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**Minutes**  
**Friday, April 5, 2001**  
**A meeting of the Steering Committee**  
**of the United Salmon Association, Kodiak Chapter**

**Steering Committee Members in Attendance:** Matt Keplinger, Thom Wischer, Don Fox, Dan McFarland, Chris Myrick, Bruce Schactler, Bill Fiorentino

**Others in Attendance:** Erin Harrington, Administrative Assistant, Don Gallagher, Herb & Barb Jensen (USA/PWS), Joe Sullivan (Mundt MacGregor), Bill Biehl, Chris Berns

**Call to Order:** 3:10

**Approval of Minutes/Approval, Addition to Agenda**

Motion to approve minutes from March 28 meeting approved.

Motion to approve agenda with addition of discussion of ComFish Exxon Meeting.

**Correspondence In/Out:**

No new correspondence.

**Statewide Meeting:**

Wischer reported that the USA Statewide Board of Directors meeting at the West Coast Int'l Inn. USA/Kodiak will send Matt Keplinger, Virginia Adams, Ross Kendall, Thom Wischer, and Erin Harrington. Additionally, Bruce Schactler will attend in his role as president.

Wischer reported that USA/Kodiak has distributed a draft agenda to the boards of Copper River Salmon Producers Association and to USA/Prince William Sound. Major items on the agenda include discussion of finances, including legal bills and accounting bills; and review of the guidelines laid out in the Association's bylaws. Wischer said he hopes that there will be consensus/commitment from the statewide association to be in compliance with the bylaws. The third item to be discussed will be upcoming salmon negotiations. Wischer recapped last year's negotiations for meeting attendees.

**Marketing Efforts:**

Wischer reported that USA Kodiak is trying to get information out to fishermen about the Association's marketing efforts.

Wischer shared with meeting attendees that USA's DCED/USDA grant application was turned down, and that 2 reasons were provided for the rejection of the Association's request, including (1) the Association didn't have broad-based support and (2) the grant reviewers didn't like the fact that USA wants to maintain control over its label.

Wischer reported that the Department of Community and Economic Development had sponsored a workshop on April 3<sup>rd</sup> about seafood marketing, which Wischer, Myrick, Fox, Fiorentino, and Harrington attended. Following the workshop, the same group, minus Fox, met with Chris Mitchell and Pat(ricia) Shanahan, two of the workshop presenters. The group discussed USA Kodiak's current plan for 2002, which is to do a facilitated direct marketing program, with the Association performing some of the middle roles, such as arranging for processing and shipping, for its members.

Wischer noted that the marketing efforts have reopened the issue of a community cold storage facility in Kodiak, and that the Association may approach that issue again.

Schactler suggested that Harrington draft letters to U.S. Congressional Delegation requesting that the cold storage facility on the C.G. Base be made available to the public.

**ComFish Recap:**

Harrington reported that \$2100 had come to the Association, by meeting time, as a result of the ComFish membership drive.

Joe Sullivan talked to the group about its eventual non-profit status and the ramifications of that status on the Association's fundraising. Sullivan said the organization will not have status as a 501C-3, or charitable, group and as such contributions will not be tax deductible as charities. However, they may be deductible as "ordinary and necessary business expenses."

Sullivan verified that USA's current bylaws limit membership to salmon permit holders. However, he said the Association bylaws could be amended to allow for non-voting memberships, such as associate or business or support memberships. He said he needed to first verify that such memberships would not jeopardize USA's anti-trust exemption.

Wischer asked that fund-raising and the board/steering committees responsibilities therein be added as a future agenda item.

Harrington reported that Mayor Gabrielle LeDoux had raised the issue of Borough support of a marketing program at the Borough meeting of 4/4/02.

Fiorentino presented an update on his custom processing report. He said APS had expressed some interest. He suggested that USA contact Surefish and find out if they could come to Kodiak to do seminars to teach fishermen about how to produce a #1 product. He also said that Matt Moir/APS wants to see the criteria developed by the Kenai Borough.\* Fiorentino reported that the processors are all bringing up the issue of high-grading.

### **Remarks from Chris Berns**

Chris Berns, who had to leave the meeting, reported that Herb and Barb Jensen showed superior commitment and dedication during price negotiations in PWS in 2001, and thanked them for their efforts.

Berns also noted that the ASMI (Alaska Seafood Marketing Institute) 1% tax was reauthorized for five years, although there were loopholes in the bill that will allow for continued structuring of the Institute next year.

### **Salmon Summit Report**

Schactler reported that the Salmon Summit group had agreed that the proper place for the salmon discussion to continue would be in Sen. Austerman's proposed Legislative Salmon Task Force (SCR 28).

Schactler asked that Harrington draft a letter to Rep. Bill Williams, co-chair of House Finance Committee, supporting SCR 28 as written.

Schactler reported that the summit went well and brought a more serious tenor to the issue of salmon in Alaska.

### **Exxon Report:**

Wischer reported on the Exxon update meeting that Matt Jamin hosted during ComFish. There will be a compensatory damages pay out this summer, with herring compensation in June, salmon compensation in July, and compensation for Native/subsistence users in August.

Additionally, there is a community foundation that has been established for when the payoffs actually happen. The foundation will help people shelter their payoffs from the IRS.

### **KMXT Sponsorship:**

Motion to support the Thursday 9:15 am airing of the Alaska Fisheries Report passed unanimously.

Schactler noted that Laine Welch still owes USA Kodiak an article from a previous contract arrangement.

Schactler asked that there be an article submitted to the Alaska Fishermen's Journal each month.

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\* (n.b. They turn out to be the standards developed by the Arctic Keta Program. – E.H.)

**Per Diem Policy:**

Motion to leave per diem as it has been in the past, i.e. \$150/night, fails.

Motion to do receipt reimbursable expenses for air transport/lodging/ground transport and additionally to allow a \$50/day food per diem passes unanimously.

**Board Training Report:**

Harrington reported that she attended the Foraker Group non-profit board training on March 30<sup>th</sup>. She highlighted that the trainers highlighted the importance of having a Board Development Committee. Harrington said she would prepare a report on the training for the Steering Committee.

**Other:**

Herb Jensen reported that VDFU (Valdez District Fishermen's Union) acquired a warehouse in Valdez that fishermen will be able to use to do custom processing.

Harrington reported that Thea Thomas, of CRSPA, had requested that discussion of a statewide budget be added to the agenda for the statewide meeting. Barb Jensen supported the idea of a budget discussion at the statewide level.

**Adjourn: Meeting Adjourned at 5:30**