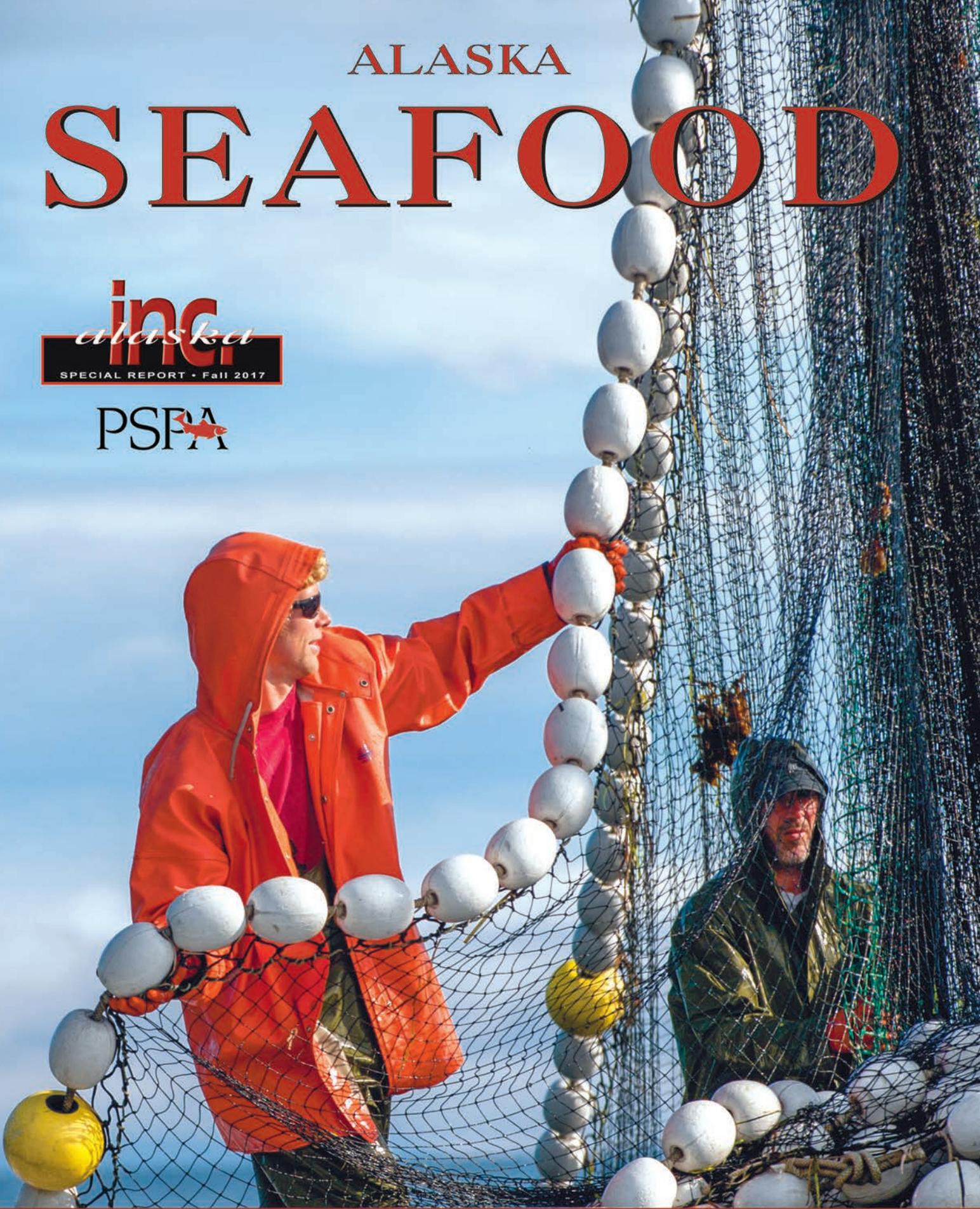


ALASKA

SEAFOOD

inc.
alaska
SPECIAL REPORT • Fall 2017

PSFA 



Sustaining Alaska's coastal communities

Feeding people together



When it comes to nutrition, seafood packs a punch, but is a rare commodity in food banks. SeaShare is the only nonprofit dedicated to filling this essential need.

SeaShare works with PSPA and others across the state to donate over 200,000 pounds (800,000 servings) of high protein seafood in Alaska every year.

Learn more at www.seashare.org or scan:



Seafood

The ultimate sustainable resource for Alaska.

Alaska's seafood industry is a huge economic engine for the state. In a typical year, it directly employs 60,000 and provides about \$2 billion in total labor income in Alaska.

- About 5 to 6 billion pounds of seafood are harvested annually in Alaska's commercial fisheries, creating about \$6 billion in economic activity in Alaska
- Seafood supports more than 9,400 vessels and about 170 processing plants in coastal communities
- Alaska accounts for 60 percent of U.S. commercial fisheries landings

Across the state, tens of thousands are employed each year on vessels and in processing plants, and over a 100 tenders are mobilized to move fish quickly from the fishing grounds. Thousands of shipping containers are also moved to remote locations. In addition to transportation companies, small businesses in coastal communities get busy. Repair shops, welders, grocery stores all depend on the influx of business the seafood industry provides. For the salmon industry alone, individual processors invest tens of millions of dollars each year to gear up for the summer season, before the fish even arrive.

From Ketchikan to Prince William Sound, Cook Inlet, Kodiak, Bristol Bay, the Alaska Peninsula and north to the Arctic-Yukon-Kuskokwim region and Kotzebue Sound, commercial fishing supports a statewide coastal economy.

Pacific Seafood Processors Association's member companies, along with Ocean Beauty Seafoods, Icicle Seafoods, and Silver Bay Seafoods, bring you this special report on fisheries that support local Alaska economies and provide healthy, sustainable protein worldwide.



Salmon makes a mouth-watering and healthy burger

Ocean Beauty Seafoods provides precooked Pulled Salmon, excellent for burgers, to institutional customers like restaurants. Alaska seafood companies are developing new products to open up new markets.

Photo courtesy Ocean Beauty Seafoods



Gillnetter John Skeele and daughter Nora
Photo: Kelley Jordan Photography

Sustainable Sitka

Sitka thrives, and seafood helps support it

Sitka is an Alaskan jewel, a diversified, thriving small Southeast coastal community with a solid economic base. That is thanks, in good part, to stable employment in commercial fisheries and seafood processing, industries which operate near year-round.

Sitka has seen a revival of summer tourism. Increasing numbers of retirees moving to Sitka are testimony to its resident appeal.

This wouldn't be possible without a steady economic base provided by health care, education and seafood. "We couldn't do this without the seafood industry," said Sitka's mayor, Matt Hunter.

Things weren't always good for Sitka. The community experienced sharp jolts when its pulp mill closed in 1993, a loss of high-wage jobs. Ketchikan experienced the loss of its pulp mill not long after. Sitka was jolted again in 2007 when Sheldon Jackson College closed. Both communities basically lost their economic mooring.

But both recovered, however, thanks partly to the steady growth of seafood.



Sitka's mayor, Matt Hunter • Photo: Tim Bradner

Sitka now has three large processing plants and fisheries that are diversified with winter and summer king salmon seasons; chum, silver and pink salmon summer fisheries; halibut, sablefish, and pacific cod almost year-round, winter and summer crab fisheries; a spring herring fishery; and ling cod, a relatively new fishery. Salmon spawned and released by hatcheries in the region supplements wild salmon runs. There are also the "dive" fisheries for clams, and a small but growing mariculture industry, mostly oyster farms. The diversity, volume, and value of fisheries puts Sitka in the top 15 seafood ports in the U.S., and makes Sitka a place that identifies strongly as a fishing town.

Commercial fisheries have also helped spawn a web of marine support industries in both Sitka and Ketchikan. This includes shipbuilding in both communities, as well as increased barge and air service. Wrangell, another Southeast community hit with a shutdown of its major timber employers, has also been revived due to growth of local fisheries and processing, along with vessel repair



Crescent Harbor, Sitka

and servicing. This doesn't mean these communities don't face challenges similar to other coastal communities. Living costs in Sitka are high and the community is affected by cuts in state funding that help support local services including harbor maintenance, schools, and other public services.

Electricity costs are high but those costs will go down when the debt is reduced on a major expansion of renewable power through the Blue Lake hydro project. In the long-term, the availability of low-cost renewable power will help strengthen Sitka's position as a major fisheries community. Sitka undertook this investment in part to assure a long-term supply of power to processing plants. The community now has a surplus of hydro power, so there is room for seafood and other industries to grow.

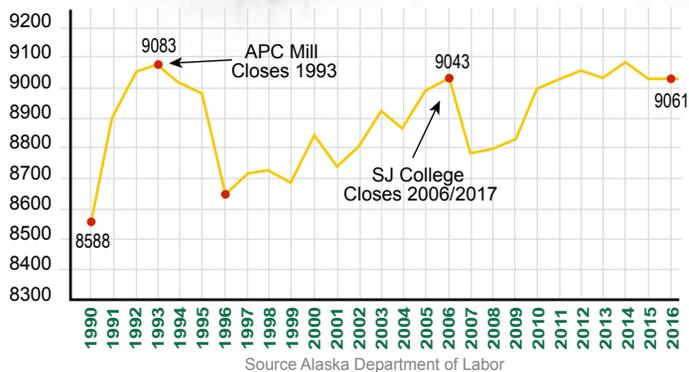
Investments in the fishing industry aren't limited to infrastructure. Sitka and other coastal communities are experiencing a "graying" of the workforce, both in harvesting and processing. There are local and statewide efforts underway to get more young Alaskans interested in and prepared for the fishing and processing sectors, and there is ample opportunity to work your way up the ranks. "Who wouldn't like living in a beautiful place and working outdoors, out on the water?" says Patrick Crenna, a Sitka troller.

Eric Jordan, a long-time Sitka troller, does his part to encourage more young people to enter fisheries by training one or two inexperienced apprentice crew every year. Some have now become regular crew for Jordan. Both trollers are optimistic about the commercial fishing industry, recognizing that it can be sustained as long as it's managed properly.

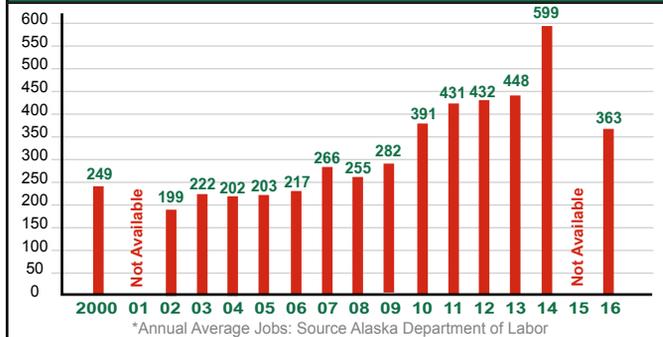


Eliason Harbor, Sitka

Sitka's Population



Sitka Seafood Processing Jobs*



Sitka's processors provide economic foundation

Sitka Sound Seafoods, of North Pacific Seafoods, is open year-round and sees its small winter workforce jump to 250 in summer. The company built its plant and began operating in the late 1960s. It was purchased by North Pacific Seafoods in 1997.



Tim Ryan, manager in Sitka for Sitka Sound Seafoods • Photo: Tim Bradner

Silver Bay Seafoods purchased land and built its plant in 2007 and 2008, and in 2015 purchased adjacent property with plans to expand. Both plants purchase and process a wide variety of species from harvesters.

Seafood Producers Cooperative operates a third Sitka processing plant. The company began as a producer of halibut liver oil in 1944 and has since expanded, and diversified, across many fisheries.



From left, Sitka troller Eric Jordan and crew (at various times), Sophie Nethercut, Andrew Klusmeier, Cathryn Klusmeier, Sarah Jordan and Jacob Metzger • Photo: Eric Jordan

Coastal Alaska

Maritime industries open up jobs & careers

With Alaska's focus on diversification, coastal communities are increasingly building the state's traditional maritime and ocean industries that are right at their doorsteps.

There is a solid base upon which to build. The seafood industry has ups and downs with variable harvests, changing markets, and global competition, but it is basically in good shape and will remain so as long as fisheries remain well managed.

Seafood has also helped spin off important support industries, like shipbuilding and vessel repair, and the industry is a major customer for tug and barge operators and airlines who provide critical transportation service to remote coastal communities.

Vigor Industrial operates shipyards in Ketchikan and Seward, with a brand new 70,000 square foot assembly hall and indoor fabrication shop in Ketchikan. Allen Marine, in

Marsha Togliak
Photo: Vigor Industrial

Sitka, builds and services fishing vessels, and vessel servicing has become important in Wrangell, Kodiak, and other communities.

The Southeast Alaska Municipal Conference, the regional economic development organization of municipalities and private businesses, published the first-ever survey of maritime jobs and spending in the region in 2015. The findings opened a lot of eyes: \$375 million in "blue" (ocean-related) earnings in 2013 in the region, over half of them seafood-related.

Using this information, maritime employers identified a key goal: to increase the number of Alaska residents in highly-skilled maritime jobs. The study found that information about maritime jobs and careers was not easily available, and in-state training programs were very limited.

About the same time, leaders from the maritime industry worked with the University of Alaska to write Alaska's first maritime workforce development plan to identify critical skills and work with training providers, like the university, to build needed skills and guide young Alaskans into maritime careers. These include seafood harvesting and processing, research and management, and support industries. Industry collaborated to form Maritime Works, focused on implementing the plan and increasing the number of Alaskans working in skilled maritime occupations. The overall goal is to develop a responsive workforce that enables the maritime sector to remain a substantial contributor to the state.

"There are a lot of opportunities here but the problem has been in connecting people with training and education opportunities and in connecting trained people with employers," said Kris Norosz, recently retired from Icicle Seafoods, who co-chaired Maritime Works.

"The training has to be employer-driven," Norosz cautioned, which means employers must be involved in designing the training. "This ensures people are trained for the jobs employers need to fill, and that they're hired."

Many good-paying jobs in seafood, many year-round, have been hard to fill. Seafood processing companies

F/V Arctic Prowler,
Vigor Industrial shipyard, Ketchikan
• Photo: Vigor Industrial

have problems filling certain technical positions, such as plant production managers, refrigeration engineers and quality control managers and electricians.

Tug and barge operators report difficulties recruiting to renew an aging workforce, even when young Alaskans are available. "The days when we could just hire off the dock are long gone," said Mark Smith, president of Vitus Marine, which supplies fuel in western Alaska communities. There are licensing rules and safety training now required by the U.S. Coast Guard even for entry-level deckhands. Previously, young Alaskans could hire on and learn on the job.

Smith currently hires heavily from out of state. "This means I get someone out of the Louisiana waterways and pluck him or her down on a boat in the Bering Sea. It's a huge culture shock and it leads to turnover," he said. The preference is to hire in-state.

All maritime industries, including seafood harvesters and processors, face the problem of an aging workforce. The solution to growing our own workforce is in organizing appropriate training locally, Norosz said. She pointed to a program organized by Calista Corporation, a regional Native corporation from southwest Alaska, to train its shareholders with marine operators like Crowley Maritime.

Marsha Togiak, of Dillingham, offers an example of how training opens up jobs. Originally from a village in Bristol Bay, Marsha took welding classes at Sitka's Mount Edgecumbe High School and worked for Ocean Beauty Seafoods for two years as a welding intern and then became certified working for Vigor at the company's Ketchikan shipyard. She is now back in Bristol Bay working in vessel repair and maintenance.

Other training is offered by Alaska Sea Grant including HACCP, Quality Control training, and the Alaska Seafood Processing Leadership Institute, which provides the technical training, leadership and management skills needed to move up in the seafood industry. Over 65 seafood processing managers from 21 companies in Alaska have recently been trained through this program. The programs are at the Kodiak Seafood and Marine Science Center.



Welder at work, Allen Marine in Sitka • Photo: Allen Marine

"There's a lot of upward mobility in this industry," Norosz said. "Progressing in training is more like a web than a ladder. Once a person acquires a set of skills, a lot of opportunities open up. You're not stuck in any one thing," she said. The maritime industries are investing in Alaskans, for their own long-term sustainability.



Maritime and seafood: Alaska's largest employer

The maritime sector represents Alaska's largest private employer and is a significant economic force in the state. It represents over 500 firms statewide and a workforce of more than 70,000 people including:

- **Commercial fishermen - over 30,000 permit holders and crewmembers**
- **Seafood processors - over 25,000 jobs**
- **Boat building/repair - over 600 jobs**
- **Research, enhancement and management - over 2,000 jobs**
- **Marine transportation - over 4,000 jobs**

Source: Alaska Maritime Workforce Development Plan, May 2014.

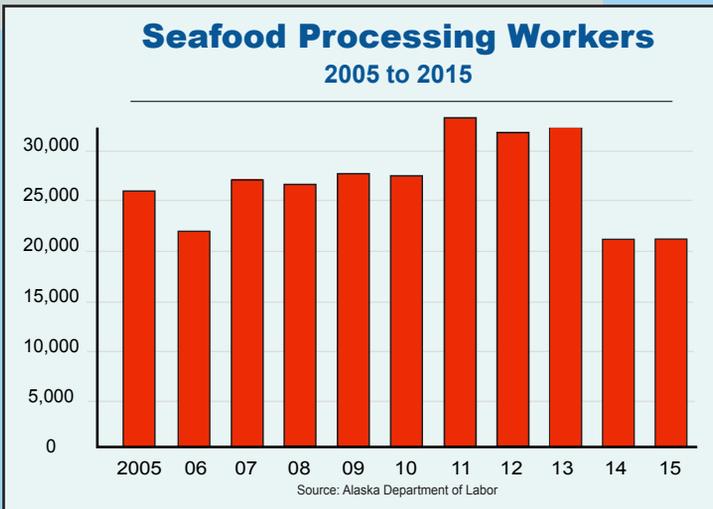


Fabrication plant, Allen Marine • Photo: Allen Marine

COMMERCIAL FISHERY LANDINGS AND VALUE AT MAJOR ALASKA PORTS

Ex-vessel value in Million Dollars (2015)

- Seafood employed 56,600 people in Alaska in 2016, with a payroll of \$1.5 billion. Including multiplier effects, total labor income was \$1.8 billion
- In 2016, 5.6 billion pounds of seafood were harvested in Alaska
- Ex-vessel value of Alaska seafood totaled \$1.7 billion in 2016
- First wholesale value of Alaska's seafood products was \$4.1 billion in 2016
- Alaska had 27,738 commercial fishermen and 9,432 fishing, processing, and support vessels in 2016
- Alaska has 170 shoreside plants and seafood facilities
- Shoreside and floating processors paid more than \$440 million in wages in 2016



Bering Sea



Aleutian Islands

Aleutian Islands (other)
\$111 Million

Amchitka

Adak

Atka

Amlia

\$218 Million
Dutch Harbor

Akutan
King Cove
False Pass

Alaska Peninsula
\$90 Million

Sand Point

St. Paul
Pribilof Islands
St. George

Bristol Bay (other)
\$90 Million
\$69 Million
Bristol Bay

Arctic Ocean

Beaufort Sea



Anchorage is one of Alaska's top fishing towns!

Almost half of Southcentral Alaska's commercial fish harvesters live in Anchorage and the Matanuska-Susitna Borough

This includes 737 vessel skippers and 1,752 crew (average 2015 - 2016)

Total gross resident fishing earnings were \$62.6 million (average 2015 - 2016)



Pacific Ocean

Seafood Information Sources:
 • Alaska Seafood Industry Update, McDowell Group, Juneau.
 • NOAA U.S. commercial landings 2016
 Photo: Catherine Klusmeire, deckhand F/V I Gotta, Sitka.
 Map: Quality Image Publishing, Inc., www.AmericasPublisher.com

Bristol Bay

Dillingham/Naknek

World's largest sockeye fishery booms in summer

Bristol Bay was humming this summer, as 2017 saw the second largest return of sockeye salmon in the last 20 years, about 42 percent above the state's forecast. Harvesters had record catches in the region and markets were good; a great situation in a year with a lot of fish. It's a big deal because Bristol Bay typically supplies almost half of the world's wild sockeye salmon.

The season wasn't without challenges. The amount of fish returning is always unpredictable, but this year the size and compressed nature of the run were overwhelming at times for both harvesters and processing companies. On the peak day of July 3, processors took in about 3 million fish, and over a 48-hour period almost twice that many fish

were delivered. The fishery continued to produce millions of fish every day, which is not the norm during any typical season where a million fish a day would be notable.

Naknek and Dillingham are hubs of the Bristol Bay region. "A lot of what comes through here is related to the seafood industry," says Dillingham's mayor, Alice Ruby. That includes thousands of fishermen, crew, processors and support businesses. "The majority of limited entry permits in the region are located here. A large group of these are commercial fishers, and that contributes to the local economy because it is either the sole or primary source of household incomes. We end up being the 'home port' for a lot of boats," Ruby said.

In a good year, it is estimated that the average drift gillnet permit holder in Bristol Bay grosses about \$100,000 in revenue, and set net permit holders can average about half that. "There are more than 1,800 drift permits and over 800 set net permits in Bristol Bay, that amounts to over 2,600 small businesses this fishery directly supports," said Becky Martello, executive director of the Bristol Bay Regional Seafood Development Association. The fishery generates much more in total economic impact to the region and state, and nationwide. The fishery has generated roughly \$1.3 billion in ex-vessel value alone over the last 10 years.

The onshore processing plants are critical to the region. Peter Pan Seafoods operates Alaska's oldest continually operating plant in Dillingham. Other major processors include Icicle Seafoods, Trident Seafoods, Ocean Beauty Seafoods, North Pacific Seafoods, Alaska General Seafoods, Silver Bay Seafoods, Copper River Seafoods and Leader Creek Fisheries. There are also a number of smaller



Dillingham Alaska Mayor Alice Ruby • Photo: Steve Quinn



Peter Pan Seafoods, Dillingham
Photo by: Steve Quinn

processors, and the number of those seem to grow every year, Ruby said.

"They may only process a few hundred to a thousand pounds a year, but they are still a part of the overall economy, along with the support sectors. We wish this industry was even larger," Ruby said.

Activity picks up fast for the hub Bristol Bay communities of Dillingham and Naknek each summer. The population in those communities can more than double at the start of the season and then fall rapidly as the season ends. It's a cycle that can strain local resources and services without continual coordination. However, harvesters, processors, and community leaders in Bristol Bay have a history of working together to solve problems. Two collaborative efforts underway include improving the quality of seafood harvested and the marketing of Bristol Bay sockeye as a distinctive brand with its own identity.

Quality improvements include financing assistance to harvesters to equip boats with ice and refrigerated seawater systems by the Bristol Bay Economic Development Corporation (the regional CDQ group) and individual processing companies. This has increased the amount of chilled fish delivered to local processors; 71 percent of deliveries made by the drift fleet were chilled at the point of harvest in 2016. "Chilling improves fish quality, which means a higher price for fishermen and an increase in market demand driven by quality," says Martello.



At the dock, Dillingham • Photo: Steve Quinn

The fishermen of Bristol Bay help support marketing efforts to establish a regional brand for Bristol Bay. The drift gillnet fleet pays a voluntary 1 percent tax to support the BBRSDA. In 2016, a proof-of-concept project was launched to develop a regional brand for Bristol Bay and promote Bristol Bay sockeye salmon at retail. "The project was executed with select retailers in Boulder, Colorado and showed increases in sales when compared year-over-year. This year,

efforts will focus on building partnerships with regional retailers across the country.

Mayor Ruby said Bristol Bay's lifeblood is salmon, and it's not all about commercial harvesting either. Subsistence fishing is important in villages in the region. The region is also world famous for its sportfishing. "All of this is contributing to our fishing economy," the mayor said. "We always say we are fish-first here!"



Prince William Sound Valdez

A future in seafood



Valdez, seeking to diversify, is hitching its wagon to the maritime and seafood industries in addition to tourism, says its mayor, Ruth Knight. For years, the Prince William Sound community has worried about declining oil production and cuts in its main industrial base, the Valdez Marine Terminal of the Trans-Alaska Pipeline System. For the future, Valdez wants to build on traditional industries, particularly seafood and its support industries, recognizing that oil and transportation will always be part of its economy, Mayor Knight says.

Investments by the seafood industry and the community are key to this growth. This year, Valdez is completing a second \$82 million small boat harbor that will add 131 additional spaces for fishing vessels. Almost all of them are already reserved, according to the mayor.

Fillet line, Peter Pan Seafoods, Valdez • Photo: Tim Bradner



Valdez Mayor Ruth Knight and City Capitol Projects Manager Scott Benda • Photo: Tim Bradner

The nonprofit Valdez Fisheries Development Corp., which built and operates the Solomon Gulch hatchery, is also expanding its capacity. Next year, the hatchery will be able to release up to 275 million salmon fry, up from 250, and there are plans for further expansions, according to Mike Wells, the hatchery's executive director. Solomon Gulch produces pink salmon. It is not uncommon for more than half of Alaska's commercial salmon harvest to come from pink salmon.

Alaska salmon hatcheries supplement and strengthen wild salmon fisheries. In the Sound, hatchery salmon and wild stocks have rebounded in tandem since the program started in the 1970s. Alaska's hatcheries operate differently than those around the world, with state restrictions and a requirement that only local stocks are used. The Pacific Seafood Processors Association, other processors and the Northern Southeast Regional Aquaculture Association recently committed \$5.9 million to maintain an ADFG research project on wild/hatchery salmon management, to ensure there is no genetic dilution of wild stocks.

While only a small percentage of pink salmon fry return, it amounts to over 50 million pink salmon returning annually to Valdez Arm for the benefit of the seine fishery. A smaller number of coho fry are also released to support local sport fisheries, which are important to Valdez. There are additional hatcheries in the Sound that release other species of salmon, mainly for the gillnet fishery. Salmon sales account for almost 100 percent of the funds necessary for hatchery operations.

The mayor and other community leaders are pleased with the confidence shown by the seafood industry despite the down years. For example, 2016 was a very poor year for pink salmon across Alaska, so much so, that the governor



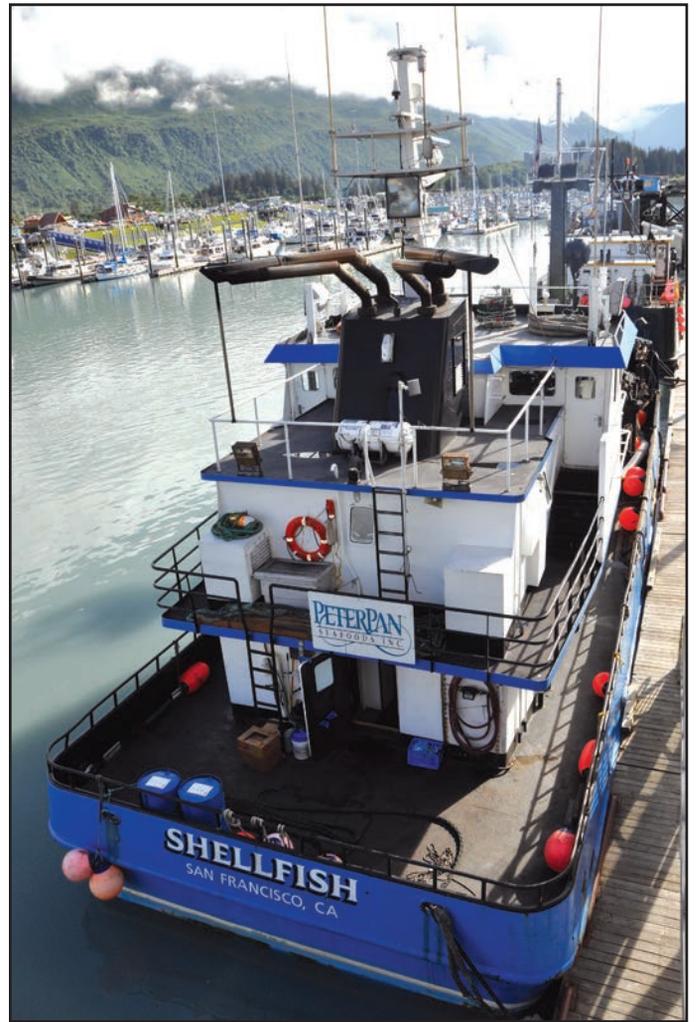
Mike Wells, Valdez Fisheries Development Corp. • Photo: Tim Bradner

declared a fishery disaster in the Gulf of Alaska. The sunk costs incurred by harvesters and processors when fish don't show up are significant. Despite the poor year, Peter Pan Seafoods operated its plant, and Silver Bay Seafoods undertook a large expansion of its Valdez plant.

Peter Pan, built in 1988, is also considering options for further plant investment to take advantage of niche markets, said Gary Johnson, Peter Pan's manager in Valdez. Mayor Knight said the city has approved additional facilities for Peter Pan, which are in the planning stages. Peter Pan's plant produces canned salmon and frozen products like fillets. "We'll produce 20 to 30 million pounds in a good year," Johnson says. 2017 looks to be a good year for pink salmon, Johnson said, but he believes the actual harvest will be below the forecasts.



Peter Pan, Valdez • Photo: Tim Bradner



Tender at Dock, Valdez • Photo: Tim Bradner

The Valdez processing plants are important to the local economy, providing almost \$368,000 in local property tax payments in 2017, according to city records. In addition, Valdez receives a share of state fisheries taxes, which amounted to \$368,290 in 2016.

Peter Pan typically hires about 340 people for the summer, purchasing salmon from 21 seiners and employing 10 tender vessels to shuttle salmon between the fishing grounds and the plant. This year all of Peter Pan's Valdez workers except for one were recruited from the U.S., Johnson said. About 40 percent of Peter Pan's Valdez workers return every year, but the company must still recruit and train a large number of new employees every year.

Johnson has worked for Peter Pan for four decades and has been in Valdez for 10 years. He enjoys the new challenges every year. It's an amazing business: salmon runs, prices, fuel costs, and labor supply are all unpredictable, he says. "We have no control over most of what affects us. After 40 years in the business, I've ceased trying to figure it out."

Despite the challenges, investment in the Sound's fisheries by harvesters, processors, fisheries development associations, and state management have created durable fisheries over time – helping provide economic stability for Valdez and other Prince William Sound communities.



Aleutian Islands

Unalaska/Dutch Harbor

Bustling port serving Bering Sea

Unalaska, with its port of Dutch Harbor, is a bustling seafood community in the Aleutian Islands. Far removed from Anchorage or Juneau, many are unaware of this vibrant community and its impressive infrastructure. Thousands of workers arrive each winter to work at UniSea, Alyeska Seafoods, and Westward Seafoods, the city's three large seafood processing plants, and fishing vessels, docks, barges, warehouses, support facilities, and air service – everything needed for sustainable billion-dollar fisheries.

Fisheries operate year-round in the waters off Unalaska, but winter is the busiest time of year with pollock, crab, and cod fishing. These fisheries operate mainly in federal waters of the Bering Sea, as managed by the North Pacific Fishery Management Council, the majority of whose voting members are nominated by the governor of Alaska.

The council has acclaim for precautionary, science-based management that has made Alaska's large volume fisheries sustainable, which is important for communities and the seafood industry that depend on them. The Community Development Quota (CDQ) Program, designed to bring economic benefit from the Bering Sea and Aleutian Islands fisheries to the communities of Western Alaska, was implemented with pollock allocations in 1992 and later expanded to all species. The CDQ groups now have significant ownership in the fleet that fishes for the plants in Dutch Harbor, as well as significant ownership in all of the fisheries of the Bering Sea and Aleutian Islands.

Seafood pays about 50 percent of Unalaska's municipal general fund revenues, with both a local raw fish tax and a

share of state fish taxes. This percentage increases significantly if you include the portion of sales, property tax, and fuel tax revenue attributed to the seafood industry, says Mayor Frank Kelty. This revenue allows the community to thrive and reduces dependence on other state funding.

This wasn't always the case. Unalaska's story is a remarkable tale of a community rebounding from disaster in the early 1980s, with the unexpected crash of king crab. The seafood industry acquired new investment and partnerships for the making of surimi in onshore processing plants, which set the stage for the broad diversification that followed.

Congressional action was crucial through the Magnuson Stevens Act, extending U.S. fisheries authority to 200 nautical miles offshore and allowing an American fleet to develop and land fish both onshore and offshore. This led to the large seafood plants that are the economic backbone of Unalaska.

The reliability and volume of these fisheries have led to a steady and manageable pace for the industry that allows almost the whole fish to be used in making products; not only traditional surimi and fillets, but also other products like fishmeal, bone meal, and fish oil. Little is wasted.

The national importance of the port of Dutch Harbor continues to grow. The infrastructure associated with the seafood industry has allowed it to become a strategic port for the U.S. in the North Pacific, providing support and emergency response for most shipping between Asia and the U.S. west coast. As commercial navigation opens in the Arctic, Unalaska will become even more important.



Large processing plants like that operated by Westward Seafoods (foreground) anchor Unalaska's economy

Alaska Seafood

New Products

Growing the Market

Alaska seafood companies are developing new products and opening new markets for healthy, sustainable, fish protein. Easy to prepare, convenient ready-to-cook portions made with wild caught Alaska pollock are catching on with consumers. Trident has introduced two new items recently at Walmart designed to bring Alaska pollock to the 'center of the plate': frozen fillet portions designed to grill and skillet cuts suited for stir fry and fish tacos. New products like these are designed to get more people eating more wild Alaska pollock more often. Creating new markets through product development creates more value in the fishery overall.

Refrigerated, pre-cooked, and ready-to-heat meals are also a market Alaska companies are getting into. These have long been dominated by chicken and beef. Trident is breaking into this market with its new "Cheddar Jack" Alaskan Pollock burger, fully cooked, chilled, and ready for the skillet or microwave.

Trident and Ocean Beauty Seafoods have other value added products. Salmon jerky and salmon "candy," flavorful skin-on salmon strips, are very popular, and Trident continues to market its nutritional supplements derived from salmon oil.

Ocean Beauty also developed a "pulled salmon" product for the institutional service and restaurant markets. These allow a number of healthy dishes to be made, while reducing waste and labor costs. Demand for healthy protein, from sustainable sources, is rising fast in the U.S. and overseas. Alaska wants to supply that.



PACIFIC SEAFOOD PROCESSORS ASSOCIATION

PSPA is comprised of 9 seafood processing companies that purchase fish from harvesters and provide markets in remote locations around Alaska. These companies operate 31 facilities in 18 coastal communities across Alaska and 3 floating processors. PSPA's members have invested in Alaska, supported Alaskan communities, and hired Alaskans for over 100 years. Our members depend on all fisheries and gear types and process about 60% of the seafood harvested in Alaska.



ALASKA GENERAL SEAFOODS • ALYESKA SEAFOODS INC. • GOLDEN ALASKA SEAFOODS
 NORTH PACIFIC SEAFOODS • PETER PAN SEAFOODS • PHOENIX PROCESSOR LIMITED PARTNERSHIP
 TRIDENT SEAFOODS CORP. • UNISEA INC. • WESTWARD SEAFOODS, INC.

SUSTAINABLE VALUES SUSTAINABLE LIVELIHOODS



Alaska's fisheries are managed by a simple guideline: that fish be **sustainable and abundant** for generations to come. Sustainable seafood keeps waterfronts working in over 40 Alaska communities, and provides the most private-sector jobs in the state. **Alaska Seafood** sets a sustainability standard for the world and **helps our communities thrive**.

Alaska Seafood Marketing Institute

wildalaskaseafood.com