



Alaska Seafood Marketing Institute

Shellfish Committee Meeting

Thursday, November 3rd, 2023

2:30-5:00 PM AKST

Zoom Link:

Topic: Shellfish Committee Meeting

Time: Nov 2, 2023 02:30 PM Alaska

Join Zoom Meeting

<https://us02web.zoom.us/j/81404367713?pwd=V3hlN2hCdWljUWU3Q3ZEU09yZlplDQ09>

Meeting ID: 814 0436 7713

Passcode: 912564

DRAFT MINUTES

- I. Call to Order
Chairman Riley called Shellfish Committee meeting to order at 3:01 AKST on November 2nd, 2023.
- II. Roll Call
Present: Chair James Riley, Cody Barton, Jeff Otness, Jim Stone, Steven Minor, Linda Kozak.
Also present: ASMI Staff and contractors, Tomi Marsh, Mike Erikson, Jeremy Woodrow
- III. Approval of Agenda
Otness moved to approve, Kozak seconded, none opposed. Motion Passed.
- IV. Approval of Minutes from October 10th, 2023
Otness moved to approve, Kozak seconded. None opposed. Motion Passed.
- V. Chairman's Remarks
Chair Riley welcomed everyone and thanked all for joining. Addressed the turmoil that faced the shellfish and stated that it has found its bearing and is more optimistic going forward. Thanked Cody Barton for joining for his first All Hands on Deck.
- VI. Reading of Anti-Trust Statement
Chair Riley read the ASMI's anti-trust statement.
- VII. Public Comment
None
- VIII. Old Businesses
 - a. ASMI establish Trade Exam – Russian Crab flow with interest to add to agenda going forward and an ask for ASMI to follow up with McKinley – Minor is interested in how

ASMI will accomplish this but would also like to see follow through on ASMI part. Kozak stated that congressional effort to better follow and track the flow of Russian crab.

- b. RFM Certification – applied to dungeness and Bairdi crab but halted in Cook Inlet due to salmon harvest management concerns. Kozak stated that RFM might instigate an issue due to its harvest areas and that it would not be advised to begin RFM, so no change. Minor states to keep dungeness and Bairdi out of RFM due to the Cook Inlet salmon harvest management issues.

IX. New Business

Species updates and Discussion-

a. Promoting value on Red and Golden King Crab.

- i. Chair Riley sought ideas to enhance the value of red and golden king crab.
- ii. Minor questioned the expectations given the limited number of allowable harvests.
- iii. Kozak noted that red king crab harvesters are engaging in individual marketing efforts, often selling directly from the dock. The uncertainty around red king crab numbers poses a challenge, but the current price is sustainable for golden king crab.
- iv. Minor acknowledged that the price of golden king crab has decreased from its COVID highs but remains manageable and beneficial for both consumers and harvesters. Minor supports ASMI's promotion efforts but recognizes the stability of golden king crab.
- v. Stone advocated for continued support for golden king crab, citing its stability compared to red king crab. He highlighted the benefits of sustainability measures for red king crab but cautioned about the potential market risks.
- vi. Riley suggested that red king crab would experience a "get it while you can" market and recommended ASMI's continued focus on promoting golden king crab due to its stability.
- vii. Steven emphasized the necessity of developing a domestic market for golden king crab.

b. Bairdi-Differentiation of Bairdi from general Opilio market for all fisheries – Bering Sea, Gulf of Alaska, SE Alaska. Naming Bairdi for Marketing

- i. Riley noted Alaska's multiple Bairdi crab fisheries and competition from outside. ASMI promoted Bairdi as queen crab in some markets.
- ii. Kozak expressed surprise at the board-level discussion, with harvesters not supporting the queen crab promotion due to messaging concerns.
- iii. Otness suggested promoting Bairdi in the US first, proposing "Jumbo Alaska Snow Crab" or "jumbo crab." Minor agreed with the "Jumbo" name.
- iv. Stone, Barton, and Riley supported "Jumbo" but raised size comparison concerns to other Bairdi crab. Suggested investigating the "Jumbo name with a poll, pre-January.
- v. Otness countered, citing flexibility in naming, akin to jumbo shrimp.
- vi. Erikson mentioned Whole Foods no longer sells Bairdi due to concerns heralded by Monterey Bay Seafood Watch. He queried if a name change would need federal approval.

- vii. Kozak emphasized strong Alaska seafood management systems in place, aiming to influence Monterey Bay Seafood Watch.
 - viii. Riley requested follow-up on Monterey Bay's Bairdi stance, noting their hazard level designations.
- c. Dungeness- Continue promoting the premium larger size that comes out of Alaska relative to WOC.
- i. Riley begins with Dungeness has had a stable biomass for Alaska. He requests that AMSI continue to support marketing.
 - ii. Erikson brought up the concern for PSP testing and that the harvester had to pay for the testing and wants the state to pay for testing instead.
 - iii. Burrows responded to Erikson suggesting that he speak to DEC through the technical committee.
- d. Scallops- More imports to the USA – what is needed?
- i. Stone states that Japanese scallops are in the US market and that the US military is now entering a contract to source Japanese for the troops in Japan. He would like more marketing scallops and that it has been a tough year.
 - ii. Otness mentions that the Japanese scallops coming in from Japan are due to the Fukushima disaster and China isn't buying.
 - iii. Kozak asks for more scallop recipes that are easy and user friendly.
 - iv. Stone states that biologically scallops are doing well, catching them is not a problem but selling is challenging and there is no large purchases.
 - v. Kozak asks if ASMI can lobby or can if they provide guidance to congressional staff on support scallops.
 - vi. Woodrow answers that ASMI does supply reports and memos to the national congress.
 - vii. Kozak asks to add scallops as species of note to memo to congressional staff.
- e. Dive Fisheries and other Shellfish. Any support needed?
- i. Erikson states that sea cucumbers fishery going well no support needed from ASMI. Spot prawn fishery moved from October to May, request help promote spot prawn with roe from ASMI.
 - ii. Tomi Marsh states that the geoduck market is open; 12-13 dollars a pound but prices are volatile and only sells into a live market and no support need from ASMI.

X. Answer Board Questions

XI. Elect Chair and Vice Chair

- i. Chair Riley moved to nominate Jeff Otness, Otness elected as new Chair.
- ii. Vice Chair: Minor nominated Stone, Stone declined. Stone nominated Riley. Riley is elected as vice chair.

XII. Good of the Order

None.

XIII. Adjourn

Otness motioned to adjourn, Minor seconded. Motion passed. Meeting adjourned.