

LEG. FINANCE - BILLS 1979 - 1980 1344
SB 359 cont., thru SB 364 1344

1	POSITION TITLE REVENUE ENFORCEMENT OFFICERS III			RANGE/STEP 17A	DARG. UNIT. G	LOCATION Juneau	GOV	APPROV.	DISAPP.						
2	TYPE OF POSITION PFT	STAFF MONTHS 24	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG								
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION:									
	1	2	3												
4	PERSONAL SERVICES: SALARY		27,540	Two Revenue Enforcement Officers will be needed in the Compliance Unit for investigation of the eligibility and collection.											
5	BENEFITS		4,095												
6	FICA		1,831												
7	HEALTH INS.		1,524												
8	TOTAL PERSONAL SERVICES		34,990												
9	TRAVEL		1,000												
10	CONTRACTUAL		1,500												
11	COMMODITIES		250												
12	EQUIPMENT		1,000												
13	OTHER														
14	TOTAL COST		38,740												
15	CODE	FUNDING SOURCE													
16		FED RCPTS.													
17		GF MATCH.													
18		GEN. FUND		38,740											
19		I-A RCPTS.													
20		PGM RCPTS													
21		OTHER													
21	CONTINUATION														
22	ADDITION	FOR R&M USE ONLY													
7A KEY NUMBER _____ COLUMN NO. _____															

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Enforcement

FY 81

13 REQUEST FOR NEW POSITION.

COMPONENT _____

THE LEGISLATURE OF THE STATE OF ALASKA
ELEVENTH LEGISLATURE

FISCAL NOTE

I. REQUEST

Bill/Resolution No. SB 359

Title An Act providing for permanent fund dividends

Requested by Governor

Date January 22, 1980

ii. FISCAL DETAIL

Agency Affected _____

Program Category Affected _____

BRU, Program, or Subprogram(s) Affected _____

(Note: If more than one budget component is affected, separate line-item amounts and funding for each component in the analysis section.)

EXPENDITURES (Thousands of Dollars)

	FY 80	FY 81	FY 82	FY 83	FY 84	FY 85
100 PERSONAL SERVICES						
200 TRAVEL						
300 CONTRACTUAL						
400 COMMODITIES						
500 EQUIPMENT						
600 LAND & STRUCTURES						
700 GRANTS, CLAIMS, ETC.						
TOTAL						

FUNDING (Millions of Dollars)

GENERAL FUND	-0-	(215.5)	(131.1)	(133.7)	(136.4)	(139.1)
FEDERAL FUNDS						
OTHER (Specify Fund Source)						

POSITIONS

FULL TIME						
PART TIME						
TEMPORARY						

III. ANALYSIS (See Fiscal Note Preparation Instructions, Section III)

This impact on General Fund Revenues is based on an estimated number of shares of 2.5 million and a credit of \$50 per share. The estimated number of shares is based on a population figure of 270,000 persons 18 years and older, and an average number of shares per capita of 9.52.

The FY 1981 impact would be (\$212.5) million which would include permanent fund dividends for tax years 1979 and 1980. It is estimated that the dividends for tax year 1979 would amount to \$84 million. That amount was arrived at by subtracting an estimated \$44.5 million of Freeman Tax Credits which would have already been returned to taxpayers in FY 1980. The dividends for tax year 1980 would amount to \$128.5 million, part of which would be returned as a tax credit and part of which would go out as a cash refund. The amount is escalated as 2% a year to take into account accrual of shares and population changes.

IV. DATE January 22, 1980

PREPARED BY

Thomas J. Williams

AGENCY _____

Original: Legislative Finance

PHONE _____

cc: Budget and Management

Prime Sponsor (First Legislator Named)

1	POSITION TITLE TAX SCANNER II			RANGE/STEP 8A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION SEAS.	STAFF MONTHS 5	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT					
	1	2	3						
4	PERSONAL SERVICES: SALARY		6,215						
5	BENEFITS		924						
6	FICA		413						
7	HEALTH INS.		635						
8	TOTAL PERSONAL SERVICES		8,187						
9	TRAVEL								
10	CONTRACTUAL		5,000						
11	COMMODITIES		100						
12	EQUIPMENT								
13	OTHER								
14	TOTAL COST		13,287						
JUSTIFICATION:									
Three seasonal Tax Scanner II positions will be needed to process the returns including an estimated 25,000 additional filings by persons not presently filing.									
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATC.I.							
17		GEN. FUND			13,287				
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION		FOR B&M USE ONLY						
22	ADDITION								
4A KEY NUMBER _____ COLUMN NO. _____									

AGENCY Revenue PROGRAM AREA Revenue Collection & Management
Administrative Services

BRU _____

FY 81

13 REQUEST FOR NEW POSITION.

COMPONENT _____

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REVISED DATE _____

1	POSITION TITLE TAX SCANNER II			RANGE/STEP 8A	BARG. UNIT. G	LOCATION Juneau	GOV	APPROV.	DISAPP.
2	TYPE OF POSITION SEAS.	STAFF MONTHS 5	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION:			
	1	2	3		<p>Three seasonal Tax Scanner II positions will be needed to process the returns including an estimated 25,000 additional filings by persons not presently filing.</p>				
4	PERSONAL SERVICES: SALARY		6,215						
5	BENEFITS		924						
6	FICA		413						
7	HEALTH INS.		635						
8	TOTAL PERSONAL SERVICES		8,187						
9	TRAVEL								
10	CONTRACTUAL		5,000						
11	COMMODITIES		100						
12	EQUIPMENT								
13	OTHER								
14	TOTAL COST		13,287						
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		13,287					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION								
22	ADDITION	FOR D&M USE ONLY							
4A KEY NUMBER _____ COLUMN NO. _____									

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

Administrative Services

RRU _____

FY 81

13 REQUEST FOR NEW
POSITION.

COMPONENT _____

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DATE _____

1	POSITION TITLE TAX SCANNER II			RANGE/STEP 8A	BARG. UNIT. G	LOCATION Juneau	GOV	APPROV.	DISAPP.
2	TYPE OF POSITION SEAS.	STAFF MONTHS 5	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION: Three seasonal Tax Scanner II positions will be needed to process the returns including an estimated 25,000 additional filings by persons not presently filing.			
	1	2	3						
4	PERSONAL SERVICES:								
	SALARY			6,215					
5	BENEFITS			924					
6	FICA			413					
7	HEALTH INS.			635					
8	TOTAL PERSONAL SERVICES			8,187					
9	TRAVEL								
10	CONTRACTUAL			5,000					
11	COMMODITIES			100					
12	EQUIPMENT								
13	OTHER								
14	TOTAL COST			13,287					
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		13,287					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION		FOR D&M USE ONLY						
22	ADDITION								
4A KEY NUMBER				COLUMN NO.					

AGENCY Revenue PROGRAM AREA Revenue Collection & Management
Administrative Services

IIRU _____

COMPONENT _____

13 REQUEST FOR NEW POSITION.

1	POSITION TITLE PROGRAMMER III			RANGE/STEP 17A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 12	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION: Programmer III will be needed to help in the design and development of the processing system, and to help maintain the historical record of energy credit information. The position includes data processing chargeback costs.			
	1	2	3						
4	PERSONAL SERVICES:								
	SALARY		27,540						
5	BENEFITS		4,095						
6	FICA		1,831						
7	HEALTH INS.		1,524						
8	TOTAL PERSONAL SERVICES		34,990						
9	TRAVEL								
10	CONTRACTUAL		8,400						
11	COMMODITIES		400						
12	EQUIPMENT								
13	OTHER								
14	TOTAL COST		43,790						
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		43,790					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION								
22	ADDITION								
FOR B&M USE ONLY									
4A KEY NUMBER _____ COLUMN NO. _____									

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Administration and Support

FY 81

13 REQUEST FOR NEW
POSITION.

COMPONENT Management Services

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REVISED
DATE _____

1	POSITION TITLE SYSTEMS ANALYST I			RANGE/STEP 18A	BARG. UNIT. G	LOCATION Juneau	GOV	APPROV.	DISAPP.					
2	TYPE OF POSITION SEAS.	STAFF MONTHS 9	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.							
3	TYPE OF EXPENDITURE			AMOUNT										
	1		2		3									
4	PERSONAL SERVICES: SALARY		22,230		JUSTIFICATION: Systems Analyst I will be needed for design and development of the processing system.									
5	BENEFITS		3,305											
6	FICA		1,478											
7	HEALTH INS.		1,143											
8	TOTAL PERSONAL SERVICES		28,156											
9	TRAVEL													
10	CONTRACTUAL		1,000											
11	COMMODITIES		300											
12	EQUIPMENT													
13	OTHER													
14	TOTAL COST		29,456											
15	CODE	FUNDING SOURCE												
16		FED RCPTS.												
17		GF MATCH.												
18		GEN. FUND		29,456										
19		I-A RCPTS.												
20		PGM RCPTS												
21	CONTINUATION			FOR B&M USE ONLY										
22	ADDITION													
4A KEY NUMBER _____				COLUMN NO. _____										

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Administration and Support

COMPONENT Management Services

FY 81

13 REQUEST FOR NEW POSITION.

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REVISED DATE _____

1	POSITION TITLE TAX EXAMINER I				RANGE/STEP 10A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION SEAS.	STAFF MONTHS 6	RP No.	PCN No.	PRIORITY		FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION:				
	1	2	3		<p>If the estimate made by Administrative Services Division is correct in that this credit proposal, if enacted, would result in a potential 30 percent increase in returns being filed, my division would need an additional seasonal staff member in our Error Correction Unit. The position needed would be a Tax Examiner I for a period of six months.</p>					
4	PERSONAL SERVICES:									
	SALARY		8,502							
5	BENEFITS		264							
6	FICA		565							
7	HEALTH INS.		762							
8	TOTAL PERSONAL SERVICES		11,093							
9	TRAVEL									
10	CONTRACTUAL		1,200							
11	COMMODITIES		400							
12	EQUIPMENT		600							
13	OTHER									
14	TOTAL COST		13,293							
	CODE	FUNDING SOURCE								
15		FED RCPTS.								
16		GF MATCH.								
17		GEN. FUND			13,293					
18		I-A RCPTS.								
19		PGM RCPTS								
20		OTHER								
21	CONTINUATION		FOR B&M USE ONLY							
22	ADDITION									
4A KEY NUMBER _____ COLUMN NO. _____										

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Audit Division

FY 81

13 REQUEST FOR NEW POSITION.

COMPONENT _____

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REVISED DATE _____

1	POSITION TITLE CLERK TYPIST III			RANGE/STEP 9A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 24	RP No.	PCN No.	PRIORITY	FORM 12	PAGE/LINE	LEG.	
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION: Two Clerk Typist III work provide clerical support for the task force in the Compliance Unit			
	1	2	3						
4	PERSONAL SERVICES:								
	SALARY		15,972						
5	BENEFITS		2,375						
6	FICA		1,062						
7	HEALTH INS.		1,524						
8	TOTAL PERSONAL SERVICES		20,933						
9	TRAVEL								
10	CONTRACTUAL		1,000						
11	COMMODITIES		250						
12	EQUIPMENT		1,000						
13	OTHER								
14	TOTAL COST		23,183						
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		23,183					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION		FOR B&M USE ONLY						
22	ADDITION								
4A KEY NUMBER _____				COLUMN NO. _____					

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Enforcement

FY 81

13 REQUEST FOR NEW POSITION.

COMPONENT _____

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REVISED DATE _____

1	POSITION TITLE CLERK TYPIST III			RANGE/STEP 9A	BARG. UNIT. G	LOCATION Juneau	GOV	APPROV	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 24	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG		

3	TYPE OF EXPENDITURE	AMOUNT
	1	2
4	PERSONAL SERVICES: SALARY	15,972
5	BENEFITS	2,375
6	FICA	1,062
7	HEALTH INS.	1,524
8	TOTAL PERSONAL SERVICES	20,933
9	TRAVEL	
10	CONTRACTUAL	1,000
11	COMMODITIES	250
12	EQUIPMENT	1,000
13	OTHER	
14	TOTAL COST	23,183

JUSTIFICATION:
Two Clerk Typist III work provide clerical support for the task force in the Compliance Unit

	CODE	FUNDING SOURCE
15		FED RCPTS.
16		GF MATCH.
17		GEN. FUND
18		I-A RCPTS.
19		PGM RCPTS
20		OTHER

21 CONTINUATION
22 ADDITION

FOR B&M USE ONLY

4A KEY NUMBER _____ COLUMN NO. _____

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Enforcement FY 81

13 REQUEST FOR NEW POSITION.

COMPONENT _____

REVISED DATE _____

1	POSITION TITLE TAX COLLECTION SPECIALIST II				RANGE/STEP 12A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 36	RP No.	PCN No.	PRIORITY		FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION: Three Tax Collection Specialists would be needed to work with the two REO III's as a team in the Compliance Unit.				
	1	2	3							
4	PERSONAL SERVICES: SALARY		19,332							
5	BENEFITS		2,874							
6	FICA		1,284							
7	HEALTH INS.		1,524							
8	TOTAL PERSONAL SERVICES		25,015							
9	TRAVEL									
10	CONTRACTUAL		700							
11	COMMODITIES		300							
12	EQUIPMENT		1,000							
13	OTHER									
14	TOTAL COST		27,015							
	CODE	FUNDING SOURCE								
15		FED RCPTS.								
16		GF MATCH.								
17		GEN. FUND		27,015						
18		I-A RCPTS.								
19		PGM RCPTS								
20		OTHER								
21	CONTINUATION									
22	ADDITION		FOR B&M USE ONLY							
4A KEY NUMBER		COLUMN NO.								

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Enforcement

FY 81

13 REQUEST FOR NEW POSITION.

COMPONENT _____

REVISED DATE _____

1	POSITION TITLE TAX COLLECTION SPECIALIST II			RANGE/STEP 12A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 36	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION: Three Tax Collection Specialists would be needed to work with the two REO III's as a team in the Compliance Unit.			
	1	2	3						
4	PERSONAL SERVICES:								
	SALARY		19,332						
5	BENEFITS		2,874						
6	FICA		1,284						
7	HEALTH INS.		1,524						
8	TOTAL PERSONAL SERVICES		25,015						
9	TRAVEL			700					
10	CONTRACTUAL			300					
11	COMMODITIES			1,000					
12	EQUIPMENT			27,015					
13	OTHER								
14	TOTAL COST								
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		27,015					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION								
22	ADDITION			FOR R&M USE ONLY					
4A KEY NUMBER				COLUMN NO.					

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

NRU Enforcement

COMPONENT _____

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REVISED DATE _____

FY 81

13 REQUEST FOR NEW POSITION.

1	POSITION TITLE TAX COLLECTION SPECIALIST II			RANGE/STEP 12A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP
2	TYPE OF POSITION PFT	STAFF MONTHS 36	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION:			
	1	2	3						
4	PERSONAL SERVICES: SALARY		19,332	<p>Three Tax Collection Specialists would be needed to work with the two REO III's as a team in the Compliance Unit.</p>					
5	BENEFITS		2,874						
6	FICA		1,284						
7	HEALTH INS.		1,524						
8	TOTAL PERSONAL SERVICES		25,015						
9	TRAVEL								
10	CONTRACTUAL		700						
11	COMMODITIES		300						
12	EQUIPMENT		1,000						
13	OTHER								
14	TOTAL COST		27,015						
15	CODE	FUNDING SOURCE							
16		FED RCPTS.							
17		GF MATCH.							
18		GEN. FUND	27,015						
19		I-A RCPTS.							
20		PGM RCPTS							
21		OTHER							
21	CONTINUATION								
22	ADDITION								
FOR B&M USE ONLY									
4A KEY NUMBER _____ COLUMN NO. _____									

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Enforcement

13 REQUEST FOR NEW POSITION.

COMPONENT _____

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FY-81

1	POSITION TITLE REVENUE ENFORCEMENT OFFICERS III			RANGE/STEP 17A	BARG. UNIT. G	LOCATION Juneau	GOV.	APPROV.	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 24	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT					
	1	2	3						
4	PERSONAL SERVICES: SALARY		27,540						
5	BENEFITS		4,095						
6	FICA		1,831						
7	HEALTH INS.		1,524						
8	TOTAL PERSONAL SERVICES		34,990						
9	TRAVEL		1,000						
10	CONTRACTUAL		1,500						
11	COMMODITIES		250						
12	EQUIPMENT		1,000						
13	OTHER								
14	TOTAL COST		38,740						
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		38,740					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION								
22	ADDITION		FOR B&M USE ONLY						
4A KEY NUMBER _____ COLUMN NO. _____									

JUSTIFICATION:

Two Revenue Enforcement Officers will be needed in the Compliance Unit for investigation of the eligibility and collection.

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

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13 REQUEST FOR NEW POSITION.

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REVISED DATE _____

1	POSITION TITLE REVENUE ENFORCEMENT OFFICERS III			RANGE/STEP 17A	BARG. UNIT. G	LOCATION Juneau	GOV	APPROV.	DISAPP.
2	TYPE OF POSITION PFT	STAFF MONTHS 24	RP No.	PCN No.	PRIORITY	FORM 12 PAGE/LINE	LEG.		
3	TYPE OF EXPENDITURE			AMOUNT		JUSTIFICATION: Two Revenue Enforcement Officers will be needed in the Compliance Unit for investigation of the eligibility and collection.			
	1	2	3						
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5	BENEFITS		4,095						
6	FICA		1,831						
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8	TOTAL PERSONAL SERVICES		34,990						
9	TRAVEL		1,000						
10	CONTRACTUAL		1,500						
11	COMMODITIES		250						
12	EQUIPMENT		1,000						
13	OTHER								
14	TOTAL COST		38,740						
	CODE	FUNDING SOURCE							
15		FED RCPTS.							
16		GF MATCH.							
17		GEN. FUND		38,740					
18		I-A RCPTS.							
19		PGM RCPTS							
20		OTHER							
21	CONTINUATION		FOR B&M USE ONLY						
22	ADDITION								
7A KEY NUMBER		COLUMN NO.							

AGENCY Revenue PROGRAM AREA Revenue Collection & Management

BRU Enforcement

FY 81

13 REQUEST FOR NEW
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COMPONENT _____

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REVISED
DATE _____



RECORDS CERTIFICATION

I, the undersigned, an employee of the State of Alaska, do hereby certify that the microfilm images on this microform are accurate reproductions of the original records of the State of Alaska as accumulated during the regular course of business, and that it is the established policy and practice of this State to microfilm its records and to dispose of the original records after microfilm reproductions have been made.

James O. Smith
Signature of Camera Operator

3/23/90
Date

Funding Information
General Fund \$170,000
Other Funds -0-
\$170,000

Introduced: 1/24/80
Referred: Health, Education
& Social Services and
Finance

1 IN THE SENATE

BY KERTTULA

2 SENATE BILL NO. 364

3 IN THE LEGISLATURE OF THE STATE OF ALASKA

4 ELEVENTH LEGISLATURE - SECOND SESSION

5 A BILL

6 For an Act entitled: "An Act making a special appropriation to the Legis-
7 lative Council for a salmon quality control education
8 program; and providing for an effective date."

9 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

10 * Section 1. The sum of \$170,000 is appropriated from the general fund to
11 the Legislative Council for the salmon quality control education program
12 recommended by the education subcommittee of the Senate committee on quality
13 assurance in the salmon fishing industry.

14 * Sec. 2. The unexpended and unobligated portion of the appropriation
15 made by this Act lapses into the general fund June 30, 1981.

16 * Sec. 3. This Act takes effect immediately in accordance with AS 01.10.-
17 070(c).

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29 COMMITTEE COPY

#7718 - Pegues

ALASKA STATE LEGISLATURE

ELEVENTH Legislature SECOND... Session

SENATE BILL NO. 364

By TILLION AND KERTTULA

"An Act making a special appropriation to the Legislative Council for a salmon quality control education program; and providing for an effective date."

Introduced in the Senate 1/24/80

HISTORY IN THE SENATE

19 80

Read first time and referred to Committee on

1 24 Health, Education & Social Services and Finance
2 14 Reported back with HESS recommendation that 3 copies 1 no rec. to Finance

Read second time and

Read third time and

PASS Effective Date
Yeas Yeas
Nays Nays
Absent Absent
Excused Excused

Reconsideration

PASS Effective Date
Yeas Yeas
Nays Nays
Absent Absent
Excused Excused

Reported correctly engrossed
Signed by President
Sent to House

SECRETARY OF THE SENATE

HISTORY IN THE HOUSE

19

Read first time and referred to Committee on

Reported back with recommendation that

Read second time and

Read third time and

PASS Effective Date
Yeas Yeas
Nays Nays
Absent Absent
Excused Excused

Reconsideration

PASS Effective Date
Yeas Yeas
Nays Nays
Absent Absent
Excused Excused

Reported correctly engrossed
Signed by Speaker
Returned to Senate

CHIEF CLERK OF THE HOUSE

HISTORY IN THE SENATE

19

Received from House

To enrolling

Reported correctly enrolled

Sent to Governor

..... by Governor

Filed with Lt. Governor

Chapter No.

Senator Ray moved that
the free Conf. Com. be
directed by Senate fin.
to put this in the
budget.
No objections.

5-14-80

SENATE
FINANCE COMMITTEE

From The



THE LEGISLATURE OF THE STATE OF ALASKA
ELEVENTH LEGISLATURE

FISCAL NOTE

FEB 26 1980

I. REQUEST

Bill/Resolution No. SENATE BILL NO. 364
 Title Salmon Quality Control Education Program
 Requested by Legislative Finance Date 2-21-80

II. FISCAL DETAIL

Agency Affected Legislative Affairs Agency
 Program Category Affected General Government
 BRU, Program, or Subprogram(s) Affected Legislative Council
 (Note: If more than one budget component is affected, separate line-item amounts and funding for each component in the analysis section.)
EXPENDITURES (Thousands of Dollars)

	FY 79	FY 80	FY 81	FY 82	FY 83	FY 84
100 PERSONAL SERVICES						
200 TRAVEL						
300 CONTRACTUAL			170.0			
400 COMMODITIES						
500 EQUIPMENT						
600 LAND & STRUCTURES						
700 GRANTS, CLAIMS, ETC.						
TOTAL	-0-	-0-	170.0	-0-	-0-	-0-

FUNDING (Thousands of Dollars)


GENERAL FUND	-0-	-0-	170.0	-0-	-0-	-0-
FEDERAL FUNDS						
OTHER (Specify Fund Source)						

POSITIONS NONE

FULL TIME						
PART TIME						
TEMPORARY						

III. ANALYSIS (See Fiscal Note Preparation Instructions, Section III)

Contractual arrangement with University of Alaska or other subject to Legislative Council approval upon recommendation of Senator Kerttula (education subcommittee, etc.).

IV. DATE 2/25/80 PREPARED BY  Richard G. Berg, Director
 AGENCY Legislative Affairs Agency
 PHONE 465-3850

Original: Legislative Finance
 cc: Budget and Management
 Prime Sponsor (First Legislator Named)

AGENCY: LEGISLATURE

Operations of the Legislature and its staff are budgeted in two budget request units: Legislative Council; and Legislative Budget and Audit Committee. The Ombudsman BRU is also included in the Legislative and Elective Operations program.

The Legislative Council is the governing body appointed by the Legislature from its membership to oversee the activities of the Legislative Affairs Agency. The Legislative Affairs Agency provides all services essential to the Legislative branch and to the Legislative process except for the specialized functions which are assigned to the Legislative Budget and Audit Committee. The agency conducts examination and analysis of major subjects of Legislative concern, reviews regulations promulgated under the Administrative Procedure Act by administrative agencies to see if the legislative intent is being carried out, and provides the administrative services necessary to the operation of the Legislature. Operations of the Legislature itself are also budgeted in the BRU.

The Legislative Budget and Audit Committee is assigned the fiscal responsibility for the Legislature. The staffs of the Legislative Audit and Legislative Finance report to L & A Committee. This Committee is a permanent interim Committee of the Legislature which has the responsibility for providing full-time technical assistance in accomplishing the fiscal analyses, budget review, and post-audit functions. It serves to provide legislative presence and involvement in State fiscal operations between legislative sessions.

The Office of the Ombudsman was established in 1975 to investigate citizen complaints pertaining to State agencies. The Ombudsman has authority to investigate administrative acts of agencies which he has reason to believe might be: 1) contrary to law; 2) unreasonable, unfair, oppressive, arbitrary, capricious, an abuse of discretion, or unnecessarily discriminatory even though in accordance with the law; 3) based on a mistake of fact; 4) based on improper or irrelevant grounds; 5) unsupported by an adequate statement of reasons; 6) performed in an inefficient or discourteous manner; or 7) otherwise erroneous. Efforts aimed at achieving these goals are directed through the institution of an informal and expeditious investigation process in which complaints are received from the public, quickly and thoroughly researched and investigated, determined justified or unjustified and the findings and recommendations reported to the agency and citizen involved. The Ombudsman may also report his findings and recommendations to the Governor, Legislature, a grand jury, and the public.

The Legislative Budgets were not made available for review by the Governor. The figures included as Governor's budget figures should not be considered recommended by the Governor. They are included for informational purposes.

COMPONENT DESCRIPTION	79 AUTH	79 FINAL	79 ACT	80 AUTH	80 SUPL	80 RP	GOVERNOR	---
LEGISLATIVE AUDIT	1583.6	1667.2	1578.2	1947.6			2064.3	
LEGISLATIVE FINANCE	743.3	1313.4	1133.5	1280.0			1430.8	
COMMITTEE EXPENSES	182.5	242.5	239.2	575.0			575.0	
SALARIES & ALLOWANCES	1169.7	1193.8	1169.2	1216.0			13750.0	
LEADERSHIP	350.4	183.3	183.1	474.9				
LAA EXECUTIVE ADMINISTRATION	166.1	198.8	198.4	142.5				
LAA ADMINISTRATIVE SERVICES	1155.1	1318.2	1276.6	2415.1				
LAA RESEARCH SERVICES	1120.6	1311.7	1214.0	671.4				
LAA LEGAL SERVICES	724.7	774.9	825.7	850.1				
SESSION EXPENSES	1818.8	2185.3	2189.0	2139.0				
COUNCIL & SUBCOMMITTEES	656.5	4515.6	748.7	2719.1				
OFFICE SPACE RENTAL	323.0	277.6	277.6	325.0				
EQUIPMENT ACCOUNT	113.0	882.0	872.6	146.0				
OMBUDSMAN	640.5	679.6	671.8	935.4			991.8	
** TOTAL	10747.8	16743.9	12577.6	15837.1			18811.9	
** CHANGE VERSUS 80 AUTH							18.7%	
OBJECT DESCRIPTION								
PERS. SERV.	6580.2	7543.0	7448.0	8191.2			3413.9	
TRAVEL	703.4	836.1	795.9	869.5			206.0	
CONTRACTUAL	2836.3	7045.6	3082.2	6153.5			1315.5	
COMMODITIES	274.6	218.3	173.1	287.1			35.1	
EQUIPMENT	129.5	947.9	942.8	170.1			9.4	
LANDS/BLDGS	135.8	135.8	135.6	135.7			52.0	
GRANTS, CLMS	.5						13750.0	
MISC.	87.5	17.2		30.0			30.0	
FUNDING SOURCE								
GENERAL FUND	10697.8	16693.9	12527.6	15763.3			18811.9	
OTHER FUNDS	50.0	50.0	50.0	73.8				
** GENERAL FUND CHANGE VS. 80 AUTH							19.3%	
POSITIONS								
FULL-TIME	189.0	189.0	189.0	203.0			211.0	
PART-TIME	7.0	7.0	7.0	16.0			16.0	
TEMPORARY	152.0	152.0	152.0	183.0			182.0	
STAFF MONTHS	2955.5	2955.5	2955.5	3173.0			3266.0	

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SB 364

RECOMMENDATIONS FOR IMPROVING THE QUALITY
OF FROZEN AND CANNED SALMON

Report of
Salmon Quality Control Study Group

Committee Members

James Poor	Harold Hansen
Bill Hall	Roy Alley
Bob Blake	Bob Ditman
Armin Koernig	Bruce Crow
Knute Johnson	Henry Wiese
Lewis Hasbrouck	Wallace H. Noerenberg
Jack Werner	

Senator Jay Kerttula, Chairman

Resource Persons

John Doyle
Allan Otness
Walter Yonker

April, 1980

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8. Fish & Game Management Improvement Subcommittee Report
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INTRODUCTION

Radical change in markets with new emphasis on fresh and fresh frozen salmon demands quality upgrading.

Changes in fishing techniques, transport, storage, and processing must be accommodated immediately either voluntarily by the industry or through state regulation to improve the quality of salmon which is destined for the U.S. and world markets.

Several factors prompted this study. First, several million pounds of frozen salmon were condemned by state and federal inspectors following the 1979 fishing season. Second, it is known that Alaskan canned salmon was responsible for the botulis problems in London, England. Third, buyers and processors in the U.S., Europe and Japan object to bruises, soft flesh, belly burn, rancidity and poor butchering of the frozen salmon they receive from the U.S., including Alaska.

Additionally, the conventional process of canning most of the salmon catch has changed in recent years because of an increasing demand for a fresh or frozen product. Consequently many of the fishermen and processors who formerly canned all of their product are now producing for the fresh and frozen market and are not familiar with the

proper methods of handling fish in order to attain a high quality frozen product.

As a result of the salmon industry's concerns a Legislative Salmon Quality Control Study Committee was created during the First Session of the 11th Alaska State Legislature. Chaired by Senator Jalmar Kerttula, the Committee objective is to define the problems concerning the quality of frozen and canned salmon and to suggest remedies.

To develop a plan for increasing quality control within the salmon industry, a select group of experts was chosen to give direction to the study, participate in its preparation and advise in the development of recommendations. A complete list of the members of the committee may be found at the back of this report.

Also, members of the committee were assigned to the following subcommittees so that designated areas of study could be expedited. a) Education b) Incentive Program for Voluntary Control c) Government Control Program d) Fish & Game Management Improvement Program and e) Financial Assistance Program.

This report is a compilation of the Committee & Subcommittee deliberations and recommendations.

COMMITTEE RECOMMENDATIONS

During extensive discussion, the Committee concluded that the following problems contribute to poor quality salmon - recognizing that different fisheries present different problems:

- Length of time between catch and delivery.
- Improper handling procedures by tenders, fishermen (pugging, throwing resulting in hemorrhage)
- Hold contaminates, i.e., improper bilge pumping systems and overall poor maintenance (pets on board).
- Improper insulation of hold creating high heat temperatures.
- Temperature of brine.
- Late opening of season by Fish and Game
- Rate of decomposition and bacteria growth.
- Participation of unqualified people.
- Poor processing facilities.

In view of the variety of problems faced by the industry, the Committee agreed that high priority should be given to an education programs (this is expanded further in the body of this report).

They also agreed to request assistance from the Division of

Business Loans in providing fast, quick, low interest loans for upgrading vessels.

These and other priorities recommended by the subcommittees are:

- Develop a broad based education program.
- Appoint a permanent advisory committee to monitor the education program.
- Meet quarterly with education committee to review progress and identify problem areas.
- Provide assistance through the Alaska Loan Program for upgrading substandard fishholds - primarily in older boats.
- Attempt to minimize the current 15 to 16 week delay on processing loan applications to processors, fishermen, etc. and provide fast, quick loans for upgrading vessels.
- Adopt a refrigeration program similar to the successful Canadian program.
- Investigate the feasibility of assisting municipalities in establishing ice stations for operation as a municipal utility.
- Provide low interest loans to processors to upgrade their ice-making facilities.
- Fish management improvement should be addressed at the 1980 spring board meeting of the Alaska Board of

Fisheries, with the active cooperation and participation of the Alaska Department of Fish and Game as well as the fishing and processing industry.

- The Alaska State Legislature should assist the Department of Fish and Game in improving its data base and capability to manage the fisheries resource.
- Encourage and support the Prince William Sound efforts to establish a volunteer demonstration project of Quality Control Standards for Fishholds.
- Provide an opportunity for all state groups involved in the fisheries industry to meet together.
- Give fishermen the opportunity for voluntary compliance.
- Propose a date when, if voluntary compliance is not accomplished, it will become mandatory.

FISH QUALITY

Several attempts have been made by the committee, as well as persons testifying before the committee, to describe exactly what is meant by quality when referring to the salmon industry. One such attempt stated that what quality may be to one user group, certainly isn't to another. Discussion centered around wholesomeness as being "fit for human consumption". Previously that was the primary purpose of canned salmon quality control. Today, there are grades within the fisheries community but not to the extent necessary to assure a prime product at all times. By contrast, the agricultural industry uses an inspection and grading system. In the beef industry there are grades such as prime, choice, good, commercial, cutter and canner.

Quality control is flexible. In years in which the catch is small, there is an abundance of fish that are graded as number 1. But in years in which the catch is large, the majority of fish are graded as number 2 and the quality of the product is lower.

Large scale freezing is new in Alaska. Fish processors and fishermen are learning that a fish that was a relatively high quality fish for canning, can be a low quality fish for freezing. A frozen fish is used whole and if there is

a scratch, or it has survived a fight with a seal or been tangled previously in a gill net it will have marks on it and this will lower the quality of the fish.

Further investigation regarding the quality of fish was investigated and a definition provided by John Doyle from the Marine Advisory Program. His paper states:

The palatability of any seafood is dependent upon both intrinsic quality and wholesomeness.

Intrinsic quality is quality related to characteristics which are inherent to that particular species. It is dependent on (1) species, (2) grounds where caught, (3) season of year, (4) diet of fish and (5) stress during catching. It also relates to (1) size, (2) sexual development or maturity, (3) biological condition, (4) nutritional condition and (5) presence of parasites.

Loss of intrinsic quality can be controlled by harvesting at the proper time and place. i.e. fish near or after spawning may be of very poor quality.

Wholesomeness is quality related to freshness and may be lost during handling, processing and distribution. It depends on (1) method of handling, (2) holding environment and (3) method of processing. It also relates to (1) rate of chilling and/or freezing, (2) holding temperature and

(3) degree of uniformity of holding temperature.

i.e. no chilling vs ice vs RSW vs CSW, will give different rates of quality loss.

large temperature fluctuation during holding are undesirable.

Loss of wholesomeness is due to bacterial activity, adverse biochemical changes (i.e. autolysis and oxidation), dehydration and contact with contaminants (i.e. fuel and lubricants). It can be controlled by proper handling, processing and storage practices.

STATE RESPONSIBILITY FOR INSPECTION OF FISH

Two years ago the responsibility for inspection of fish was vested in the Department of Natural Resources, Division of Agriculture. Prior to that it was handled through the Department of Health and Social Services. The Division of Agriculture has three inspection sections. One is Plant Industry, which handles produce, fruits, grains and similar products. Another component is Animal Industry which handles meat inspection, dairy sanitation, state ranger program and the animal health program. The third component, known as the Sea Food Section, handles sea food.

Even though sea food is a large area of responsibility, the department only has three full time sea food inspectors. Several other employees, including Dr. F.S. Honsinger, State Veterinarian, are utilized on a part time basis to supplement the regular, full-time employees.

Furthermore, these few inspectors have approximately 300 inspection units - about 146 shore-based plants and over 84 floating processors. In comparison, British Columbia has approximately 200 inspection units - 200 shore-based plants and one floating processor. To service these, they have 20 full time inspectors in their program.

The inspection program is limited to processors and does

not extend to the tenders or fishing boats. It is further limited to inspection for wholesomeness, labeling and sanitation.

State Inspectors work very closely with the Federal Food and Drug Administration. Food and Drug Administration does a very intensified inspection on our canned salmon industry. Their travel and inspection schedules are planned so that state people are traveling to different areas for inspection. In other words, state inspectors are not on the same airplanes going to the same remote floater processor or remote canneries. For example, Food and Drug Administration sent 12 teams to Alaska last year because of a botulism problem in England. They gave state inspectors their travel schedule for Alaska and the Department tried to get people to other places where Food and Drug people were not traveling. By doing this, there was better coverage in many of the remote areas such as Bristol Bay.

Originally, when this responsibility was transferred from Health and Social Services, it was necessary to amend the statutory authority of the Commissioner of Natural Resources for sea food inspectors. The law was amended and the fishing industry was agreeable to all the amendments with the exception of the one which stated that the department could supervise and monitor quality. It took a full year to re-

draft regulations that were agreeable to the fishing industry. The industry has a 16 member regulation committee with which the department works closely.

Even though the Department and the industry worked diligently to write new and modern regulations on seafood inspection, there are some differences of opinion that still exist regarding the certification of plants.

There is no problem in issuing a certificate to operate a seafood plant and the industry has indicated that it has no objection to registration, they do object to the requirement that they conform to all of the Department's standards before they receive a certificate to operate. If a plant is inspected and a violation discovered, then the industry has no objection to the pack being seized or embargoed. For example, if one of the Department's less trained inspectors come in and decide that a door is needed and the processor says that the air screen they have is sufficient, yet the inspector persists and says, "No, you need a door." The processor disagrees and the inspector says, "Well then, I'm pulling your certificate off the wall." At that point the processor says, "Yes, we'll put in a door." The industry feels that is a little too much leverage. They agree that if an inspector wants to embargo the pack and inspect it to see if its a wholesome product that is fine but there is still a difference of opinion on that small issue.

This is the first time that the entire fishing industry has been under a certification and permit system. Last year everyone was certified and had an Alaska number. This has worked to everyone's benefit because it is being used as a promotion ploy since there are some buyers that will not accept Alaska fish products without an Alaska number. Under state guidelines the Department can only attest that a fish is wholesome. It has nothing further to do with the quality of the fish. State inspection service is geared to inspection of the facilities and the processed result. If they find fish on the dock or in airports which they consider unacceptable, they tag them but they are not responsible for inspection of quality. The Department would require substantially more people if they were required to inspect and attest to quality.

Last year there were 27% of the shore-based processors which were not inspected and approximately 70% of the floaters were never inspected. However, the Department has a gentlemen's working agreement with King County (Seattle area) that they will do pre-operating inspections on the floaters that come out of that port. Therefore, the Department does inspect many of the floater processors at least from a pre-op inspection. Although, approximately 7 to 11 million pounds of fish are moved by air, the Department inspected only a small percentage last year.

Quality control and wholesomeness control are different and the Department inspects fish strictly for "Is it fit for human consumption?" They do not inspect for brightness of the fish or eye, discoloration and belly burns.

LOAN PROGRAMS

BASIC LOAN PROGRAMS:

There are two basic loan programs that are currently in existence. One of them is the commercial fishing loan fund and the other is the small business revolving loan fund.

The commercial revolving loan fund can only be used as it pertains to vessels, gear, and limited entry permits. The statute specifically says that this loan fund is for the re-financing, upgrading, purchase of vessels and the purchase of limited entry permits. This loan program can be used to upgrade a vessel.

An official of the Department of Commerce stated that funding right now is not a problem. The Department of Revenue furnishes the money. The business loan program is working from an allotment of \$90 million for FY 80. This includes business, commercial fishing, tourism, etc. With current staff levels the Department expects to utilize \$90 million in FY 80. If they loan more than the \$90 million they expect it would require more staff.

It takes approximately 12 to 16 weeks to get a loan approved by the Department. The Department is not allowed at this point in time to make quick, small loans of \$5,000 to \$10,000.

This is the estimated amount that is probably needed by a fisherman to upgrade his vessel.

Upgrading a vessel would most often involve older boats that are constructed of wood. These would generally require insulation and fiberglass for the purpose of containing the contamination from diesel and oil as well as stopping engine heat transfer through the bulkheads.

The committee was advised that to make a quick loan, which would not require taking a vessel as collateral for a first preferred mortgage, legislation would probably have to be introduced that would waive that existing requirement.

RENEWABLE RESOURCES CORPORATION:

Another source of funding is possible through the ALASKA RENEWABLE RESOURCES CORPORATION.

The Alaska Renewable Resources Corporation is a public corporation whose product is individual business enterprise which can eventually contribute to a self-sustaining renewable resource economy for the state. Funding is provided from a percentage of the state's oil revenues. The goal is to transfer that percentage into a renewable resource economy that is diverse, locally owned and appropriate to the state.

The thing that is unique about the organization is that it is regarded as a private investment firm. Obviously it is in state government but it also, by legislation, has an existence separate from the state. Their produce is viable, self-sustaining business whether or not they are start ups, expansions, inventions or any number of different things.

Alaska Renewable Resources Corporation received its first money in August, 1979 and have not yet begun an ambitious solicitation of proposals. They have loaned approximately 1 1/2 million and expect to have a capitalization of approximately 22 million. They expect raw applications to eventually reach ten or twenty times that amount once they are fully operational. Although Alaska Renewable Resources Corporation is another source for making funds available to processors and fishermen who need plants and equipment upgraded, this expectation is based on the ability of processors and fishermen requesting loans to meet all criteria following an extremely thorough investigation of their applications.

However, the Alaska Renewable Resource Corporation has discovered a pattern in the problems that are faced - particularly in marketing - and have decided to underwrite the start-up costs for a statewide seafood marketing association.

Even though they have taken the initiative by providing seed money to promote a seafood marketing association, they will eventually take themselves out of it and the organization itself will hopefully become self-sustaining.

It is envisioned that it will be a generic marketing association very much like the Florida citrus growers, or Washington apples or Idaho potatoes. Through Environmental Services, Ltd., a consulting organization, Alaska Renewable Resources Corporation is contacting all the major marketing associations to find out what their history has been and what problems were encountered in starting up. Already it has been learned that most of them started at a time when there was a recession and crisis. For example, the Alaska Visitors Association is comparable because it started at a time when the tourist industry was falling on hard times.

EDUCATION SUBCOMMITTEE REPORT

Based on information from several meeting the Subcommittee recommends:

- A. A broad based education program should be developed.
- B. A permanent advisory committee should be appointed to monitor the education program.
- C. The education committee should meet quarterly so that a progress review is done and to identify problem areas.

The education program should be delivered to the largest number of industry members possible. The program should reach fishermen, tendermen, processors and shippers of salmon, i.e., all segments of the industry.

In order to reach the largest percent of the industry, a number of different audio and visual educational techniques should be employed. For example,

SEMINARS, WORKSHOPS AND CONFERENCES: Seminars and workshops should be conducted in fishing ports throughout the state, directed at fishermen and processing personnel. This mechanism is helpful in making industry members aware of the

problem and should offer solutions to specific problems of each fishery and region. This has been demonstrated to be one of the best methods for provoking a desirable change.

A conference is planned to bring together the leaders of the fishermen's organizations with the objective of informing them of the problems poor quality salmon has caused in the market place, and obtain their ideas for a long-range solution and enlist their support. A second conference is proposed and would be held with the quality assurance personnel in the processing plants to inform t' em of the problems that occur in plants and provide them with information and materials for training their in-plant workers.

CONSULTATION SERVICES: In order to improve the quality of fish landed, it will be necessary to do conversion work on many of the salmon vessels presently in use. This will include the installation of slush ice, refrigeration systems, or other types of cooling systems on vessels. In some cases boxing may be justified. A specialist would be available to provide technical information on these and other specific problems. In many cases, fishermen or processors could make the necessary changes themselves with technical assistance made available through this education program.

PUBLIC SERVICE RADIO ANNOUNCEMENTS (PSA'S): All radio

stations make time available for public service announcements. Several stations have been contacted and have expressed a willingness to air educational spots relating to good handling practices for salmon. A series of PSA's could be produced and distributed to all radio stations in coastal communities. The PSA's can contain "how-to" tips as well as "what not to do". They would ideally contain an education message, however, their prime function would be to raise the general awareness of the necessity for good handling practices. Through personal contact with participating radio stations it is expected that the PSA's could be aired when most fishermen listen to the broadcast band at the time of the marine weather forecast.

"HOW-TO" FACT SHEETS: A series of descriptive fact sheets would be developed for each fishery by region. It is necessary to develop them by fishery and region because of the vast differences in harvesting methods and the different geographical and climatic conditions existing in each region. These fact sheets would be developed with information regarding effects of temperature, sanitation, use of ice, refrigeration, etc. They would be distributed widely to fishermen and processors and also be used for workshops and seminars.

SLIDE SERIES ON SALMON HANDLING AND PROCESSING: A series

of slides is presently being assembled that shows the effect of poor handling and butchering practices. This series could be expanded to show proper methods. The series should be duplicated for use in workshops and seminars. Furthermore, they should be made available for fish processors to use in their own in-plant training sessions. These slides must be considered as a tool rather than standing on their own as a total educational program.

16MM MOVIE FILM AND TELEVISION TAPE ON SALMON HANDLING AND PROCESSING METHODS: A 16 mm educational movie film can be developed showing proper handling, icing and processing of frozen salmon in the plant. Television tape copies of the film could be made available for circulation to schools, educational TV and for workshop, seminars, etc. A film will not be a complete educational program but will augment the other educational efforts.

SALMON HANDLER'S MANUAL: The fact sheets, when completed, should be supplemented with additional materials so a Salmon Handler's Manual can be produced. This manual would include the "why" as well as the "how to" of handling salmon. The major use of this manual would be for in-plant training by company personnel. It would also assist in training new quality control people in the plants.

The committee further recommends that the educational

program be handled by a full-time specialist in the care, handling and processing of frozen salmon. This project should be considered a long-term program since current practices are ingrained and will require years to change.

The committee also believes this project should interact with present educational efforts in salmon quality enhancement in both the private and public sectors. This would include the University of Alaska, the National Food Processors Association, fishermen's associations and the state legislature.

FINANCIAL ASSISTANCE SUBCOMMITTEE REPORT

Following discussions of various loan programs, the committee recommends:

- A. Assistance should be made available for upgrading substandard fish holds - primarily in older boats.
- B. The Alaska loan program for upgrading vessels and gear is the best source of money in terms of the best interest rates.
- C. The state should make a concerted effort to minimize the current 15 to 16 week delay on processing loan applications to the fishing industry.
- D. The State of Alaska should adopt a refrigeration program similar to the successful Canadian program. (An incentive program to bring refrigeration on board catcher and tender vessels)
- E. The committee recommends a \$10 thousand dollar ceiling on fast quick loans for upgrading vessels.
- F. The state should investigate the feasibility of assisting municipalities in establishing ice stations so that they could operate as a municipal utility or low interest loans to processors to upgrade their ice making facilities.

FISH AND GAME MANAGEMENT IMPROVEMENT SUBCOMMITTEE REPORT

This subcommittee's final conclusion is that its purpose can only be addressed by the Alaska Board of Fisheries, with the active cooperation and participation of the Alaska Department of Fish and Game as well as the fishing and processing industry.

The subcommittee concluded that salmon management is definitely the most complex issue to be dealt with in improving the quality of Alaska salmon. The biological and socioeconomic considerations that interrelate and affect salmon management are staggering, if not overwhelming. It appears that no salmon fishery in the state can be managed solely on the basis of the quality of salmon produced. An attempt to do so would force the Department of Fish and Game to actually eliminate commercial fishing in some of the most economically depressed areas of the state.

This subcommittee is acutely aware of its lack of ability and expertise to adequately make suggestions to the legislature on how to correct problems of resource management that cover the diversity of Alaska. At the same time, they would suggest that the Alaska State Legislature be exceedingly careful with any consideration it might be giving toward forcing premature changes in management practices which would influence improved

salmon quality. However, the Alaska State Legislature can improve salmon quality by assisting the Department of Fish and Game in its ability to improve its data base and ensuing capability to manage the resource toward improving quality.

The Alaska Board of Fisheries existing public participation process is a proper forum to address the salmon quality improvement needs and desires in the management arena. It provides a situation under which management and industry can interface to produce the management plans, policy and regulations necessary to improve salmon quality, under circumstances where the participants are able to have access to the best available expertise to assure adequate consideration of the problems.

The subcommittee suggests that the Alaska Board of Fisheries address the quality issue at its 1980 spring board meeting for the purpose of developing a policy statement for application in improving the quality of Alaska salmon.

The purpose is to improve salmon quality at the harvest level through the management and regulatory process. Specific examples to be utilized in attaining the long-range goal can only be addressed after adequate consideration is given by the Board of Fisheries using the following suggested outline.

DRAFT OUTLINE FOR BOARD OF FISHERIES POLICY
ON QUALITY OF STATE FISHERY RESOURCES

- I. APPLICABILITY: This policy will refer to both finfish and shellfish resources.
- II. REASON FOR POLICY: To express the inter-relationship of quality of harvested resources with Article VIII, Sections 2, 3 and 4 of conservation, management under the sustained yield principle, long-term benefit to state fishery resources, public health, nutrition, and the state economy.
- III. PAST REGULATORY ACTIONS OF BOARD OF FISHERIES PERTAINING TO QUALITY.
- IV. NECESSITY FOR COOPERATIVE ACTION: Any effective program to maintain or enhance the quality of fishery resources harvested in Alaska will require the active involvement of the primary participants, i. e., processors, fishermen, the Alaska Department of Fish and Game, the Board of Fisheries.
- V. IMPORTANCE OF DATA: In order to provide the degree of management precision which will allow enhancement of quality, accurate data will be needed by the Department of Fish and Game and the Board of Fisheries, e.g., run timing, use patterns, fishing effort, stock distribution.

VI. THE FUTURE: Examples of specific actions which the Board and the Department can take to improve quality through the regulatory process and in-season management. Encourage public participation in the Board process to discover the greatest number of actions that can be taken by all participants (processors, et. al.)

VOLUNTEER INCENTIVE SUBCOMMITTEE REPORT

A model project has been started in Prince William Sound in anticipation that enlightened fishermen will recognize the need for a high quality product and be allowed to negotiate for higher prices in the future.

The subcommittee hopes that by doing this it will demonstrate that the Prince William Sound fleet is a relatively modern fleet and provide incentive for the rest of the state. We expect to get a statewide reaction as to the type of equality-control regulations which Alaskans may expect in the future.

Therefore, the subcommittee produced a set of common sense and cost effective guidelines entitled Quality Control Standards for Fishholds. The fishhold standards were organized into two categories: Minimum standards and preferred standards. Prior to the start of the salmon season, quality control personnel from Prince William Sound canneries will inspect fishing boats' and tenders' fishholds to see if they comply to the fishhold standards. After the inspection the boat skippers will be issued two stickers to display on the vessel. One sticker will denote the adherence to the minimum standards, another the adherence to the preferred standards.

Another project the subcommittee plans to develop, to assure the delivery of good quality of each delivery and give it a grade. If a vessel continuously delivers low-grade fish, the cannery could assist the vessel in determining the reason why, whereupon the problem could be remedied so future deliveries would be made at a standard level.

All fishermen and tendermen must be aware of this program. To date, it has been printed in the Cordova Times. It may also be printed in The Valdez Vanguard. The Cordova Aquatic Marketing Association (CAMA) will distribute the guidelines to members attending spring meetings.

The guidelines will be posted in all the canneries and cannery office personnel will be reminded to inform their fishermen.

Moreover, CAMA, at its spring general membership meetings, will promote presentations by a quality conscious persons on the proper techniques of handling salmon. In addition, slide shows will be presented covering fishhold upgrading, inspections, and proper salmon handling techniques.

Information on handling techniques and the fishhold standards will also be incorporated into newsletters that the Cordova District Fisheries Union regularly distributes to its members.

This will be an ongoing project both to remind fishermen prior

to the salmon seasons and to inform persons new in the industry. Major changes will not occur overnight. This is a gradual approach to cause minimal hardship and costs. As the minimum fishhold standards are voluntarily met, they will fall by the wayside and the preferred standards will become the rule. The fishhold standards will be upgraded and additional guidelines established as more is learned about improving fish quality.

1980 PRINCE WILLIAM SOUND

QUALITY CONTROL STANDARDS FOR FISHHOLDS

Category 1 - Minimum Standards

1. Watertight bulkheads for fishholds - designed to protect the fish from contaminants such as engine room bilge water, gas and oil, etc.
2. Pump and sumps - necessary pumps and sumps in fishhold with the capacity to pump the hold dry.
3. Engine room insulation - proper insulation to control engine heat transfer to fishhold.
4. Suitable hatch combing - a hatch combing of sufficient height to eliminate the flow of contaminants from deck to fishhold.
5. Hatch covers - sufficient covers or covering material to eliminate fish exposure to sunlight or airborne contaminants.
6. No exposed fuel or hydraulic lines in hold - fuel and hydraulic lines running through the fishhold shall be enclosed in a false casing.

Category 2 - Preferred Standards

1. All above minimum requirements.
2. Coating and sheeting - no exposed ribs or untreated wood; the hold lining should be smooth and water-tight.

A minimally approved hold would be plywood sheeted, caulked with a non-toxic seam compound and coated with an approved paint or covering. A fully approved hold would be completely insulated and totally glassed with rounded corners and no obtrusions. Both approved holds should be conducive to easy and complete cleaning to prevent bacteria build-up.

3. Water-tight hatch covers - hatch covers or covering designed to protect fish from fresh water intrusion.

The subcommittee also encourages fishermen with dry fishholds to observe a 24 hour delivery schedule. The subcommittee specifies 24 hours as the maximum time allowable between the initial catch and ultimate delivery. The delivery schedule is guided by a fisherman's honor and the willingness of the tender skipper or the cannery to accept the fish.

A voluntary limit of from 2 - 4 hours for the length of time a gillnet should be in the water before being picked was also advised by the subcommittee.

GOVERNMENT CONTROL SUBCOMMITTEE REPORT

This subcommittee attempted to review the statutory regulations which currently affect the quality of salmon and found that very few regulations reflect an effort to control the quality of Alaskan salmon.

As a result of discussions it was determined that it would be impossible to enact legislation, in the near future, which would be acceptable to all the fishermen. Although a mandatory situation is possibly less than five years away, the subcommittee agreed that people in the fishing industry, statewide, should be brought together so they can discuss a mandatory program.

The Canadian approach to the problem of quality control was reviewed and it was found that in Canada they tried a voluntary compliance program which only brought them 15% participation by their fishing industry in 10 years, then the Canadian government phased in a mandatory program and Canada is now producing a much higher quality product.

No matter what the Canadian experience, it was suggested that the Alaskan fishing industry be given the opportunity to upgrade

vessels and inspections voluntarily. If it becomes apparent that they would not upgrade voluntarily, a program for mandatory compliance would then be initiated.

It was clearly stated that fishermen should be forewarned of an impending mandatory program. It would be totally unfair to all areas of the state to draft legislation before it was determined that the industry would not comply voluntarily.

The subcommittee members were advised that before they attempt to draft legislation, they should be aware of the limitations on what the legislature can do by statute to impose different regulations in different areas. There is a constitutional provision that says that the legislature may not pass a local law if a general law can be made applicable. That means that if the legislature can possibly design a law that is uniform statewide, then they must do so. If there is some reason that a general law cannot be made applicable, they may write local legislation but it has to be supported by a showing that it is fair and substantially related to the problem in each region.

Two things regarding this law must be kept in mind when bringing together people from different parts of the state.

First, whether a general law imposing minimum standards statewide can be applied or, if it cannot, why this is the case. Second, if it cannot, how the law could relate fairly and substantially to those different circumstances in those regions.

Therefore, the recommendations of the subcommittee are:

- Offer the opportunity for all state groups to meet together.
- Give the fishermen the opportunity for voluntary compliance.
- Propose a date when, if voluntary compliance is not done, it will become mandatory.

SALMON QUALITY CONTROL STUDY MEMBERS

Senator Jalmar Kerttula
Chairman
Pouch V
Juneau, Alaska 99811
465-3716 or 465-3773 (O)

James Poor
P. O. Box 548
Cordova, Alaska 99574
424-7171 (O) 424-7105(H)

Bill Hall
P. O. Box 458
Cordova, Alaska 99574
424-3545 (O) 424-7436 (H)

Bob Blake
P. O. Box 94
Cordova, Alaska 99574
424-3447 (O) 424-3682 (H)

Armin Koernig
6115 N. W. 30th Street
Seattle, Washington 98107
206-784-3049 (H)

Knute Johnson
P. O. Box 414
Cordova, Alaska 99574
424-3410 (H)

Lewis Hasbrouck
P. O. Box 323
Cordova, Alaska 99574
424-3603 (H)

Jack Werner
P. O. Box 156
Seward, Alaska 99664
224-3044 (O) 224-5992 (H)

RESOURCE PERSONS:

John Doyle
Marine Advisory Program
University of Alaska
2621 Providence Avenue
Anchorage, Ak. 263-1890 (O)

Harold Hansen
Rt. 5, Box 5199 #27
Juneau, Alaska 99803
789-0013 (H)

Roy Alley
P. O. Box 969
Valdez, Alaska 99686
835-4816 (H)

Bob Ditman
Box 201
Copper Center, Ak. 99573
822-3315

Bruce Crow
P. O. Box 567
Bethel, Alaska 99559
543-2440 (H)

Henry Wiese
P. O. Box 941
Cordova, Alaska 99574
424-3546 (H)

Wallace H. Noerenberg
Consultant
1050 Hazel Dell Road
Castle Rock, Wa. 98611
206-425-6376

Lois Pillifant
Coordinator
941 W 16th Street
Anchorage, Alaska 99501
272-0974 (H)

Walter Yonker
National Food Processors Assoc.
1600 So. Jackson St.
Seattle, Washington

Allan Otness - Fisherman
Box 317, Petersburg, AK 99833

SALMON QUALITY CONTROL STUDY GROUP

SUBCOMMITTEE ASSIGNMENTS

Incentive Program for Voluntary Control

Jim Poor, Chairman
Roy Alley
Bob Blake
Lewis Hasbrouck

Government Control Program (Possible Legislation)

Armin Koernig, Chairman
Senator Jalmar Kerttula
Jack Werner
John Doyle (Resource Person)

Fish and Game Management Improvement Program

Wally Noerenberg, Chairman
Jim Poor
Allen Ottness (Resource Person)
Walter Yonker (Resource Person)
Knute Johnson
Henry Wiese
Bob Blake

Financial Assistance Program

Roy Alley, Chairman
Bruce Crow
Bob Ditman
Bob Blake

Education Program

Harold Hansen, Chairman
Bill Hall
Bob Blake
John Doyle (Resource Person)
Walter Yonker (Resource Person)
Wally Noerenberg

Funding Information
General Fund \$170,000
Other Funds -0-
\$170,000

Introduced: 1/24/80
Referred: Health, Education
& Social Services and
Finance

1 IN THE SENATE

BY KERTTULA

2 SENATE BILL NO. 364

3 IN THE LEGISLATURE OF THE STATE OF ALASKA

4 ELEVENTH LEGISLATURE - SECOND SESSION

5 A BILL

6 For an Act entitled: "An Act making a special appropriation to the Legis-
7 lative Council for a salmon quality control education
8 program; and providing for an effective date."

9 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

10 * Section 1. The sum of \$170,000 is appropriated from the general fund to
11 the Legislative Council for the salmon quality control education program
12 recommended by the education subcommittee of the Senate committee on quality
13 assurance in the salmon fishing industry.

14 * Sec. 2. The unexpended and unobligated portion of the appropriation
15 made by this Act lapses into the general fund June 30, 1981.

16 * Sec. 3. This Act takes effect immediately in accordance with AS 01.10.-
17 070(c).

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Introduced: 2/18/80
Referred: Resources and
Finance

BY THE RULES COMMITTEE BY REQUEST
OF THE SALMON QUALITY CONTROL
STUDY COMMITTEE

1 IN THE SENATE

2 SENATE BILL NO. 476

3 IN THE LEGISLATURE OF THE STATE OF ALASKA

4 ELEVENTH LEGISLATURE - SECOND SESSION

5 A BILL

6 For an Act entitled: "An Act relating to loans for upgrading fish holds in
7 commercial fishing vessels; and providing for an
8 effective date."

9 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

10 * Section 1. AS 16.10.310(a)(1)(A) is amended to read:

11 (A) individual commercial fishermen who have been state
12 residents for a continuous period of five years immediately
13 preceding the date of application for a loan under AS 16.10.300 -
14 16.10.370 and have had a crewmember or commercial fishing license
15 under AS 16.05.480 or a permit under AS 16.43 for any one of the
16 past five years, and who actively participated in the fishery
17 during that period, for

18 (i) the repair, restoration or upgrading of
19 existing vessels and gear;

20 (ii) the upgrading of fish holds in existing vessels;

21 (iii) [, FOR] the purchase of entry permits and
22 gear; and

23 (iv) [, AND FOR] the construction and purchase of
24 vessels; and

25 * Sec. 2. AS 16.10.310(a)(1)(C) is amended to read:

26 (C) corporations, partnerships, or joint ventures, 100
27 percent of which are owned by individual commercial fishermen who
28 have been state residents for a continuous period of five years
29 immediately preceding the date of application for a loan under

1 AS 16.10.300 - 16.10.370 and have had a crewmember or commercial
2 fishing license under AS 16.05.480 or a permit under AS 16.43 for
3 any one of the past five years, and who actively participated in
4 the fishery during that period, for

5 (i) the repair, restoration or upgrading of exist-
6 ing vessels and gear;

7 (ii) the upgrading of fish holds in existing vessels;

8 (iii) [, FOR] the purchase of gear; and

9 (iv) [, AND FOR] the construction and purchase of
10 vessels;

11 * Sec. 3. AS 16.10.320(a) is amended to read:

12 (a) Except as otherwise provided in [(b), (c), (d), AND (e) OF]
13 this section, commercial fishing loans granted under AS 16.10.300 -
14 16.10.370

15 (1) may not exceed \$500,000;

16 (2) may not exceed a term of 15 years;

17 (3) may not bear interest exceeding nine and one-half per-
18 cent;

19 (4) shall be secured by a first priority lien and appropriate
20 security agreement; and

21 (5) may not exceed 75 percent of the appraised value of the
22 collateral used to secure the loan, except that a loan granted under
23 AS 16.10.333 for the purchase of an Alaska limited entry permit may not
24 exceed an amount determined in accordance with (f) of this section.

25 * Sec. 4. AS 16.10.320 is amended by adding a new subsection to read:

26 (h) A loan made under AS 16.10.310(a)(1)(A)(ii) or (C)(ii) for
27 upgrading fish holds may not exceed \$10,000.

28 * Sec. 5. AS 16.10 is amended by adding a new section to read:

29 Sec. 16.10.325. EXPEDITIOUS HANDLING OF LOANS FOR UPGRADING FISH

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HOLDS. (a) The department is authorized to establish a position in the division of business loans with the primary responsibility to expedite the processing of applications for loans made under AS 16.10.310(a)-(1)(A)(ii) and (C)(ii) for upgrading fish holds.

(b) The department shall adopt regulations in accordance with the Administrative Procedure Act (AS 44.62) to provide for expeditious handling of applications for loans made under AS 16.10.310(a)(1)(A)(ii) and (C)(ii) for upgrading fish holds. The regulations may include a provision for a short application form for the loan if the department already holds a first priority lien on the applicant's fishing vessel or if the security offered for the loan is an Alaska limited entry permit.

* Sec. 6. This Act takes effect immediately in accordance with AS 01.10.-070(c).

REPORT OF THE ALASKA SENATE COMMITTEE ON QUALITY
ASSURANCE IN THE SALMON FISHING INDUSTRY
BY THE SUBCOMMITTEE ON EDUCATION

Background and Need

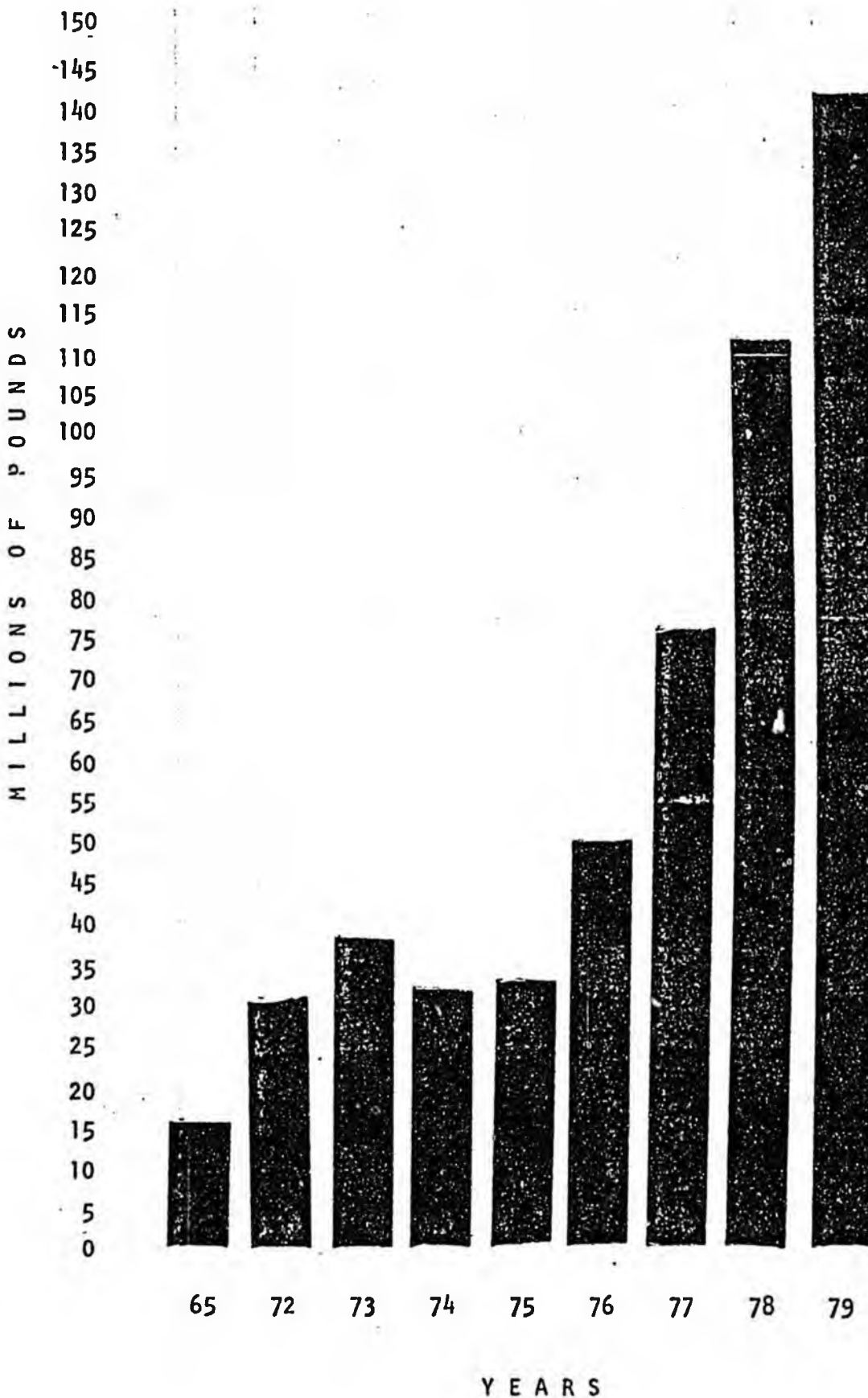
The Alaska salmon industry has undergone a major change in the last ten years. This change consisted of a shift from a primary emphasis on canned salmon to a heavy emphasis on fresh and frozen salmon processing (Fig. 1). This shift is as dramatic as, and is economically more significant than the development of the tanner crab fishery.

Traditionally, the fresh and frozen salmon markets were supplied by troll-caught salmon from Southeast Alaska and the Pacific Northwest. These were high-quality silver and king salmon, bled and dressed immediately after capture and iced within a short period of time. The supply was supplemented by gillnet-caught salmon, again principally silvers and kings.

As the market for fresh and frozen salmon expanded, it had to be filled with net-caught salmon. This move was accompanied by an increase in cold storage capacity in the Gulf of Alaska and air shipments from Bristol Bay and the AYK district.

During the last four years the growth has been dramatic (Fig. 1). In 1979 over 100 million pounds of salmon, including sockeye, chums and pinks that would previously have gone into the can, went to the frozen market. This is accomplished

ALASKA FROZEN SALMON PRODUCTION



by "high grading" at the plant, which has resulted in an overall lowering of quality in both the canned and frozen product.

Many of the fishermen and processors who are now producing for the fresh and frozen market formerly canned all of their product. Therefore, they are not familiar with the proper methods of handling fish to attain a high quality frozen product.

In Japan and Europe the devaluation of the U.S. dollar has put salmon within the buying range of more people. The Japanese market is for high quality dressed salmon with the head on, which are sold whole on the retail market. In Europe, the demand is for frozen salmon which are thawed and split for mild curing and smoking. Both markets demand a quality fish with no external or internal blemishes or visible flaws. North America, too, is experiencing a shift toward fresh and frozen salmon for use as steaks and fillets and, to a lesser extent, the mild cure and smoking market.

European and Asian markets are looking to our competition for a high quality product. This includes Canada and Norway, both of whom have high quality standards set by government regulation.

Processors in Europe complain about bruises, soft flesh, belly burn, rancidity and poor butchering of the product they receive from the U.S., including Alaska. These are all caused by improper handling and processing.

Problem

The Alaska fish are as good as any when they come from the water, but several million pounds of frozen salmon were condemned by state and federal inspectors after the 1979 season. Quality loss occurs in the hands of humans.

The problem of salmon quality is statewide, but is more critical in areas where the production of frozen salmon is a relatively new form of processing.

Goals and Objectives

The goal of this project is to "Raise the quality of Alaska frozen salmon to a level that will meet or exceed that of any other country's product competing on a world market."

Our immediate objective is to improve the overall quality of Alaska salmon. Clearly, efforts need to be made in assisting the industry to improve the quality of salmon submitted to the world markets. Education is needed in proper techniques for handling salmon.

A committee has been appointed to determine these educational needs and the kinds of educational efforts the state should support. A broad-based educational program, directed at fishermen, tendermen and fish processors, is recommended by the committee.

Approach

A broad-based education program will be developed. This program must be delivered to the largest number of industry members possible. The project will reach fishermen, tendermen, processors and shippers of salmon; i.e., all segments of the industry. In order to reach most of the industry, a number of different audio and visual educational techniques will be employed. These will include, but not be limited to:

1. Seminars, workshops and conferences
2. Consultation services
3. Public service radio spots
4. "How-to" fact sheets
5. Slide series on handling salmon
6. 16-mm educational film on salmon handling and processing methods
7. Salmon handler's manual

In order to provide these educational services it will be necessary to employ a full-time specialist in the care, handling and processing of frozen salmon. This will need to be a long-term project. Current practices are ingrained and will take a number of years to change.

Outline of Education Activities

1. Seminars, workshops and conferences. Seminars and workshops will be conducted in fishing ports throughout the

state. These will be directed at fishermen and processing personnel. This mechanism is helpful in making industry members aware of the problem and will offer solutions to specific problems of each fishery and region. This has been demonstrated to be one of the best methods for provoking a desirable change.

A conference will be held to bring together the leaders of the fishermen's organizations with the objective of informing them of the problems poor quality has caused in the marketplace; to obtain their ideas for a long-range solution; and to enlist their support. A second conference will be held with the quality assurance personnel in the processing plants to inform them of the problems that occur in plants and to provide them with information and materials for training their in-plant workers.

2. Consultation services. In order to improve the quality of fish landed it will be necessary to do conversion work on many of the salmon vessels presently in use. This will include the installation of slush ice, refrigeration systems, or other types of cooling systems on the vessel. In some areas of the state the older or smaller vessels are not lined. Fish lay in the bilge or against hot engineroom bulkheads. In some cases boxing may be justified. The specialist would be available to provide technical information on these and other specific problems. In many cases, the

fishermen or processors could make the necessary changes themselves with technical assistance made available through this program.

3. Public service radio announcements (PSA's). All radio stations make time available for public service announcements. Several stations have been contacted and have expressed a willingness to air educational spots relating to good handling practices for salmon. A series of PSA's will be produced and distributed to all radio stations in coastal communities. The PSA's will contain "how-to" tips as well as what not to do. They will each contain an educational message; however, their prime function will be to raise the general awareness of the necessity for good handling practices. Through personal contact with participating radio stations it is expected that the PSA's will be aired at a time most fishermen listen to the broadcast band--at the time of the marine weather forecast.

4. "How-to" fact sheets. A series of "how-to" fact sheets will be written. They will be developed for each fishery by region. It is necessary to develop them by fishery and region because of the differences in the harvesting methods employed and the different conditions existing in each region. Fact sheets will also be developed for in-plant handling. Subjects to be covered will include, but

not be limited to, effects of temperature; sanitation; use of ice; refrigeration; etc. These fact sheets will be given broad distribution to fishermen and processors and be used in workshops and seminars.

5. Slide series on salmon handling and processing.

A series of slides is presently being assembled that shows the effect of poor handling and butchering practices. This series will be expanded to show proper methods. The series will be duplicated for use in workshops and seminars and will be available for fish processors to use in their own in-plant training sessions. These slides must be considered as a tool rather than standing on their own as an educational program.

6. 16-mm movie film/television tape on salmon handling and processing methods. A 16-mm educational movie film will be developed showing proper handling and icing and the processing of frozen salmon in the plant. Television tape copies of this film will be made available for circulation to schools and educational TV, and will be used in workshops, seminars, etc. A film will not be a complete educational program but will augment the other educational efforts.

7. Salmon handler's manual. The fact sheets will be completed and supplemented with additional materials to produce a salmon handler's manual. This manual will in-

clude the why as well as the how to. The major use of this manual will be for in-plant training by company personnel. It will also be used to train new quality control people in the plants.

Interactions

It is necessary that this project interact with present education efforts in salmon quality enhancement in both the private and public sectors. This would include the University of Alaska, the National Food Processors Association, fishermen's associations, and the state legislature.

It is recommended that a permanent advisory committee be appointed to monitor the program. This committee should meet on a quarterly basis to review progress and to identify problem areas.

Salmon Quality Education

BUDGET

SALARIES

Instructor 12 mo @ \$3000 mo	\$ 36,000	
Clerical assistance 1/2 time 12 mo	8,000	
	<u>44,000</u>	
Staff benefits @ 20.5%	9,020	
TOTAL		\$ 53,020

EQUIPMENT

Office equipment	1,500	
Audio Visual	<u>950</u>	
TOTAL		2,450

EXPENDABLE SUPPLIES

Recording tape	480	
35-mm film	120	
Office supplies	<u>200</u>	
TOTAL		800

TRAVEL

7,800

CONTRACTUAL SERVICES

16-mm movie	40,000	
Printing (fact sheets, manual)	13,200	
Postage	1,100	
Communications	3,000	
Xerox and drafting	2,000	
Video tapes	400	
Reproduction of slide sets	500	
Subcommittee travel and per diem	<u>10,000</u>	
TOTAL		<u>70,200</u>

TOTAL DIRECT 134,270

TOTAL INDIRECT @ 50.8% of S & W 22,352

GRAND TOTAL \$156,622