



Alaska Seafood Marketing Institute

**Board of Directors Meeting**

Tuesday, October 8, 2024

9:30 AM – 3:00 PM (Pacific Time)

OBI Seafoods, 1100 W. Ewing Street, Seattle, WA 98119 and Zoom

**Minutes, Approved 12-5-24**

Chair Kimball called the meeting to order at 9:34 AM Pacific Time.

Chair Kimball asked Heather Johnson-Smith to call the roll. Members present: Chair Allen Kimball, Vice Chair Tomi Marsh (virtual), John Daly, Mike Erickson, Duncan Fields, Richard Riggs, Chris Sannito, Commissioner Julie Sande (ex officio, virtual), Nick Capozzi (ex officio, joined 10:55 virtual), Rep Sarah Vance (ex officio, virtual), Scott Kawasaki (ex officio, joined 9:43 virtual), Rep Sara Hannan (ex officio, joined 10:45 virtual). Ex Officio members not present: Commissioner Doug Vincent-Lang, Senator Gary Stevens, Senator Lyman Hoffman, Senator Bert Stedman. ASMI staff and members of the public were also present in person and virtually.

Riggs made a motion to approve the agenda. Fields seconded. All were in favor.

Fields made a motion to approve the minutes from August 15, 2024 meeting. Erickson seconded. All were in favor.

Chairman Allen Kimball remarks: We must face challenges head on and work together on our common mission so please keep this in mind today.

Woodrow read the ASMI anti-trust statement.

Executive Director Jeremy Woodrow update: Tranche 2 of RAPP deadline was last Friday. USDA expanded the scope so Europe was included. ASMI is applying for about \$17 million. For federal funds ASMI was awarded two SK grants; one for developing pet food brand and the other for developing and finding ancillary products within seafood industry have both been delayed in their funding. He was in DC for the National Fisheries Institute Leadership Summit and met with our Alaska delegation. Establishment of a seafood office within the USDA as part of Farm Bill is delayed. Fields asked if ASMI should provide a letter of recommendation relative to structure of seafood office in FDA. There was some discussion about waiting to join the coalition letter but that an Alaska voice is important. PSPA is tracking closely. Kimball said it will be important to have a common voice. Kimball asked Woodrow to give update on supplemental budget. Woodrow said he meets with the administration this week. Kimball thanked Nicole and staff for getting the grant applications done. He thanked Commissioner Sande also for her assistance.

The board moved into executive session to discuss advisory committee appointments, ASMI Statutes, and ASMI FY25 & FY26 Budget. Fields made a motion to move into executive session. Riggs seconded. All were in favor.

The board returned to open session after lunch and continued with new business.

Board Roundtable: Market perspectives, harvest summary & outlook on market impacts.

John Daly spoke to the salmon harvest and the need to preserve its value. Sannito said it will be quiet in Kodiak this fall with processors slowing down; he spoke to a new jarred salmon product and a new process using steam

injection valve, and the smoked seafood school's 10<sup>th</sup> year. Mike Erickson said overall the season was "okay," but he is worried about halibut numbers, coho and kings aren't great and there is no red crab. Duncan Fields said Kodiak salmon season was poor, but the quality of sockeye was very good; it's the second year that fishermen have had poor revenue. He is concerned about the negative press on commercial fishing. Richard Riggs is concerned about the supply and the need for going into 2025 with the need for strong demand. Vice Chair Tomi Marsh shared that there were 1.7 million cruise ship visitors this summer, and she opened a food truck to get visitors trying seafood. She focused on 100% utilization and partnered with the community including fundraising for student groups. Chair Allen Kimball shared that Alaska pollock is equal in level of concern as other species. Russia has doubled its production of surimi and is setting the price. We have some of the greatest limitations on product diversification in the global business. Black cod demand has increased. 90% of rockfish still ends up in Japan, and we have competition from Norway and Iceland. Sole and flounder, we think that 70% is consumed in southern US. Chair also remarked that one of the great successes of this board and the staff at ASMI is that we respond quickly.

#### ASMI Procurement Policy

Under statutes, as a corporation, ASMI is exempt from certain procurements within the state of Alaska, but ASMI is required to have a similar policy. It has not been updated since 2014, so there is a need to increase the amounts. The suggested amount is \$200,000 from \$100,000. Fields asked why not ask for more. There was discussion and Woodrow said that the board has power to amend the policy as needed, so this amount is within reason and stays within the usual RFP amounts; having it more is not as effective.

**Fields moved to approve the revised ASMI Procurement Policy and Procedures as authorized to the ASMI Board of Directors under Alaska Statutes (AS) 36.30, State Procurement Regulations 2 AAC.12 and the Alaska Administrative Manual (AAM) 81 & 82. The purpose of amending and adopting the ASMI procurement policy and procedures is to adjust for inflation the contracting thresholds identified in the policy for specific procurements. Daly seconded. All were in favor.**

**Sannito moved to appoint the following Alaska seafood representatives to serve on ASMI advisory species and/or programmatic committees, as read by Heather:**

- **Communications Committee: reappoint Hannah Heimbuch, reappoint Jessica Keplinger, remove Julie Cisco and appoint Jon Ochoa, appoint Tracy Welch, appoint Rachel Kallander**
- **Domestic Marketing Committee: reappoint Thea Thomas, remove Kent Harrison and appoint Jeff Welbourn, appoint Pat Shanahan**
- **International Marketing Committee: reappoint Shigeki Okano, appoint Nick Souza, remove Julie Yeasting and appoint Brian Hodgen**
- **Seafood Technical Committee: remove Joe Logan and appoint Manish Patel, reappoint Cindy Luna, reappoint Michael Kohan, reappoint Monique Moore, appoint Brian Himelbloom**
- **Halibut & Sablefish Committee: appoint Marc Taylor for 2 years, appoint Keith Singleton for 3 years, reappoint John Jensen for 1 year, reappoint Hank Baumgart for 1 year, reappoint Jim Hubbard for 2 years, reappoint Jessica Keplinger for 3 years, reappoint Peggy Parker for 3 years; reappoint Kendall Whitney for 3 years; reappoint Bob Barnett for 2 years**
- **Salmon Committee: reappoint Jose Montero, reappoint Matt Alward, appoint Amy Schaub, appoint Hayley Hooever, appoint Steven Nast, remove Vanessa Aslanian**
- **Shellfish Committee: reappoint Jeff Otness, appoint Sean Dwyer, appoint Gabriel Prout**

- **Whitefish Committee: reappoint Mike Cusack, appoint Vanessa Aslanian, remove Joel Peterson and appoint Brody Pierson, appoint Brendan Sherrer, reappoint Julia Ying as ex officio**

**All were in favor.**

All Hands Preparation: The board reviewed, discussed and made suggestions for the ASMI Seafood Customer Panel Questions, Species Committee Questions and Operational Committee Questions. Woodrow will update the questions.

Future Board Meeting Dates for Consideration: Winter & Spring 2025

Alaska Seafood Week in Juneau is February 17-21. The ASMI Board meeting will be Friday, February 21, 2025.

Spring budget meeting will be Thursday, May 15, 2025.

There was discussion about a CAP/BOD meeting happening in Alaska sometime in the first three weeks of August.

All Hands On Deck 2025 Dates: November 6-8 is the board's first choice. Heather will explore other meeting locations since Captain Cook is not available.

Bruce Schactler gave an USDA update.

There was no public comment.

Good of the order: Fields shared that tonight in Kodiak is a fishing debate with our delegation; it will be on KMXT radio.

Riggs made a motion to adjourn the meeting. Erickson seconded. Meeting adjourned at 3:30 PM Pacific Time.