

APPENDIX A. OTHER INFORMATION SOURCES

There are many organizations, publications and web-sites that can provide you with information and assistance in planning a fish processing plant. Here are several good starting places. A search of the web-sites of these organizations will lead you to many other useful sites and organizations.

Alaska Sea Grant Marine Advisory Program (MAP)

www.marineadvisory.org

Marine Advisory Program agents are University of Alaska faculty who live in 11 of Alaska's coastal communities and work on issues important to local residents. They have written many publications to assist Alaska seafood processors and fishermen. Some of the most useful publications for planning small processing plants include the following:

- ∞ *Planning for Seafood Freezing. 2008*
<http://seagrant.uaf.edu/bookstore/pubs/MAB-60.html> This manual helps seafood processors plan freezing operations in order to maintain the high quality of fresh fish in a frozen product. It includes the physics of freezing, selection of equipment, and important food science concepts. The book is useful to catcher-processors, seafood plant managers and engineers, refrigeration contractors, and others. Author Ed Kolbe contributes engineering expertise, and Don Kramer offers knowledge of optimum seafood quality, based on decades of academic and extension accomplishments.
- ∞ *Planning Seafood Cold Storage. 2006*
<http://seagrant.uaf.edu/bookstore/pubs/MAB-46.html> Seafood processors, port managers, and city planners will find the information they need for deciding how to develop a cold storage facility. Information is provided on controlled freezing, transport, and storage. The authors provide well-designed, up-to-date cold storage facilities that will support local processing of high quality and affordable seafood. The third edition targets one-million-pound units and smaller, to store product at –20°F. Authors Ed Kolbe and Joe Junker offer engineering expertise, and Don Kramer contributes information on optimum seafood quality.
- ∞ *Fishermen's Direct Marketing Manual. 2007*
<http://seagrant.uaf.edu/bookstore/pubs/MAB-53.html> This book provides information on how to work through the steps involved in direct marketing—selling seafood products further up the distribution system than to the local processor. Chapters in this book address finding those domestic and international customers, strategies for distributing seafood, packaging and shipping, and the basics of business planning. The 4th edition expands on previous versions, with new sections on accounting, e-commerce, working with custom processors, direct marketing shrimp, avoiding HACCP problems, and more. Regulations and technology have been updated as well.

- *Tips for Direct Marketers: The Onboard DEC Inspection. 2007*
<http://seagrant.uaf.edu/bookstore/pdfs/asg-45.pdf> Written by Torie Baker for Alaska fishermen with direct market permits, this publication informs captains of vessels who process their own fish, how to prepare for an Alaska Department of Environmental Conservation inspection. Operators are advised to have paperwork in order, and to demonstrate that they follow hazard analysis and sanitation protocols. In addition, the inspection is a good opportunity to discuss health aspects of new ideas for fishing business growth, with the DEC inspector.
- *Recoveries and Yields from Pacific Fish and Shellfish. 2004.*
<http://seagrant.uaf.edu/bookstore/pubs/MAB-37.html> Fishermen, seafood plant managers, and seafood marketers will tables including information for more than 65 species of Pacific fish and shellfish. Average percent recovery is given, from starting material (e.g., raw whole) to end product (e.g., cooked meat). Written by Chuck Crapo and Brian Paust.
- *Air Shipment of Fresh Fish: A Primer for Shippers and Cargo Handlers.*
<http://seagrant.uaf.edu/bookstore/pubs/MAB-32.html> Written by Chuck Crapo and Brian Paust. Marine Advisory Bulletin No. 32 (Revised 1991).
- *Care and Handling of Salmon: The Key to Quality. MAB-45* Written by John Doyle. Marine Advisory Bulletin No. 45 (1995). This is the gold standard book on salmon quality.
- *Care of Halibut Aboard the Fishing Vessel.*
<http://seagrant.uaf.edu/bookstore/pubs/MAB-18.html> Written by Donald Kramer and Brian Paust. Marine Advisory Bulletin No. 18 (1985).
- *White Fish Processing Manual.* Compiled by Chuck Jensen. Marine Advisory Bulletin No. 28 (1987).

These and other Marine Advisory Program publications are available from:

Alaska Sea Grant College Program
 University of Alaska Fairbanks
 Fairbanks, Alaska 99775-5040
 907-474-7086 (telephone)
www.uaf.edu/seagrant/bookstore

or

Marine Advisory Program
 1007 West 3rd Ave, Suite 100
 Anchorage, AK 99501
 Phone: (907) 274-9691
 Fax: (907) 277-5242
 E-mail: map@sfos.uaf.edu

Alaska Seafood Marketing Institute (ASMI)

The Alaska Seafood Marketing Institute (ASMI) has a wealth of information and materials (including free videos) which can assist you in planning your marketing and in producing quality products. Much of this information is available on the ASMI website at www.alaskaseafood.org.

You can also contact ASMI at:

311 N. Franklin Street, Suite 200
Juneau, AK 99801-1147
(800) 478-2903
(907) 465-5560
Fax: (907) 465-5572
www.alaskaseafood.org

Alaska Department of Fish and Game (ADF&G)

The Alaska Department of Fish and Game has detailed data on commercial fisheries landings. Contact your area management biologist about the best way to obtain information for your area.

The Alaska Department of Fish and Game also compiles data from the Commercial Operators Annual Reports (COAR Reports) filed by processors each spring. You can use this data to get a sense of the average prices processors earned for different products in your area in past years. This information is not published but is available upon request from the Department. For more information contact:

Alaska Department of Fish and Game
Division of Commercial Fisheries
1255 W. 8th Street
Juneau, AK 99801
P.O. Box 25526
Juneau, AK 99802-5526
Phone (907) 465-4210
www.cf.adfg.state.ak.us

Alaska Department of Revenue, Tax Division

The Alaska Department of Revenue's Tax Division compiles an "Alaska Salmon Price Report" which shows the average wholesale prices that Alaska processors received for different salmon products and the total sales volume by larger processors. There is both an annual report and a report showing monthly sales and prices which is released three times per year. The reports are available on the Tax Division's website at:

<http://www.tax.alaska.gov/programs/reports.aspx>

Alaska Office of Fisheries Development

The Office of Fisheries Development in the Alaska Department of Commerce, Community and Economic Development has a number of programs supporting economic development of Alaska's seafood industry. More information about these programs may be found at the Office of Fisheries Development website at:

www.commerce.state.ak.us/oed/seafood/seafood.cfm

or by contacting:

Office of Fisheries Development
Dept. of Commerce, Community and Economic Development
PO Box 110804
Juneau, Alaska 99801-0804
Phone: (907) 465-5464
Fax: (907) 465-3767

Economic Development Administration

The federal Economic Development Administration, which sponsored this handbook, supports a wide variety of economic development projects in rural Alaska. For more information, contact:

Economic Development Administration
510 L Street, Suite 444
Anchorage, AK 99501
(907) 271-2272 (telephone)
907-271-2273 (fax)