



UNITED FISHERMEN OF ALASKA

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November 1st, 2015

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

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

Dear Mrs. Decker,

United Fishermen of Alaska (UFA) is the statewide commercial fishing trade association, representing 35 Alaska commercial fishing organizations participating in fisheries throughout the state and its offshore federal waters.

UFA continues to express complete support and enthusiasm for AFDF's efforts to develop and market seafood protein powder. UFA is pleased to offer additional support for the project titled "Seafood 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 on to fish oils and salmon waste utilization. The goal of the proposed project is to support the development of a new byproduct from seafood waste in coordination with developing a new market for such product. This goal will be accomplished through the following objectives:

- Objective #1 – Manufacture 10,000 pounds of seafood protein powder from Alaska salmon fish waste.
- Objective #2 – Conduct market research of acceptability of seafood protein powder for Global Food Aid in two countries.
- Objective #3 – Outreach and dissemination of market research results to industry and other stakeholders.

AFDF will partner with the Alaska Seafood Marketing Institute (ASMI). ASMI's Global Food Aid Program (AGFAP) has identified an unmet need for seafood protein powder as a promising cost-effective option to enhance the nutrition of people who receive food aid. Manufacturing a human-grade seafood protein powder from Alaska seafood waste products will simultaneously reduce waste from fisheries in the environment, increase the value of the seafood resources, and provide an important source of nutrition. This is a clear 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.

Sincerely,



Julianne Curry
Executive Director

MEMBER ORGANIZATIONS

Alaska Bering Sea Crabbers • Alaska Independent Fishermen's Marketing Association
Alaska Independent Tendermen's Association • Alaska Longline Fishermen's Association • Alaska Scallop Association
Alaska Trollers Association • Alaska Whitefish Trawlers 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