



UNITED FISHERMEN OF ALASKA

Mailing Address: PO Box 20229, Juneau AK 99802-0229

Physical Address: 410 Calhoun Ave Ste 101, Juneau AK 99801

Phone: (907)586-2820 **Fax:** (907) 463-2545

Email: ufa@ufa-fish.org **Website:** www.ufa-fish.org

December 13, 2014

Julie Decker
Executive Director
Alaska Fisheries Development Foundation
Via email: jdecker@afdf.org

RE: Support for Salmon Protein Powder – Byproduct and Market Development

Dear Mrs. Decker,

On behalf of United Fishermen of Alaska we would like to offer support for the project titled, *Salmon Protein Powder – Byproduct and Market Development*, for which you are submitting a grant proposal to NOAA's Saltonstall Kennedy Grant Program.

Since its creation in 1978, AFDF has conducted research and development related to byproducts, beginning with Alaska pollock surimi and moving more recently to fish oils and salmon waste utilization. *The goal of the proposed project is to support the development of a new byproduct from salmon waste in coordination with developing a new market for such product.* This goal will be accomplished through the following objectives:

- Objective #1 – *Manufacture 5,000 pounds of salmon protein powder from Alaska salmon fish waste.*
- Objective #2 – *Conduct market research of acceptability of salmon protein powder for Global Food Aid in two countries.*
- Objective #3 – *Outreach and dissemination of results to industry and other stakeholders.*

AFDF will partner with the Alaska Seafood Marketing Institute (ASMI) which is an entity of the State of Alaska. ASMI's Global Food Aid Program (AGFAP) has identified an unmet demand for seafood powder as a promising cost-effective option to enhance the nutritional quality of the global food aid basket. Dried fish and flakes are parts of many cuisines, especially in Asia and West Africa. AGFAP tested two prototypes of protein powder derived from Alaska salmon byproducts and found universal acceptance among food aid consumers and decision-makers in countries from the Republic of Congo, Guatemala, Mozambique, Nigeria, to the Republic of South Africa. Salmon protein powder has broad consumer appeal.

The potential to process Alaska salmon byproducts into human-grade salmon protein powder, while simultaneously reducing waste from fisheries and providing an important source of protein, is a tremendous triple bottom line opportunity. The collaboration of AFDF and ASMI will be a powerful partnership in this effort to use applied research and develop to

connect new products with new markets for the benefit of the seafood industry and the communities which rely upon these resources.

United Fishermen of Alaska (UFA) is the statewide commercial fishing trade association, representing 36 Alaska commercial fishing organizations participating in fisheries throughout the state and its offshore federal waters.

Sincerely,



Julianne Curry
Executive Director

MEMBER ORGANIZATIONS

Alaska Bering Sea Crabbers • Alaska Independent Fishermen's Marketing Association
Alaska Independent Tendemmen's Association • Alaska Longline Fishermen's Association • Alaska Scallop Association • Alaska Trollers Association
Alaska Whitefish Trawlers Association • Aleutian Pribilof Islands Community Development Association • Armstrong Keta • At-sea Processors Association
Bristol Bay Reserve • Cape Barnabas Inc. • Concerned Area "M" Fishermen • Cook Inlet Aquaculture Association • Cordova District Fishermen United
Douglas Island Pink and Chum • Freezer Longline Coalition • Golden King Crab Coalition • Groundfish Forum • Kenai Peninsula Fishermen's Association
Kodiak Regional Aquaculture Association • North Pacific Fisheries Association • Northern Southeast Regional Aquaculture Association
Petersburg Vessel Owners Association • Prince William Sound Aquaculture Corporation • Purse Seine Vessel Owner Association
Seafood Producers Cooperative • Southeast Alaska Herring Conservation Alliance • Southeast Alaska Fisherman's Alliance
Southeast Alaska Regional Dive Fisheries Association • Southeast Alaska Seiners • Southern Southeast Regional Aquaculture Association
United Catcher Boats • United Cook Inlet Drift Association • United Southeast Alaska Gillnetters • Valdez Fisheries Development Association