Business of Fish 2019

Bristol Bay Borough School
June 9 and 10
Agenda

Sunday, June 9

1:00 **Welcome to the 2019 Business of Fish workshop**

The Bristol Bay Economic Development Corporation

Chris Napoli, Chief Administrative Officer, Bristol Bay Economic Development Corporation

Intro to the Business of Fish workshop – Paula Cullenberg

1:30 **Bristol Bay 2019 - what to expect this year**

Forecast, run outlook and plans for management

Paul Salomone, Alaska Department of Fish and Game

Keeping legal during the season

Sgt. Dave Bump, Alaska Department of Public Safety

Coast Guard safety initiatives and updates

Scott Wilwert, Coast Guard District 17, Fishing Vessel Safety Program

Staying safe – understanding and preventing fishing fatalities among driftnet, setnet and tendermen in Alaska

Samantha Case, National Institute for Occupational Safety and Health

3:00 **Break**

3:20 **Why the Bristol Bay salmon market is strong now and into the future**

Market analysis and the BBRSDA's role

Andy Wink, Bristol Bay Regional Seafood Development Association

Global markets for Bristol Bay salmon

Arianna Elnes, Alaska Seafood Marketing Institute

4:00 **Saving $$ by running the most efficient vessel possible**

Jim Fowler, PE, CEM, Energy Audits of Alaska

4:45 **Alaska's shore lease program for setnetters**

Andrew Miller, Department of Natural Resources

5 pm – **break for the day**

Monday, June 10

10:00 **Welcome, Alice Ruby, BBEDC and Paula Cullenberg**

10:10 **Bristol Bay's top-quality salmon – how to make a #1 fish**
How handling and chilling makes a difference in quality and impacts your price
Gabe Dunham, Alaska Sea Grant Marine Advisory Program
Slush ice and RSW – which to use and how to make it happen
Gabe Dunham, Alaska Sea Grant Marine Advisory Program
Jim Fowler, Energy Audits of Alaska
Gary Cline, BBEDC Regional Fisheries Coordinator
Kurt Ness, Integrated Marine Systems
Grants/loans to support chilling modifications
Gary Cline, Jim Fowler, Gabe Dunham, Jessie Huff, Rural Development, USDA

12:00 **Lunch break – on your own**

1:00 **Getting in, staying in, and growing your fishing business**
Getting in…or out… of a Fishing Business
Alice Ruby, Economic Development & Brokerage Director, BBEDC
Financial nuts and bolts – loans and credit, sole or LLC business model, Capital Construction Fund and tax issues for fishermen
Lea Klingert, President, Commercial Fishing and Agriculture Bank
Managing risk and liability in your fishing operation
Gabe Dunham, Alaska Sea Grant Marine Advisory Program
Northwest Farm Credit Services for fishermen
Jess Sarsfield, Relationship manager, NWFC
Fishermen's fund
Sharon Schroeder, Patient Services Coordinator, Camai Community Clinic

3:00 **Close for the day**