

ALL HANDS ON DECK

Conference



ASMI Global Food Aid Program

Matt Alward, Global Food Aid Consultant

Nina Schlossman, PhD, Nutrition & Food Security Consultant



ASMI Global Food Aid Program

**ALL HANDS
ON DECK**
Conference



Supporting Alaska's Seafood Industry
& Reaching New Consumers



FY25..... The Bottom Line

\$157 M sales
65 M lbs AK Seafood
=~15% of WAP
PBO fillet production

- ✓ Wild Alaska Pollock & Salmon sold through USDA for domestic and international food and nutrition programs
- ✓ Exposed 30-40 million people to wild Alaska Seafood this year
- ✓ Navigating political and economic uncertainty – seeking new opportunities
- ✓ New ASMI Global Food Aid Committee

Supporting the Alaska Pollock and Salmon Sectors



USDA Sales Support Alaska Seafood When Needed

Fiscal Year 2025					
USDA PURCHASES OF ALASKA POLLOCK & SALMON					
Product	Cases CS	Pounds LBS	Dollars USD (\$)	Pounds LBS	Dollars USD (\$)
ALASKA POLLOCK FILLETS, frozen		14,744,000	\$38,672,000		
ALASKA POLLOCK BLOCK, frozen		1,703,000	\$3,164,000		
ALASKA POLLOCK FISH STICKS BREADED, frozen		22,686,000	\$51,143,000		
ALASKA POLLOCK NUGGETS, frozen		21,660,000	\$49,521,000		
<i>Alaska Pollock:</i>				<i>60,793,000</i>	<i>\$142,500,000</i>
SALMON - PINK CAN (including Kosher)	194,560	4,304,000	\$13,017,000		
SALMON - SOCKEYE FILLETS, frozen		144,000	\$1,769,000		
<i>Alaska Salmon:</i>				<i>4,448,000</i>	<i>\$14,786,000</i>
<i>Total Alaska Seafood:</i>				<i>65,241,000</i>	<i>\$157,286,000</i>



Supporting Alaska's Seafood Industry

US Government Nutrition & Food Assistance Programs.....THEY ARE NOT A MARKETING STRATEGY

What Are They?

- > 15 domestic and 4 international Food and Nutrition safety net programs can use approved Alaska seafood products:
 - ✓ **Wild Alaska Pollock & Salmon**
 - ✓ Seafood from other American fisheries
- USDA is the SOLE BUYER FOR ALL food & nutrition programs
 - ✓ Domestic & International food aid
 - ✓ New initiatives with added funding

How does the Global Food Aid Program Help?

When industry and the ASMI BOD ask for support, we go into action

- Assess challenges & options for USG funding priorities
- Tailor industry's request to the appropriate funding mechanism based on its situation
- Work with the Ag Secretary, key decisionmakers, stakeholders, and others
- Work with the Alaska Delegation to support the request
- Follow the request for as long as it takes

How Can they Help Alaska Seafood stay Afloat?

- When a seafood sector has a surplus, markets are disrupted or challenged, and/or prices are down
- USDA can purchase large volumes through Section 32 and new initiatives in domestic and international programs with special funding

*In recent years Alaska Salmon & WAP were the focus
In FY24 the Alaska Pollock sector needed the support*

IT IS A WIN-WIN!

- ✓ **FOR INDUSTRY -- USDA sales help stabilize when needed**
- ✓ **FOR USDA -- Food insecure clients get super nutritious sustainable wild Alaska seafood to support their families' health**



USDA Programs - NEW CUSTOMERS!



Every Year we introduce millions of people to wild Alaska seafood

Large health-conscious consumer base of people of all ages

- More consumer-ready/oven ready product forms are key
- Consumers introduced to these new products through USDA programs will look for them in their local markets when they have the means
- *Our QR code introduced on canned Pink Salmon in 2024 is shedding light on USDA customer tastes by location*

1 in 4 Americans served by USDA FNS programs

- **Over 30 million kids ate school meals (FY24)**
- **Over 50 million people shop at Food Banks**
- **6-7 million women and children get WIC food packages every month (FY24)**
- **Food distribution programs for elderly and families on tribal lands**



Thank You

Contact:

Nina Schlossman, PhD
nina@globalfoodandnutrition.com

Matt Alward
matt@justknots.net

