



Alaska Seafood Marketing Institute

**Board of Directors Meeting  
January 7, 2021  
Beginning at 9am AKST  
Zoom Webinar**

*Draft Minutes*

**I. Call to Order**

Chairman Schultheis called the meeting to order at 9:00am

**a. Roll call**

Present:

Chairman Jack Schultheis

Vice Chair Allen Kimball

Tom Enlow

Mark Palmer

Tomi Marsh

Gus Skaflestad

Mike Erickson

Rep. Dan Ortiz

Commissioner Anderson

Jeremy Woodrow

**Ex Officio Absent:**

Sen. Peter Micciche

Sen. Gary Stevens

Sen. Lyman Hoffman

Rep. Louise Stutes

John Moller

**Also Present:**

ASMI Program Directors, ASMI Staff, Contractors, Members of Industry and Members of the Public

**b. Approval of Agenda**

Chairman Schultheis requested a motion to approve the agenda for Jan 7, 2021.

**Vice Chairman Kimball moved to approve the Agenda for Jan 7, 2021. Erickson seconded the motion. All were in favor. Motion passed unanimously.**

**c. Approval of minutes from Dec. 3, 2020**

Chairman Schultheis requested a motion to approve the minutes from Dec 3, 2020.

**Enlow moved to approve the minutes from Dec 3, 2021. Skaflestad seconded the motion. All were in favor. Motion passed unanimously.**

**d. Chairman's Remarks**

Chairman Schultheis noted anticipation of a brief meeting. Reviewed main goals of the meeting as presented in agenda.

**e. Executive Director Update**

**i. Antitrust Statement**

Chairman Schultheis invited Woodrow to present. Woodrow read Antitrust statement aloud. Provided the Board with brief update on ASMI staffing updates.

**f. Public Comment**

No public comment

**II. New Business**

**a. ASMI BOD Roundtable: 5-minute update from each ASMI Board Director on market concerns, impacts, or areas ASMI staff should give attention in marketing initiatives**

Chairman Schultheis invited Vice Chairman Allen Kimball to present.

Vice Chairman Kimball provided remarks, noting ongoing challenges related to the COVID-19 pandemic. Noted ongoing complications related to movement of product in and out of Chinese ports. European food service industry remains closed through end of January. Japan currently reviewing state of emergency, with subsequent limitations to food service industry forthcoming. Noted increase in restrictions in South American markets related to lockdown measures. Noted retail sector continues steady movement, however, both domestically and globally.

Chair Schultheis invited questions. Questions presented by staff.

Chair invited Tom Enlow to present:

Enlow noted strong demand for Bering Sea and Gulf species; pollock cod and crab markets strong despite limited food service sector. Noted low return from B season. Challenges related to bringing in workforce during the COVID pandemic. Ongoing precautions underway to protect workforce and local community. Commercial Air Service has resumed via Ravn Air.

Chair invited Mark Palmer to present:

Palmer noted logistical challenges related to COVID precautions, echoing Vice Chairman Kimball's remarks on challenges related to Chinese ports. Noted wide variable of movement in foodservice industry among various US regional restrictions. Palmer noted ongoing challenges related to protecting resident workforce. Noted optimism with recent vaccinations within the state.

Chair Schultheis invited questions for Palmer. Questions presented.

Chair invited Mike Erickson to present.

Erickson noted good movement in prior season resulting in low inventory currently. Preparing for upcoming tanner crab fishery. Local COVID numbers low. Preparations underway for incoming work force.

Chairman Schultheis invited questions for Erickson. No questions.

Chairman Schultheis invited Tomi Marsh to present.

Marsh noted recent local vaccinations underway in Southeast communities. Noted increased costs of maritime insurance impacting local fishing fleet. Noted local process wrapping sea cucumber and geoduck project.

Chairman Schultheis invited questions for Marsh. No questions

Chairman Schultheis invited Gus Skaflestad to present.

Skaflestad commended ASMI Staff for efforts focused on home-cooking promotions.

No questions for Skaflestad.

Chair invites Ex Officio members to speak.

Rep. Ortiz noted he's present to speak further to the Agenda item HB41.

Commissioner Anderson noted successful Alaska Cares Grant program. Benefits approximately 1600 fishermen. Program is wrapping soon. Notes federal program has additional funds for fishing industry. (need to look up what she means by "new federal program")

Chair Schultheis asks board to comment on any updates related to Tokyo Olympics.

Kimball noted the 2021 Olympics is unlikely to take place, per report of colleagues based in Japan, though officially still unannounced.

Woodrow provides brief update on ASMI's current plans related to scope of participation at Seafood Expo North America.

Lindoff provided brief update on ASMI's current plans related to the scope of participation at Seafood Expo Global.

**b. ASMI Mariculture Legislation**

Chairman Schultheis invited Woodrow to present.

Woodrow provided brief review of HB41 from the 2020 Legislative session, intended to allow ASMI to promote Mariculture products. Noted the 2020 session closed prior to opportunity to pass bill. Notes Rep. Ortiz will continue to present this legislation in the new 2021 session.

Rep. Ortiz noted the current bill for the 2021 session reflects the bill that passed committee in 2020.

Commissioner Anderson notes they understand USDA broadened definition of Mariculture to include Aquaculture. Noted additional funder opportunities available as a result, though the USDA.

Woodrow acknowledged multiple potential future funding opportunities related to Mariculture.

**c. ASMI Board of Directors Future Meetings**

**i. Future Meeting Cadence**

Chairman Schultheis requested input from the Board regarding future frequency level of Board Meetings into 2021.

Board members discussed reducing frequency from bi-weekly meetings in 2020 to one meeting every-other month, currently, for 2021.

Chairman Schultheis instructed staff to poll the board for scheduling the next Board Meeting in late February 2021.

**ii. Spring Budget Meeting: April 29, 2021**

Chair Schultheis requested input from Board regarding the proposed Budget Meeting to be held in late April. Board set April 29<sup>th</sup> as their annual Budget Meeting date. The meeting will be held online.

**iii. All Hands 2021: Alyeska Hotel - Week of Nov. 8, 2021**

Chair Schultheis invited Woodrow to review current scheduling for All Hands 2021.

Woodrow noted an existing plan to hold All Hands 2021 at Alyeska. Requested Board to respond with availability and agreement to the week of Nov 8, 2021.

Palmer inquired about CAP participation at the 2021 All Hands.

Chairman Schultheis instructed staff to determine CAP availability to participate, prior to confirming All Hands 2021 dates.

**III. Good of the Order**

Chairman Schultheis invited further business for the good of the order.

No further business presented for discussion.

#### **IV. Adjourn**

Chairman Schultheis requested motion to adjourn meeting.

**Vice Chair Kimball moved to adjourn. Palmer seconded the motion. All were in favor.**

Meeting adjourned at 10:15am.