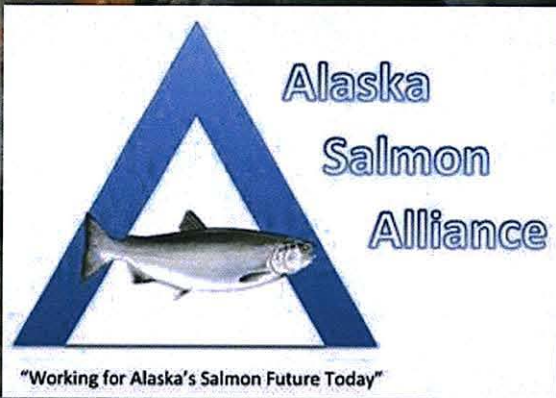


02/04/16

**Presentation:
The Role of
Seafood in the
Southcentral
Economy -
Alaska Salmon
Alliance**

<TARGET><BILL></BILL><SUBJECT>02-04-16 Presentation The Role
of Seafood in the Southcentral Economy - Alaska Salmon
Alliance</SUBJECT><COMM>HFSH29</COMM></TARGET>

SEAFOOD INDUSTRY'S IMPACT IN SOUTHCENTRAL ALASKA



Prepared by:
**Alaska Salmon Alliance &
McDowell Group, Inc.**
June 2015

ALASKA SALMON ALLIANCE

Mission: to preserve long-term opportunities for all user groups dependent on the salmon stocks of Cook Inlet in Southcentral Alaska.

Who & What: 501(c)6 trade organization with a Board of four processors and two fishermen

How: Research, collaboration, and outreach

www.aksalmonalliance.org

ASA

PRESERVING A LONG TRADITION



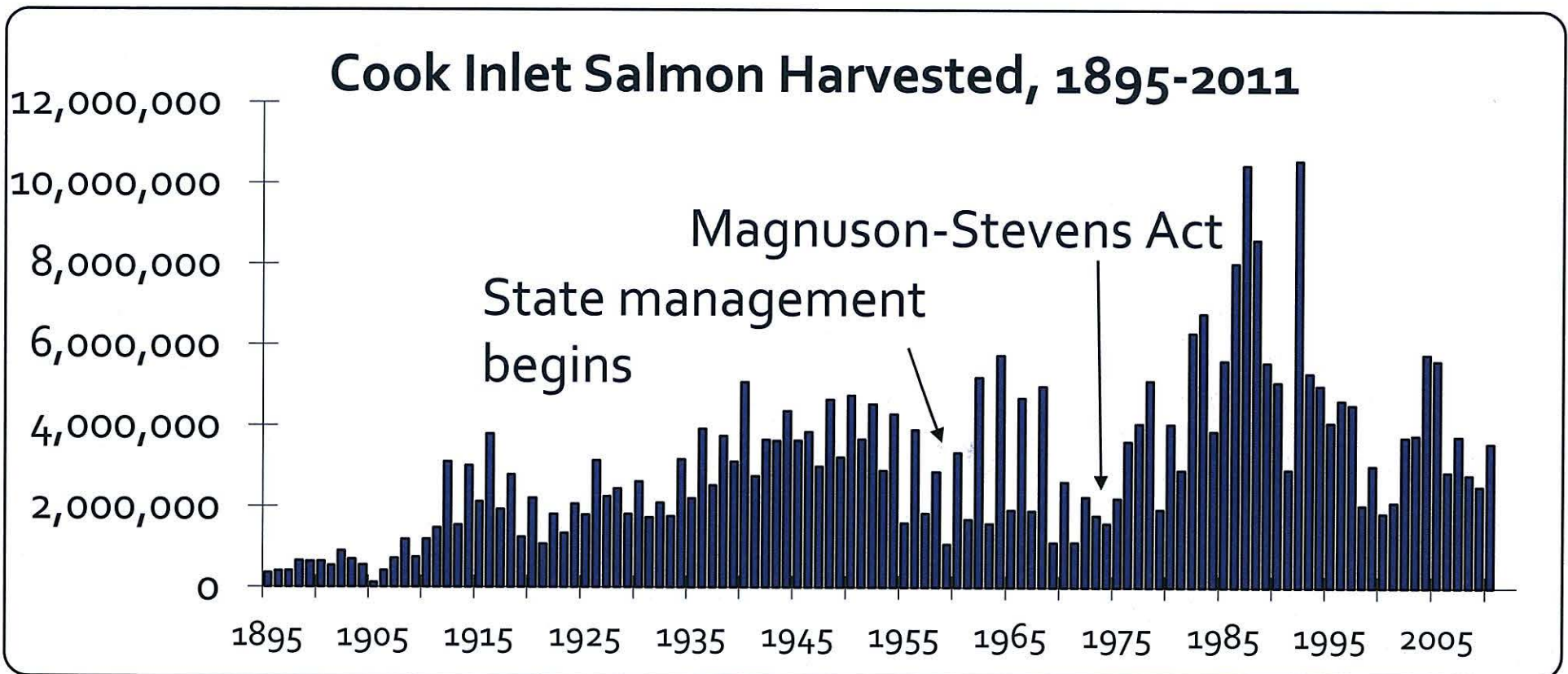
- Recorded commercial exploitation began here with the first salmon cannery in Southcentral in 1882.

- Renewable salmon stocks can continue to sustain people here for another thousand years.



RENEWABLE, SUSTAINABLE RESOURCE

Records for Cook Inlet demonstrate long-term sustainability. Set gillnets and fish traps were used predominantly until drift gillnetting proliferated after WWII. Trap fishing ended in 1959.



SEAFOOD'S REGIONAL IMPACT

Direct Workers & Total Employment (FTE Jobs)

<i>Resident Commercial Fishermen</i>	<i>5,730</i>
<i>Seafood Processing</i>	<i>4,590</i>
<i>Hatchery/Mgmt./Other</i>	<i>520</i>

Total Direct Workers **10,840**

Direct FTE Jobs *4,810*

Secondary FTE Jobs (Multiplier Effects) *3,320*

Total FTE Jobs **8,130**

Labor Income (\$Millions)

Direct Labor Income *\$247*

Secondary Labor Income *\$164*

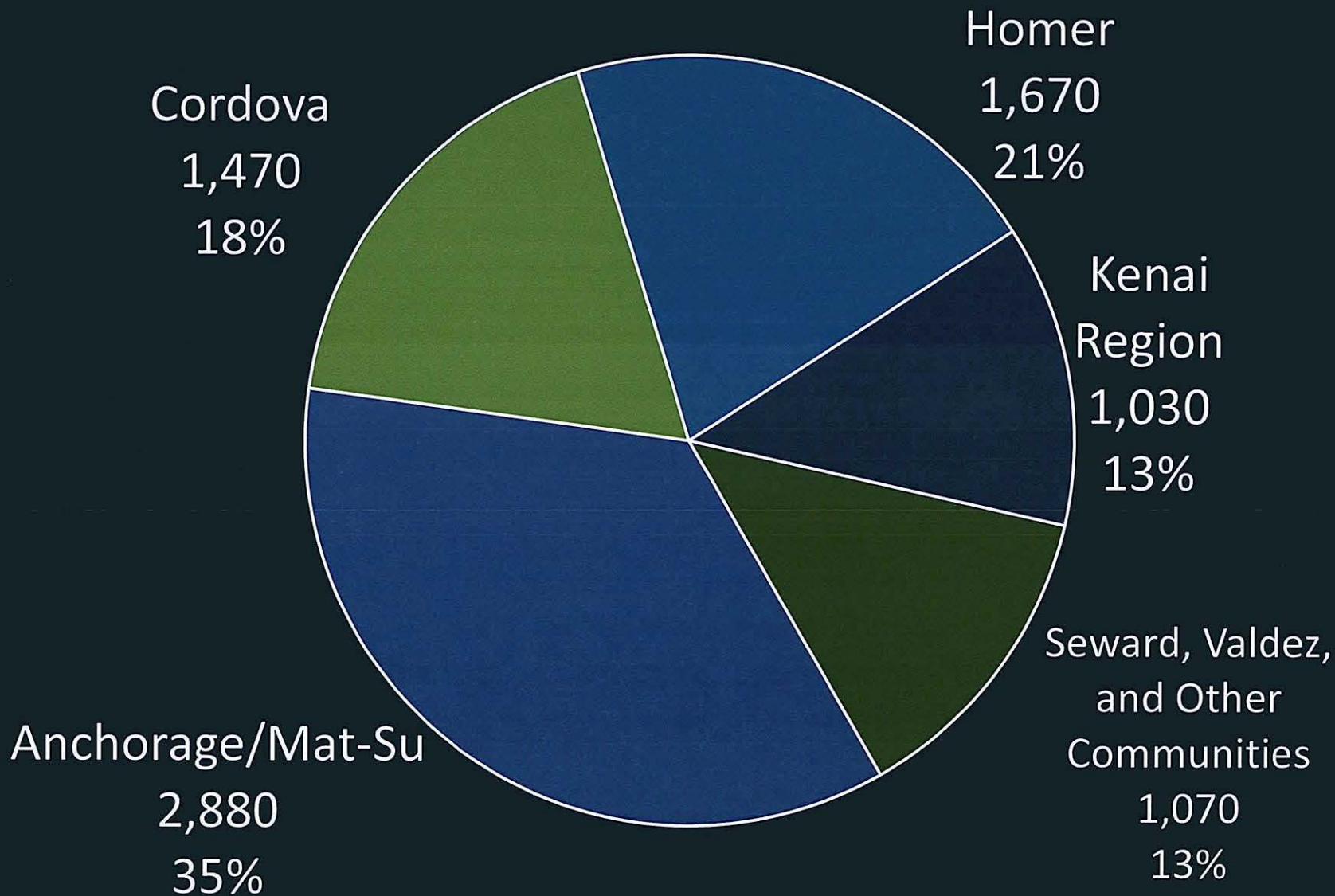
Total Estimated Labor Income **\$411**

SEAFOOD'S REGIONAL IMPACT

- \$1.2 billion in regional economic output
- 20 communities with +\$1M in gross fishing earnings
- Exported quarter billion pounds of seafood, saving each SC household at least \$70 due to backhaul
- Asset value of \$766M (permits, boats, plants, etc.)



FTE JOBS CREATED BY SEAFOOD



Note: Figures include multiplier effects.

SOUTHCENTRAL RESIDENT COMMERCIAL FISHING EARNINGS

BY COMMUNITY - 2013

Community	Gross Earnings In \$Millions	Per Capita Earnings	Alaska Community Rank by Total Earnings
Homer	\$83.1	\$16,196	2
Anchorage	60.1	200	4
Cordova	56.8	24,686	5
Wasilla	20.0	2,391	10
Seward	11.8	4,746	13
Kenai	10.0	1,385	16
Soldotna	6.7	1,565	20
Kasilof	6.0	10,163	21
Valdez	5.4	1,313	23
Anchor Point	3.8	1,884	26

SOUTHCENTRAL RESIDENT COMMERCIAL FISHERMEN

EMPLOYMENT AND EARNINGS- 2013

Area of Residence	Number of Fishermen & Crew	FTE Jobs	Earnings	
			Labor Income	Fishing Revenue
In \$Millions				
Anchorage/Mat-Su	2,223	1,050	\$52.0	\$107.5
Cordova	619	321	31.0	56.8
Homer	1,086	920	45.4	83.1
Kenai Region	1,204	330	16.5	29.3
Seward	148	140	6.9	11.8
Valdez	102	70	3.4	5.4
Other Communities	347	140	6.6	13.9
Total	5,729	3,280	\$161.8	\$307.8

ANCHORAGE & MAT-SU

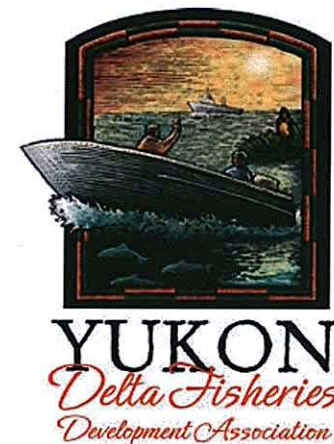
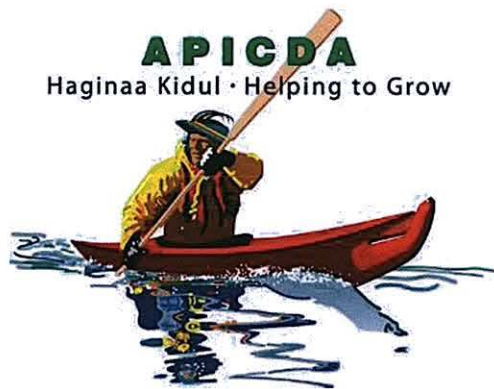
- Home to more commercial fishermen than any other Alaska community
- Hub for transportation, goods, research, finance, and management – major driver for local port/airport
- Significant benefits for local visitor industry & consumers
- Base of operations for CDQ groups



Image: Totem Ocean.

CDQ GROUPS IN ANC/MS

- Receive 10% of BSAI groundfish TACs each year
- Hold nearly \$1 billion in net assets
- Every group has operating companies based in area



KEY ANC/MS FIGURES

- Direct/total FTE jobs created by seafood: 1,540/2,880
- Resident commercial fishermen (incl. crew): 2,223
- Commercial fishing permits held by residents: 819
- Dozen processing/distribution companies & facilities
- Asset value: \$228M
- Secondary jobs: 1,340
- Total labor income: \$149M



Image: Alaska Airlines.

LIFE AS A COMMERCIAL FISHERMAN

IN EAGLE RIVER

Eagle River resident Bruce Gabrys and his family have fished in Cook Inlet for more than 30 years. Active in both salmon driftnetting and halibut longlining, he works as a Certified Public Accountant in the off-season.

In a typical year his fishing operation spends more than \$120,000 on expenses in Southcentral Alaska. Nearly 60 businesses received payment from Bruce in 2013 for fuel, groceries, hotels, supplies, equipment, and other expenses.

ANC/MS SEAFOOD INDUSTRY

SUPPORT SECTOR

Over 84 businesses are involved in the seafood industry. These companies depend on all of the resource industries for their success and retention.

Transportation and Logistics

Ted Stevens International Airport	Port of Anchorage	
ACE Air Cargo	United Parcel Service	
Alaska Marine Lines	Carlile Transportation Systems	
Cathay Pacific Airways	Commodity Forwarders Inc.	
Delta Airlines	Federal Express	Grant Aviation
Glenn Air	Horizon Lines	Japan Airlines
Korean Air Cargo	Lynden Inc.	Minn Alaska
Movers Inc.	Northern Air Cargo	Pen Air
Ravn Alaska/Connect	Samson Tug & Barge	Alaska Airlines
Sleipner Transport	Sourdough Express	United Airlines
Sun Country Airlines	Totem Ocean Trailer Express	

ANC/MS SEAFOOD INDUSTRY

SUPPORT SECTOR

Retail Trade, Fuel, Services, Storage, and Rental Services

Alaska Industrial Supply	Alaska Packaging	Alaska Rubber & Supply
Alaska Net & Supply	B&J Commercial & Sporting Goods	
Cummins Northwest	Delta Western Fuel	Donalson
FishEx	Kathy's Net Loft and Gear Supplies	
LFS - Anchorage	NC Machinery	Petro 49, Inc.
Polar Marine	Redden Marine Supply	United Rentals

Manufacturing, Boat Building, and Materials

Alaska Foam	Arctic Paws (Yummy Chummies)
Hylite Fabrication (Butte/Palmer)	Reynolds Marine
Taco Loco	Tri Jet Manufacturing (Palmer)
CAC Alaska (Fiberglass/Plastics)	Fiberlay (Fiberglass)
Greatland Welding and Machine (Palmer)	Seattle-Tacoma Box Company

ANC/MS SEAFOOD INDUSTRY

SUPPORT SECTOR

Fishery Management, Information, Research, Conservation and Regulatory

AIS, Inc. (Observers)	AK Dept. of Environmental Conservation Alaska
Alaska Department of Fish & Game	Journal of Commerce
Alaska Marine Conservation Council	AK Maritime Prevention/Response Network
Alaska Salmon Alliance	Aleutians East Borough
Anchor Marine Insurance	At-Sea Processors Association
Bering Sea Fishermen's Association	Fisheye Consulting
Marine Advisory Program (AK Sea Grant)	McDowell Group
National Marine Fisheries Service (NOAA)	Northern Economics
North Pacific Fisheries Mgmt. Council	North Pacific Research Board
Saltwater, Inc.	Southwest Alaska Municipal Conference (SWAMC)
Terrasond	World Trade Center Alaska

Banking, Finance, Legal, Boat Brokers, and Insurance

Alaska Boat Brokers	Alaska Marine Law
Alaska Service Agency (Insurance)	AK Commercial Fishing & Agriculture Bank
First National Bank of Alaska	Key Bank
Northrim Bank	Wells Fargo

KEY KENAI FIGURES

- Total population (2013): 37,400
- Total seafood-dependent FTE jobs (2013): 1,030
- U.S. port rank (by landed value, 2013): 26th
- Total direct seafood workers in region: 3,310
- Local resident commercial fishermen: 1,204
- Total processing workers/wages: 910/\$10.3M
- Commercial fishing permits operating in-region: 946
- Processing plants: 10
- Asset value: \$90M
- Total labor income: \$51M



KEY HOMER FIGURES

- Total population: 5,100
- Total seafood-dependent FTE jobs (2013): 1,670
- AK resident gross fishing earnings (2013 rank): 2nd
- Local resident commercial fishermen: 1,086
- Commercial fishing vessels homeported: 603
- Processing plants and buyers: 5
- Asset value: \$185M
- Total labor income: \$84M



Image: Scott Dickerson.

KEY SEWARD FIGURES

- Total population (2013): 2,500
- Total seafood-dependent FTE jobs (2013): 390
- Local resident commercial fishermen: 148
- Commercial fishing vessels homeported: 67
- Value of Landings (2013): \$69.7M
- Processing plants and buyers: 6
- Asset value: \$50.7M
- Total labor income: \$19.3M



KEY VALDEZ FIGURES

- Total population (2013): 4,100
- Total seafood-dependent FTE jobs (2013): 340
- Local resident commercial fishermen: 102
- Commercial fishing vessels homeported: 56
- U.S. port rank (by landed value, 2013): 43rd (\$28.7M)
- Processing plants: 3
- Asset value: \$19.6M
- Total labor income: \$16.7M



KEY CORDOVA FIGURES

- Total population: 2,300
- Total seafood-dependent FTE jobs (2013): 1,470
- U.S. port rank (by landed value, 2013): 7th
- Local resident commercial fishermen: 619
- Total processing/dist. workers: 1,050 (310 FTE jobs)
- Commercial fishing vessels homeported: 603
- Processing plants: 6
- Asset value: \$157M
- Total labor income: \$73M



SOUTHCENTRAL SEAFOOD INDUSTRY

- Directly employs ~7,600 residents, plus creates 3,300 secondary jobs in SC
- Seafood has a bright future in Southcentral and Alaska in general
- Can coexist with, and complement other regional industries



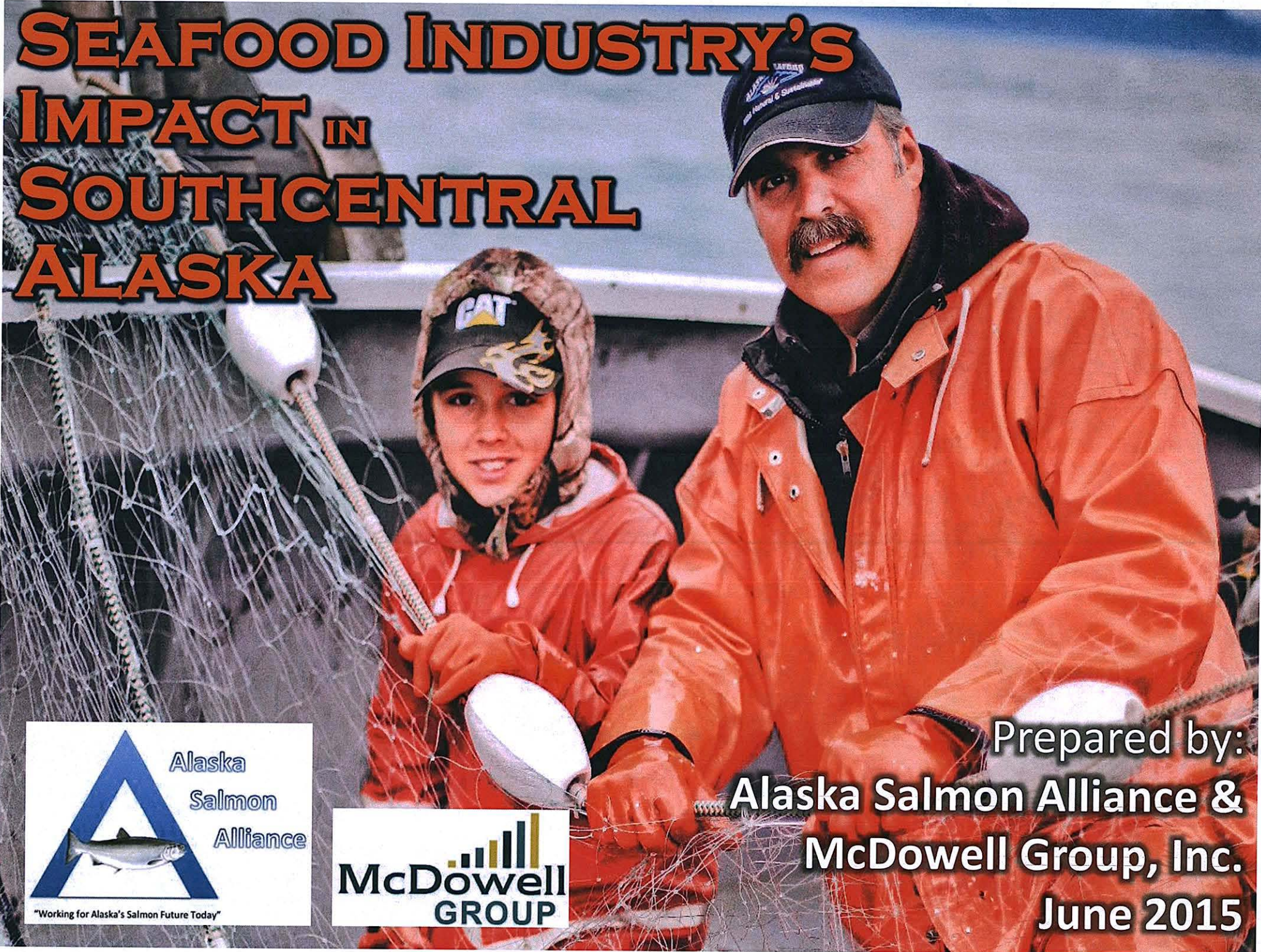
Images: Alaska Dispatch News and Alaska Seafood Marketing Institute.

COOK INLET: ALASKAN'S SOCKEYE FISHERY

- High percentage of Alaska resident involvement in commercial, subsistence, sport and personal use fisheries
- Key fresh sockeye supplier for Southcentral region
- Cook Inlet sockeye a premium market fish
- CIAA funds habitat and invasive species research



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