

AK LEGISLATURE SPECIAL COMMITTEE FILES SCOMM 147 31637

Alaska Salmon Marketing Grant Program

2004 Alaska Salmon Marketing Grantees

*	Grantee	Project	Grant Amount	*	Grantee	Project	Grant Amount
43	Ocean Beauty Seafoods	Smoked Salmon	\$232,751	56	Sockeye Alaska	Fishermen Direct Marketing	\$23,312
44	Ocean Beauty Seafoods	Sockeye Salmon	\$152,234	57	Taku River Reds	Fishermen Direct Marketing	\$11,935
45	Old Harbor's Finest	Fishermen Direct Marketing	\$6,412	58	Trappers Creek Smoking Company	Salmon Jerky Marketing	\$175,000
46	Omega Foods, Ltd.	Pink Salmon Burger Marketing	\$160,000	59	Trident Seafoods	Pink Salmon Burger Marketing	\$1,275,000
47	Peninsula Processing & Smokehouse	Internet Marketing	\$50,000	60	Trident Seafoods	Tail Pink Canned Promotions	\$5,424
48	Peter Pan Seafoods	Boneless/skinless Pink Can Marketing	\$55,000	61	Trident Seafoods	Tail Pink Canned Promotions	\$77,500
49	Peter Pan Seafoods	Tail Pink Canned Promotions	\$307,500	62	Troll Point Fisheries	Fishermen Direct Marketing	\$16,000
50	Pitt Company	Event Marketing	\$170,000	63	Wild By Nature	Fishermen Direct Marketing	\$21,868
51	Sea Products	Specialty Product Marketing	\$100,000	64	Wildcatch	Specialty Product Marketing	\$154,560
52	Seafood Producers Cooperative	Troll Salmon Marketing	\$112,291	65	Wildsource	Specialty Product Marketing	\$25,800
53	Signature Seafoods	Chum and Pink Marketing	\$13,667	66	Wind and Tide	Fishermen Direct Marketing	\$18,881
54	Leslie Smith	Fishermen Direct Marketing	\$12,870	67	Wrangell Seafoods	Specialty Product Marketing	\$25,407
55	Smoky Bay Fisheries	Fishermen Direct Marketing	\$10,880				



ASMP grants assisted producers in creating wild Alaska salmon logo designs.

2005 Alaska Salmon Marketing Grantees

*	Grantee	Project	Grant Amount	*	Grantee	Project	Grant Amount
1	Alaska Wild Salmon Company	Fishermen Direct Marketing	\$1,500	7	Lofoten Fish Company	Fishermen Direct Marketing	\$6,507
2	Boreal Fisheries, Inc.	Yukon River Salmon Marketing	\$14,474	8	Masercoll Fish Processors	Yukon River Salmon Marketing	\$7,500
3	D. Jay Enterprises	Troll Salmon Marketing	\$20,133	9	NorQuest Seafoods	Cruise Ship Promotions	\$25,000
4	Family Pride, Inc.	Fishermen Direct Marketing	\$15,664	10	Ugashik Wild Salmon Company	Fresh Bristol Bay Sockeye	\$15,133
5	Fisherman's Express LLC	Specialty Product Marketing	\$40,000				
6	Island Seafoods	Market Development	\$57,500				

* Numbers by grantees correspond with regional map on pages 5-7



Shelbie Umphenour and Janet McCormick with Interior Alaska Fish Processors, an Upper Yukon River processor, show their products at the Boston Seafood Show, 2006.

Fisheries Economic Development Grant Program

Changing wild Alaska salmon product form to meet changes in the seafood marketplace.

The Fisheries Economic Development Grant Program was a competitive matching grant program intended to assist in capital equipment and infrastructure investments. The grant program focused on equipment that increased industry's productivity and efficiency. For-profit applicants were awarded grants at a \$1 to \$1 match. Non-profit grants were available at a \$3 to \$1 match. The program ran for four consecutive years from 2003 through 2006.

Visit the program web site for more detailed project information at: <http://www.commerce.state.ak.us/oed/seafood/revitalization/projects.htm>



Leader Creek Fisheries in Naknek, Alaska, processes sockeye fillets with Strategy equipment.

2003 Fisheries Economic Development Grant Program

* Grantee	Project	Grant Amount	* Grantee	Project	Grant Amount
1 Alaska Salmon Purchasers	Totes Ice Machine	\$33,638	21 Northern Southeast Regional Aquaculture Assn	Live Capture Processing Equipment	\$88,800
2 Alaska Shellfish Growers Assn.	Shellfish Mariculture Equipment	\$245,027	22 Old Harbor's Finest	Smoking Equipment	\$46,000
3 Aleutians East Borough	Value Added Equipment	\$205,500	23 Pacific Star Seafoods	Freezer Baskets, Pin Bone Machine, Totes	\$69,833
4 Auction Block Company	Ice Plant and Ice Delivery Improvements	\$22,750	24 Petersburg Econ. Dev.	Cold Storage Facility	\$1,290,000
5 Bering Sea Fishermen's Assn.	Fish Buying Station	\$460,130	25 Portage Distributing	Gel Ice Equipment and Upgrades	\$72,425
6 Bristol Bay Econ. Dev. Corporation	Ice Barge	\$500,000	26 Prime Select Seafoods	Equipment Purchase, Plant Renovation	\$33,172
7 Chignik Seafood Producers Alliance	Live Capture Processing Equipment	\$93,964	27 Prince William Sound Aquaculture Corporation	Chum Salmon Enhancement	\$230,400
8 City of Angoon	Ice Machine and Upgrades	\$163,590	28 Pristine Products Oyster Farms	Floating Oyster Smoke House	\$13,288
9 City of Coffman Cove	Processing Facility	\$123,000	29 Chugach Regional Resource Comm.	Algae Rearing System	\$242,240
10 City of Dillingham	All-Tide Dock	\$2,150,000	30 Salamatos Seafoods	Value-Added Equipment	\$63,400
11 City of Valdez	Ice Machine, Fish Pump, Fishermen's Crane	\$268,000	31 Sea Products	Freezer, Value Added Equipment	\$49,912
12 City of Wrangell	Tunnel Freezer, Value-Added Equipment	\$1,258,000	32 Seafood Producers Cooperative	Value-Added Processing Equipment	\$180,273
13 Cross Sound Marketing Assn.	Fish Buying Station	\$125,000	33 Tammy Lin Fisheries	Vacuum Packer for At Sea Troller	\$8,235
14 Deep Creek Custom Packing	Fillet Line	\$25,115	34 Tonka Seafoods	Retort Pouch Equipment	\$23,936
15 Half Moon Bay Fisheries	Refrigerated Sea Water for Tender	\$15,000	35 Whiting Harbor Oyster Farm	Shellfish Mariculture Equipment	\$4,347
16 Icy Strait Seafoods	Roe Processing Equipment	\$38,265	36 Yardarm Knot	Tender RSW System	\$32,500
17 Kachemak Shellfish Mariculture Assn.	Processing Retail Facility & Rearing Equipment	\$172,112	37 Yukon Delta Fisheries Dev. Assn.	Value-Added Equipment	\$170,000
18 Kodiak Salmon Packers	Processing, Freezing Storing Equipment	\$635,000	38 Peninsula Processing & Smokehouse	Value-Added Equipment	\$77,877
19 Krostof Clam Company	Intertidal Geoduck Mariculture	\$10,105	39 Ketchikan Regional Cold Storage Assn	Cold Storage Facility	\$76,073
20 Lower Kuskokwim Econ. Dev. Council	Slush Bag Installation	\$15,500			

2004 Fisheries Economic Development Grant Program

* Grantee	Project	Grant Amount	* Grantee	Project	Grant Amount
1 Alaska Glacier Seafoods	Value-Added Equipment	\$98,850	17 Lower Kuskokwim Econ. Dev. Council	Slush Bag Installation	\$10,000
2 Alaska Protein Recovery	Oil Recovery Equipment	\$135,000	18 Metlakatla Indian Community	Tunnel Freezer	\$300,000
3 Arctic Circle Seafood	Facility Improvements	\$9,750	19 NorQuest Seafoods	Roe Equipment	\$61,619
4 City of Adak	Small Boat Harbor	\$1,500,000	20 Captain's Glacier Fresh	Processing Facility	\$12,937
5 Coal Point Trading Company	Specialty Canning Equipment	\$49,450	21 Northern Keta Caviar	Refrigerated Truck, Blast Freezer	\$30,000
6 Coastal Cold Storage	Packaging Equipment	\$12,500	22 10th and M Seafoods	Value-Added Equipment	\$144,939
7 Copper River Fine Seafoods	Value-Added Equipment	\$309,100	23 Portage Distributing	Gel Pack Equipment	\$5,121
8 Cross Sound Seafoods	Processing Facility	\$15,000	24 Prime Select Seafoods	Value-Added Equipment	\$14,380
9 Desire Fish Company	Processing, Storage Improvements	\$4,181	25 Roy Smith	Value-Added Equipment	\$18,725
10 Great Pacific Seafood	Value-Added Equipment	\$100,670	26 Seafood Producers Cooperative	Value-Added Equipment	\$32,900
11 Haines Packing Company	Value-Added Equipment	\$52,045	27 Sockeye Alaska Seafoods	Value-Added Equipment	\$4,772
12 Indian Valley Meats	Value-Added Equipment	\$29,500	28 Starr Fisheries	Processing Facility	\$20,000
13 Interior Alaska Fish Processors	Cold Storage Facilities	\$4,500	29 Taku River Reds	Freezer	\$2,250
14 Kodiak Salmon Packers	Processing, Freezing, Storing Equipment	\$165,000	30 Trapper's Creek Smoking Company	Value-Added Equipment	\$35,680
15 Leader Creek Fisheries	Value-Added Equipment	\$125,500	31 Wild By Nature	Quality/Handling Equipment	\$9,300
16 Lofoten Fish Company	Facilities Improvement	\$2,000	32 Yakutat Salmon Board	Tangle Net Fishery	\$4,061

* Numbers by grantees correspond with regional map on pages 6-7.

Fisheries Economic Development Grant Program

2005 Fisheries Economic Development Grant Program

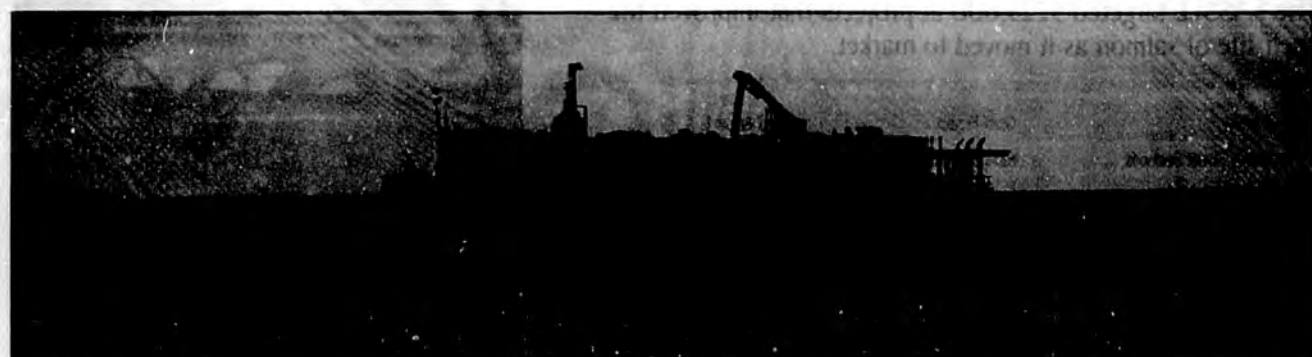
* Grantee	Project	Grant Amount
1 10th and M Seafoods	Value-Added Equipment	\$ 31,500
2 Alaska Blue Harvest Seafoods	Value-Added Equipment	\$ 8,900
3 Alaska Spirit	Value-Added Equipment	\$36,500
4 Anchor Point Seafoods	Equipment/Building Improvements	\$22,764
5 Baranof Frozen Foods	Ice Plant	\$ 100,000
6 Baywatch Seafoods	Freezers	\$30,000
7 Boreal Fisheries	Value-Added Equipment	\$58,773
8 Captain's Glacier Fresh Salmon	Handling Equipment	\$ 6,550
9 City of Wrangell	Cold Storage Facility	\$1,100,000
10 Coastal Fisheries	Sea Urchin Processing Facility	\$83,438
11 Coffee Point Seafoods	Cold Storage	\$43,039
12 Copper River Fine Seafood	Freezer Expansion	\$322,500
13 Family Pride	Live Processing Equipment	\$ 16,490
14 Great Ruby Fish Company	Freezing, Value-Added Equipment	\$40,000
15 Haines Packing Company	Value-Added Equipment	\$90,800
16 Horst Alaskan Seafood	Freezer, Value-Added Equipment	\$35,455

* Grantee	Project	Grant Amount
17 Icy Strait Seafoods	Roe Equipment	\$65,250
18 City & Borough of Juneau	Fishermens Crane	\$50,778
19 Kotzebue Sound Fisheries Association	Plant Facility Improvements	\$100,000
20 Kwipak Fisheries	Quality Handling Improvements	\$137,735
21 Lofoten Fish Company	Facility Improvements	\$ 800
22 Maserouliq Fish Processors	Value-Added Equipment	\$8,560
23 Olga Moser Bay Sids Prod. Alliance	Quality and Handling Equipment	\$26,980
24 Pacific Star Seafoods	Value-Added Equipment	\$39,092
25 Peninsula Processing & Smokehouse	Value-Added Equipment	\$28,598
26 Petersburg Econ. Dev. Council	Cold Storage Facility	\$470,000
27 Pristine Products	Cold Storage Facility	\$7,007
28 Salamatof Seafoods	Value-Added Equipment	\$105,332
29 Sea Products	Value-Added Equipment	\$67,122
30 Silversword Seafoods of Alaska	Live Processing Facility	\$13,000
31 Starr Fisheries	Shellfish Growout Improvements	\$6,783
32 Ugashik Setnet	Value-Added Equipment	\$ 31,050
33 Wildsource	Value-Added Equipment	\$70,889

2006 Fisheries Economic Development Grant Program

* Grantee	Project	Grant Amount
1 10th & M Seafoods	Value-Added Equipment	\$91,640
2 Alaska Family Salmon	Value-Added Equipment	\$56,725
3 Alaska Glacier Seafoods	Ice Plant	\$100,000
4 Alaska Seafood Company	Facility Expansion	\$49,197
5 Arctic Paws	Water Reduction Equipment	\$100,000
6 Armstrong Keta	King Salmon Enhancement	\$100,000
7 Baranof Frozen Foods	Freezer and Refrigeration Expansion	\$100,000
8 Bristol Bay Borough	Handling Equipment	\$23,333
9 Dejon Delights	Value-Added Equipment and Freezer	\$10,703
10 E.C. Phillips & Son	Plant Improvements	\$100,000
11 Great Pacific Seafoods	Value-Added Equipment	\$100,000
12 Horst's Alaskan Seafood	Facility Expansion	\$100,000
13 Indian Valley Meats	Packaging Equipment	\$70,150
14 Interior Alaska Fish Processors	Facility Improvements	\$51,945
15 Kenai River Seafoods	Value-Added Equipment	\$31,975
16 Leader Creek Fisheries	Value-Added Equipment	\$87,500

* Grantee	Project	Grant Amount
17 David Loutrel	Live Processing Equipment	\$22,918
18 Maserouliq Fish Processors	Facility Improvements	\$11,850
19 John Murray	Facility Improvements	\$3,730
20 Nome Fishermen's Assn.	Hatchery Incubation Improvements	\$39,067
21 Northern Keta Caviar	Value-Added Equipment	\$53,688
22 Northern Lights Smokeries	Value-Added Equipment	\$5,282
23 Noyes Island Seafood Company	Value-Added Equipment	\$54,069
24 Olga Moser Bay Sids Prod. Alliance	Communication Equipment	\$7,981
25 Pacific Star Seafoods	Value-Added Equipment	\$57,858
26 Pearl of Alaska	Processing Facility	\$97,740
27 R&J Seafoods	Value-Added Equipment	\$53,750
28 Southeast Seafoods	Value-Added Equipment	\$11,250
29 Starr Fisheries	Shellfish Mariculture Equipment	\$2,328
30 Yakutat Seafoods	Value-Added Equipment	\$77,500
31 Yukon River Drainage Fisheries Assn.	Totes	\$32,720
32 Copper River Fine Seafoods	Whelk Resource Fishery	\$40,000



Bristol Bay Economic Development Corporation's *Bristol Maid* provides ice to the Egegik District fishing fleet in 2006.

* Numbers by grantees correspond with regional map on pages 6-7.

Targeted Fisheries Assistance Program

Quality and efficiency improvements for the salmon industry.

The Targeted Fisheries Assistance Grant Program allowed the Strategy to identify deficiencies in the Alaska salmon industry and develop grant programs to assist in making improvements. In total there were four sub-grant programs.

For detailed project information, visit the website at <http://www.commerce.state.ak.us/oed/seafood/revitalization/assistance.htm>

Cook Inlet Icing Program ▲

The CIP targeted \$725,000 for ice machine in the Cook Inlet region.

* Grantee	Grant Project	Grant Amount
1 Cook Inlet Salmon Brand	Ice Machine	\$725,000



One of two ice machines purchased by Cook Inlet Salmon Brand for salmon fishermen in Cook Inlet

Western Alaska Set Net and Upper Yukon Fish Wheel Improvement Program ▲

The WASIP targeted over \$300,000 into productivity improvements and innovated efficiencies into Western Alaska set net and Upper Yukon fish wheel operations.

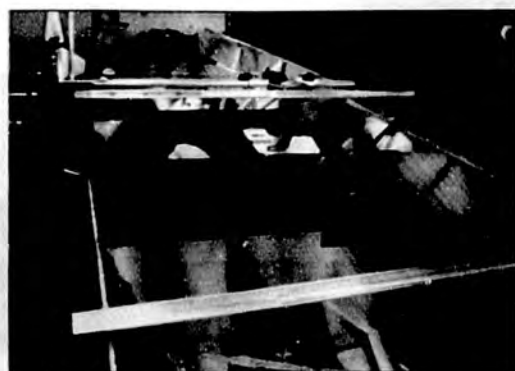
* Grantee	Grant Project	Grant Amount
1 Briggs Way Fishing Company	Set Net Operational Efficiencies	\$47,807
2 Bristol Bay Seafood Marketing Cooperative	Totes and Crane	\$25,375
3 Coastal Villages Seafoods	Ice Machines	\$100,000
4 Dylan Brand	Set Net Operational Efficiencies	\$11,431
5 Eddie Clark	Set Net Operational Efficiencies	\$8,173
6 Ekluk Village Council	Specialized Set Net Vessels	\$26,292

* Grantee	Grant Project	Grant Amount
7 Kaltag Fishermen's Association	Totes and Ice Handling	\$8,450
8 Kwikpak Fisheries	Modified Tender and Slush Bags	\$16,250
9 Marvin Ebnert	Slush Bags & Totes	\$1,350
10 Pilot Point Tribal Council	Ice Machine Renovation Project	\$25,211
11 Skeleton Coast	Set Net Operational Efficiencies	\$1,483
12 Ross Marley	Set Net Operational Efficiencies	\$3,442
13 Rudy Saarheim	Set Net Operational Efficiencies	\$14,299

Southeast Alaska Salmon Shelf-Life Extension Program ▲

The SASSLE targeted \$225,000 at projects that improved the shelf-life of salmon as it moved to market.

* Grantee	Grant Project	Grant Amount
1 Alaska Glacier Seafoods	Refrigerated Sea Water for Tender	\$43,152
2 Ed Hansen	Vessel Processing Improvements	\$10,500
3 Haines Borough	Ice Facility	\$115,750
4 Icy Strait Seafoods	Roe Packaging Innovations	\$26,125
5 Jack Ross	Vessel Hold Insulation	\$4,350
6 Mac Meiners	Vessel Processing Improvements	\$10,220
7 Sea Level Seafoods	Quality Handling Equipment	\$15,000



Dylan Brand's "set-net monster" grant produced a custom designed vessel to improve quality at his Bristol Bay set net site.

* Numbers by grantees correspond with regional map on pages 6-7.

Targeted Fisheries Assistance Program



Through SAVQUP over 130 salmon harvestors and tenders matched grant dollars for quality-related improvements on their salmon vessels.

Salmon Vessel Quality Upgrade Program ▲

The SAVQUP targeted \$1,780,000 to quality related improvements and upgrades on Alaska salmon fishing and tender vessels.

* Grantee	Grant Amount	* Grantee	Grant Amount	* Grantee	Grant Amount	* Grantee	Grant Amount
1 Aaron Miller	\$8,968	35 Dan Farren	\$25,000	68 John Murray	\$ 5,105	101 Peter Alexson	\$ 6,206
2 Al Cratty	\$20,000	36 Daniel Castle	\$25,000	69 John Polivka	\$ 400	102 Peter Hannah	\$ 2,700
3 Alan Otness	\$17,882	37 Daniel Crome	\$ 15,207	70 Ian Fisk	\$25,000	103 Philip Robbins	\$ 13,480
4 Alan Reeves	\$23,729	38 Daniel Veerhusen	\$25,000	71 Steve Fish	\$ 5,000	104 Randall Dobrydnia	\$ 10,472
5 Alexander Reutov	\$20,650	39 David Somerville	\$20,745	72 Karl Jordan	\$ 4,435	105 Ray Ford	\$ 5,752
6 Alf Skafestad	\$5,594	40 David Turcott	\$ 3,670	73 Kenneth Jones	\$ 4,054	106 Raymond Evens	\$ 4,930
7 Andrew Kittams	\$16,605	41 Thomas Miller	\$ 14,963	74 Kenny Rogers	\$ 6,862	107 Richard Metzger	\$ 2,700
8 Andrew Wright	\$10,161	42 Edward Day	\$ 11,398	75 Kimberly Peterson	\$24,690	108 Rickey Williams	\$19,500
9 Scott McKenzie	\$ 8,375	43 Eric Anderson	\$ 6,941	76 Kory Blake	\$ 4,041	109 Robert Martin	\$ 15,148
10 Robyn McKenzie	\$13,125	44 Eva Holm	\$19,693	77 Kurtis Klose	\$20,974	110 Roderick McCay	\$ 6,821
11 Arnold Bakke	\$ 1,602	45 Alfred Hostad	\$ 6,618	78 Charles Rehder	\$15,590	111 Ronald Lindsey	\$ 6,731
12 Art Forbes	\$ 997	46 Frederick Stager	\$ 17,819	79 Larry Cabana	\$25,000	112 Roy Smith	\$22,774
13 Bert McCay	\$4,855	47 Fritz Johnson	\$16,272	80 Lawrence Demmert	\$24,995	113 Scott McKenzie	\$ 4,550
14 Bonny Millard	\$19,253	48 Gary Egerton	\$24,872	81 Leonard Leach	\$ 3,352	114 Shawn Williams	\$ 16,313
15 Brad Deering	\$12,695	49 Gary Slaven	\$ 7,770	82 Leroy Cabana	\$ 3,373	115 Shawna Rittenhouse	\$17,500
16 Brent Crowe	\$17,384	50 Gary Stevens	\$ 9,773	83 Leslie Allen	\$11,392	116 Sherry Tuttle	\$16,691
17 Brian Gerard	\$25,000	51 Geoff Peterson	\$18,131	84 Lou Barr	\$ 4,000	117 Steven Axelsson	\$21,723
18 Brian Merritt	\$2,160	52 George Covell	\$ 6,110	85 Mac Meiners	\$20,585	118 Steven Syndam	\$25,000
19 Brian O'Riley	\$4,390	53 George Mentel	\$ 2,670	86 Malcolm Ross	\$16,650	119 Steven Syndam	\$21,168
20 Bruce Hendrickson	\$9,751	54 George Reutov	\$14,500	87 Mark Edminster	\$ 7,500	120 Stosh Anderson	\$25,000
21 Bruce Schacter	\$ 8,380	55 Glen Gardner	\$25,000	88 Mark Larsen	\$ 722	121 Tanner Smith	\$ 7,009
22 Bryan Howey	\$14,040	56 Grant Newton	\$10,035	89 Matthew Haffner	\$ 3,741	122 Thomas Fisher	\$ 3,900
23 Bryan Ferris	\$25,000	57 Gregg Bosick	\$23,850	90 Robyn McKenzie	\$ 5,200	123 Tim Cabana	\$25,000
24 Karen Rosvold	\$25,000	58 Gunter Math	\$ 4,080	91 Michael Bowen	\$ 1,913	124 Timothy Gossett	\$25,000
25 Chad Smith	\$ 9,985	59 Harold Enloe	\$25,000	92 Michael Durschi	\$25,000	125 Tom Kouremetis	\$21,645
26 Charles Piercy	\$ 322	60 Harold Haynes	\$17,425	93 Michael Fropero	\$ 7,127	126 Tom Sims	\$ 6,380
27 Charles Zieske	\$ 5,468	61 James Edson	\$15,700	94 Nathan Tueller	\$12,439	127 Vernon Crane	\$15,050
28 Christopher Perry	\$16,787	62 James Monroe	\$25,000	95 Norman Alsop	\$22,718	128 Victor Wellington Sr	\$18,048
29 Clarence Jackson Sr.	\$11,063	63 Jeff Cabana	\$25,000	96 Craig Evens	\$11,300	129 Warren Wilson	\$12,737
30 Cliff Bendixen	\$14,182	64 Jeffrey Bassett	\$ 1,690	97 Patrick Day	\$13,258	130 Wilbur Willis	\$ 4,500
31 Craig Schauf	\$18,000	65 John Knight	\$11,170	98 Paul Holmberg	\$16,500	131 William Dushkin	\$21,629
32 Dale Carlson	\$14,570	66 John Ludrick	\$ 9,814	99 Paul Schaack	\$ 2,893	132 Yakov Reutov	\$25,000
33 Dale Pedersen	\$12,645	67 John McLean	\$14,717	100 Paul Southland	\$11,850	133 Yancey Nilsen	\$13,030
34 Dan Doak	\$25,000					134 Yingve Olsson	\$ 8,447

* Numbers by grantees correspond with regional map on pages 6-7.

Rural Development Initiative Fund

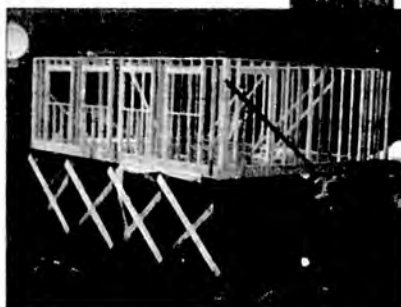
Loan funds for rural seafood projects.

\$1.5 million of Strategy funds went to the Alaska Department of Commerce's Division of Investments to further capitalize the Rural Development Initiative Fund (RDIF).

RDIF is a revolving loan fund designed to provide private sector employment by financing the start-up and expansion of rural businesses that will create significant long-term employment. With the disaster relief funds, all first generation loans were made into seafood related ventures.

RDIF was initially capitalized in 2000 with \$2 million. Those funds led to 24 loans to small, rural businesses, most occurring in coastal Alaska. An estimated sixty direct jobs occurred as a result of those loans. The Strategy's increased capitalization opens the fund to another generation of loans specifically targeting seafood operations.

Since that appropriation, all of the original Strategy funds have been loaned through the program. As this is a revolving loan funds, future loan opportunities will remain.



Ovi Spencer, of Pelicans Cross Sound Seafoods, helps build new processing facility (insert) with help from Strategy funds.

Loans made under RDIF with Revitalization Strategy funding include tender vessel purchases, marine related equipment, seafood processing plant and bunkhouses, quality related transportation investments, and seafood related businesses in coastal Alaska.

Along with the Rural Development Initiative Fund, the Division of Investments has three other loan programs that may be used for seafood industry projects.

1. **Commercial Fishing** – The Commercial Fishing loan fund provides long-term, low interest loans to promote the development of predominantly resident fisheries, and continued maintenance of commercial fishing vessels and gear for the purpose of improving the quality of Alaska seafood products.
2. **Fisheries Enhancement** – The Fisheries Enhancement loan fund may be used for planning, construction, and operation of fish hatchery facilities, including preconstruction activities necessary to obtain a permit, construction activities to build the hatchery facility and costs to operate the facility.
3. **Small Business Economic Development (SBED)** – SBED provides private sector employment by financing the start-up and expansion of businesses that will create significant long-term employment.

For information on requirements, terms and conditions, and fees, call:

Division of Investments
Juneau Office
3032 Vintage Blvd
Juneau, Alaska 99803-4159
(907)465-2510
Fax (907)465-2103

Anchorage Office
550 W. 7th Ave., Suite 1650
Anchorage, Alaska 99501-3568
(907)269-8150
Fax (907)269-8147

Toll Free 1-800-478-5626 within Alaska
TDD (907)465-4410

Research and Development

The Fisheries Revitalization Strategy dedicated over \$800,000 to research and development projects throughout the State

City of Seward



Alutiq Pride Shellfish Hatchery
Budget: \$420,401
Scope: Strategy funding to assist the hatchery in meeting seed obligations and research functions.

U of A Fairbanks, Kodiak Fishery Industrial Technology Center



Microwave Project
Budget: \$43,941
Scope: Kodiak Fish Tech Center, in partnership with Washington State University, explored the potential for microwave technology to be used on a massive scale within seafood processing facilities to take the place of retort processing.

Department of Fish & Game



Area M Test Fishery
Budget: \$25,000
Scope: A study to determine the catch composition of salmon caught in the False Pass area. Research available upon request.

Branch River Testing
Budget: \$69,968
Scope: The Branch River in Bristol Bay sustained record sockeye salmon returns starting in 2001. The study reviewed the effect a

return of this magnitude had on the river system productivity. Research completed and available upon request.

Dive Fishery Methodology
Budget: \$15,000

Scope: A test of the effectiveness of the Fish & Game dive fishery survey methodology. Research completed and available upon request.

Yakutat Sea Urchin and Sea Cucumber Resource Assessment
Budget: \$56,317

Scope: An assessment of the sea urchin and sea cucumber resource in the Yakutat area. The research determined adequate resource for a sea cucumber fishery, however, there was not enough to support a sea urchin fishery.

SE Geoduck Enhancement
Budget: \$107,000

Scope: An effort to plant geoduck seed in a wild environment to determine grow out capabilities and success. The project is to get underway in fall of 2006.

Cockle Grow Out and Market Feasibility
Budget: \$35,000

Scope: A research project to determine appropriate farming methods to raise cockles and market feasibility work to determine potential value.

Department of Commerce, Community and Economic Development



Shellfish Mariculture Industry Research
Budget: \$30,000
Scope: Industry research to determine appropriate changes for Alaska agencies to the shellfish mariculture industry.

Alaska Seafood Marketing Institute



Salmon Quality Handling Review, 2006
Budget: \$30,000
Scope: The fourth in a series of industry surveys to determine quality handling practices in the salmon industry.

Tongass Aquarium



Mariculture Technical Center Business Plan
Budget: \$25,000
Scope: Determine nature and scope of a mariculture technical center that will serve to consolidate shellfish mariculture research, training and funding needs.

Alaska Fisheries Business Assistance Project (FishBiz)

Direct training for Alaska's seafood businesses.

The Alaska Sea Grant Marine Advisory Program (MAP), University of Alaska-Fairbanks, runs Fishbiz, a small business technical assistance program targeting fishermen, small seafood processors and other related businesses. FishBiz provides tools, consultation, referrals, training and workshops on operating efficiencies, direct marketing, business planning, seafood processing and marketing.



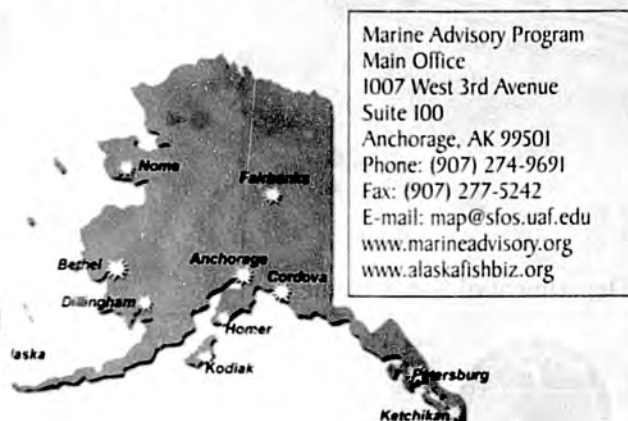
Through MAP, \$550,000 targets technical assistance to coastal Alaska's harvesters and small seafood businesses. Services include:

- One-on-one technical assistance for entrepreneurs;
- Statewide seafood training courses;
- Industry wide outreach using print, web, and other media;
- Seafood processing and marketing information;
- Fisheries business resource sourcebook and online database; and
- Audience specific training courses.

Seminars and Training

MAP held seminars across the state including:

- Onboard freezing and onboard quality handling;
- Small business planning;
- Seafood processing business development;
- Commercially canned products;
- HACCP, Sanitation, Processor quality training;
- Public seafood processing/cold storage facilities; and
- Roe processing.



Technical Publications

MAP is author to some of the most practical and influential seafood industry publications available to the salmon industry including:

- Business Resource Guide for Alaska Fishermen;
- Fishermen's Direct Marketing Manual;
- Planning Seafood Cold Storage;
- Making a Direct Transfer of Your Fishing Business;
- Common Mistakes in HACCP; and
- Care and Handling of Salmon: The Key to Quality.

Specialized Training

The Alaska Seafood Processing Leadership Institute (ASPLI) is a year-long training/mentorship program for up and coming seafood processing managers. ASPLI covers processing technology, marketing, leadership and management. Participants range from Petersburg to Kodiak to Unalakleet and work in a plant during the summer with a mentor. ASPLI concludes with a study tour in March 2007.

Contact Information

Participants in the salmon industry are encouraged to contact their local MAP agent and discuss MAP involvement in projects and issues. MAP has nine offices statewide – Anchorage, Bethel, Cordova, Dillingham, Homer, Ketchikan, Kodiak, Petersburg, and Unalaska. An office in Nome will be opened in the fall of 2006.

General and Specialty Event Marketing

Salmon marketing tailored to meet changing market demands.



Through the Alaska Seafood Marketing Institute (ASMI) and several other marketing initiatives, the Strategy funded important seafood marketing activities aligned with industry marketing efforts.

\$4.5 million of Strategy funds was dedicated to specials promotions through ASMI.

Cook It Frozen – To boost sales during the Fall 2004, when frozen products represented an excellent option for consumers, ASMI initiated the \$1.4 million consumer education "Cook It Frozen" campaign. Sales at retail grocery stores were supported by chef demonstrations, celebrity promotions including streaming video on the "Cook It Frozen" website, newspaper articles with Alaska seafood recipes, point of purchase material for the 3,500 participating stores, radio ads in thirteen major market areas, and wild Alaska salmon billboards in Seattle, Portland and Washington DC.



www.cookitfrozen.com

Canned/Shelf Stable Alaska Salmon Products – Starting in April 2005, this \$2 million consumer campaign moved traditional canned salmon by extending the momentum of the annual spring sales season, while carving inroads into the growing U.S.-Hispanic market. The campaign included radio ads, consumer shows, point of purchase materials in English and Spanish, grocery store demonstrations, a TV broadcast segment in Spanish starring a Hispanic celebrity spokesperson, and a consumer sweepstakes with an Alaska cruise grand prize.

Consumer Advertising Campaign - \$1 million in Strategy funds combined with \$2 million in federal funds obtained from the Alaska Fisheries Marketing Board, enable ASMI to field a national advertising campaign in food and lifestyle publications. The publications were read by consumers matching the Alaska Seafood demographic and by many chefs. The ads focused on different species and highlighted previously frozen seafood.

Specialty and Event Marketing

Asian Marketing – Starting in 2004, the Department of Commerce engaged in a dedicated marketing program to increase Alaska seafood sales into Korea, Hong Kong, China and Taiwan. Efforts included media events, print ads, trade missions and seafood shows.

Marine Stewardship Council – Through the Department of Fish & Game, the Strategy dedicated \$250,000 to the continued certification of Alaska's wild sustainable salmon fishery by the Marine Stewardship Council, a London-based, non-profit organization which certifies sustainably managed fisheries throughout the world.

Alaska Salmon Highlighted at the Boston Seafood – In 2005 and 2006, the Department of Commerce hosted an evening extravaganza event co-sponsored by agencies and industry to highlight Alaska salmon. The events, staged nearby the Boston Seafood Show, the nation's largest seafood industry trade show, brought in buyers and sellers of fine Alaska salmon and seafood, who were treated to Alaska seafood, entertainment and all things Alaskan.

Export Food Aid Demonstration Project – The Department of Commerce successfully held projects and promotions designed to place Alaska canned pink salmon into U.S. Department of Agriculture and United Nations' export food aid programs that purchase over \$1 billion of food annually. Canned salmon is an excellent source of protein for malnourished regions of the world.



Chefs prepare Alaska salmon and seafood for the "Go Wild" event at the 2006 Boston Seafood Show.

Contact Information

Contact the following offices for detailed information on the various Alaska Fisheries Revitalization Strategy Programs.

Office of the Governor

Alan Austerman, Senior Advisor on Fisheries Policy

(907) 465-3500 (Phone); (907) 465-3532 (Fax); alan_austerman@gov.state.ak.us

Program: Alaska Seafood Development Strategy

Alaska Department of Commerce, Community & Economic Development

Glenn Haight, Fisheries Development Specialist

(907) 465-5464 (Phone); (907) 465-5085 (Fax); glenn_haight@commerce.state.ak.us

Programs: Aid to Impacted Communities, Fisheries Economic Development Grant Program, Alaska Salmon Marketing Grant Program, Research and Development, Targeted Fisheries Assistance Grant Program, Small Business Technical Assistance

Debbie Maas, Grants Administrator

(907) 465-2023 (Phone); 907-465-3767 (Fax); debbie_maas@commerce.state.ak.us

Programs: Fisheries Economic Development Grant Program, Alaska Salmon Marketing Grant Program, Targeted Fisheries Assistance Grant Program

Geoff Whistler, Loan Officer/Division of Investments

(907) 465-2510 (Phone); 907-465-2103 (Fax); geoff_whistler@commerce.state.ak.us

Program: Rural Development Initiative Fund

Alaska Department of Fish & Game

Sue Aspelund, Special Assistant to the Commissioner

(907) 465-6139 (Phone); (907) 465-2604 (Fax); sue_aspelund@fishgame.state.ak.us

Programs: Research and Development, Targeted Fisheries Assistance Grant Program – Southeast Alaska Salmon Shelf-Life Extension Program, Marine Stewardship Council Certification

Alaska Department of Labor & Workforce Development

Paula Scavera, Special Assistant to the Commissioner

(907) 465-2700 (Phone); (907) 465-2784 (Fax); paula_scavera@labor.state.ak.us

Programs: Aid to Individuals

Alaska Seafood Marketing Institute

Laura Fleming, Director of Communications

(907) 465-5560 (Phone); (907) 465-5573 (Fax); laura_fleming@alaskaseafood.org

Programs: Alaska Seafood Marketing Institute programs

Front Cover: Nick Eliason on F/V Tammy Lin Landing King Salmon; Wild By Nature - Four Copper River fishermen from left to right - Dennis Zadra, Alicia Zadra, Heather Maxcy, Chris Maxcy, photo by Milo Burcham of Burcham Photography; F/V Mabel A of Yakutat, photo by Morgan Howard; Great Ruby Fish Company's Naknek processing facility; NorQuest plant in Petersburg with racks of roe; oil separation machine, Alaska Protein Recovery.

Back Cover: Fishing skiffs in Olga Bay, Kodiak; NorQuest plant employee, Joseph Buendia, in Ketchikan, preparing smoked pink salmon pouches; Rick Oltman of Cape Cleare with salmon bin; F/V Hard Flush in Cordova, Alaska, photo by Milo Burcham of Burcham Photography; Icy Strait Seafood roe machine in Juneau.

This publication was released by the Department of Commerce, Community & Economic Development. Its purpose is to report on the Alaska Fisheries Revitalization Strategy. It was produced at a cost of \$3.16 per copy and printed in Juneau, Alaska.



State of Alaska
Department of Commerce, Community
and Economic Development
Office of Economic Development
P.O. Box 110804
Juneau, Alaska 99811-0804

PRSRT STD
U.S. POSTAGE
PAID
JUNEAU, AK
PERMIT NO.98



Alaska Quality Seafood®

Certifying quality every step of the way

BioFach 2007 - Nürnberg, Germany
FEB 15-18, 2007 Hall 2 Stand 642
International Boston Seafood Show
MAR 11-13, 2007 Booth 909

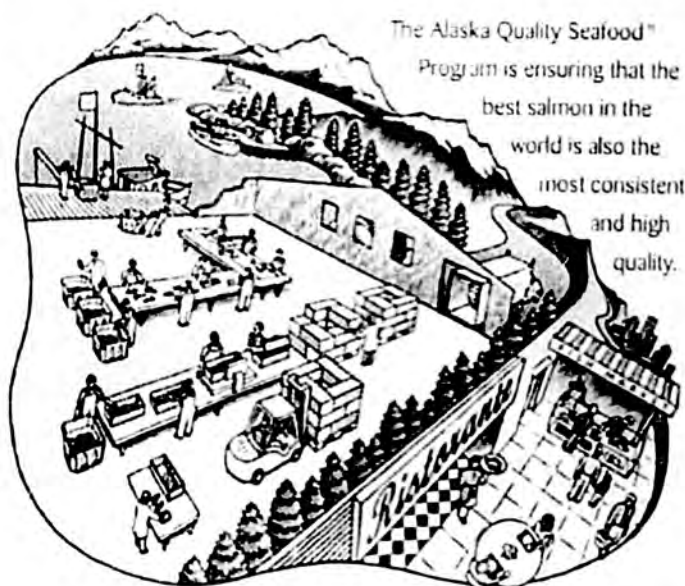
HOME | FEATURED EVENTS | PROGRAM OVERVIEW | PARTICIPANT INFO | BUYERS GUIDE | NEW TECHNOLOGIES | CONTACT US | TOUR



**Request for MSC
certification and audit
services**

Seafood Buyers
We inspect your orders
while they are being
processed and filled in
Alaska.

**Request Seafood
Inspection**



Alaska based AQS partners with MSC certification body Scientific Certification Systems, Inc. (SCS) to offer MSC chain of custody certification and audit services.

Find out more about the Marine Stewardship Council, its dedication to sustainable fisheries, and how MSC certification can add value to your Alaskan seafood products.



AQS IN THE NEWS

[Download
2007 Applications](#)

[New Processor](#)

[Returning Processor](#)

AQS welcomes New Board
Member:

Jeff Hetrick
Hatchery Director
Alutiq Shellfish Aquaculture

Sign up for our
Newsletter

[GO](#)

Copyright © 2006 Alaska Quality Seafood, Inc. All rights reserved.

*inspection services for buyers
web based data on capture processing
preservation / recommendations / Training on handling & transport
end of season audit. processor questions Quality Seal and
Marine Stewardship Council — chain of custody*



Alaska Quality Seafood®

Certifying quality every step of the way

HOME | FEATURED EVENTS | PROGRAM OVERVIEW | PARTICIPANT INFO | BUYERS GUIDE | NEW TECHNOLOGIES | CONTACT US | TOUR

- [Certification Process](#)
- [Program News](#)
- [Who is AQS?](#)

Program Overview

The Alaska Quality Seafood Program is ensuring that the best seafood in the world is also the most consistent and high quality. Working with fishermen and processors, the Program has improved handling procedures and established uniform grading standards, and certifies the effort with independent third-party quality inspections. As a result, seafood buyers throughout the distribution chain will receive the exact grade of salmon they specify, each and every time they order.

Developed and administered by the [Alaska Quality Seafood \(AQS\)](#), this voluntary program has attracted the state's most quality-conscious fishermen and processors as its participants. The Program is comprehensive, involving all stages of harvesting and

Alaska Quality Seafood
700 West 4th Ave.
Suite 205
Anchorage, Alaska 99501

Participating fishermen help to preserve the quality of the salmon from the moment it is caught. They follow detailed handling, chilling and delivery guidelines to ensure that the greatest portion of their catch can achieve the highest quality grades.

- ✓ Tender operators and buying stations also follow specific handling procedures, which include separation and special handling of fish from participating fishermen, and quick deliveries to the processing plant to preserve shelf life.
- ✓ Processing plants have adopted new grading standards that are consistent statewide. All fish is inspected when it arrives at the plant, and during the final product grading.
- ✓ A final inspection of over 30 quality criteria verifies the quality grade. This inspection is audited to ensure compliance.
- ✓ An official seal to indicate the grade is applied to the box once the inspection is completed.

The Alaska Quality Seafood Program has been shown to increase the confidence of seafood buyers in Alaska salmon, decrease labor and other costs associated with misgraded fish, increase product shelf life and decrease waste. Together, these benefits mean increased profits from your operation.



Copyright © Center for Alaska Seafood Quality Assurance - All rights reserved - Site By: Sundog Media & Alaska Internet Services

State-Industry partnerships - Generic
Small processor access on web site.

6-7 mill from Industry 0.5%
+ federal
1 m GF

Regionally generic

* Funding Cycle return of asset \$

PWS Drift only.

Let's call the meeting to order

Let the record reflect that it is 8:00 a.m. on Wednesday, January 30th

Present are:

Representative Harris

Representative LeDoux

Representative Wilson

Representative Johansen

Representative Holmes

Representative Edgmon

And myself, Representative Seaton

At this time I would like to remind everyone to turn off their cell phones and address questions through the chair.

Today we will hear an overview of Seafood Quality and Marketing Organizations:

Alaska Seafood Marketing Institute 15 min

✓ Bristol Bay Regional Seafood Development Association

✓ Prince William Sound Regional Seafood Development Association Tele
Coho.

Aleutia Tele

Kenai Wild Tele

Alaska Quality Seafood Certification Program

Alaska Department of Commerce, Community, and

Economic Development-Quality Seafood Grant Program

Ocean Beauty + Fishermen's fun + HB 26

SOI c 6
applying for
SOI c 3 for
educational

RSDA

Quality Initiatives Under the Alaska Fisheries Revitalization Strategy – Salmon Vessel Quality Upgrade Program

Glenn Haight

Fisheries Development Specialist

Alaska Department of Commerce, Community & Economic Development

907-465-5464

glenn_haight@commerce.state.ak.us



Alaska Fisheries Revitalization Strategy

Multi-year, multi-program strategy to increase innovation and productivity in the failing Alaska salmon industry.

- \$35 million from US Dept. of Commerce 2003 federal appropriation
- \$15 million from Pacific Coastal Salmon Treaty Recovery Fund – Southeast Sustainable Salmon Fund

Alaska salmon industry fell from a \$500 million fishery to fishermen in the early 90's to \$160 million by 2002.

- Values in 2005 show a 100% increase over 2002 at \$334 million.



Alaska Fisheries Revitalization Strategy

Programs and Budget

Program	Southeast Funds	Disaster Funds	Total
Aid to Individuals	\$ -	\$ 4,443,741	\$ 4,443,741
Aid to Communities	\$ -	\$ 7,000,000	\$ 7,000,000
Fisheries Economic Development Program	\$ 6,692,588	\$ 11,410,718	\$ 18,103,306
Marketing			
Generic Marketing	\$ 2,000,000	\$ 2,438,259	\$ 4,438,259
Alaska Salmon Marketing Grant Program	\$ 4,217,996	\$ 4,040,490	\$ 8,258,486
Other Marketing Efforts	\$ 270,000	\$ 283,547	\$ 553,547
Targeted Fisheries Assistance Program	\$ 1,539,416	\$ 2,043,667	\$ 3,595,107
Research & Development	\$ 5,000	\$ 887,886	\$ 892,886
Rural Development Initiative Fund	\$ -	\$ 1,500,000	\$ 1,500,000
Small Business Technical Assistance	\$ 200,000	\$ 420,000	\$ 620,000
Fisheries Business Plan	\$ 75,000	\$ 436,053	\$ 511,053
Total encumbered	\$ 15,000,000	\$ 34,904,371	\$ 49,904,371
Total remaining	\$ -	\$ 95,629	\$ 95,629

Glenn Haight, Fisheries Development Specialist
 Alaska Department of Commerce, Community & Economic Development
 907-465-5464, glenn_haight@commerce.state.ak.us



Alaska Fisheries Revitalization Strategy

Quality Related Programs

- Fisheries Economic Development Program – funded roughly \$4.8 million of \$18 million in quality related projects
 - Freezing/chilling, totes, ice machines, slush bags
- Targeted Fisheries Assistance Program – all four projects
 - Cook Inlet Icing Project - \$713,533
 - Western Alaska Set Net/Fish Wheel Improvement Program - \$249,221
 - Southeast Shelf-Life Extension Program - \$208,725
 - Salmon Vessel Quality Upgrade Program – \$2,331,132
- 2006 ASMI Quality Survey - \$30,000

\$8.4 million of \$29 million in grants went to quality improvements

Glenn Haight, Fisheries Development Specialist
Alaska Department of Commerce, Community & Economic Development
907-465-5464, glenn_haight@commerce.state.ak.us



Salmon Vessel Quality Upgrade Program

Purpose

- Vessel and tender upgrades that improved salmon quality
- Increase economic activity in salmon dependent communities
- Examples: refrigerated sea water (RSW) installation, gensets, hold upgrades, hold insulation, freezers, slush bags, bleed equipment, hatch upgrades, deck upgrades

Criteria

- Vessels and permit owners that harvest salmon
- Recent and consistent history of salmon harvests
- Demonstrates significant impact on salmon dependent communities

Program Attributes

- Accountable – all costs verified prior to reimbursement
- Real match – 50% reimbursement on verified 3rd party costs



Salmon Vessel Quality Upgrade Program

2005 SAVQUP –

- 250 applicants seeking \$3,612,405
- 132 awards for \$1,749,794
- Average award \$13,256
- Statewide (non-Southeast): 67 awards - \$1,014,923
- Southeast: 65 awards - \$734,871

2006 Southeast SAVQUP – only Southeast money available

- 94 applicants seeking \$1,343,398
- 30 awards to date for \$447,171
- Average award \$14,906



Salmon Vessel Quality Upgrade Program

Impacts

- A survey of 2005 SAVQUP recipients asked the total cost to complete the project.
- 53 out of 132 responses to date
- Respondents indicate spending \$1,265,634 on the project in addition to \$708,270 grant contribution.
 - Indicates grants were 36% of project, rather than program's 50% match.
- Indicates SAVQUP invested \$1,749,794 in public funds for a total investment of \$4,901,938.



Thanks

Glenn Haight, Fisheries Development Specialist
Alaska Department of Commerce, Community & Economic Development
907-465-5464, glenn_haight@commerce.state.ak.us



SITE: offnets

COMMITTEE: HFSH

DATE: 013107

SUBJECT OF MEETING:

BILL #

UPDATE #:1

60% to habitat restor
40% to Economic Development

? Glen Hyatt - met with to ask process: D.S. input quality input meet
Pricing

PRINT YOUR NAME

COMMUNITY

REPRESENTING/AFFILIATION

DO YOU WANT

TESTIFY

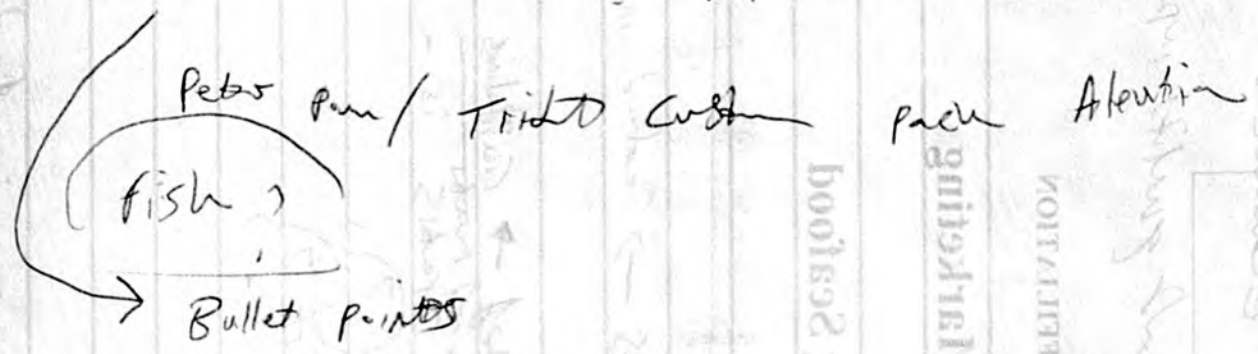
Y or N

Jeff Bailey		Copper River Marketing	Y
Bob Barnett		Aluetia	Y
Bob Waldrop		Bristol Bay Reg Seafood	Y
A.Q.S. →	Provid	Audit Services →	Seaford inspection
Servicing for	Seaford buyer		
→ Alaska Manufacturers	Assoc. originally formulated	→ Guidelines	
No Consultation	w/ DEC →	one of Board members	DEC D. right
Do Audit Sides	For M.S.C. waterfront	(7)	
(1) provide a list of who is auditing	(2)		

Cops of subunits → General - wills buy engine fuel sh

+ Capital of tags - + Kappa ^{river} ^{mouth}
liters

+ Process material? Aleutian (Non-profit)



Aleutian - (V. lundensis / Grants (A/Prib Ichuk Area))

→ 3rd party inspectors & Aleutian program 1953 -
they have price
Aleutian fish gets
they Grants - \$1 in
\$1 cut is abt even
Now

Cook Inlet Salmon Brand
Kerai with
→ Support from Salmon restructure
Program \$

Did not process RSDA.

UCI-D-A. - Person

K.P.F.A. - Person RSDA Next for 1954

10 Cent fine for lb Paid by processor
12.5 cent for fillet lb Put into for point Price
to buyer → Cook Inlet

200 fishmen
+ 250
regular Price 1.40 \$

live/fillet
→ up of 1.60 →

SUBJECT OF MEETING:

SIZE: OFFERS

DATE: 08/04/00

COMMITTEE: WMAH H-24

DATE: 08/04/00

PRINT YOUR NAME

Jeff Bailey

Bob Barnett

COMMUNITY

UPDATE #:

BILL #

SUBJECT OF MEETING

present copy
retail mfg
vacuum by plates
→ ID w/ yellow
stickers

Cop of ASM: present

re mfgs?

Breeds cont: introduction

invasive

Permit Executive Director?

25,000 Leghorn

A FMB Grant

BBEDC Grant

98% on Secheyes

No discussions w/
PWSA C

No promotion of PWS. Secheyes

Start up

Dr. Hatcher's
only

→ Cape River ←

Tagging Program
(Authenticity) for Secheyes?

↓ H/G.

Halibut & too

Coho promotion (hired
Jack Frost)

Boston Coho Arrange
Prize & Reward

1.2 million Secheyes
(N. + a large market)

Resolution - agreed classes?

2005 fully added

DATE: ~~08-05~~ 01 31 07

SUBJECT OF MEETING:

BILL #

UPDATE #:

PRINT YOUR NAME

COMMUNITY

REPRESENTING/AFFILIATION

DO YOU WANT

TESTIFY

Y or N

[illegible]

Regional Seafood Development Associations

Overview of History, Regulations and Areas of Concern

Alaska Department of Commerce, Community & Economic Development
Office of Economic Development
Glenn Haight, Fisheries Development Specialist
907-465-5464, glenn_haight@commerce.state.ak.us



History

- Alaska Statute 44.33.065 was established into law following the 23rd Alaska Legislature's Second Session.
- The law was developed at the recommendation of the Alaska Legislative Salmon Task Force for the purpose of providing participants in the Alaska seafood industry with tax revenue to pursue regional economic development activities.
- Primary focus was towards regional marketing activities and salmon, although the law allowed for other purposes, including infrastructure, product development, etc. and other species.
- The Department of Commerce, Community & Economic Development (DCCED) was designated as lead agency for the purposes of:
 - encouraging and assisting regions in their efforts to establish associations,
 - determining the qualified regional seafood development associations (RSDA),
 - verifying elections, and
 - disbursing tax revenue.



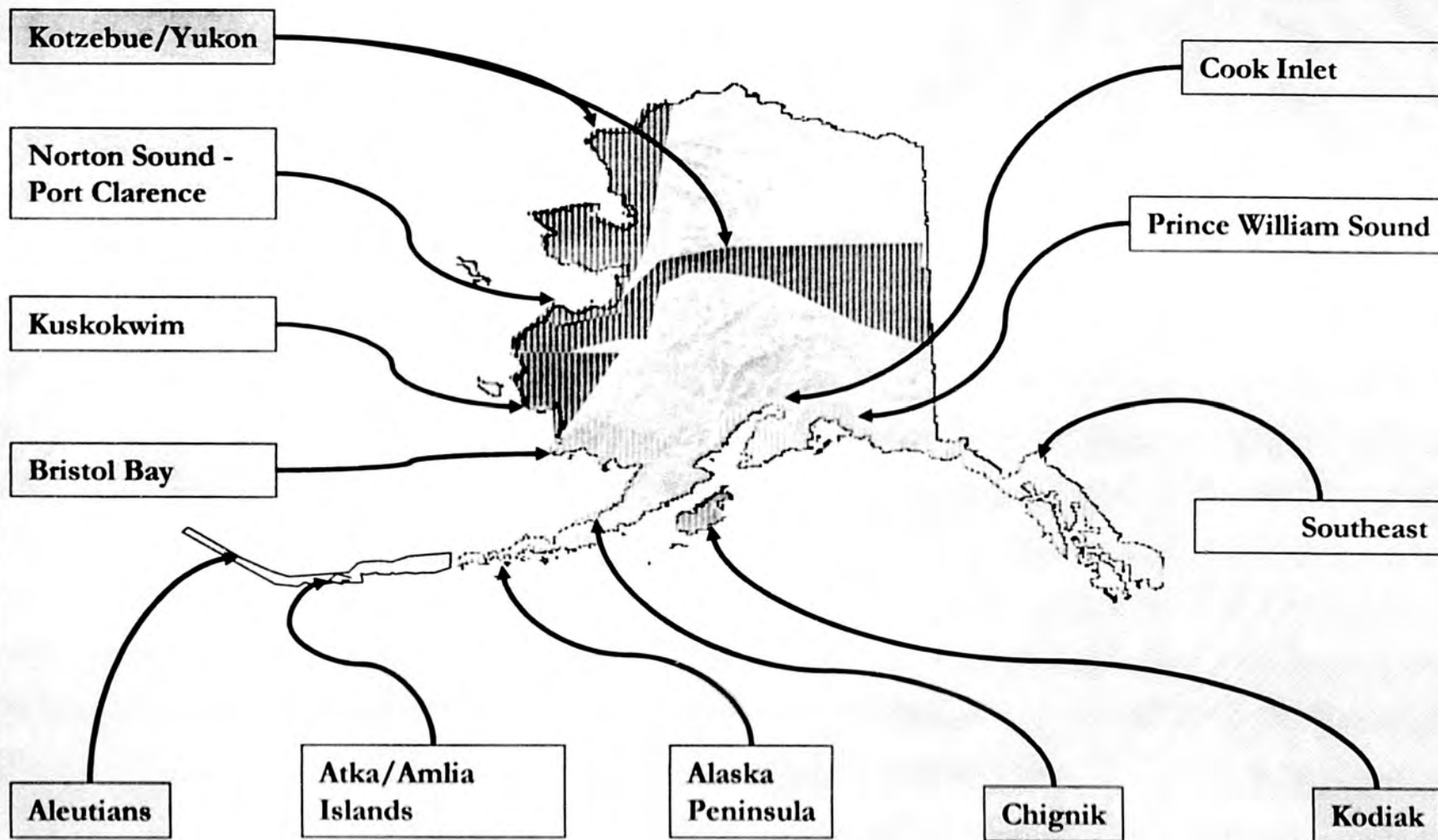
Steps to Forming an RSDA

1. Form an RSDA
2. RSDA conduct elections
among permit holders
3. RSDA collects money from State
and implements plan



Regional Seafood Development Association

Regions defined in law



Potential Values

2005 Tax Values by Region CFEC Permits

	2005 Ex-Vessel	0.5%	1%	1.5%	2%
Alaska Peninsula	\$ 26,184,552	\$ 130,923	\$ 261,846	\$ 392,768	\$ 523,691
Aleutian Islands (includes Dutch Harbor)	\$ 10,273,706	\$ 51,369	\$ 102,737	\$ 154,106	\$ 205,474
Bristol Bay (includes Bristol Bay crab fisheries and herring)	\$ 170,352,694	\$ 851,763	\$ 1,703,527	\$ 2,555,290	\$ 3,407,054
Chignik	\$ 7,311,751	\$ 36,559	\$ 73,118	\$ 109,676	\$ 146,235
Cook Inlet	\$ 31,560,699	\$ 157,803	\$ 315,607	\$ 473,410	\$ 631,214
Kodiak	\$ 31,478,969	\$ 157,395	\$ 314,790	\$ 472,185	\$ 629,579
Koztebue/Yukon (includes Upper & Lower Yukon and Cape Romanzof herring)	\$ 2,667,104	\$ 13,336	\$ 26,671	\$ 40,007	\$ 53,342
Kuskokwim (includes Goodnews Bay herring, Cape Avinof herring, Nelson Island herring, Nunivak herring, Security Cove herring)	\$ 1,599,617	\$ 7,998	\$ 15,996	\$ 23,994	\$ 31,992
Norton Sound	\$ 1,792,496	\$ 8,962	\$ 17,925	\$ 26,887	\$ 35,850
Prince William Sound	\$ 44,419,371	\$ 222,097	\$ 444,194	\$ 666,291	\$ 888,387
Southeast/Yakutat	\$ 81,756,146	\$ 408,781	\$ 817,561	\$ 1,226,342	\$ 1,635,123
Undefined					
Westward	\$ 641,489	\$ 3,207	\$ 6,415	\$ 9,622	\$ 12,830
Statewide	\$ 473,566,686	\$ 2,367,833	\$ 4,735,667	\$ 7,103,500	\$ 9,471,334
Bering Sea	\$ 40,635,341	\$ 203,177	\$ 406,353	\$ 609,530	\$ 812,707
"C" Permits	\$ 2,107,083	\$ 10,535	\$ 21,071	\$ 31,606	\$ 42,142
	\$ 926,347,704	\$ 4,631,739	\$ 9,263,477	\$ 13,895,216	\$ 18,526,954

2005 CFEC information. May be subject to updates as data is entered. Does not include some permits including those for CDQ groups.

Areas for future review

- Dealing with “Statewide” and other undefined regions like “Bering Sea” and “Westward”
 - Where its caught? Or where it’s landed?
- Terminating non-performing RSDAs
- Handling the Kotzebue/Yukon connection





OFFICE OF THE COMMISSIONER

Frank H. Murkowski, Governor

Edgar Blatchford
Commissioner
P.O. Box 110800
Juneau, Alaska 99811-0800
NEWS RELEASE

Jennifer Payne
Communications Specialist
907-269-4568
fax: 907-269-8125
www.commerce.state.ak.us

For Immediate Release: May 27, 2005

First Regional Seafood Development Association Formed

Salmon drift gillnet permit holders in Prince William Sound authorized a self-imposed 1 percent tax for marketing

On May 26th results of the first Regional Seafood Development Association (RSDA) Election were completed by Alaska Division of Investments staff and certified by Edgar Blatchford, the Commissioner of Commerce, Community and Economic Development. By a margin of 250 "yes" votes to 68 "no" votes, salmon drift gillnet permit holders in the Prince William Sound authorized a self-imposed one percent tax to provide funding for marketing efforts undertaken by the newly formed Copper River/Prince William Sound Marketing Association. This is the first RSDA to be formed in the state under legislation HB 419 that was signed into law by Governor Frank H. Murkowski on June 21, 2004.

Commissioner Blatchford said the election and subsequent results are encouraging. "I see this election as a boon for a cohesive marketing effort of Copper River salmon," said Blatchford. "Cooperative marketing efforts in Alaska have proven that if we work together to tell the world about our superior product, we all win."

The Copper River/Prince William Sound Marketing Association mailed 539 election ballots to eligible voters April 22 and April 27, 2005. Per the Notice of Election, only ballots postmarked by May 13, 2005 and received at the Alaska Division of Investments in Juneau, were accepted. According to law, the association needed returned ballots from 30 percent of eligible permit to certify the election. Nearly 59 percent of permit holders responded and the question passed with 73 percent of respondents approving the tax.

The tax is collected through the state and distributed to the RSDA. The first check should be in the Association's hands by fall of 2006. In recent history, the drift fleet generated about \$20 million annually therefore, the RSDA should expect about \$200,000 annually for its marketing efforts.

###



Overview

[Driftnet Home](#)

[Frequently Asked Questions](#)

[Board of Directors \(Interim\)](#)

[Bylaws](#)

[Statutes](#)

[Regulations](#)

[Calendar Events](#)

[Send Us Feedback](#)

[Links](#)

[Stakeholder](#)

[Comments](#)

[Contact Us](#)

FAQ's

What is a RSDA? What can they do?

Regional Seafood Development Associations (RSDA's) are authorized under a state law passed in 2004 that allows for the establishment of one RSDA in each of Alaska's twelve ADF&G management areas. Bristol Bay is one of those areas.

RSDA's are managed by permit holders and may undertake programs such as; marketing, new product development, infrastructure (ice facilities docks, boat lifts, etc), market research and related non-profit activities for seafood harvested in a given management area.

Does Bristol Bay have a RSDA?

Yes. The State of Alaska approved an RSDA for the area in June 2005. Earlier that year, a group of drift net fishers submitted the required application to the State of Alaska proposing to form an RSDA for the Bay area.

In May 2006, driftnet permit holders decisively voted to approve taxing themselves 1% of their harvest to support their portion of the BB-RSDA. At this point, the BB-RSDA is roughly 80% complete.

Setnetters are now being asked to support the same 1% tax, creating an Association representing the entire regional salmon fleet. Like the drifters have done, setnet permit owners must now vote to approve contributing 1% of their harvest value to their BB-RSDA (less than 4 cents per fish). To realize its full potential, the Association needs support and funding from setnetters.

The setnet assessment election is scheduled for November 2006. Each setnet permit holder will receive ballots and voting instructions in September 2006. Voting closes November 1, 2006. If approved, the 1% assessment will be deducted off fish tickets during the 2007 season.

How is a RSDA funded?

There are two main sources of funds for a RSDA.

1) Self Assessment: Each Bristol Bay gear group must elect to assess itself to support the RSDA. The assessment is levied at the first point of sale - normally when a fisherman delivers. To approve the assessment, at least 30% of the permit holders in each gear class must vote and more than half of those voting must approve the assessment. In May 2006 Bristol Bay driftnet fishermen approved a 1% assessment on their harvest to support the BB-RSDA.

2) Grants: As a non-profit, the RSDA is eligible to receive state and federal grants. A broad-based and harvester-supported organization like the BB-RSDA will be a strong contender for such grants.

How much will it cost?

The assessment is 1% of a permit holders ex-vessel price. This is the same rate salmon harvesters paid ASMI until 2005. But under the BBRSDA, permit holders will now have control over how their money is spent and will be able to use the assessment for more than just marketing. To maintain parity, state law requires that other gear groups joining the RSDA must opt to support the RSDA at the same 1% rate.

In 2004, the average Bristol Bay drift net fisher caught 70,500 lbs for a gross stock of \$34,300. A 1% assessment for the average driftnet fisher, therefore, would have been \$343 for that season. In 2004, the average set net fisher harvested 24,300lbs worth \$11,800 and would have contributed \$118.

What do I get for my assessment?

The BB-RSDA will focus more money on improving the value of Bristol Bay sockeye than previous salmon marketing assessments. Furthermore, the RSDA will be directed by elected Bristol Bay permit holders - thereby assuring stakeholder accountability and control of the organization.

Bristol Bay is the most valuable salmon fishery in Alaska and it is 98% sockeye by value. In 2004, a 1% assessment on Bristol Bay salmon generated over \$750,000 for ASMI. The ASMI marketing tax on Bristol Bay salmon was pooled with other regions and used to promote all seafood statewide; programs often emphasizing species other than sockeye. Under a BB-RSDA virtually all of the assessment will be targeted on improving values for just one product, Bristol Bay sockeye.

Why should I consider supporting the RSDA?

Depending on decisions of the elected board, the RSDA can put the assessment money to work on meeting a variety needs for the Bay such as infrastructure improvements, quality enhancement, market research, promotions and more. In addition, the RSDA may choose to apply for state or federal grants - thereby multiplying the impact of the assessment.

Improving the value of Bristol Bay salmon is the core purpose of the BBRSDA. No other broad-based group is speaking up for Bristol Bay salmon or is working to improve the value of its salmon. On average, Bristol Bay produces over 50% of Alaska's sockeye. But ex-vessel values in the Bay are routinely well below other areas. With this kind of volume, Bristol Bay harvesters are poised to benefit greatly if fish values can even rise to levels in other regions.

Don't I already pay a tax for ASMI?

No. The 1% Salmon Marketing Tax for ASMI was eliminated after the 2004 season.

How is the assessment election conducted?

The State of Alaska sets the voting procedures and oversees the assessment election. In the Spring of 2005, several drift permit holders organized themselves, received a grant from BBEDC, applied to form a RSDA and to hold an assessment election. In June 2005, the State of Alaska approved the Bristol Bay RSDA. Drift net fishers voted to approve their assessment in May 2006.

About 40 days before the election, a ballot, voting procedures and a self addressed envelope will be mailed to setnet permit holders. A second, reminder ballot, will be sent 2-3 weeks before the election. Ballots must be postmarked by March 1, or earlier. Ballots are sent to the State of Alaska where they will be tallied and the election certified. Final results of the assessment election will be public by March 15th, 2006.

What gear groups belong to the RSDA?

So far only the driftnet fleet has voted to fund the BB-RSDA. They are currently the

only full members of the Association. Each gear group must decide for themselves if they wish to be a part of the RSDA and assess themselves to support it. Drift net permit holders got the ball rolling for the Bristol Bay area by submitting the application to the state and approving a 1% tax on their harvest.

But other gear groups are encouraged to join, help guide the association and to benefit from its activities. Each fishery's relative tax contribution to the RSDA will determine its representation on the RSDA board. Setnet permit holders must vote on the assessment by November 1, 2006.

Who controls a RSDA?

Gear groups paying the assessment are members of the RSDA, will have seats on the board and can use its tax revenues to support non-profit fishery development programs such as marketing, quality improvement, promotions, product development, etc.

After the assessment election, permit holders will elect a new board of permit holders to manage the RSDA. The elected board will consist of representatives from each gear group paying an assessment. Board seats will be proportionate to the total assessment paid. If all gear groups vote to approve an assessment, the board will have 11 members; 7 drift, 2 set, 1 other fishery and 1 non-permit holder having a significant economic interest in the fishery. The bylaws require that the board representation is proportionate to the revenues from each permit group.

BB-RSDA bylaws also require independent annual financial audits and full disclosure of all activities. If permit holders feel the RSDA is not working, they can vote to rescind the assessment applying the same state oversight and process used to create it.

Do other Alaska fishing areas have an RSDA?

Yes. In May, 2005 fishers in the Copper River/PWS area formed a RSDA. Drift gillnet permit holders there recently voted 250 to 68 in favor of assessing themselves to fund it. That assessment is expected to generate about \$200,000 to promote products from the Copper River/PWS area. See their website at <http://www.areaemktg.org/>

What is the current status of the BB-RSDA?

Established in June 2005, the BB-RSDA took a big step forward in May 2006. At that time driftnet permit owners decisively approved a 1% tax on their harvest to support the Association's purposes.

It all began in May 2005, when a group of Bristol Bay fishermen submitted by-laws to establish an RSDA for Bristol Bay. The State of Alaska approved those by-laws that June, thereby creating the Association. At that point, however, the Association had no funding. That changed with the May vote when the drift fleet voted to support their share of funding for the BB-RSDA.

Setnetters are now being asked to support the same 1% tax, creating an Association representing the entire regional salmon fleet.

Who is currently running the BB-RSDA?

Two interim boards; one of driftnet permit holders and another of setnet permit owners. The only responsibility of either board is to conduct the assessment election and, if that is successful, to also conduct an election of tax-paying permit holders to the Board of Directors.

The interim boards do not set policy, programs or strategies for the BB-RSDA. That is the responsibility of an elected board. Board elections for both setnetters and driftnet permit holders are scheduled for early Spring 2007. Tax funds from the 2006 season will not be available to the BB-RSDA until late 2007. The newly elected Board will develop programs and budgets prior to tax funds being available.

Who are the Interim Board Members?

Please refer to the tab on this website; "Interim Board of Directors".

How may I learn more?

- Participate in local meetings where the RSDA will be discussed. These meetings will be publicized on the BB-RSDA's website.
- Read materials about the RSDA mailed to each permit holder.
- Look through other pages on this website to review the bylaws, ask questions and learn more about the potential of an RSDA for Bristol Bay.
- Contact a member of the interim boards (setnet and drift).

Gary Chythlook

[Comments](#) | [Board of Directors](#) | [FAQ's](#) | [Contact Us](#)



Driftnet Section

Bristol Bay salmon account for roughly 1/3 of the total value of all Alaska salmon. It is the single most valuable salmon fishery in Alaska. But ex-vessel value for Bay sockeye is lower than sockeye harvested in most other Alaska regions - and the price gap is growing wider. Until recently, no broad-based organization existed to promote Bristol Bay seafood, to work on improving quality or address infrastructure needs - all of which will help improve ex-vessel prices.

Bristol Bay permit holders are now changing this. Recently passed state law authorizes the establishment of Regional Seafood Development Associations (RSDA's). Under this new law, an RSDA may market and promote the region's seafood, seek improvements to the area's infrastructure, work to raise quality. An RSDA may also conduct market research, education and product development.

RSDA's are organized and managed by permit holders. In June 2005, a group of Bristol Bay fishermen filed an application to establish a RSDA for the Bristol Bay region. The state of Alaska approved that application and an official RSDA now exists for the Bay.

To fund the RSDA, permit holders must vote to approve an assessment on their harvests. Thirty percent of the permit holders in each gear group must vote and a majority of those voting must approve the assessment. Each Bay-area gear group votes separately on self-assessment. Assessment revenues are collected by the State of Alaska and then appropriated to the RSDA.

On May 19, 2006 Bay driftnet permit holders approved a 1% assessment on their harvest. That tax will be deducted from drifter's fish tickets starting in 2006. Tax revenues from the drift fleet will start flowing to the BB-RSDA in late 2007.

Setnet permit holders will vote to assess themselves on November 1, 2006. Including a setnet assessment, a minimum of \$850,000 - \$1,000,000 will be available to the RSDA to help improve values of Bristol Bay seafood. That amount will make a difference - it is roughly ASMI's annual promotional budget for all of Alaska's sockeye.

A board elected by assessed permit holders will control the BB-RSDA. In the Spring of 2007, driftnet and setnet permit holders elect representatives to sit on the BBEDC board. This elected board determines policies, priorities and specific programs. Seats on the elected board will reflect the proportionate assessments paid by each gear group. Currently two interim boards (a driftnet board and a setnet board of permit holders) are volunteering to help with the initial organization of the BB-RSDA. These interim boards are not setting policy or strategy for the BB-RSDA - they only conduct the assessment and the board elections.

Fishermen control over the RSDA is further strengthened by an "un-do" provision in Alaska RSDA law for terminating the RSDA assessment. Alaska statutes (Sec 43.76.375) creating the RSDA also include a provision allowing permit holders to end the 1% assessment. A petition signed by 10% of the permit holders triggers a mandatory election to determine whether the assessment should terminate.

The BB-RSDA will expand the role of fishermen in the conduct of their fishery. Doing so can result in higher fish values by improving quality, infrastructure and/or market demand.

Approving the assessment is the best way to change the status quo by promoting our products, expanding our markets and raising the value of our sockeye. The BB-RSDA is a solid investment in the future of our fishery.



January 30, 2007

[Setnet Home](#) | [Comments](#) | [Board of Directors](#) | [FAQ's](#) | [Contact Us](#)**Overview**[Frequently Asked Questions](#)[Board of Directors \(Interim\)](#)[Bylaws](#)[Statutes](#)[Regulations](#)[Calendar Events](#)[Send Us Feedback](#)[Links](#)[Stakeholder](#)[Comments](#)[Contact Us](#)**NEW**

The following information was mailed to all S03T permit holders on December 21, 2006

Bristol Bay
Regional Seafood Development Association

CALL FOR NOMINATIONS and NOTICE OF ELECTION For BOARD OF DIRECTORS

Nomination Postmark Deadline: February 1, 2007

Voting Postmark Deadline - April 7, 2007

The Bristol Bay Regional Seafood Development Association is conducting a vote among Bristol Bay salmon drift gillnet permit holders to fill 7 seats on its Board of Directors. The elected Board will oversee all aspects of the BB-RSDA including developing an initial plan of operations and hiring an Executive Director. This election will be conducted under the terms of the Association's bylaws.

BOARD SEATS: The seven Board seats reserved for driftnet (S03T) permit holders are allocated according to residency as shown in the table below. An eighth seat (K) is reserved for a non-permit holder paying dues with an active interest in the Bay fishery. This seat will be appointed by the elected Board at their option. Nominees must run for a specific seat.

Board seats have staggered three year terms. Accordingly, terms for this first election will be for varying terms as follows;

In State Resident

Seat A
3 year

Seat B
2 year

Seat C
1 year

Non-Alaska

Seat D
3 year

Seat E
2 year

Open

Seat F
1 year

Seat G
3 year

CALL FOR NOMINATIONS: With this notice, the Founding Board is soliciting nominations for election to the board. Qualified permit holders may nominate themselves or be nominated by fellow permit holders. Eligible nominees are S03T interim-use and limited entry permit holders as of December 15, 2006 as determined by CFEC.

Nominations must be endorsed by at least 10 other S03T permit owners with the names of those supporters, their signatures (faxed signatures are OK) and their permit numbers. Nominees should also supply a maximum 250 word campaign and qualifications statement for the ballot. Nominees and their 250 word statements will appear on mailed ballots and the BB-RSDA website. Please refer to Article IV in the bylaws for additional requirements. Incomplete nominations cannot be accepted.

An additional campaign statement (not to exceed 1,000 words) and optional photo may be submitted to info@bbrsda.com for posting on the BB-RSDA website.

All nominations and supporting materials must be postmarked by February 1, 2007. If a seat receives no nominations, the Board will nominate a qualified permit holder for that seat.

Return complete nomination materials (ten endorsements, seat being sought and a 250 word campaign statement) to:

Bristol Bay RSDA
Box 208 - 1120 Huffman Rd
Suite 24
Anchorage, Alaska 99515

VOTING PROCEDURES: By early March 2007, ballots and candidate statements will be mailed to each eligible permit holder as determined by CFEC list of S03T interim-use and limited entry permits as of December 15, 2006. All voting must be done by mail. The postmark deadline for returning the ballots is April 7, 2007. An independent accounting firm will receive and count the ballots. Final election results will be available by April 30, 2007. Election results will be posted on the BB-RSDA website; www.bbrsda.com

This Notice is based on BB-RSDA bylaws. Please refer to the full bylaws for additional specific requirements of the nomination process. The bylaws are attached and also available online at www.bbrsda.com

CALL FOR NOMINATIONS and NOTICE OF ELECTION

Gary Chythlook

[Email Log-in](#) | [Comments](#) | [Board of Directors](#) | [FAQ's](#) | [Contact Us](#)



Resolve to be healthy.

Go Wild!

• Home

Kenai Wild Alaska Salmon

Our Quality Program

Savory Salmon

Commercial Salmon
History

Membership Forms

FAQs

Contact Us

Links

Kenai Wild® Alaska Salmon

"Quality Certified, all Natural Wild Harvest"

Photo © Greg Daniels

Alaska Wild Salmon

From the crystal blue glacier-fed waters of Alaska's bountiful Cook Inlet comes Kenai Wild® - All Natural Wild Harvest Alaska Salmon. Kenai Wild® is hand-selected by US commercial fishing families who have banded together in the cooperative spirit that makes this Alaskan community strong.

The result of our mutual efforts is the Kenai Wild® brand, a highly nutritious, wild Alaska salmon that is nature's perfect protein source. Include Kenai Wild® sockeye salmon weekly in support of your healthy active life-style!

Wild vs. Farm Raised Salmon

Our salmon are wild—not pen raised—all natural, sockeye salmon. Each salmon in our program is hand selected by Alaska commercial fishing families who have joined together to bring you a "taste of Alaska". The unique rich flavor of wild Alaska salmon will satisfy the most discerning gourmet.

All Kenai Wild Salmon have been handled with the utmost care. Each step of their handling has been certified according to the Alaska Quality Seafood Program (AQSP) harvesting procedures and practices by an independent quality control specialist. You are always assured top quality wild Alaska Salmon!

This impeccable attention to detail "locks in" the nutritional benefits that discriminating consumers demand. All our Kenai Wild Salmon is immediately chilled on board the fishing vessels in Cook Inlet and checked and re-checked for quality based upon the stringent requirements of AQSP. Kenai Wild Salmon is full of the essential fatty acids Omega 6 and Omega 3.

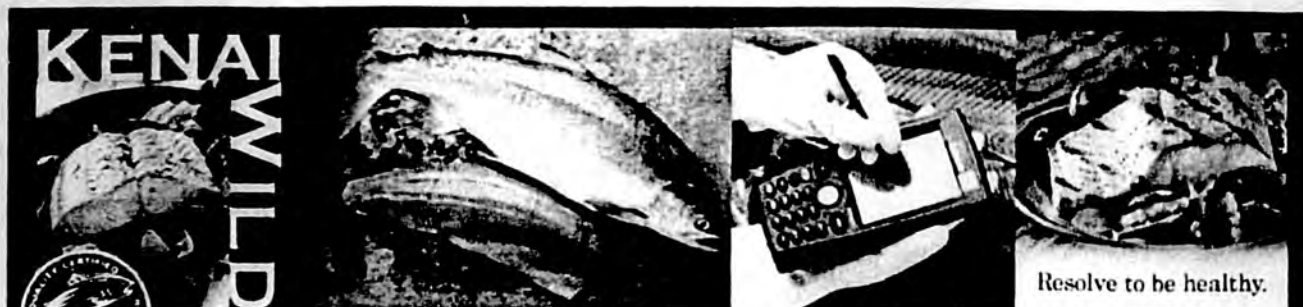
Kenai Wild Sockeye Salmon, with its spectacular red meat color and superior taste will enhance the most special occasion. The color in these photos is not color enhanced, it's the All Natural, Wild Harvest true color that salmon is prized for.

Treat your customers, yourself and your family to this unique taste of Alaska and try Kenai Wild!



© 2004-06 | Cook Inlet Salmon Brand, Inc. | info@kenaiwild.org | 907-335-WILD (6453)
14896 Kenai Spur Hwy, Suite 206, Kenai, AK 99511 (Economic Development District Building)
Web Design and Hosting by Alaska Digital Services





Resolve to be healthy.

Go Wild!

• Home

[Kenai Wild Alaska Salmon](#)[Our Quality Program](#)[Savory Salmon](#)[Commercial Salmon](#)[History](#)[Membership Forms](#)[FAQs](#)[Contact Us](#)[Links](#)

Kenai Wild Alaska Salmon

"Quality Certified, all Natural Wild Harvest"**Our Quality Program***Quality Assured Alaska Salmon!*

Take the guess work out of ordering wild salmon! Kenai Wild brand is proud to state that we follow the nationally recognized handling guidelines and grading protocol of the Alaska Quality Seafood® Program (AQS).



Developed and administered by the Alaska Manufacturers' Association (AKMA), this voluntary program has attracted the state's most quality-conscious fishermen and processors as its participants. The program is comprehensive, involving all stages of harvesting and processing. Our adherence to the strictest seafood guidelines in the nation ensures that you will receive top quality, consistently graded salmon every time you purchase our certified product.

Every producer of Kenai Wild brand has signed an agreement with Cook Inlet Salmon Brand, Inc. and AQS stating that their production will comply with all Kenai Wild/AQS standards. For more information about the AQS Program we encourage you to visit their website, where you can learn more about their entire quality assurance program and familiarize yourself with the Premium, Choice and Select grading standards.



© 2004-06 | Cook Inlet Salmon Brand, Inc. | info@kenaiwild.org | 907-335-WILD (9453)
 14896 Kenai Spur Hwy., Suite 206, Kenai, AK 99551 | Echoptic Development District Building
 Web Design and Hosting by Alaska Digital Services



[ALEUTIA SOCKEYE](#) |
 [THE ALEUTIA FISHERY](#) |
 [THE ALEUTIA GUARANTEE](#) |
 [ALEUTIA SEASONS](#)



[ALEUTIA FAMILIES](#) |
 [TRANSPORT TO CITIES AROUND THE WORLD](#) |
 [CONTACT US](#) |
 [NEWSROOM](#)



ALEUTIA

Pure. Wild. Alaskan.

Home to active volcanoes, legendary winds, and thousands upon thousands of miles of unspoiled wilderness the Aleutia fishery is located in one of Alaska's most mysterious and dramatic regions.

Few will ever visit this place. But you can capture its flavor as Aleut fishing families from the remote coastal villages of Sand Point, King Cove, Nelson Lagoon and False Pass share with you their most treasured resource—Aleutia sockeye salmon.

ALEUTIA

ALEUTIA, P.O. Box 408, SAND POINT, ALASKA 99661 907-383-5909
 3380 C STREET, STE. 205, ANCHORAGE, ALASKA 99503, 907-274-7579

Powered by **TelAlaska**



Alaska Quality Seafood®

Certifying quality every step of the way

BioFach 2007 - Nürnberg, Germany
FEB 15-18, 2007 Halle 2 Stand 642
International Boston Seafood Show
MAR 11-13, 2007 Booth 909

[HOME](#) [FEATURED EVENTS](#) [PROGRAM OVERVIEW](#) [PARTICIPANTS](#) [BUYERS GUIDE](#) [NEW TECHNOLOGIES](#) [CONTACT US](#) [TOUR](#)

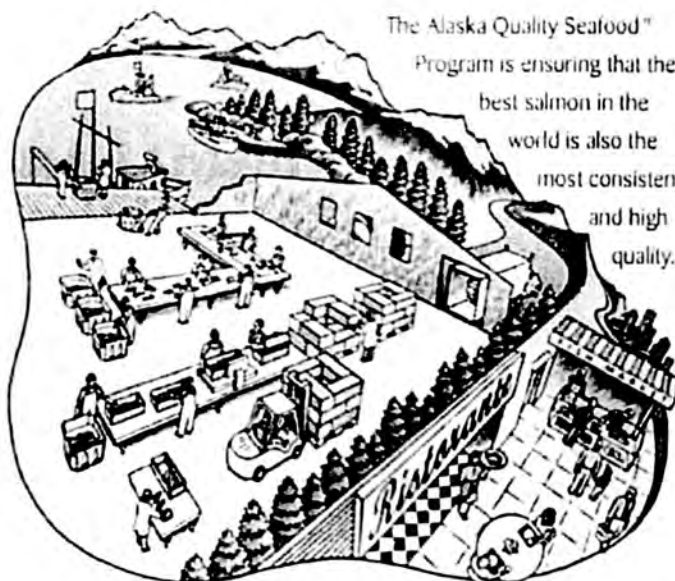


**Request for MSC
certification and audit
services**

Seafood Buyers

We inspect your orders
while they are being
processed and filled in
Alaska.

**Request Seafood
Inspection**



The Alaska Quality Seafood®
Program is ensuring that the
best salmon in the
world is also the
most consistent
and high
quality.



AQS IN THE NEWS

[Download
2007 Applications](#)

[New Processor](#)

[Returning Processor](#)

AQS welcomes New Board
Member:

Jeff Hetrick
Hatchery Director
Alutiiq Shellfish Aquaculture

Sign up for our
Newsletter

[GO](#)

Alaska based AQS partners with MSC certification
body Scientific Certification Systems, Inc. (SCS)
to offer MSC chain of custody certification
and audit services.

Find out more about the Marine Stewardship
Council, its dedication to sustainable fisheries,
and how MSC certification can add value to
your Alaskan seafood products.

Copyright © 2007 Alaska Quality Seafood. All rights reserved.



Alaska Quality Seafood®

Certifying quality every step of the way

[HOME](#) [FEATURED EVENTS](#) [PROGRAM OVERVIEW](#) [PARTICIPANT INFO](#) [BUYERS GUIDE](#) [NEW TECHNOLOGIES](#) [CONTACT US](#) [YOUR](#)

- [Certification Process](#)
- [Program News](#)
- [Who is AQS?](#)

Program Overview

The Alaska Quality Seafood Program is ensuring that the best seafood in the world is also the most consistent and high quality. Working with fishermen and processors, the Program has improved handling procedures and established uniform grading standards, and certifies the effort with independent third-party quality inspections. As a result, seafood buyers throughout the distribution chain will receive the exact grade of salmon they specify, each and every time they order.

Developed and administered by the Alaska Quality Seafood (AQS), this voluntary program has attracted the state's most quality-conscious fishermen and processors as its participants. The Program is comprehensive, involving all stages of harvesting and

Alaska Quality Seafood
700 West 4th Avenue
Suite 205
Anchorage, Alaska 99501

Participating fishermen help to preserve the quality of the salmon from the moment it is caught. They follow detailed handling, chilling and delivery guidelines to ensure that the greatest portion of their catch can achieve the highest quality grades.

- ✓ Tender operators and buying stations also follow specific handling procedures, which include separation and special handling of fish from participating fishermen, and quick deliveries to the processing plant to preserve shelf life.
- ✓ Processing plants have adopted new grading standards that are consistent statewide. All fish is inspected when it arrives at the plant, and during the final product grading.
- ✓ A final inspection of over 30 quality criteria verifies the quality grade. This inspection is audited to ensure compliance.
- ✓ An official seal to indicate the grade is applied to the box once the inspection is completed.

The Alaska Quality Seafood Program has been shown to increase the confidence of seafood buyers in Alaska salmon, decrease labor and other costs associated with misgraded fish, increase product shelf life and decrease waste. Together, these benefits mean increased profits from your operation.



Copyright © Center for Alaska Seafood Quality Assurance. All rights reserved. Site By: Sundog Media & Alaska Internet Services

Certifying Quality Every Step of the Way



HARVESTER

Proper Sanitation
Proper Chilling (ice, slush, RSW)
Fish Temperatures
Separate Program Fish
Bleed
Bagging
Fish Vitals
Branding
Software



TENDER

Proper Sanitation
Proper Chilling (ice, slush, RSW)
Fish Temperatures
Separate Program Fish
Check Product Separation
Check Brails/Weights
Use of Double Straps
Check Fish Temperatures
Fish Vitals
Communication with Fisherman
Bleeding Checks (if applicable)
Separate Program Fish
Ice Icing (if applicable)
Ice Condition
Branding
Software
Overall Handling
Overall Organization
Keep Accurate Receiving Logs
Notify Plant of Problems

PLANT DOCK

Proper Sanitation
Prepare for Program Fish
Check Program Fish
Check Product Separation
Check Product Weights
Check Product Vitals
Check Program Fish
Check Program Fish
Check Program Fish

Use of Double Straps
Use of Non-Slip Mats
Maintain Tote Condition
Check Fish Temperatures
Check Fish Vitals
Check Program Fish
Check Program Fish
Check Program Fish

Use of Double Straps
Use of Non-Slip Mats
Maintain Tote Condition
Check Fish Temperatures
Check Fish Vitals
Check Program Fish
Check Program Fish
Check Program Fish

Tote or
Layer Icing Totes (if applicable)
Ice Condition
Tote Condition
Tote Density
ID Program Totes & Tanks
Overall Handling
Overall Organization
Communication with:
Fishermen
Tender Operators
Notify Plant of Program Receiving
Notify Plant of Problems



BUTCHERING

Clear Line for Program Product
Head Cuts
Gullet Damage
Slitting Damage
Monitoring
Corrective Action

GRADING

Separate Program Product
Accuracy to Standards
Oversight



RACKING

Separate Program Product
Tagging
Proper Racking

FILLETING

Pinboning
Grading
Trim/Slit/Pack

Wrinkling
Separate Program Product
ID Program Product
ID Program Product

Proper Sanitation
General Handling
Communication
Corrective Action
Corrective Action
Corrective Action
Fish Vitals
Software
Accurate Receiving Logs
Notify Plant of Problems



The AQS Program is designed to ensure consistent quality through compliance with a standardized set of handling guidelines from the fisherman to the processor through case-up. Each participant is required to understand and accept responsibility to fully adhere to these practices.

The final certification inspection relies on strict adherence to AQS handling guidelines.

Throughout all phases of AQS, participants are checked for general knowledge of the Program and overall compliance.

KEY PRINCIPLES

- The program is purely voluntary. Only those who wish to adopt the AQS quality system are participants.
- All participants, including fishermen, tender operators, buying agents, processors and exporters must follow handling procedures to achieve the maximum quality of the product.



- The system is designed not only to identify the highest grades of seafood, but also to improve quality and consistency within each grade.
- Once the AQS quality system is established, a self-certification program for AQS certified processors with periodic inspections and audits is instituted.
- The AQS Quality System utilizes real time, web based technology for data capture and reporting. It allows for instant tracking and trace back of product.



- The AQS Quality System improves product quality by increasing buyer confidence, shelf life and decreasing waste.
- AQS is actively marketing the AQS program to seafood buyers nationally and internationally.

WHY AQS?

Alaska Quality Seafood is working with the industry to ensure that the best salmon in the world is also the most consistent and high quality.

This voluntary program attracts quality-conscious fishermen, tender operators and processors, and modifies traditional practices to better meet current needs of seafood buyers.



For a list of participating processors and harvesters visit
www.alaskaqualityseafood.com

AQS SERVICES

- AQS Quality System For Wild Alaska Salmon
- Custom Seafood Inspections and Audits
- Processing Plant Food Security



- Marine Stewardship Council (MSC) Certification and Audit Services in partnership with Scientific Certification Systems.



Alaska Quality Seafood®

Center for Alaska Seafood
Quality Assurance



Making The
World's Best Salmon
Even Better



Call 205
Fax 205
800 565 5846 Fax
www.alaskaqualityseafood.com
www.alaskaqualityseafood.com

SCOMM

147:7

**THE FOLLOWING DOCUMENT
HAS NOT BEEN FILMED BUT IS
AVAILABLE IN THE ORIGINAL FILE**

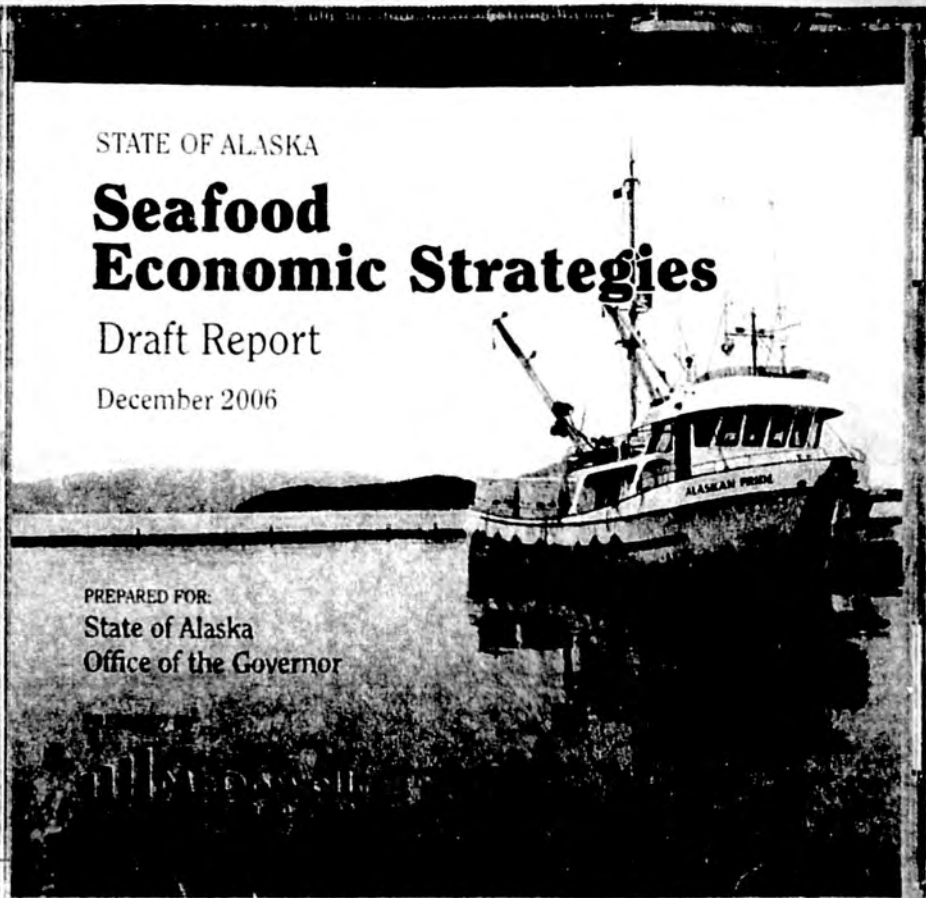
STATE OF ALASKA

Seafood Economic Strategies

Draft Report

December 2006

PREPARED FOR:
State of Alaska
Office of the Governor



SCOMM

147:8



February 22, 2007

Representative Paul Seaton
Alaska State House of Representatives
Pouch V
Juneau, Alaska 99801

Dear Representative Seaton:

During our testimony before the Alaska House Finance Fisheries Subcommittee on February 2, 2007, members of the committee requested we provide follow-up to issues brought up during that testimony. What follows is intended to be additional information for the committee on these issues:

Ferry Scheduling

In order to optimize the industry's ability to meet consumer demand for fresh fish out of the Copper River area, we request that the Alaska Marine Highway system modify slightly the operations of the F/V Chenega that runs between Cordova, Valdez, and Whittier.

Currently all indications are that the Copper River salmon fishery will open on May 14. However, the Chenega is scheduled for training runs on the 15th and 16th, with no passenger or cargo loads. *We request that the training runs on those two days be allowed to carry freight*, so that we may meet the intense consumer demand for these fish. The freight could be used as docking training for crew compliance. Freight capacity during these two days is especially urgent this year with the shortfall in Alaska Airlines freight capacity.

Our second request is that there be a minimum of two standing trailer bookings for commercial carriers on each ferry run from Cordova to Whittier over the course of the season, with a 24-hour advance booking requirement for the two trailer slots. This will allow for the industry to adequately supply the market while allowing the ferry operators sufficient leeway to manage their capacity.

Our third request is that the ferry operate through September 22, if overall traffic can warrant it.

Community Fish Meal Plants

As we referred to in our testimony, improved waste management and byproduct usage will become increasingly more important both for our customers and government regulators. The construction of additional fish meal plants, intended for the benefit of the coastal communities, will go a long way toward ensuring we meet the expectations of our customers and increasing regulatory scrutiny.

We propose that the state investigate the feasibility of a community fishmeal plant in Cordova and provide sufficient incentives/subsidies that go toward construction, boiler, and other physical plant needs. The state is the proper broker to work with all parties in the creation of a community management structure that will operate at the benefit of all stakeholders in the Cordova region. This community entity would be the proper managing agency to deal with the regulatory agencies and waste stream issues. Cordova is an especially good candidate for a fishmeal plant, in that the primary constraint on increasing production in Cordova is the lack of ability to deal with an increase in waste. This area would have the ability to process pollock, if a proper meal plant were in place there.

The electric co-op in Cordova is already configured to operate by burning converted fish oil. In experiments done in Unalaska it was shown that a 50-50 blend worked best, but power plant diesels can be run on 100 percent fish oil. Fish oil produces about 95 percent of the BTUs of diesel, and CO & PM are decreased by 16 to 60 percent. SO₂ is decreased by 30 to 78 percent and NO₂ have a slight increase of 2 to 8 percent. Also the economics of salmon meal, or "brown meal", is improving. The current fishmeal market may be lucrative enough now that a seasonal plant sized to accommodate salmon may be viable even without whitefish.

Currently no individual processor or community group has the wherewithal to take on these construction costs, although we are confident that such a plant would operate profitably. We also recommend that this plant be the first step in a larger program through which the state investigate feasibility of community-based fishmeal and byproduct operations throughout the state. The industry currently discharges too much usable waste. The combination of spiraling fuel costs, increased regulatory scrutiny, customer demands for positive environmental oversight, and the economic viability of Alaska's shoreside communities, state assistance in this area could provide a tremendous boost in all of these areas.

Remote Power Generation

Diesel-powered plants are at an inherent disadvantage in the current business climate. Freezing capacity expansion is curtailed in many areas due to the high cost of fuel in our remote locations. *We recommend some types of financial assistance and incentives for the purpose of assisting diesel-operated remote power plants in upgrading to more efficient and economical modern power generation. We also recommend that the state consider applying renewable energy funds toward this issue, and begin serious investigation into hydro power for these areas.*

Product Quality

We testified that the single greatest constraint on the Alaska salmon industry is raw material quality. The next two proposals address this issue directly and can be accomplished in time to have a positive impact on this season's harvest.

Ice Programs

Ice barges would substantially improve fish quality in both Bristol Bay and the western part of Prince William Sound. *We advocate that the state become involved in assisting the affected communities in the production of ice in all applications, particularly in assistance with ice barges and other means of producing ice that can be used on the fishing grounds.* The fish can only get worse as they are out of the water, and icing immediately is the best investment in fish quality. Another benefit of ice programs on the grounds is that these programs can be implemented in time for this season, and are scalable according to the state's funding abilities and community involvement.

RSW Tax Credits

We also propose that the tax credits for RSW installation in boats operated by Alaska-resident permit holders be reinstituted. Applicants filled the available slots in a matter of hours when this program was in place before. RSW on the boats has an enormous impact on product quality, and should be the standard of our fishing fleet.

These are all issues of vital importance to the Alaska Seafood Industry, but are issues we cannot tackle alone. We hope that these comments satisfy the committee members requests for follow-up. If any members of the committee would like further clarification, please do not hesitate to contact us.

Best regards,

Mark Palmer, President
Tom Sunderland, Director of Marketing
Ocean Beauty Seafoods

Alaska State Legislature

State Capitol, Room 102
Juneau, AK 99802
Phone: 465-2689
Fax: 465-3472
Toll Free (800) 665-2689
Representative_Paul_Seaton@legis.state.ak.us



345 W. Sterling Highway
Suite 102B
Homer, AK 99603
Phone: 235-2921
Fax: 235-4008

HOUSE FISHERIES COMMITTEE Representative Paul Seaton, Chairman

February 26, 2007

Mike Nicich, Deputy Chief of Staff
Office of the Governor

Dear Mr. Nicich,

Representative Seaton, Chair of the House Fisheries Committee, has requested that I send you the attached letter from Ocean Beauty. The letter is a follow-up from the House Fisheries meeting of February 2nd. The Committee requested that Ocean Beauty get back on a number of points regarding salmon quality and marketing.

Thank you for your consideration of the points raised in this letter.

Louie Flora
House Fisheries Committee Aide,
Representative Paul Seaton, Chairman
(907) 465-3923