

**Meeting Minutes**

**JAN. 21, 2002**

**USA/KODIAK**

**CALL TO ORDER 5 PM**

**BOARD MEMBERS PRESENT: Fox, Keplinger, Wischer, Adams, Schactler, Allen, Kouremetis, Fiorentino, Myrick, Kendall.**

**OTHERS PRESENT: Erin Harrington, Administrative Assistant, and Oliver Holm**

**APPROVAL OF AGENDA AND JAN. 02, 2002 MINUTES:**

Minutes of Jan. 02, 2001 meeting approved unanimously.

Agenda approved.

**BUDGET REPORT:**

Wischer reports that Budget Committee consisting of Harrington, Myrick, Allen & Wischer met. Harrington will collect more information on expenses, group will meet again in early Feb.

Schactler reported that he spoke with accounting firm (Thomas, Griesen & Head) and asked that future billing be delineated between USA/Kodiak, USA/PWA, and CRSPA.

**CORRESPONDENCE IN/OUT:**

1. Wischer reported that first January newsletter out already; second January newsletter to go out Jan. 22nd. Newsletters were also distributed electronically to UFA list of recipients.

Allen commented that first newsletter arrived mangled, possibly due to poor quality tape.

2. Wischer reported that grant for Specialty Product marketing was submitted, as well as an abstract for a Regional Marketing Mini-Grant. Department of Economic and Community Development informed us that there is competing grant from Clint Johnson. Full grant is due Jan. 31.

3. Letter from USA sent to federal delegation requesting that \$25 million of the money earmarked for food aid for Afghanistan be used to purchase Alaskan pink salmon.

## **DISCUSSION OF MIKE BARROW'S CHINESE PROCESSING PROPOSAL:**

Wischer explained that Mike Barrow, fish consultant, is seeking the support of USA for a processing project that would send Alaskan salmon to China for processing, then ship them back to U.S. for domestic markets.

Keplinger expressed concern about steering people toward a person that will not be able to get any product.

Adams motion:

Tell Mike Barrow that USA cannot commit to being involved in his project at this time.

Motion carried unanimously.

## **TRADEMARKING REPORT:**

Wischer reports that application for trademarking Kodiak Island Salmon label has been submitted to U.S. Patent and Trade Office and successfully received. Also reports that same process will be undertaken for United Salmon Association label.

## **DISCUSSION OF JULIA HENGSTLER:**

Harrington reported that Julia Hengstler, wife of a Canadian fisherman and marketer of wild-caught Canadian salmon would like to become a USA member and in return use the United Salmon Association banner/name at tradeshows while selling canned product.

Keplinger wanted to consult with attorneys and see if we can have Canadians as members. Schactler would also like to find out about this option.

Motion made: USA will check with its attorneys regarding Canadian membership, but presently Hengstler's request is denied. Motion carries unanimously.

## **CHIGNIK CO-OP**

Keplinger wanted to discuss whether the potential of co-ops in Alaska will be a benefit to Kodiak or a detriment, and what will be the implications of a Chignik co-op.

Adams noted that there are lots of issues before the Association at present, and would like to focus on those issues.

Wischer instructed Steering Committee members to stay on top of this issue and be certain nothing important slips by.

## **NORTHWEST SETNETTERS**

Wischer reported that NW Setnetters met (when?). Dan Ogg had called Wischer to report that NW Setnetters had decided to go talk to processors and perhaps brokers. Ogg said the group would not talk about prices or negotiations. Ogg

reportedly is chairing a committee participating in these discussions. Ogg also told Wischer that Keplinger had suggested taking a seiner along for discussions.

Wischer expressed concerns that it will look as if there is a split in the ranks if a group resembling USA goes to have discussions with the processors.

Fox, who attended meeting, reported that he believes the NW Setnetters are responding as fishermen without a market. Also reported that NW Setnetters would not join United Fishermen of Alaska because of the cost.

Kouremetis reported that he is going with Ogg and Pete Danelski Thursday for a meeting with Kodiak Salmon Packers representatives. He believes goal of meeting is to see what fishermen can do to help KSP in coming season.

Adams said she believes it is necessary to inform processors that this group is approaching them as fishermen without a market and not as competitors with USA.

Wischer asked if it is appropriate to send a letter to the processors reflecting that standpoint.

Keplinger reported Ogg said the group is not looking for markets. Instead, they want to know what they can do to increase the marketability of their product.

Wischer expressed a desire that Kouremetis or Fox or both attend the Tuesday meeting with KSP and see if the group portrays themselves as an alternative to USA.

#### **OLEG NIKITENKO/GLOBAL PROPOSAL:**

Schactler said USA needs a standpoint on this issue.

Keplinger said there is too much product on the market. He expressed concern that Russian fish would go into European markets if American fish went into Russian markets, thereby competing with other American fish in Europe.

Holm said it would be a mistake for USA to get out front and push this issue. He said it will have a life on its own.

#### **UFA MEETING:**

Holm reported that UFA is getting (got?) \$950,000 from Stevens to study salmon restructuring. Holm said few people supported co-ops at the October UFA meeting on restructuring; however, it was carried over by the working groups and is still on the table. Holm said there is confusion about what the money (\$950,000?) should be used for.

Steering Committee decided how to stand on UFA agenda items:

1. Salmon Industry Revitalization
  - a. BOF Advisory Committee Task Force—support
  - b. Regional/Voluntary Purchase/Holding of permits by permit holder groups: neutral, pending legislation
  - c. Experimental Pilot Program: support if program would not give unilateral decision making to Commissioner of Fish and Game only and take process out of public arena
  - d. Regional/Voluntary Permist Stacking  
discussion: Wischer doesn't see this as curing troubles for industry.

Keplinger is concerned about opening doors to allow people to own multiple permits.

Adams said Wischer should be able to make decision based on discussion at UFA.

5. Active/Pending legislation
  - a. SB?? Dave Martin BOF legislation (support?)
  - b. HB 286 Ownership of more than one fishery permit—do not support
  - c. HB 287 Exempt Entry Permits from Creditor Claims—don't support
  - d. HB 264 Test Fishing—Wischer is given directive to choose based on discussion at UFA meeting
  - e. HB 8 Pioneer Roads Commission—no USA position
  - f. SB 168 Commercial Fishing Loan Program—likely oppose, based on discussion at meeting
  - g. HB 178 Management of Fish and Game—no position
  - h. SB 165 \$100 Education Tax on Employment—support
  - i. HB 303 State Sales and Use Tax—support
  - j. HB 208/SB 161 Aquatic Farms for Shellfish—Thom decides, Steering Committee leans toward oppose
  - k. no issue
  - l. ASMI— <support?>  
discussion: Schactler reports that Austerman is writing ASMI legislation that would decrease size of board, allow fishermen to retain financial control of the 1% money, provide a statutory mandate for processor contribution, and require that the salmon marketing committee be voted in.

7. UFA Position papers for Gubernatorial Candidates—UFA should remain neutral on gubernatorial race at present.

#### **ALASKAN OCEANS VIDEO:**

Keplinger reported that Dan Ogg has copies of videos, and that USA can get another copy.

#### **ROYALL T'S:**

Wischer reported that Royall T's is making sample flags and sample vinyl lettering.

**MILES/CREDIT CARD:**

Harrington explained that AT&T Alascom will give 20,000 miles to USA for changing calling program. However, miles must go to individual.

Also, Harrington reports that corporate credit card miles can only go to individuals, not an organization.

Harrington is directed to look into corporate credit card, and to have miles credited to Wischer, for use at USA discretion.

**KMXT:**

Harrington reports that annual sponsorship of the Alaska Fisheries Report on KMXT will cost \$375; quarterly costs \$104.

Motion to sponsor Fisheries Report for a year passes unanimously. Harrington is directed to research possible advertising/sponsorship on other radio stations.

Myrick wants to know how much money USA is spending on advertising and to set it into our budget.

**LISA POLITO'S BUSINESS WRITING CLASS:**

Harrington reports that Lisa Polito wants her business writing class to work on a document for USA, such as a marketing flyer, grant letter, etc.

Harrington is directed to meet with Polito and work on ideas.

**OTHER:**

Harrington is directed to research purchase of a laser printer for use with newsletters.

Harrington is directed to establish \$100 petty cash fund.

**ADJOURN:**

Meeting adjourned @7PM.