



Catcher / Seller Retailing

*The "ins" and "outs" of selling fish
direct to the public under an
ADF&G Catcher / Seller Permit*

What is a Catcher / Seller Permit?

- ★ A free permit issued by Fish & Game*
- ★ It gives you certain limited allowance to sell seafood other than to a licensed processor
- ★ It requires you to keep track of sales on fish tickets and makes you responsible for payment of taxes

* You must hold a valid CFEC commercial fishing permit in order to receive a catcher / seller permit

An Exception to the Rule!!

Don't Abuse the Privilege

- Catcher / Sellers are the only exception to the concept of “approved source”. All other fish businesses - like regular processors - are subject to government inspection.
- This is based on the principle that the public coming to your vessel to buy fish are taking the responsibility upon themselves to buy safe wholesome fish.

Benefits

Selling all or part of your catch to the public or to restaurants & grocery stores may help you to improve value.

It's not uncommon for catcher / sellers to retail their fish for twice as much as they could get from a processor

Limits & Responsibilities

But, there are limits on what you are allowed to do as a catcher / seller* ...

And you have additional responsibilities for tax payments and catch reporting

* If you want to purchase fish from others, or to transport, export or process fish, you will need a Seafood Processor / Exporter License, or Direct Marketer License. Contact ADF&G, DEC or Department of Revenue for applications.

What Does A Catcher / Seller Permit Allow You To Do?

- ★ Sell certain unprocessed seafoods to the public directly from your boat
- ★ Sell fish for bait for commercial or non-commercial purposes
- ★ Sell to certain commercial buyers like supermarkets, and restaurants, lodges and similar eating establishments that have the required DEC processing waiver

Sales of Some Shellfish Prohibited

“Shellfish” can be a confusing term. Both crustaceans (crab & shrimp) and mollusks (clams, mussels & scallops) are commonly referred to as shellfish.

Catcher / Sellers may sell unprocessed crustaceans, but selling any kind of
mollusks is not permitted.

What does "unprocessed" mean?

- Gutting, gilling, sliming and icing fish on the grounds are not considered processing.
- So, you can sell your fresh, cleaned, head-on salmon or other fish with a catcher / seller permit.
- Fresh shrimp and crab are also commonly sold by catcher / sellers*

* Selling shrimp tails is also permitted, as removing heads from shrimp is not considered processing)

Sales to Individuals

Sales to the public may only be directly from your boat.

You are not allowed to:
sell from your house, or other location;
deliver fish or fillet or otherwise process fish
for your customers as a courtesy



Sales to Individuals

- *Setnetters* - if you can transport fish to the local dock in your skiff, that's OK.
- But...you are not allowed to transport fish and sell them from a pick-up truck or four-wheeler.
- If you can't do it by boat, then you can only sell at your fishing site.

Sales to Individuals

- Sales to the members of public may only be for their non-commercial use.
- You may not sell to persons who intend to re-sell the fish.

Selling Bait

- With a catcher / seller permit you may sell fish to other commercial fishermen or to sportsmen for use as bait.

Selling to Grocery Stores & Restaurants

- You may sell your fish to a local eating establishment, grocery store or established fish market only if they have the required “waiver” from DEC*.
- These buyers are subject to limits on how much fish they can buy from you...not more than 500 lbs. per week

* State of Alaska, Department of Environmental Conservation

Selling to Grocery Stores & Restaurants

- It is your responsibility to determine if they have the proper waiver.
- Call DEC at (907) 269-7637 to find out if the store or restaurant you want to sell to has a waiver.

State of Alaska, Department of Environmental Conservation

Catch Reporting on Fish Tickets

- When you get your catcher / seller permit from Fish & Game you will receive a code plate and fish tickets.
- It is your responsibility to complete and submit fish tickets for all fish you sell as a catcher/ seller

State of Alaska, Department of Environmental Conservation

State Taxes

- As a catcher / seller you are responsible for payment of the Fisheries Business Tax on all of your sales. If you sell salmon you may also be responsible for Salmon Enhancement Tax.
- Call the Alaska Department of Revenue at (907) 465-2371 for details.

Local Taxes & Permits

- You may also be responsible for local sales taxes.
- And your local government may require other permits to conduct retail business
- Check with your local city or borough government for information

Best Practices

- Keep your entire operation neat, clean & sanitary
- Keep fish chilled and covered and away from all sources of contamination - insulated totes with plenty of ice are your best bet.
- Never use harbor water for rinsing product

Best Practices

- Provide customers with good bags or other means of carrying their fish
- Make sure you have money to make change for your customers

FOLLOW ALL THE GOVERNMENT RULES

State Agency Contacts:

- Fish & Game: (907) 465-6131 , or your local ADF&G office
- Dept. of Environmental Conservation (DEC): (907) 269-7501 or 269-7637
- Dept. of Revenue: (907) 465-4683