2018 Chugach Regional Resources Commission Economic Development Workshop and Subsistence Memorial Gathering

March 22, 2018 Location – Anchorage, Alaska

Document Developed by: Willow Hetrick and the Chugach Regional Resources Commission



Chugach Regional Resources Commission 1840 Bragaw Street, Suite 150 Anchorage, Alaska 99508-3463



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Acknowledgements: The Chugach Regional Resources Commission would like to thank the 2018 Economic Development Workshop (workshop) and Subsistence Memorial Gathering sponsors for their generous financial support. 2018 sponsors include the Chugach Heritage Foundation, Port Graham Village Council, Robert J. Henrichs, Chugachmiut and the North Pacific Rim Housing Authority. CRRC would also like to thank the workshop presenters for taking precious time from their day to volunteer to present to attendees. Lastly, we would like to thank the Nanwalek Seal Dancers and Sleeping Lady Inter-Tribal Drum Dance Group for sharing their music and dancing during the evening event.



Introduction

CRRC is an inter-tribal fish and wildlife commission certified by the Internal Revenue Service as a 501 (c)(3) nonprofit organization. The seven tribes of the Chugach Region located in South-central Alaska established CRRC in 1984 to address environmental and natural resources issues of concern to their members. The Tribes and Tribal members of the Chugach Region are the beneficiaries of this proposal, and include the Tatitlek Village IRA Council, Native Village of Eyak (Cordova), Port Graham Village Council, Nanwalek IRA Council, Chenega Bay IRA Council, Qutekcak Native Tribe (Seward), and the Valdez Native Tribe.

2018 Economic Development Workshop

Workshop Background

Each year, CRRC hosts as themed workshop and Subsistence Memorial Gathering. The theme of the 2018 one-day workshop was titled: Economic Development Workshop. The purpose of the workshop is to promote Alaska Native business development within the Chugach region and its communities, increase local capacity and local self-determination within communities, and promote regional partnerships and coordination within the Chugach region and beyond. This workshop will further provide opportunities for for-profit business training and technical assistance and economic development.

The agenda for the 2018 Economic Development Workshop is provided in the following pages along with short biographies of each of the presenters. Highlights of the presentations and a suggested to-do list as a result of the presentations has been summarized. Lastly, if available, the presentations in order given are provided in Appendix A.

Economic Development Workshop Agenda

~Subsistence is Our Business~

Welcome – I	March 22, 2018 Economic Development Wo	orkshop Overview					
10:00-10:15am – Coffee, Opening Prayer							
Time	Topic	Presenter					
10:30-10:45am	Welcome Address	Patrick Norman, Port Graham					
	Welcome Address	Village Council					
	Agenda Review, Gathering	Patty Schwalenberg, CRRC					
11:00-11:30am	Innovation and Entrepreneurship in	Joel Cladouhos, Alaska Ocean					
	the Blue Economy	Cluster Initiative					
		Sam Rabung, Section Chief,					
11:00-11:30am	Alaska's kelp and seaweed farming	ADF&G Statewide Aquaculture					
		Planning and Permitting					
11:30-12:00pm	Prince William Sound Economic	Wanetta Ayers, Executive Director					
	Development District	of the Prince William Sound					
	Development district	Economic Development District					
12:00-1:15pm LUNCH							
	able* - Chenega, Nanwalek, Port Graham,	•					
· •	ning (Presented by the Alutiiq Pride Shellfis	h Hatchery)					
FY19 and FY20 proposal discuss							
1:30-2:00pm	Tribal Co-Op Opportunities and	Andrew Crow, Alaska Cooperative					
	Design Ideas	Development Center					
2:00-2:30pm	Small Food Business Legalities,	Ytamar Rodriguez, ADEC/Food					
	Getting Started, Online Marketing	Safety & Sanitation Program					
2:30-3:00pm	Alaska Travel Industry Association	Skye Hostetler, Sales Manager,					
	Advertising, Prince William Sound	Alaska Travel Industry Association					
	Success Stories	·					
3:00-3:30pm	Chugach Alaska Corporation,	Lora Johnson, Social and Economic					
	Regional Social and Economic	Development Director, Chugach					
	Development	Alaska Corporation					
3:50-4:00	Closing Remarks	Patty Schwalenberg, CRRC					

Please join us at **6:00pm** in the **Change Point Commons/Banquet** room for CRRC's 17th annual Memorial Gathering, a safe place to connect with family and friends where traditional foods are cooked and shared.

We will enjoy drumming and singing from the Sleeping Lady Inter-Tribal Drum Dance Group, dancing from the Nanwalek Seal Dancers, and evening music from the English Bay Band.





Workshop Presenters Biographies

Patrick Norman
Chairman of the CRRC Board of Directors
Port Graham Village Council
Presentation Title: Introduction to CRRC and Opening Remarks

Patrick Norman has worked on behalf of his village, Port Graham, since 1980, serving 14 years as Second Chief and was elected Chief in 2002. As Chief of Port Graham Village Council, he is responsible for the implementation of the council's goals and directions. Patrick has also been employed as President of Port Graham Corporation, where he was responsible for the operation of corporation business activities, timber and fuel sales, store operations, tourism lodge leasing, cannery lease, land use planning and the management of 113,000 acres of land. Patrick's past employment has also included Captain of a commercial fishing vessel from 1979 to 1991 and Crew Foreman for the Alyeska Pipeline in Valdez. Besides serving as Vice-Chair for The Alaska Sea Otter and Steller Sea Lion Commission, Patrick is also Vice-Chair of his Regional Housing Corporation, Chairman for Chugach Regional Resources Commission, and serves on the Alaska Native Subsistence Halibut Working Group. He also serves as TASSC's primary representative to the Indigenous People's Council on Marine Mammals. Over the years, Patrick has attended workshops in grant writing and administration, land management, strategic planning, supervisory and personnel management to better the lives of his people.

Joel Cladouhos

OTIS Founder & Organizer, Alaska Ocean Cluster Initiative Program Director Presentation Title: Alaska Ocean Cluster Initiative

Joel Cladouhos is the Program Director for the Alaska Ocean Cluster Initiative, a program with the Bering Sea Fishermen's Association. Bering Sea Fishermen's Association recently launched the Alaska Ocean Cluster Initiative to transform Alaska's economy by capturing more value from our vast ocean resources.

Sam Rabung

Section Chief, ADF&G Statewide Aquaculture Planning and Permitting Presentation Title: Mariculture + Innovation = Opportunity

Sam is a lifelong Alaskan, growing up in Anchorage, and Southeast; involved in salmon fisheries and aquaculture in Alaska for over 35 years, professionally and personally. The majority of Sam's experience is in salmon fishery enhancement, from lake fertilization to managing full production hatcheries. Working for USFWS, ADF&G, aquaculture associations at 14 hatcheries. Sam has experience with mariculture as a student studying shellfish and kelp culture, as part of a



cooperative kelp mariculture training program with the State of Alaska and Japan and working with oysters on permitted Aquatic Farms in Alaska. As Section Chief of Statewide Aquaculture Planning and Permitting at ADF&G, he provides oversight of Alaska's Salmon Hatchery program, Aquatic Farm permitting, fish transport and propagative research permitting, as well as a voting member on all Regional Planning Teams and a member of the Governors Mariculture Task Force.

Wanetta Ayers

Executive Director, Prince William Sound Economic Development District Presentation Title: Economic Development in Prince William Sound

Wanetta Ayers is an economic development practitioner with a focus on coastal communities, place marketing, and expanding opportunities in the tourism and maritime sectors. She currently serves as the executive director for the Prince William Sound Economic Development District as well as maintaining a consultancy practice in community and economic development. Her experience includes business finance, workforce development, destination marketing and management, and small business development. She led the Alaska Division of Economic Development during the Parnell Administration, helped to establish a trade association for the Western Alaska Community Development Quota entities, and helmed the Southwest Alaska Municipal Conference. Ayers has an MBA from the University of Washington Seattle and graduate certificates in economic development and social media marketing. Originally from Anchorage, where four generations of her family continue to live, Ayers has lived and worked throughout Alaska including Barrow, Fairbanks, Juneau, Kenai and Kodiak.

Jeff Hetrick

Director of the Alutiiq Pride Shellfish Hatchery
Presentation Title: CRRC Water Quality Monitoring at the Alutiiq Pride Shellfish Hatchery

Jeff Hetrick has 30 years' experience in the Alaskan aquaculture industry and formerly operated a shellfish farm in Prince William Sound. He worked 20 years in the salmon enhancement industry working for Private Non-Profits and the Alaska Department of Fish and Game before taking over as Director of the Alutiiq Pride Shellfish Hatchery in 2002. The Alutiiq Pride Shellfish Hatchery raises blue and red king crab, sea cucumbers, abalone, cockles, butter clams and littleneck clams, razor clams, oysters and geoducks. He has a B.S. and a M.B.A. Jeff is also a founding member of the Alaskan Shellfish Growers Association.



Andrew Crow

Alaska Cooperative Development Center

Presentation Title: Co-ops as an Economic Development Tool

Andrew Crow is the co-Principal Investigator based at the University of Alaska Business Enterprise Institute in Anchorage, Alaska. Mr. Crow has worked full-time as the lead principal investigator. In this new funding cycle, Mr. Crow will continue to work full-time on cooperative development programming. Mr. Crow has experience administering international aid programs, has a law degree, and has worked throughout rural Alaska on a variety of economic development projects over the last 20 years. He has years of experience drafting feasibility studies, providing market assessments and facilitating the development of business plans, largely for cooperative forms of business. In 2014, he completed the Cooperation Works! certification program. Mr. Crow has also developed financial models to enable boards of cooperatives to make more informed decisions. In addition to this work, Mr. Crow utilizes his legal training to support cooperative board and organizational training, facilitates situational analysis, and has taken primary responsibility for creating annotated by-laws and articles, and manages the reporting and administrative work related to this grant. Before the inception of the ACDC, Mr. Crow managed an aid program in the Far East of Russia. Work in that remote, corner of the Russian Federation required solving complex logistical and operational problems. That work focused on teaching Russian entrepreneurs to draft feasibility studies and business plans. In the past, Mr. Crow has also worked as a commercial fisherman in Bristol Bay, served as an AmeriCorps VISTA volunteer for the Lower Yukon Economic Development Council, and acted as staff for the Governor's Commission on Rural Governance. Since joining ACDC, Mr. Crow has participated in "Cooperation Works!" webinars and has completed the course work required for the International Economic Development Council's Economic Development Certification.

Ytamar Rodriguez

ADEC/Food Safety & Sanitation Program

Presentation Title: Food Safety and Sanitation Program

Mr. Rodriguez has had the privilege of serving our great State of Alaska as an Environmental Health professional for over 12 years now. He first worked as a Public Health Inspector/Sanitarian with the Municipality of Anchorage for several years, and for the last 2 ½, he has served as an Environmental Health Officer IV with the State of Alaska's Department of Environmental Conservation. In his current capacity, he conducts inspections of all types of food service and food processing establishments in the State. Mr. Rodriguez also perform plan reviews, complaint investigations and inspections of aquatic facilities and body art establishments. In addition to these duties, he trains new inspectors, is one of two Retail Food Specialists in the State and provide oversight to DEC inspectors based in the Fairbanks and Wasilla offices. Mr. Rodriguez holds a Bachelor's Degree in Science in Environmental Studies with a minor in Business. He



believes that it is a great honor to help protect the public health of the State's residents and visitors alike, by working with members of industry, and other stakeholders in ensuring the safety of our food supply by closely collaborating and educating those involved.

Skye Hostetler

Sales Manager, Alaska Travel Industry Association Presentation Title: Alaska Travel Industry Association

Mrs. Hostetler originally from Columbia Missouri. Her and her husband moved to Alaska in 2014. She has a Bachelor of Science degree from the University of Missouri in the field of Parks, Recreation, & Tourism with an emphasis in sustainable tourism. Her husband has a degree in Hospitality so they moved here in 2014 in search of job opportunities that would put our degree to use. They fell in love with Alaska almost instantly! They have now purchased our 1st home here and plan to be her a long, long time. Skye and her husband both enjoy being outdoors whenever possible. They love getting our kayaks out, camping, hiking, snow shoeing, skiing, etc. On the weekends you will most likely find them out on an Alaskan adventure with their fur baby exploring new places and things. Skye previously worked with Major Marine Tours and the Harbor 360 Hotel as the Director of Sales and Reservations for the first 4 years they were in Alaska and now she is the Sales Manager for the Co-Op Marketing programs with the Alaska Travel Industry Association.

Lora Johnson

Social and Economic Development Director, Chugach Alaska Corporation Presentation Title: Discussion on Economic Development in the Chugach Region

Lora Johnson is currently the Social and Economic Development Director at Chugach Alaska Corporation. In this position she works with Alaska Native tribes, regional and local non-profit organizations and other related entities of the Chugach region of southcentral coastal Alaska. She is focused on advancing regional and community economic development and works to support local community priorities by identifying and developing partnerships and promoting sustainable development.



Traditional Foods Workshop Summary and Key Points

Alaska Ocean Cluster Initiative Joel Cladouhos

- Ocean Tuesday: Ocean Tuesday brings people together throughout Alaska and the world to talk about opportunities and innovations in the ocean economy. Every Tuesday at 10:00AM AKST we host a video conference focusing on one such innovation or opportunity.
 - http://www.oceantuesday.com/
- Sign up for the Ocean Tuesday newsletter at: http://www.oceantuesday.com/newsletter.html

 Sign up for the Blue Frontier newsletter by emailing: joel@alaskaoceancluster.com
- Ocean Brew: A monthly meet-up to discuss the blue economy in Alaska. Join us with your ideas, challenges and opportunities to discuss. New faces always welcome! Like "OTIS Alaska" on Facebook to stay privy of Ocean Brew events: https://www.facebook.com/OTISAlaska/.
- TOURISM

 ARE PROCESSING

 MARINE
 RECREATION

 MARINE
 RECREATION

 MARRINE
 BIOTECHNOLOGY

 MARRINE
 BIOTECHNOLOGY

 MARRINE
 BIOTECHNOLOGY

 MARRINE
 BIOTECHNOLOGY

 MARRINE
 BIOTECHNOLOGY

 MARRINE
 BIOTECHNOLOGY

 WASTE
 MARRINE
 BIOTECHNOLOGY

 MINERALS,
 OIL & GAS

 ARCTIC
 MINERALS,
 OIL & GAS
- Stay tuned for the WHEELHOUSE app: WHEELHOUSE is about People and developing Alaska's most valuable resource, Community and connecting all Alaskans with blue economy skills, community and mentorship, Opportunity and navigating year-round opportunity in blue industries with cross-cutting skills, and Sustainability and fostering healthy oceans and thriving communities for a strong Alaska.

Mariculture + Innovation = Opportunity Sam Rabung

- Mariculture species in Alaska = (local shellfish + invertebrates + aquatic plants) + Pacific oysters
- Alaska Mariculture Task Force: To develop a comprehensive plan for a viable and sustainable mariculture industry producing shellfish and aquatic plants for the long-term benefit of Alaska's economy, environment and communities.
- Websites to find out more about Mariculture in Alaska
 - Alaska Fisheries Development Foundation: www.afdf.org
 - Alaska Sea Grant: http://aguaculture.seagrant.uaf.edu
 - Mariculture Task Force: http://www.adfg.alaska.gov/index.cfm?adfg=amtf.main
- Recent mariculture-related ideas/projects:
 - King crab, abalone, sea cucumber restoration/enhancement = sustainability
 - MaricultureMap = GIS tool to inform citing; partners include TNC





- Oyster bars + tourism = new food business & promotion of Alaska seafood
- Waste treatment + mariculture = ecosystem services
- Carbon removal seaweed mariculture = \$ for carbon credits
- High school greenhouses mariculture = career awareness
- Previously, mariculture = small scale, single species operations. Emerging, mariculture = medium scale, multi-species operations.
- Be sure to watch the video titled: "ICCA Maine Kelp Farming, Ocean Approved": https://www.youtube.com/watch?v=Zw4IiPujXWo

Economic Development in Prince William Sound Wanetta Ayers

- PWSEDD fosters economic growth and responsible development in the Prince William Sound region, including communities of Chenega, Cordova, Tatitlek, and Whittier.
- Projects include:
 - The Alaska Marine Highway System
 - **Business Retention**
 - **Workforce Readiness**
 - Expand Economic Base
 - Infrastructure Development
 - Regional Partnerships
- the Comprehensive Review Economic Development Strategy: http://www.pwsedd.org/pdf/PWS CEDS.pdf
 - PWSEDD seeks to address insufficient workforce issues by developing inregion solutions as well as partnering on statewide initiatives with courses



Mariculture is...

Restoration

(public/private)

Fishery Enhancement

(public/private)

Aquatic

Farming

(private)



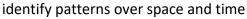
for 9-12 grade. See more at: http://www.pwsedd.org/projects/workforce.html.

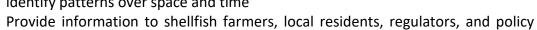


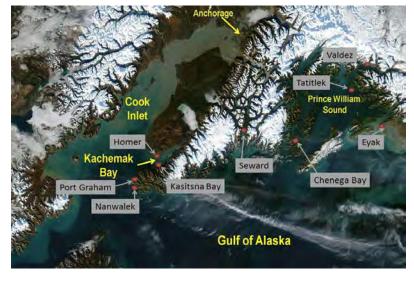
CRRC Seawater Quality Monitoring at the Alutiiq Pride Shellfish Hatchery Jeff Hetrick

- In 2018, CRRC and the APSH received funding to learn from and build on their water quality monitoring experience, develop a QAPP and site-specific addendums.
- APSH is now processing seawater samples collected on a weekly basis by citizen scientists
 - from Alaska Native communities around Alaska South-central following established protocols for sampling dissolved inorganic carbon in water samples using APSH produced field kits.
- Next Steps:
 - **Expand** sampling new communities
 - Compare sample results from across state the to

makers



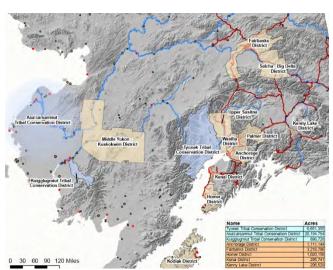






Co-ops as an Economic Development Tool Andrew Crow

- Co-operatives are businesses owned and controlled by those who use its services.
- Marketing can be a full-time job, that is why a co-op is a great alternative to a traditional business.
- Under federal law, tribally-owned businesses under Section 17 corporations can be co-ops
- This could include agriculture and/or fisheries.
- Native businesses generate more than \$3B from agriculture.
- What the UAA Business Enterprise Institute can do is facilitate learning and sharing experiences, help with accounting, human resources, marketing, financing, inventory, and best practices.
- Consider a Tribal Conservation District.



Food Safety and Sanitation Program Ytamar Rodriguez

- The ADEC Food Safety and Sanitation Program works with people who work with food to prevent foodborne illness.
 ADEC can assist with: Technical assistance, Guidance Documents, Routine risk-based inspections, Foodborne illness investigation, and Complaint investigations.
- To be considered under the Cottage Food Exemption, the following apply: foods that do not require temperature control, direct sales to the consumer, have a recipe or formulation, gross sales less than \$25,000/year, and label or placard.
 - If it needs refrigeration- then most likely is not allowed
 - Online advertising such as on social media is allowed
 - No sales can take place online. Sales must be direct to consumer
 - Gross sales cannot to exceed \$25,000 in calendar year
 - Food must be tested at an approved facility.
- Review "Guide to Operating a Successful Home-Based Food Business": https://www.uaf.edu/files/ces/publications-db/catalog/hec/FNH-00600.pdf



Alaska Travel Industry Association Skye Hostetler

- The Alaska Travel Industry Association is a non-profit membership organization that advocates for Alaska's visitor industry and promotes Alaska as the premier tourism destination.
- Follow ATIA on Facebook-Alaska Travel News: https://www.facebook.com/alaskatravelnews/
- *QUICK FACTS*
 - \$1.8 Billion In-State Visitor Spending helps support large and small tourism businesses
 - Around 1.9 Million
 Visitors coming to Alaska spending money
 - Over \$100 Million in State Revenues & \$83 Million in Municipal Revenues generated by Alaska's visitor industry
 - \$1.24 billion in labor income was created by tourism business employment [for an economic impact of \$3.8 billion.]



- Watch the Tourism works for Alaska video: https://www.youtube.com/watch?v=azslLJuy jk&t=21s
- Join ATIA!: http://www.alaskatia.org/join-atia

Discussion on Economic Development in the Chugach Region Lora Johnson

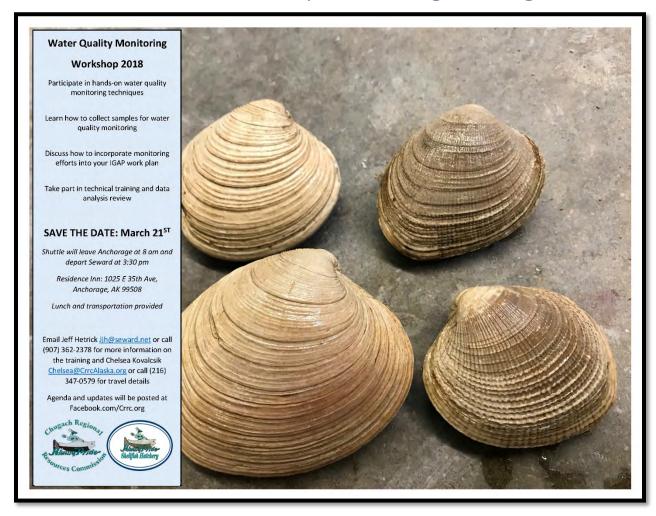
- Types of Economic Development:
 - Traditional Alaska Native Subsistence Economy
 - Historic Trade harvesting of sea mammals
 - Contemporary Tribal Government to Government Relationship (BIA, IHS, HUD, Other federal agencies) – related community development and transfer economy
 - ANCSA Corporate Resource Development / Services
 - Commercial Business Development
- Regional Economic Development in the Chugach Region includes:
 - Fisheries canneries, hatcheries, commercial fishing



- Forestry timber harvesting, sawmill, inventories
- Tourism theater, for example So They Say production
- Oil Spill Response cleanup, EVOS restoration projects and related community development



IGAP Water Quality Monitoring Training



Tribes in our region are also becoming more concerned about water quality, and the potential effects of pollution on subsistence resources and human health. Increases in oil and gas development, shipping traffic, and tourism have increased fears about the impacts of spills, discharges, and contaminants in seafood. There is a significant lack of ocean water quality and contaminants data in the region. The Tribal Environmental Programs do not currently have the plans, training or equipment necessary to conduct monitoring. Developing a plan for a regional baseline water quality assessment, acquiring monitoring supplies, and providing training, will help build Tribal environmental programs' capacities to conduct future monitoring activities.



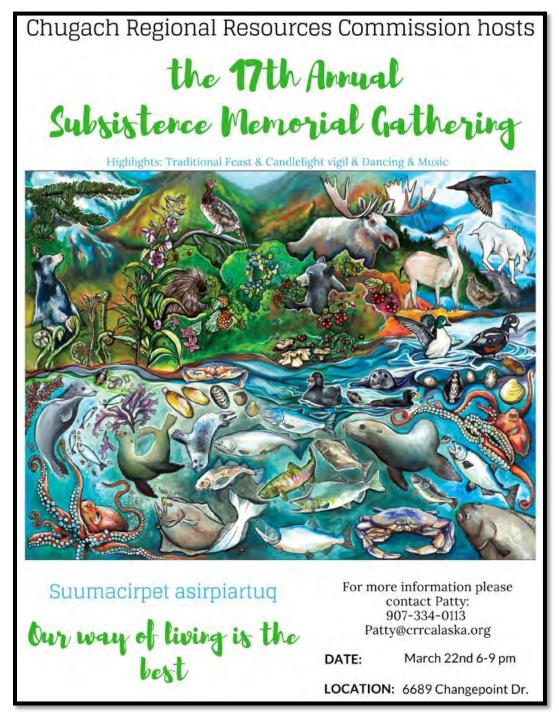
Understanding the impacts of water quality and climate change on tribal communities, and the effects on subsistence practices and environmental and human health are priorities. Most Tribal Environmental Programs do not have a strong connection to western research and science. Tribal members notice changing conditions and understand what it means to them, but there is a large disconnect between western science and land management agency plans and traditional Tribal resource management practices. Tribes need new understanding and effective tools to plan for adaptation and mitigation. These issues contain many complex factors, and to understand and prepare for these adds to the burden the Tribes already face. Documenting water quality and climatic conditions through local observations and community assessments is necessary to plan for and develop appropriate protection measures adaptation strategies.

CRRC held an IGAP lunch at the 2018 Economic Development Workshop to discuss the importance of water quality monitoring at a Tribal level and how to urge Tribal Councils to include water quality monitoring in Tribal work plans. This involved a two-hour breakout training of water quality monitoring importance in the State of Alaska, how Tribes are the most well-suited to conduct such monitoring, as well and training on how to collect water samples using the newly-purchased water quality monitoring equipment. In this training, we were able to discuss appropriate sites at each location with IGAP coordinators which will help guide the site-specific addendums. Currently, CRRC is following-up with each tribe to finalize addendums to the QAPP. Photos of the training are provided below.





2018 Subsistence Memorial Gathering





The Subsistence Memorial Gathering provides a safe place to connect the Villages where

traditional foods are cooked and shared. For our Native communities, traditional foods are a gift. These

Gathering assists in preserving and celebrating culture through food and teaches young people in food production and preparation, and to connect them to other community's food. This provides a unique opportunity for different regions to share food and

traditional knowledge. For

instance, CRRC Villages in the western Prince William Sound often subsist on larger ungulates such as moose and caribou whereas CRRC Villages in the eastern Prince William Sound rely heavily on deer. At the CRRC Memorial Gathering, all food resources are brought together, shared, and traded between villages. This scenario is true of other terrestrial and marine food resources as well. CRRC utilized this unique gathering to heighten awareness of changing food resources.



Traditional foods that were served at the 2018 Gathering include:

Baked halibut

Deep fried halibut

Moose roast

Moose and barley soup

Baked salmon

Cod

Bidarki salad

Salmonberries, blueberries, and raspberries

Oven fried halibut

Prince William Sound Spot shrimp

Razor clam chowder

Seafood chowder

Akutaq

Scallops

King crab



Appendix A: 2018 Economic Development Workshop Presentations

The 2018 Economic Development Workshop presentations are shown in the order presented in the agenda. Please note that there are several presenters who did not have a power presentation.

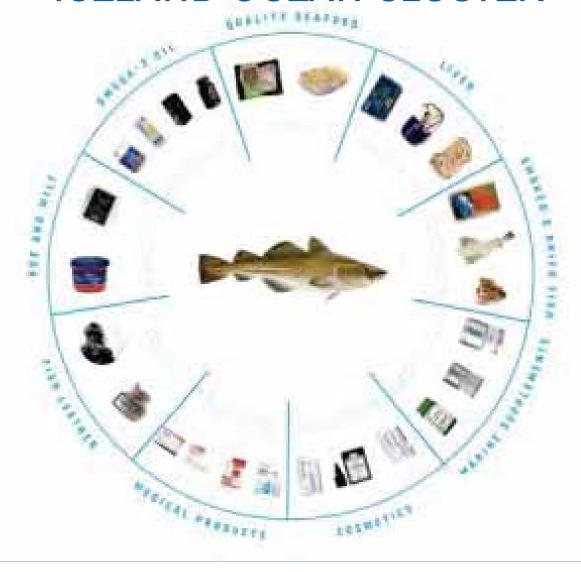






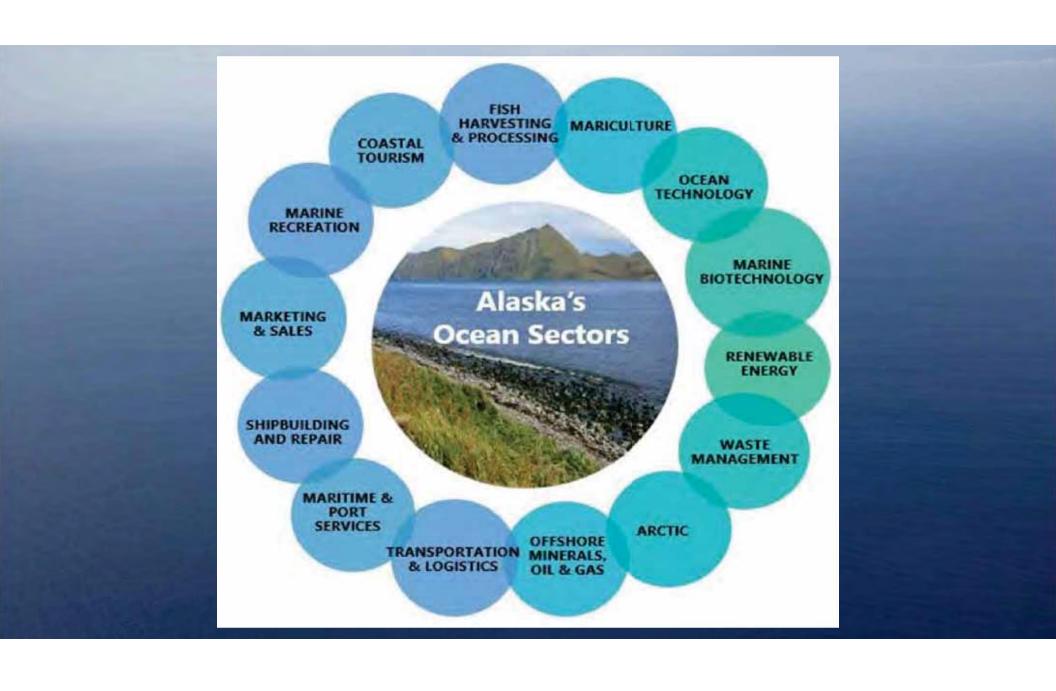


ICELAND OCEAN CLUSTER

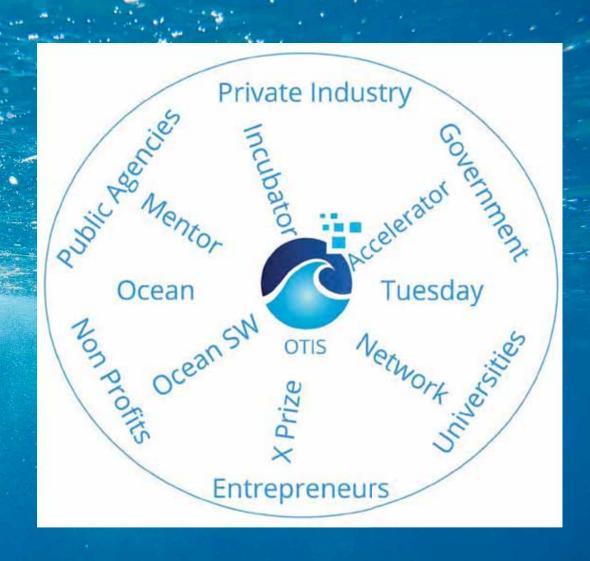








Blue economy of innovation and entrepreneurship programs







February 6th, 10:00AM

Speaker: Bradley Soule, Chief Fisheries Analyst, OceanMind

Topic: OceanMind - fishing vessel compliance technology





February 13th, 10:00AM

Speaker: Philippe Amstislavski PhD & MEM, UAA Associate Professor of Public Health and Founder of Rhizoform

Topic: Rhizoform - green nonplastic materials for ocean technology



February 20th, 10:00AM

Speaker: Ben Kneppers, Director of Bureo

Topic: Bureo - social and environmental program in Chile that recycles and reuses fishing nets



February 27th, 10:00AM

Speaker: Nicole Baker, Founder & CEO of Net Your Problem

Topic: Net Your Problem removing derelict gear and building partnerships across Alaska

CONNECT

CONNECT

CONNECT

www.OceanTuesday.com



30 participants | 15 mentors

5 days

Inclusive to inexperienced & curious Statewide Innovation Bootcamp Culminating in a community celebration demo night



Community: 1,400+ people

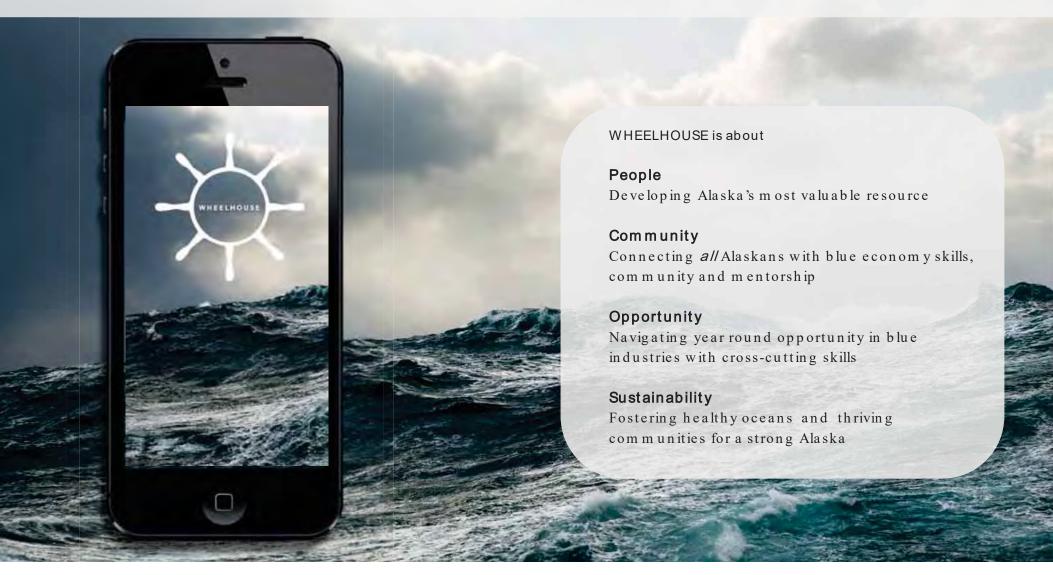
Mentorship: 45 hours

Innovation: 5 teams

Entrepreneurship: 1 startup

METRICS

Preparing Alaskans to Navigate the Blue Economy









"One cannot discover new oceans without the courage to lose sight of the shore."

- Andre Gide

THANK YOU joel@alaskaoceancluster.com





Mariculture + Innovation = Opportunity

Presented to:

CRRC Economic Dev. Workshop March 22, 2018

Presented by:

Sam Rabung

MTF Vice-Chair

& Section Chief, ADF&G

Statewide Aquaculture Planning &

Permitting







In Alaska, mariculture is NOT







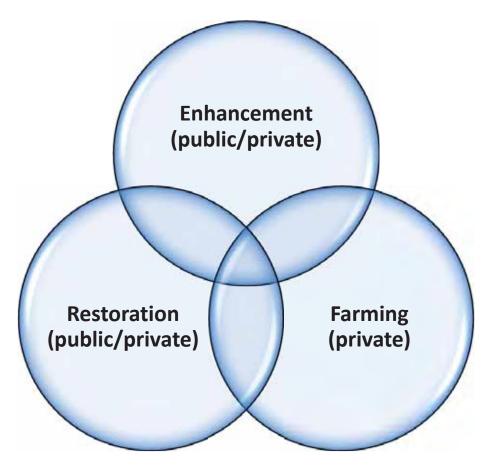
What does mariculture mean in Alaska?

MARICULTURE = FINFISH FARMING













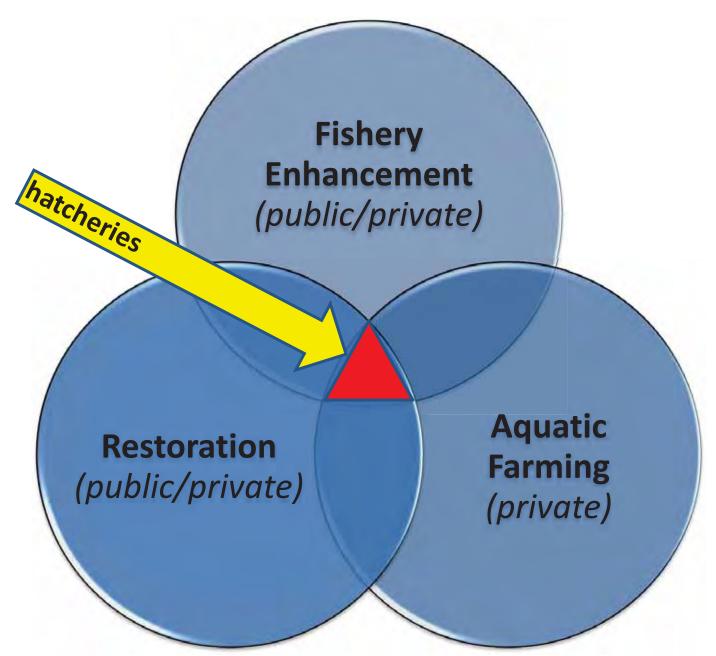




(local shellfish + invertebrates + aquatic plants) + Pacific oysters



Mariculture is...





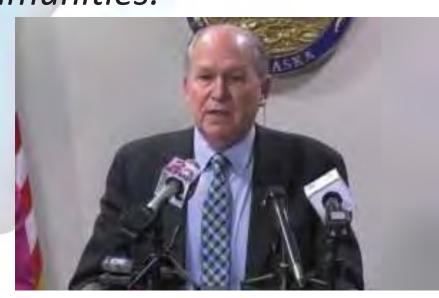
Alaska Mariculture Task Force

Administrative Order #280: Governor Walker established the Alaska Mariculture Task Force (AMTF) by AO #280 in 2016.

Directive - "To develop a comprehensive plan for a viable and sustainable mariculture industry producing shellfish and aquatic plants for the long-term benefit of Alaska's economy, environment and communities."

Due - March 1, 2018

Why? Opportunities & Benefits to Alaskans



Mariculture Task Force:

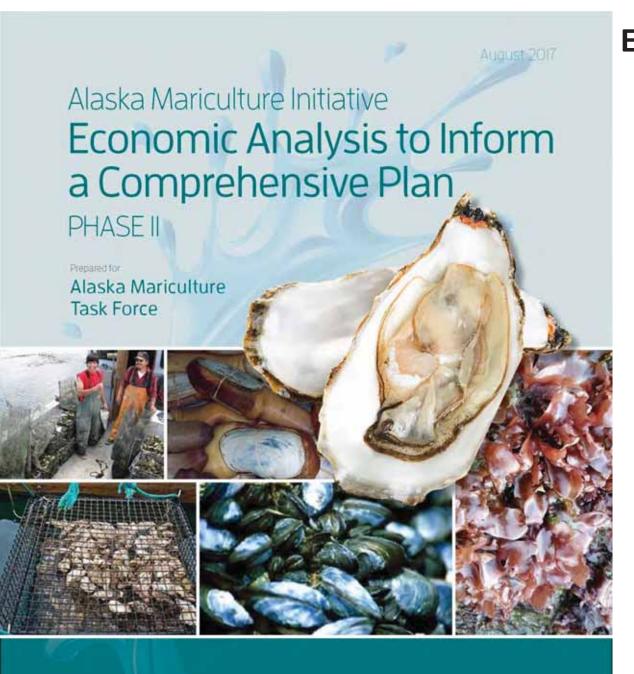
Comprehensive planning process

- ✓ Mariculture Task Force (11 members)
- √5 Advisory Committees (15+)
- ✓ Nearly two years long
- ✓ Included iterative economic analyses
- ✓Includes dozens of recommendations, in eight categories
- ✓ Includes five priority recommendations



Alaska Governor's Mariculture Task Force Share

Overview





Economic Analysis – Phase 2: Economic Framework in Alaska

- ✓ Existing industry in AK
- ✓ Opportunities & Challenges
- ✓ Economic Model for Growth
- ✓ Strategic Development Goals

GOAL - \$100 million industry in 20 years

View copy here

Funded by:







ALASKA MARICULTURE DEVELOPMENT PLAN





Alaska Mariculture Development Plan Guiding Principles

- •SCOPE: For the purpose of this plan, mariculture is defined as enhancement, restoration, and farming of shellfish (marine invertebrates) and seaweeds (macroalgae). Finfish farming is not legal in Alaska waters.
- **COORDINATION & LEADERSHIP**: Effective implementation of this comprehensive plan requires coordination and commitment of time and resources from local, state, federal and tribal governments, industry, communities, the University, and other interested stakeholders.
- **SUSTAINABILITY**: Development of mariculture will be compatible with sustainability principles to maintain and improve environmental integrity, as required by the Alaska Constitution and ADF&G management practices.
- ALASKA NATIVE PARTICIPATION: Mariculture development will benefit from the involvement of Alaska Natives in every element of the process.
- **INNOVATION:** Alaska presents many unique challenges, and developers will look globally to applicable research and **solutions** to apply to Alaska's circumstances and geography.
- **COMPATABILITY:** Implementation of this plan must protect existing marine uses, such as subsistence, commercial fishing, and recreation. It will also utilize Alaska assets and infrastructure.

MTF Advisory Committee Recommendations

Alaska Mariculture Task Force
Summary of Advisory Committee Recommendations
12/0/2017 - includes to numbered plaments

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Alaska Mariculture Development Plan Priority Recommendations

- 1) Secure seed supply through hatcheries
- 2) Pass State legislation to A) help fund hatcheries through the Mariculture Revolving Loan Fund, and B) allow shellfish enhancement
- 3) Establish an Alaska Mariculture Development Council
- 4) Establish a Mariculture Research Center at the University of Alaska
- 5) Fill key positions to enable the growth of the industry: NOAA Aquaculture Coordinator in Alaska and Alaska Sea Grant Mariculture Specialist

Alaska Mariculture Task Force Opportunities and Benefits for Alaskans

- (1) <u>economic</u> providing jobs and commerce in coastal communities;
- (2) <u>environmental</u> improving the local ecosystem in various ways, such as habitat improvement, carbon removal, or countering ocean acidification;
- (3) <u>cultural</u> compatible with traditions, cultures, and skills in rural communities;
- (4) food security increasing access to local foods for Alaskans;
- (5) <u>industrial</u> complements and expands our existing renewable seafood industry, which is Alaska's largest private sector employer.





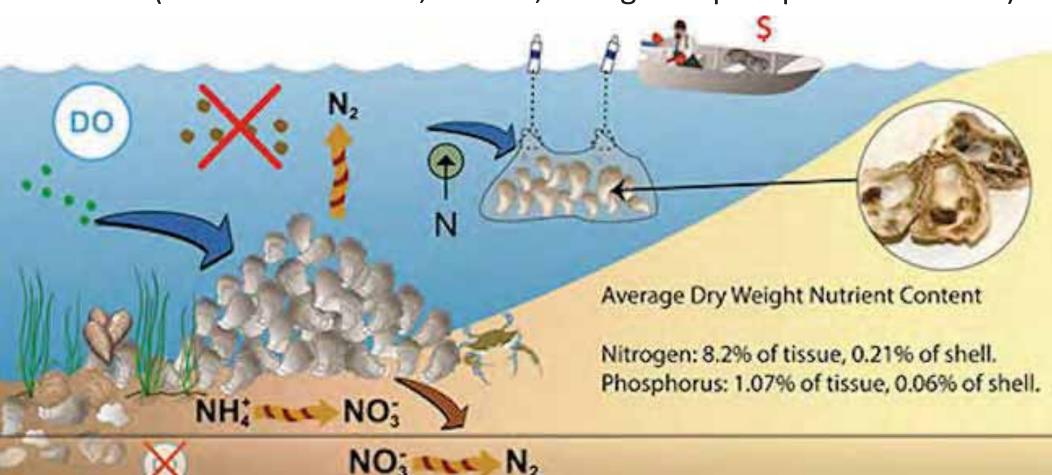




Opportunities & Benefits: Environmental

Potential climate change mitigation & habitat improvements through ecosystem services

(ie. water filtration, carbon, nitrogen & phosphorus removal)





Cultural

Connects Alaskans with traditional food sources, harvesting activities & skills

Food Security

Increases access to local foods



Salmon hatchery - Prince William Sound

Commercial fishing vessels – Bristol Bay

Opportunities & Benefits: Industrial

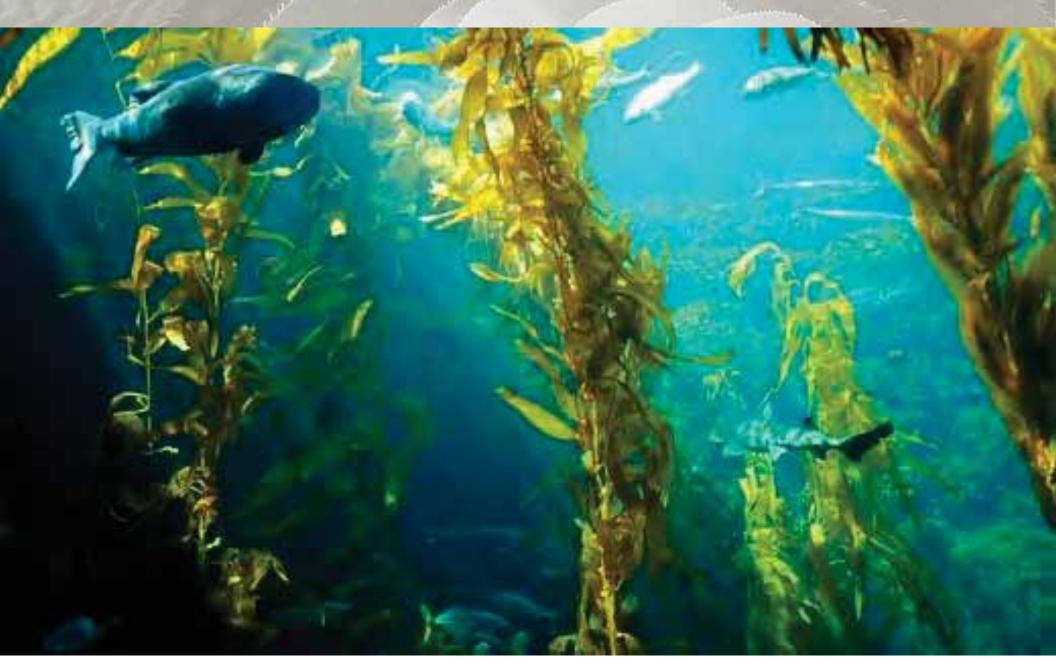
Compliments & expands existing \$6 billion seafood industry

•Builds on assets – vessels, plants, sustainable fisheries, salmon hatcheries, Alaska seafood brand & ASMI

Processing plant – Kodiak



Mariculture Benefits Fisheries and Communities







✓ Opportunity for species diversification & additional revenues





Mariculture + Innovation = Opportunity Seaweed Biofuel



DOE's Advanced Research Projects Agency – Energy (ARPA-E)

<u>9/19/2017 - announced</u> \$22 million in funding for 18 projects, focus on technological challenges to growing and harvesting seaweed efficiently & cost-effectively; develop tools to enable US become a leading producer of seaweed helping to improve U.S. energy security and economic competitiveness.

<u>Category 1 Project</u>: **University of Alaska Fairbanks , Mike Stekoll – Project Leader**

"...develop replicable scale model farms capable of the cost effective production of sugar kelp, a type of seaweed...a particular emphasis will be on the development of cost-effective harvesting methods based on technologies applied in the commercial fishing industry..."

Mariculture + Innovation = Opportunity New Food Products















Mariculture + Innovation = Opportunity Recent mariculture-related ideas/projects:

- ➤ King crab, abalone, sea cucumber restoration/enhancement = sustainability
- ➤ MaricultureMap = GIS tool to inform citing; partners include TNC
- ➤ Oyster bars + tourism = new food business & promotion of Alaska seafood
- ➤ Waste treatment + mariculture = ecosystem services
- > Carbon removal + seaweed mariculture = \$ for carbon credits
- ➤ High school green houses + mariculture = career awareness
- ➤ Previously, mariculture = small scale, single species operations. Emerging, mariculture = medium scale, multi-species operations.

Alutiiq Pride Shellfish Hatchery



- Non-profit Aquatic Farm Hatchery and research facility located in Seward
- Shellfish Seed Production
- Research Projects (enhancement, husbandry)
- Ocean Acidification Monitoring (Burke-o-lator)





Alaska King Crab Research Rehabilitation and Biology (AKCRRAB)

Rehabilitation of depressed king crab stocks in Alaska



Focus = red king crab in Kodiak & blue king crab near Pribilof Islands

Activities since 2006:

- Hatching & rearing at AlutiiqPride hatchery
- •Experimental releases near Kodiak (2 yrs)
- Planning releases nearPribilof Islands

Sea Cucumbers

- Vacuum cleaners of the ocean
- Important to ecosystem
- Function similarly to earthworms as recycler of waste





OceansAlaska

- ➤ Non-profit Aquatic Farm Hatchery located in Ketchikan
- >Hatchery & nursery for shellfish & seaweed
- >Supporting sea cucumber research project with SARDFA
- ➤ Burke-o-lator provides real-time info for pH, salinity & temp



https://oceansalaska.org/



Seaweed

- ✓ ADF&G permitted projects
- √ Follows ADF&G genetic policies
- ✓ Seaweed spores are seeded onto twine
- ✓ Seeded lines can provide seasonal crops
- ✓ Global seaweed production is valued at \$12 billion
- ✓ Supplements traditional foods & food security
- √ Fast growing; annual harvest
- ✓ Seasonality fits with AK fisheries





The Beginning of Seaweed in AK

Alaska Sea Grant Pilot Project

Partners:

Ocean Approved (ME)

Maine Shellfish Research & Development

Pacific Shellfish Institute (WA)

OceansAlaska (Ketchikan)

Alaska Shellfish Growers Association (10+ Alaska farmers)

Alaska Fisheries Development Foundation

Premium Oceanic

https://www.youtube.com/watch?v=Zw4IiPujXWo





Websites to find out more about Mariculture in Alaska

Alaska Fisheries Development Foundation

www.afdf.org

Alaska Sea Grant

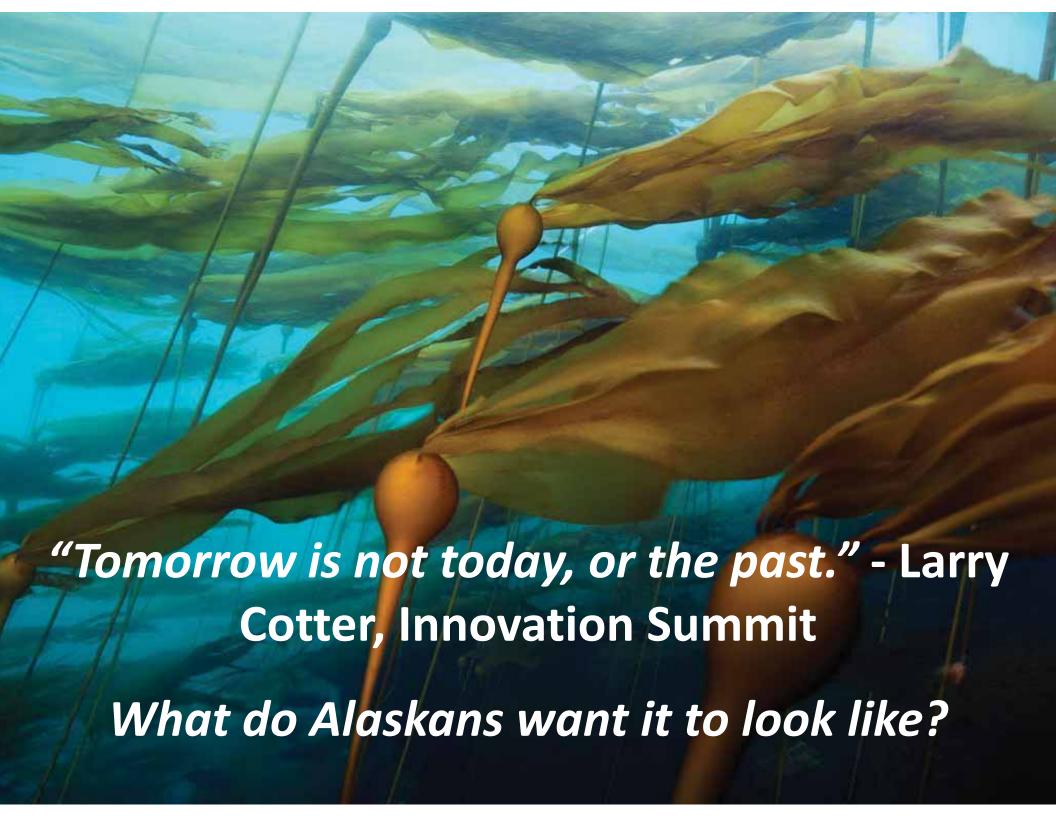
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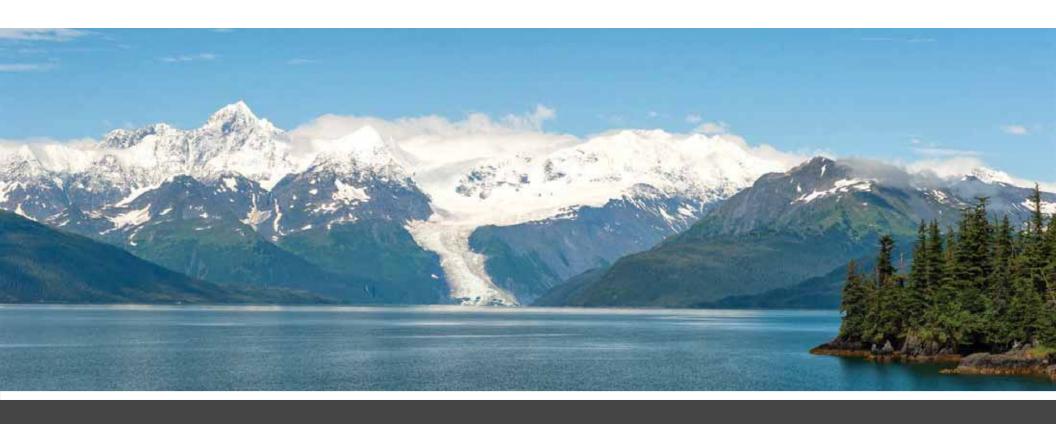
Mariculture Task Force

http://www.adfg.alaska.gov/index.cfm?adfg=amtf.main









ECONOMIC DEVELOPMENT

in Prince William Sound



MISSION:

PWSEDD fosters economic growth and responsible development in the Prince William Sound region, including the communities of Chenega, Cordova, Tatitlek, and Whittier. We serve as a forum to advance regional economic issues, sustainable development, and stewardship of the Sound.



BOARD OF DIRECTORS

Mark Lynch	David Totemoff	Patience Andersen Faulkner		
City of Whitter	Native Village of Tatitlek	Individual		
Ruth Knight	Dan Blair	Larry Evanoff		
City of Valdez	City of Whittier	Native Village of Chenega		
Ricky Kompkoff Tatitlek	Alan Lanning City of Cordova	Mike Wells Valdez Fisheries Development Association		



SUCCESSFUL REGIONS in the 21st CENTURY:

- Cohesive, well-aligned governance
- Capacity to innovate
- Entrepreneurial environment

PRINCE WILLIAM SOUND ECONOMIC DEVELOPMENT DISTRICT



SOUND OPPORTUNITIES



Economic Growth for the Prince William Sound Region Vision - Strategy - Action 2016 - 2021

COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDS)

Requirement of the Economic Development Administration

Recognized by other Federal agencies

Can help lower match requirements for some federal grants

Regional in focus, driven by community priorities



REGIONAL FERRY SERVICE

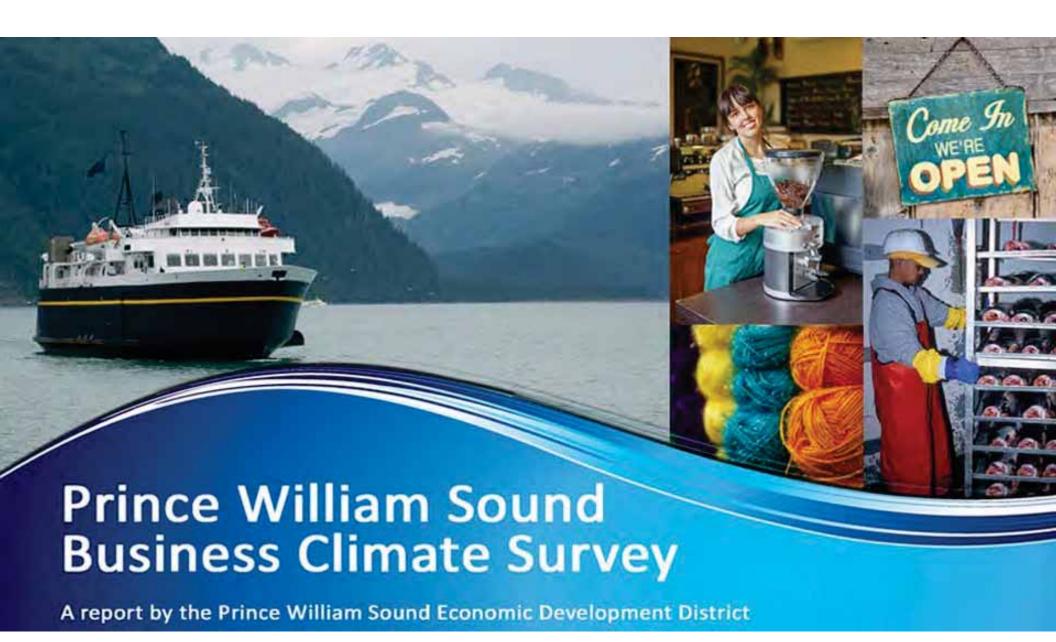
Sustainable, dependable, affordable

Supporting statewide efforts to reorganize AMHS to a state enterprise corporation

Technical assistance grant to examine the feasibility of a standalone system for PWS

NVE meeting in Cordova on April 4

Other regional stakeholders meeting in Anchorage on April 6





BUSINESS RETENTION, EXPANSION, & RESILIENCE

Repeat 2015 Business Climate Survey

Address business preparedness and resilience

Expand business support services in the region through partnerships with state and federal agencies



EXPAND THE ECONOMIC BASE

Develop regional marine trades and services directory



EXPAND THE ECONOMIC BASE

Develop regional directory to marine and upland trails, marine parks, and rental cabins

Seek more private sector opportunities for state parks leasing, permitting, and contracting



WORKFORCE READINESS AND RETENTION

Address deficiencies in maritime career and technical education

Seek funding for regional work maturity skills

ge	Introduction to Maritime Occupations ($9-12$)							
9 th Grade	Introduction to General Maritime Skills (9 – 12)							
6	Maritime Academy I							
Conce ntratio ns	Seafood Harvesting	Aquaculture / Mariculture	Marine Trades	Maritime Navigation & Engineering	Coastal Tourism	Seafood Processing		
	Advanced General Maritime Skills (9 – 12)							
10 th Grade	Intro to Seafood Harvesting	Intro to Aquaculture / Mariculture	Intro to Marine Trades and Boat Building	Intro to Maritime Navigation & Engineering	Intro to Coastal Tourism	Intro to Seafood Processing Technology		
			Maritime <i>i</i>	Academy II				
11 th Grade	Maritime Workplace Safety	Workplace Safety Principles of HAACP / HAZWOPER	Maritime Workplace Safety	Maritime Workplace Safety	Passenger / Workplace Safety SOLAS	Workplace Safety Principles of HAACP / HAZWOPER		
11th	Seafood Harvesting I	A/M I	Marine Service Technology I	MN&E I	Coastal Tourism	Process Technology I		
	Maritime Academy III							
12 th Grade	Licensing / Permitting / Regulation	Intro to Industrial Hygiene and Quality Control	Marine Service Technology II	Power Systems	Interpreting the Coastal and Marine Environment	Intro to Industrial Hygiene and Quality Control		
	Seafood Harvesting II	A/M II	Welding I / Welding II	MN&E II	Coastal Tourism	Process Technology II		
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WORKFORCE READINESS AND RETENTION

Address deficiencies in maritime career and technical education

Seek funding for regional work maturity skills



SUCCESSFUL REGIONS in the 21st CENTURY:

- Cohesive, well-aligned governance
- Capacity to innovate
- Entrepreneurial environment



Wanetta Ayers

Executive Director

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> (907) 222-2440 pwsedd@gmail.com

Building a Baseline for Water Quality Trends in Coastal Communities of South-central Alaska

Citizen Scientist Monitoring for Water Quality near coastal villages and communities

Jeff Hetrick & Jacqueline Ramsay

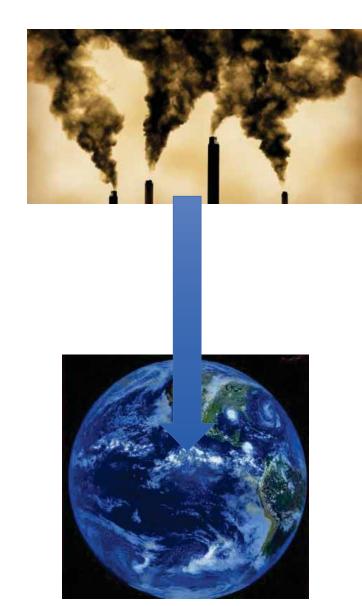
Alutiiq Pride Shellfish Hatchery
A division of

Chugach Regional Resources Commission

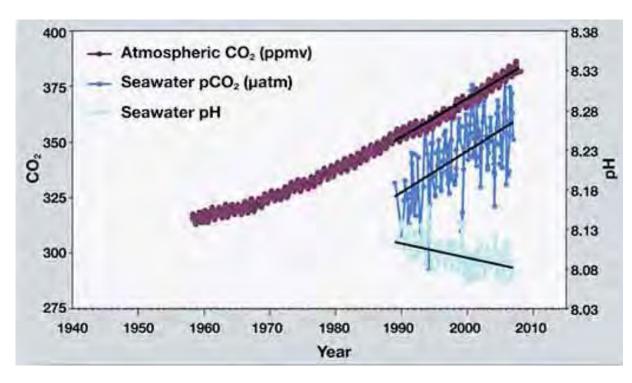


This project offers the opportunity to document Water quality conditions and trends near-shore compared to date from traditional oceanographic work occurring offshore, as well as provide information that is specific and relevant to the local environment of Alaskan Native communities.

Why Monitor Water Quality?

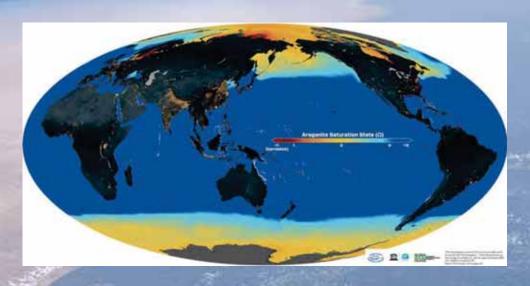


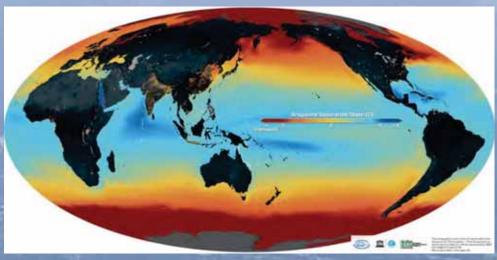
1/3 of all CO2 released is absorbed by the ocean.



This changes the water chemistry, making it more acidic

Alaska waters are more susceptible to environmental change





Pre-industrial

2100









Why is this a problem?





- Corrosive water disrupts shell building
- Can dissolve shells
- Likely winners and losers

Introduction

 In 2018, CRRC and the APSH received funding to learn from and build on their water quality monitoring experience, develop a QAPP and site specific addendums.







Building Capacity to Assess
Water Quality
The system can also measure
discreet seawater samples

Community Involvement



APSH is now processing seawater samples collected on a weekly basis by citizen scientists from Alaska Native communities around Southcentral Alaska following established protocols for sampling dissolved inorganic carbon in water samples using APSH produced field kits.



The kits contain: Protocols, bottles, caps & cappers, paint pens, thermometers, sample logs, and fixative.

Coastal Community Data Collection Building Capacity to Expand Monitoring

- Long term water quality data exist for open ocean sites but are limited in nearshore areas.
- Data is needed in proximity to coastal communities to determine water quality trends compared to open ocean observations.
- Through collaborations with HAKAI, and CEOS, with funding through the BIA and support from AOOS, APSH has optimized a land-based monitoring platforms and developed the water quality and Shellfish Research Laboratory, located in Seward, Alaska, using a Burke-o-Lator pCO2/TCO2 analyzer (developed by Burke Hales) show similar variability in aragonite saturation states.



Advanced water quality monitoring capacity at APSH

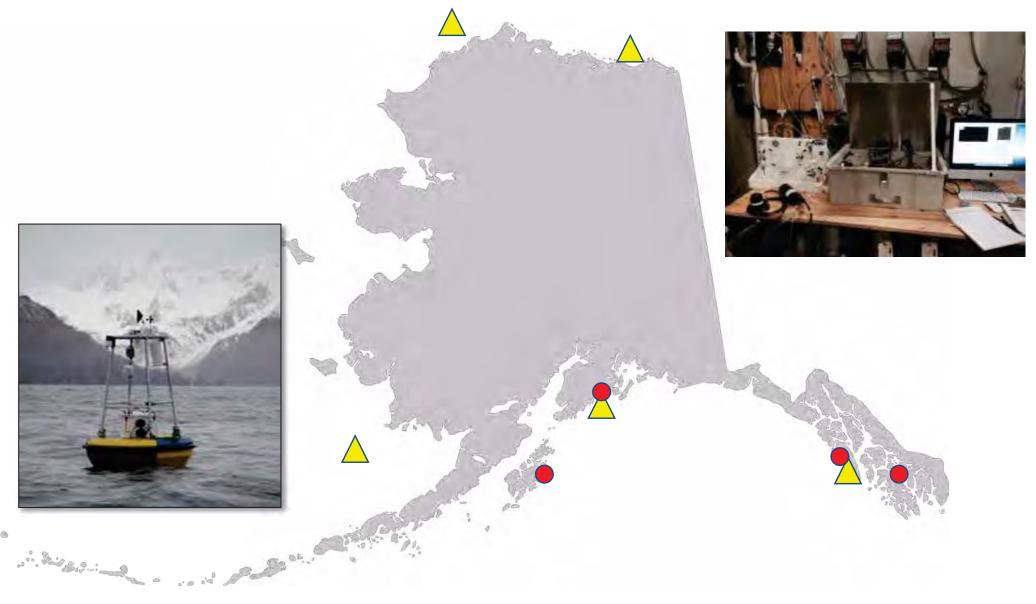
BIA: 2015 Tribal Cooperative Landscape Conservation Program: Ocean and Coastal Management Program

Monitoring for water quality near coastal villages and communities in south-central Alaska: Building Capacity and Assessing Vulnerability

- (a) Establishes near-shore seawater sampling program
 - Community involvement
 - -Integrates between sites and offshore
 - -Fills potentially important data gap
- (b) Novel large volume dosing system

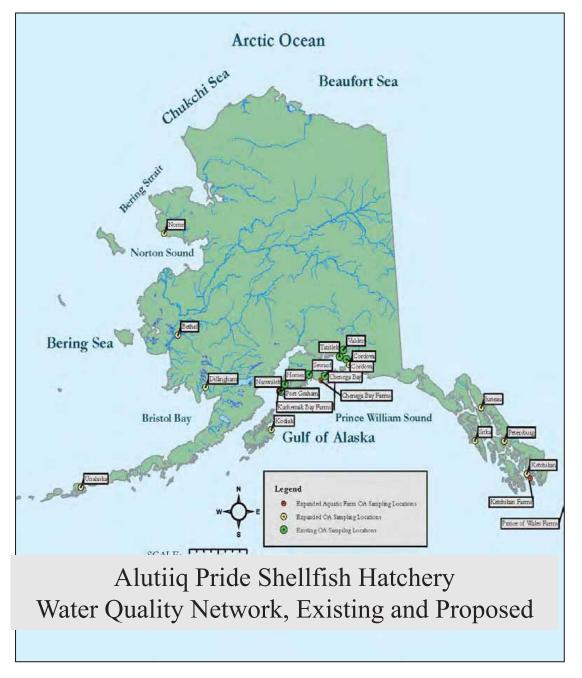


Time series observations



Next Steps

- Expand sampling to new communities
- Compare sample results from across the state to identify patterns over space and time
- Provide information to shellfish farmers, local residents, regulators, and policy makers
- Determine future adaptation needs based on the locations vulnerability



Existing water quality Sampling Location (green), Expanded water quality Sampling Locations (yellow), and Expanded Aquatic Farm water quality Sampling Locations (red).

Alaskans want information

Is it happening now, and where?

What species might be affected?

Will this impact subsistence?

How might this affect my long term business plan?

When do we need to worry?











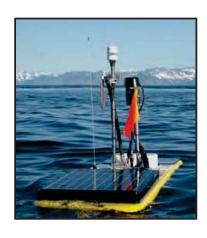
New:

Tribal Engagement Working Group facilitated by the.



Monitoring: a multi-faceted approach





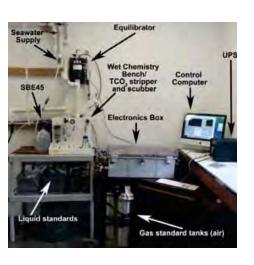












Questions





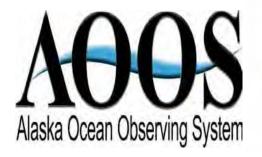














Acknowledgements: We'd like to thank the Bureau of Indian Affairs and Alaska Ocean Observing System for their financial support. We also thank our citizen samplers for their commitment to this project and their communities.



Co-ops as a Economic Development Tool

March 22, 2018

Andrew Crow





Co-operatives are <u>businesses</u> owned and controlled by those who use its services.

Co-op Principals

- 1. Open membership
- 2. Democratic Control
- 3. Member Economic Participation
- 4. Autonomous
- 5. Education/training
- 6. Cooperation
- 7. Community



We use co-ops every day













Co-ops in Alaska



















INIVERSITY OF WISCONSIN-MADISON

Research on the Economic Impact of Cooperatives

Alaska									
Economic Sector	# of Coops	(millions 5)	Assets (millions S)	Revenues (millions 5)	Members (thousands)	Employment (thousands)			
Arts & Crafts/Entertainment	10	0.00	1.25	0.00	0.21	0.01			
Biofuels	-0-	0.00	0.00	0.00	0.00	0.00			
Corporate Finance	0	0.00	0,00	0.00	0.00	0.00			
Credit Unions	12	95:20	4,732.23	282.53	498.51	1.80			
Daycare	6	0.00	0.07	0.20	0.00	0.00			
Education	0	0.00	0.00	0.00	0.00	0.00			
Electric	17	52.02	1,450.54	678.56	196.52	1.17			
Farm Credit	0	0.00	0.00	0.00	0.00	0.00			
Farm Supply/Marketing	6	1.17	14.40	10.42	3,18	0.04			
Grocery & Consumer Goods/Retail	0	0.00	0.00	0.00	0.00	0.00			
Healthcare	0	0.00	0.00	0.00	0.00	0.00			
Housing	2	n/a	n/a	n/a	n/a	n/a			
Media	0	0.00	0.00	0.00	0.00	0.00			
Mutual insurance	1	5.29	0.51	1.36	0.00	0.00			
Telephone.	7	12.59	318.05	113.62	47,35	0.59			
Transportation	2	0.13	0.16	0.24	0.30	0.00			
Water/Waste	5	0.24	23.15	13.27	0.29	0.00			
Total	58	166.65	6,540.36	1,100.20	746.36	3.61			
Total Reporting		38	45	48	- 41	44			
Percent Reporting*		57.58%	68.18%	72.73%	62.12%	66.67%			

Data Source: UWCC 2009 Report: Research on the Economic Impact of Cooperatives, http://reic.uwcc.wisc.edu









Are they good businesses?

62% of co-op start ups survive 5 years

50% of traditional business startups last 5 years according to SBA

44% survive 10 years

30% of traditional business startups close in 10 years.







- Focus on member service
- Central role of member as investor and customer
- Open democratic control
- Promoted from within communities.

- Work in sectors focused on basic needs
- Operate within regional and sector networks
- Support from primary and secondary organizations



Opportunities in AK

- Purchasing co-ops to lower costs stop leakage
- Increase local food security
- Provide support to underling businesses.



Welcome to Co-op Market Building our community-owned grocery store together



Newsletters

Home

Blog FAQ

Metribership

Directors

Community Partners

Coming Soon

Co-op Market is a grocery store established by member-owners to serve the Fairbanks area. The store will be located in part of the Foodland Building on Gaffney Road. Find out more.

- · Join Now
- Member Loan

Home >

Building our own member owned grocery store together

Who we are and what is membership

Co-op Market is a grocery store established by member-owners to serve the Fairbanks area by providing organic and whole foods, local foods, bulk quantities for price savings, and other healthy products for an Alaskan lifestyle. The store will start out with 6000 square feet at the East end of the Foodland Building at 546 Gaffney Road.

Co-op Market is about good, healthy food. How it looks, how it tastes, who grew it how it was grown, and where it came from.

Local Food First

Co-op Market is committed to buying quality local products FIRST, purchasing from outside of Alaska when a quality local option is not available. We are committed to working with local producers to provide:

- · Alaska Grown produce (in season)
- · Local Meat
- Alaska Seafood
- · Alaskan Dairy Products
- Locally made Bread & Baked Goods



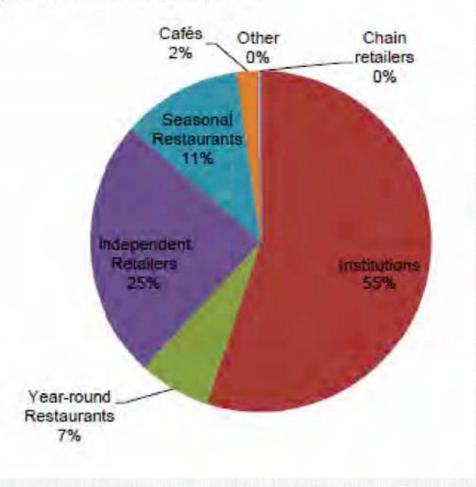
Community Partners

We offer this advertising opportunity to businesses who would like to assist Co-op Market in a mutually beneficial manner. Call 457-1023 to find out how you can participate.



Who buys local food in Fairbanks?

Figure 2: Average Expenditures for Local Produce





Peony Marketing Co-ops







Issues in Forming Cooperatives

- It has to be a sound business grants and good intentions can't overcome the problems of a poor business.
- It requires meetings and working as a group.
- ▶ It takes time 3-5 years for a food coop.
- It is hard to raise capital even credit unions are wary.
- You can get some outside support.

Crises tend to make the formation process go faster.



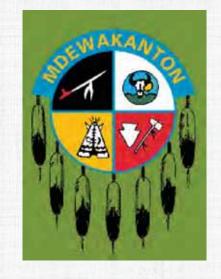
Tribal Co-ops?

Section 17 corporations can be co-ops Tribally owned businesses Under federal law

Agriculture/Fisheries
USDA funding for processing
Regulation
Native businesses generate more than \$3B from agriculture.

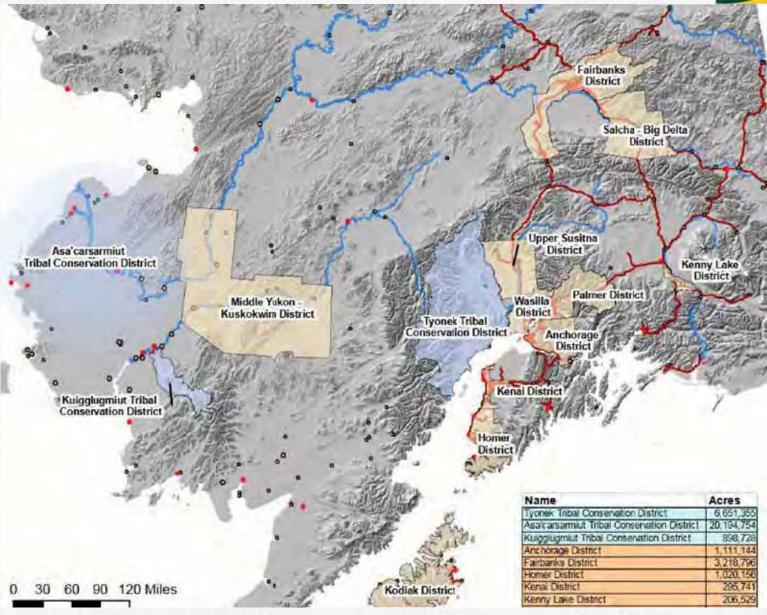


Seeds of Native Health A Campaign for Indigenous Nutrition











Facilitate learning and sharing experiences

- Accounting
- Human Resources
- Marketing
- Financing
- Inventory
- Best Practices



Resources

 University of Wisconsin Center for Cooperatives

http://www.uwcc.wisc.edu/default.aspx

- National Cooperative Business Association http://www.ncba.coop/
- USDA

http://www.rurdev.usda.gov/rbs/pub/cooprpts.htm

- US Federation of Worker Co-ops <u>http://usworker.coop/front</u>
- Cooperative Grocer

http://www.cooperativegrocer.coop/

Northwest Coop Development Center

http://www.nwcdc.coop/





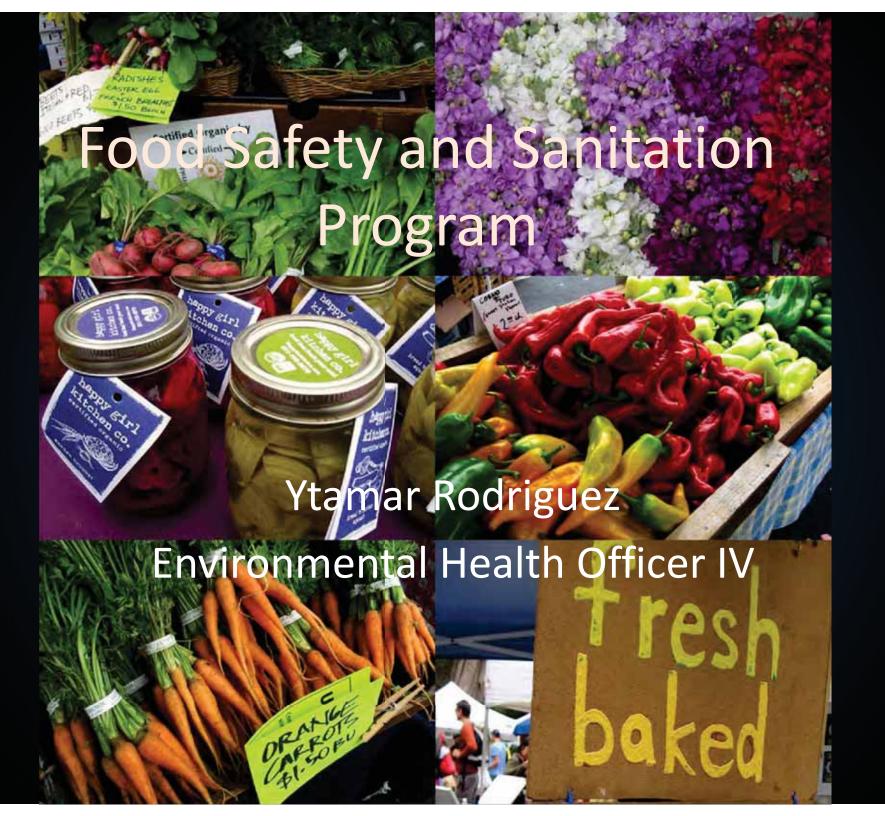
Contact all me!

Andrew Crow Alaska Cooperative Development Center

Tel: 907-786-5447

email: accrow@uaa.alaska.edu

http://ced.uaa.alaska.edu/acdp/index.html



Who We Are

We work with people who work with food to prevent foodborne illness.







Who We Regulate

- Seafood processors
- Food processors/manufacturers
- Shellfish operations
- Warehouses
- Retail stores
- Food services
- & more!



Cottage Food Exemption

- Foods that do not require temperature control
- Direct sales to the consumer
- Have a recipe or formulation
- Gross sales less than \$25,000/year
- Label or placard



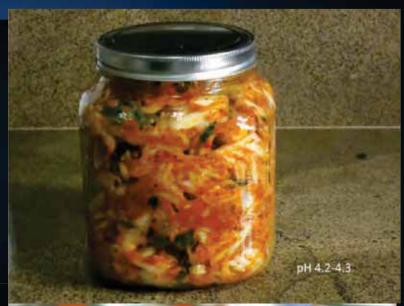
Allowed Cottage Foods



Acidic foods



pH 3.6-3.7







Product Specifics

- Baked goods- recipe
 - Exceptions:
 - Custards
 - Cheesecakes
 - Cream filled desserts

 If it needs refrigerationthen most likely is not allowed





Cottage Food Exemptions: Producer to Consumer

- Direct to consumer
- Answer consumer questions
 - Preparation
 - Ingredients
 - Allergens
- Only in Alaska



Type of Sales

- Sales must be direct
 - No internet
 - No mail order
 - No consignment
 - Only in Alaska

Advertising is okay



Recipe or Formulation

- Recipe (baked goods)
- pH
- Water Activity
- Formulation
- Available on request



Gross Sales

Not to exceed \$25,000 in calendar year



Labeling

"THESE PRODUCTS ARE NOT SUBJECT TO STATE INSPECTION"

On a card, placard, sign, or label in a conspicuous area.

Required -if not prepared in a permitted, approved, or inspected kitchen.

Labeling

Alaska Business License

or

Name, physical address, and telephone number of producer

Utilized for traceback.

Product Testing

- ADEC EH Lab
 - -pH:\$20
 - Water activity: \$10
- Alaska Cooperative Extension
 - pH testing, water activity soon
 - Product development
- Kodiak Seafood and Marine Science Center
 - Process authority

Advertising

- Online advertising such as on social media is allowed.
- No sales can take place online. Sales must be direct to consumer.







Things we provide

- Technical assistance
- Guidance Documents
- Routine risk-based inspections
- Foodborne illness investigation
- Complaint investigations

Resources



Search

O DEC State of Alaska

HOME

HOW DO L.?

FOR BUSINESSES

FOR CONSUMERS

FOR FOOD WORKERS

FORMS

RESOURCES

You Are Helix: DEC / EH / Pas / Food / Home Based Food Business

HOME BASED FOOD BUSINESS

Alaska Food Code allows the sale of non-potentially hazardous foods sold directly to the consumer without a permit as long as certain conditions are met. Food that falls under this exemption is commonly referred to as a "Cottage Food." More information about selling these products can be found below.

If you do not find information you are looking for, please contact your local Environmental Health Officer. If you plan on selling your products within the Municipality of Anchorage, these exemptions may not apply.



Overview

- Alaska Food Code Summary of Changes (PDF)
- Cottage Food Brochure (PDF)

Requirements

- Cottage Food Facts
- Exempt Product Placard Example
- · Guide to Operating a Successful Home Based Food Business (PDF)

Resources

- How to find a Community Kitchen
- · Preserving Alaska's Bounty
- Safe Egg Handling for Small Operations
- UAF Cooperative Extension Small Businesses
- More

Product Testing

- · Environmental Health Laboratory
- UAF Cooperative Extension Services

Helpful Alaska Links

- · Alaska Division of Agriculture
- · Alcohol & Marijuana Control Office
- Business Licensing
- Establishing a Business in Alaska
- Harvesting Non-Timber Forest Products
- Municipality of Anchorage Food
- Small Business Assistance
- UAF Cooperative Extension Cottage Foods

Home based food publication



Guide to Operating a Successful Home-Based Food Business

by Kate Idzorek, Lorinda Lhotka, Morgan Poloni and Christina Uticone

The Aliaka Department of Environmental Conservation (DEC) revised regulations 2012 to allow producers to sell mon-potentially hazardous food directly to the consumer without a food processing permit if certain conditions are met Non-potentially hazardous foods are foods that do not easily support the growth of dangerous bacteria and do not require temperature control for sajety.

Exemption Requirements

Producers of food under the Alaska Food Code exemptions must meet the following conditions:

- Have and provide detailed knowledge about the ingredients of the food product and how it was processed, prepared and packaged.
- Have the food product formulation or recipe available
 in case there is ever a concern about the safety of the
 product. This information must be maintained by the
 producer and be available if DEC or consumers have
 questions regarding the product. For a product that is
 pickled or dried, the producer needs to have information available about the pH or water activity. Producer
 may work with UAF Cooperative Extension Service or
 test their two product to show that it is safe.
- Process, prepare, puckage and sell the product only in Alaska.
- Make sure the person who sells directly to the consumer knows what supredients a were used to make the product and how the fisod was prepared and packaged. This individual must be able to answer consumers' questions about the product, including whether allergens are present in the food product. In order to qualify for the exemption, the processor may not distribute the product to stores or restaurant or by mail order or on consignment.
- Keep total receipts of sales of all food items sold under this exemption to demonstrate that gross sales do not exceed \$25,000 within a calendar year.
- If the food is out prepared in a permitted, approved or imported kitchen, the producer must inform the

consumer by a card, placard or sign placed in a conspicious area that way: "THESE PRODUCTS ARE NOT SUBJECT TO STATE INSPECTION."

FNH-00600

- · Label packaged food with either
 - the Alaska business license number or
 - the name, physical address and telephone number of the individual who prepared the food to allow DEC to trace the product back to the producer if there is aproblem or complaint.

Knowledge

Produces of food under the exemption are expected to be knowledgeable and able to communicate with consurners about the ingredients used in the food and how the food was processed and packaged. This is critical because many consumers with allergies or other food sensitivities will be making an important health-related decision about whether to purchase and consume the product based on this information.

The producer and sales person must be able to answer the following questions:

- What ingredients were used to make the product?
- Do any of those ingredients contain sub-ingredients? (For example, margarine contains soy, a major food aftereen.)
- Do any of those ingredients contain allergeso?
- What types of foods do you prepare in your kitchen?
 Are any of them allerens?

The Eight Major Food Allergens

eggs peanuts
dainy tree ruts
fish wheat
soybeans crustacean shelfish

This publication is a collaborative effort between the landwestly or Alaska Factories Dooperative Extension Service and the Alaska Discontinued of Environmental



Questions?

ADEC Food Safety & Sanitation Main Number: 907-269-7501

ALASKA TRAVEL INDUSTRY ASSOCIATION





Presentation for the Chugach Regional Resource Commission

WHO IS ATIA?

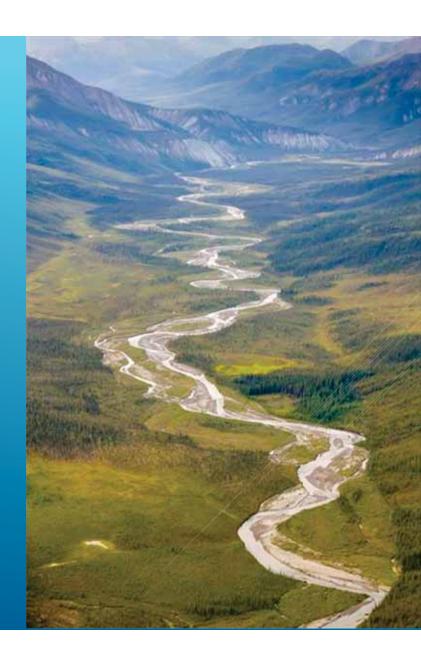
The Alaska Travel Industry Association is a non-profit membership organization that advocates for Alaska's visitor industry and promotes Alaska as <u>the</u> premier tourism destination.





WHAT DO WE DO?

- Promote Alaska as a top visitor destination
- Communicate value of tourism as an economic force
- Voice of the industry for growth, while balancing care for the environment and recognition of Alaska's unique cultures and quality of life
- Lead private sector efforts to assure a robust and broad-based statewide tourism marketing plan.





WHERE I COME IN...

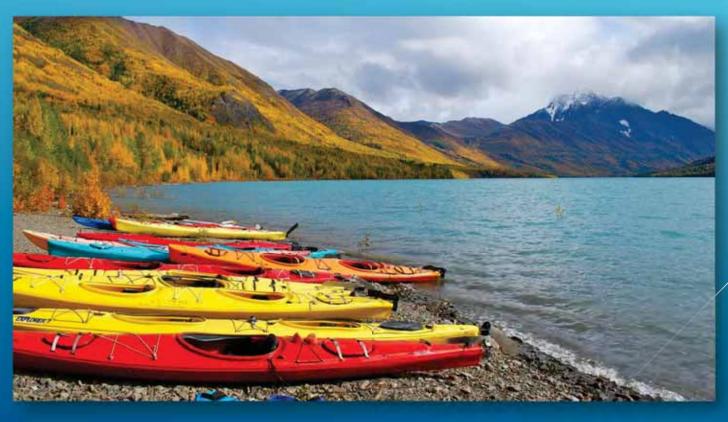


- Sales Manager for Co-Op Marketing Programs:
 - Provide sales support for the Co-Op Marketing programs that are available to our Travel Partners promoting travel to and within Alaska
 - Keep our Travel Partners up to date on Co-Op Marketing programs available to them including advertising opportunities on TravelAlaska.com
 - Monitor sales goals for each Co-Op Marketing program
 - Act as a marketing consultant for Travel Partners who may not have a marketing department or need a little extra help
 - Support for the Annual ATIA Convention



WHAT IS CO-OP MARKETING?

Industry helping Industry





CO-OP MARKETING 101

- Online Advertising on <u>TravelAlaska.com</u>
- Alaska Media Roadshow
- State of Alaska Leads Program
- ▶ Travel Trade Programs
- Social Media Programs
 - Follow us on Facebook-Alaska Travel News
 - ► Follow us on Twitter @alaskatravlnews
- ▶ E-Newsletter Campaigns





ADVENTURE GREEN ALASKA







ATIA'S E-LEARNING CENTER & EDUCATION RESOURCES

- ATIA's E-Learning Center is available exclusively to ATIA members, but...
- ► The Education Resources on ATIA.org are available to anyone.
 - Alaska Host
 - Cultural Host
 - ACE Training
 - Alaska Small Business Development Center
 - Alaska Tour Guide Training Program





ECONOMIC IMPACT OF TOURISM FRONTLINE EMPLOYEES

Who better to hear from than those on the frontline:

Tourism works for Alaska video



ECONOMIC IMPACT OF TOURISM THE ECONOMIC CIRCLE





ECONOMIC IMPACT OF TOURISM VISITOR VOLUME TRENDS





ECONOMIC IMPACT OF TOURISM WHO ARE ALASKA'S VISITORS?





PRINCE WILLIAM SOUND SUCCESS STORIES IN TOURISM

You Are Your Own Success Story!

