

Agenda for Alaska Young Fishermen's Summit II  
December 10-12, 2007  
Sheraton Hotel - Anchorage

**Monday, December 10 – Hilton Hotel (a shuttle from the Sheraton to the Hilton will be provided)**

- 8:00 a.m. North Pacific Fisheries Management Council meeting, Anchorage Hilton  
*AYFS participants encouraged to attend*
- 6:00 p.m. Registration and joint AYFS/NPFMC reception, Anchorage Hilton

**Tuesday, December 11 – Sheraton Hotel**

- 7:30 – 8:00 Late Registration and Coffee
- 8:00 – 8:30 Welcome and Introductions  
*Paula Cullenberg, Alaska Sea Grant Marine Advisory Program Leader*
- 8:30 – 9:10 Keynote Addresses  
*Robin Samuelsen, Bristol Bay Economic Development Corporation*  
*Arne Fuglvog, Natural Resources and Fisheries Assistant to Sen. Lisa Murkowski*
- 9:10 – 9:15 - Five-minute Safety Break

**Session I: Understanding Alaska's Role In The World Marketplace And The Importance Of Product Quality**

- 9:15 – 9:45 Alaska Seafood in the Global Marketplace  
*Dr. Jim Anderson, University of Rhode Island*
- 9:45 – 10:45 Seafood Markets Panel  
*Chris McDowell, McDowell Group*  
*Buck Gibbons, Wildcatch, Inc.*  
*Gunnar Knapp, University of Alaska Anchorage Institute of Social and Economic Research*  
*Bill Barker, Leaping Salmon, Inc.*  
*Roy Cunningham, Young's Seafood*
- 10:45 – 11:00 Break
- 11:00 – 12:30 Chill Out: Controlling Quality Loss in Fish  
*Dr. Donald Kramer, Alaska Sea Grant Marine Advisory Program*

11:30 - 12:30 "Chilling and Freezing Onboard: The Key to a Quality Product"  
*Stephen Grabacki, Graystar Pacific Seafood, Ltd.*  
*Kate Mitchell, NOMAR*  
*Doug Short, Integrated Marine Services*  
*Greg Fisk, SeaFisk Consulting*

12:30 – 1:30 Lunch

## **Session II: Running Your Fishing Operation as a Business**

1:30 – 2:15 Tracking Your Fishing Business  
*Bruce Gabrys, MBA, CPA, Mikunda, Cottrell & Co.*

2:15 – 2:25 Ten-minute Safety Break

2:25 – 3:10 Evaluating Fishing Business Opportunities  
*Glenn Haight, Alaska Sea Grant Marine Advisory Program*

3:10 – 3:35 What a Lender Looks for in a Borrower  
*Lea Klingert, Commercial Fishing and Agriculture Bank*

3:35 – 3:50 Break

3:50 – 4:05 Managing Risk through Insurance  
*Peter Evich, Coastal Marine Insurance Fund*

4:05 – 4:20 Managing Risk - Beyond Insurance  
*Jerry Dzugan, Alaska Marine Safety Education Association*

4:20 – 5:00 Q & A with Fishing Business Owners and Lenders  
*Rhonda Hubbard, F/V Kruzof, Inc*  
*Dave Loutrel, Wild Salmon Direct*  
*Lea Klingert, Commercial Fishing and Agriculture Bank*  
*Lujean Fedotov, Division of Investments*

5:00 – 6:00 Break

6:00 – 7:30 Informal Reception for Participants, AYFS Alumni and Speakers  
Opening Remarks by Cora Crome, Fisheries Policy Advisor to  
Gov. Sarah Palin

## **Wednesday, December 12 – Sheraton Hotel**

7:30 – 8:00 Coffee

### **Session III: Understanding and Working Effectively within the State and Federal Regulatory Process**

- 8:00 – 8:45 History of Fisheries Management, State/Federal Relations, and Introduction to Limited Entry in Alaska  
*Phil Smith, Smith Consulting, Juneau*
- 8:45 – 9:30 Federal Regulatory System: Navigating the Council Process  
*Chris Oliver, North Pacific Fishery Management Council*  
*Gerry Merrigan, NPFMC Boardmember*
- 9:30 – 9:40 Ten-minute Safety Break
- 9:40 – 10:25 State Regulatory System: Navigating the Board of Fisheries Process  
*Jim Marcotte, Alaska Board of Fish*  
*John Jensen, vice-Chair, Alaska Board of Fisheries*
- 10:25 – 10:40 Break
- 10:40 – 12:00 Science, Fishermen, and Management Panel: Why Alaska’s Fisheries are the Healthiest in the World, and How We Can Keep it that Way  
*Jim Balsinger, NOAA Fisheries Alaska Region*  
*Jim Hubbard, F/V Kruzof*  
*Jeff Regnart, Regional Supervisor, AK Dept of Fish and Game*  
*Dorothy Childers, Alaska Marine Conservation Council*  
*Clarence Pautzke, North Pacific Research Board*  
*Bruce Leaman, International Pacific Halibut Commission*
- 12:00 – 1:00 Lunch
- 1:00 – 2:00 Public Speaking and Effective Advocacy  
*Barclay Kopchak, Prince William Sound Community College*
- 2:00 – 2:30 What it is to Be a Leader  
*Deborah Lyons, United Fishermen of Alaska*
- 2:30 – 3:30 Small Group Strategy Sessions
- 3:30 – 4:30 Q & A with Established Fishermen’s Panel
- 4:30 – 4:45 Wrap-up

**Thursday, December 13**

**Optional Fish-Related Training Opportunities – ADVANCE REGISTRATION REQUIRED, Locations TBA**

8:00 – noon *Direct Marketing Basics* – Learn how to obtain processing permits, source markets and manage your books from those who've been there in Alaska – sponsored by the Marine Advisory Program - Questions/registration, call: 907-465-8746 or e-mail: [ffgeh@uaf.edu](mailto:ffgeh@uaf.edu) \$25

8:00-5:00 *USCG Drill Instructor Safety Course* - Take your USCG fishing vessel drills safety course, and learn a lot more about vessel safety, cold water survival, helicopter evacuation procedures and life raft deployment – taught by the Alaska Marine Safety Association (AMSEA) – Questions/registration, call: 907-747-3287 or e-mail: [training@amsea.org](mailto:training@amsea.org)

*Thanks in part to grant funding obtained by AMSEA, this course is currently provided at no charge for commercial fishermen*