and create stability for our workforce with additional product forms.

Through SB 33, we would be able to purchase equipment to not only increase the *quality* of the seafood we produce, but also to finally produce value-added product forms that would help revolutionize our processing platforms. This bill will also vastly improve our ability to further capture the waste stream and turn this underutilized resource into a valuable Alaska product. In an industry with razor thin margins, SB 33 would give us the advantage we need to effectively compete in the domestic and global marketplace.

The COVID-19 pandemic has brought many challenges to the seafood industry including drastically increased operating costs. Icicle has worked hard to streamline our operations since the pandemic began, but the impacts of these costs have been felt throughout the company and our industry. Although domestic and global seafood *retail* sales hit at all-time highs during the early part of the pandemic, those sales weren't enough to off-set the staggering decrease in restaurant and other *foodservice* sales, and they haven't been enough to overcome the severe disruption in the supply chain.

Although SB 33 is beneficial even in non-pandemic times, we are even more supportive of this vital legislation given the current pandemic-related challenges facing the industry. In the hope that SB 33 passes this session, we are actively exploring options to upgrade our processing platforms to bring more value to our processing efforts- and to our harvesters.

Seafood is Alaska's only major *renewable* resource industry. Our processing efforts and our harvesters continuously face uncertainty such as fluctuating resource levels as well as domestic and international market conditions, and issues related to the supply chain. This bill is one way to help create stability for our industry.

To answer a couple questions that have been asked today- black cod hasn't been included in the past, and it's likely not necessary to include in the future as it's a low-volume, high-value fishery, it commands a premium price on it's own. Our understanding is that this bill will only allow for equipment to be purchased and used in Alaska. In addition to the CDQ support mentioned before, we are aware that Coastal Villages Region Fund is in support and a letter will be sent shortly.

We would like to thank Senator Stevens for introducing this legislation and helping create this short-term opportunity for Alaska's seafood industry. This bill will have lasting impacts for us, our harvesters, and the state.

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