



BRISTOL BAY

Regional Seafood Development Association

BBRSDA Board Meeting Minutes

April 21, 2021 | 9:00 a.m. AKT

Teleconferenced

1. Call to Order/Establishment of Quorum

Chairman Johnson called the meeting to order at 9:00am AKT. Present were board members Jackson, Ure, Cook, and Niver; members Buck Gibbons, Larry Christensen, Peter Most, Dan Barr, and Kieran Barr; and staff members Bursch, Dunn, Machain, and Wink. **A QUORUM WAS ESTABLISHED.**

2. Approval of Agenda

Jackson moved and Niver seconded to approve the agenda. Johnson suggested to be flexible with timing of Executive Session to accommodate any guests joining the discussion. **MOTION CARRIES WITH UNANIMOUS CONSENT.**

3. Approval of Previous Minutes (*see meeting packet*)

a. February 24, 2021

Jackson moved to approve the meeting minutes from February 24, 2021. Seconded by Niver. **MOTION CARRIED UNANIMOUSLY.**

b. March 29, 2021

Jackson moved to approve the meeting minutes from March 29, 2021. Seconded by Niver. **MOTION CARRIED WITH UNANIMOUS CONSENT.**

4. Member Comments

The board packet included several pages of member correspondence collected by staff. Chairman Johnson opened the floor to members on the phone and shared that the comments in the packet were mostly regarding the white paper and discussion on ways to improve the fishery. *Note: member comments have not been included in these minutes because none of the member correspondence expressly identified their communication as a "member comment" AND provided permission to share publicly.*

Larry Christensen expressed concern about increasing the deficit spending regarding some of the proposed items on the day's agenda.

Director Cook shared his disappointment that so few of the directors attended the

industry meeting earlier in the month.

Buck Gibbons thanked Director Johnson for publishing his remarks on social media regarding statements of current election candidates. Mr. Gibbons also commented on if a Director should be required to chill their fish to serve on the Quality Committee.

Peter Most asked if it was possible to have a member comment section at the end of the meeting in the event something comes up over the course of the meeting. Similarly, for the board member packet, he noted that members are not able to see the full board packet. He suggested to not limit input from the fleet and utilize all of the options and opinions outside of just the board.

Larry Christensen added that there is still a large contingent of processing capacity in Bristol Bay that goes into a can and wouldn't be affected by not chilling. He did not think that chilling fish or not should be a disqualifier for a member to serve on the Board and / or Quality Committee.

5. Executive Director Report

Jackson asked Wink for an update on the COVID-19 handbook. Wink clarified that the work is started but there is no ETA yet. BBRSDA is waiting on more direction from the State, municipalities, and processors before proceeding.

Jackson moved to approve the ED report, seconded by Ure. **MOTION CARRIED WITH UNANIMOUS CONSENT.**

Wink thanked staff for their contributions to the ED report, especially Machain and Bursch for their work on contracting the RSW apprenticeship and ice shuttle projects. Jackson and Johnson thanked Wink and staff for all of their work, as detailed in the report.

6. Program Updates & Committee Business

a. Finance

i. Bank balances and financial snapshot

Machain walked through the bank balances and financial snapshot document, highlighting notable items. Cook pointed out that there is a deficit budget for 2021. Wink clarified that the board-designated baseline reserve amount is not being touched and the cash position continues to be strong into 2022, based on our current anticipated assessment in 2021.

Johnson asked about retro bonuses in 2021 and Wink replied that any assessment collected on retro payments (which were paid out in 2021) would be disbursed to us (BBRSDA) in the next year, 2022.

ii. FY20 Financial Statements

Machain presented the FY20 Interim Financial Statements, highlighting notable items. There were no questions.

Cook moved and Ure seconded to approve the financial statements as presented. **MOTION CARRIED WITH UNANIMOUS CONSENT.**

b. Quality Program Update

Cook gave an update about the 3 contracts for RSW Apprentice Techs this year. He is hopeful that this program will grow to provide more coverage in the future.

Bursch gave an update that the Ice Shuttle and CQR projects are moving forward and that we've had multiple fishermen utilize the ice bag discount program, with some funding still available.

Wink explained that the total cost of ice from the shuttle would be \$310/ton. The breakdown is \$200/ton to BBEDC and \$110/ton as a transport fee to offset the shuttle costs.

Cook thanked Bursch and Wink for their accomplishment in getting traction on these various quality projects that have been hard to get started in the past.

c. Sustainability Program Update

i. Bristol Bay Hydrological Model proposal

The Sustainability Committee recommended funding this project in the amount of \$25,000.

Doctors Cam Wobus, Bob Prucha, and Ann Maest joined the call at 10:10 am AKT. Dr. Wobus shared his screen to walk through their proposal and give a sense of what integrated hydraulic models do and how it would benefit the Bristol Bay fishery. Their model would measure interactions between atmosphere, surface water, and groundwater and provides a physically based background for impact analysis. The proposal fundamentals include:

- Improve understanding of hydrology, dynamics, and ecosystem function of the Bristol Bay system;
- Assess impacts from future development activities, including mining;
- Understand climate change impacts to the fishery;
- Guide future research questions and data collection; and
- Build a consortium of users with similar interests.

Jackson moved to fund Lynker Hydrological model for up to \$25,000. Seconded by Niver. **MOTION CARRIED 3-1.**

Jackson and Johnson thanked the team of doctors for their efforts on behalf of Bristol Bay.

The board jumped to item 8. Executive Session before returning to item 6cii.

ii. **Port Moller Onboard Gene Lab proposal**

This is a time-sensitive request for the RSDA to consider financially supporting an effort to test the feasibility of at-sea genetic analysis at the Port Moller Test Fishery this season. Michael Link presented the proposal from BBSRI, adding that he feels there is a strong business case for it.

Jackson moved to approve up to \$30,000 for the proposed BBSRI On-vessel Genetic Analysis Project, seconded by Niver. **MOTION CARRIED 3-0 with Cook abstaining.**

Jackson: aye
 Niver: aye
 Ure: aye
 Cook: abstained

d. **Marketing Program Update**

Dunn gave a brief update on current Marketing programs, some highlights include:

- Southern CA Retail Promotions programs are performing stronger than expected
- Fresh promotions are getting lined up for the summer

- For Direct Marketers – made updates to their form page to be more specific to their needs; and we will be doing a fall digital promotion
- The Marketing team created a sustainability response and social media toolkit for direct marketers to combat negative responses spurred by the film *Seaspiracy*.
- Salmon Cooking Guide continues to expand, currently making it possible for Direct Marketers to host the guide directly on their sites
- Launch of Fast, Wild, Easy campaign set for May
- Officially joined FMI as members and we are seated on their Seafood Strategy Leadership Council.
- In partnership with BBNC to revive the Salmon Restaurant Week in DC this September.
- In discussion for collaboration with BBNC and Bambino’s baby food.

ii. **Marketing partnership proposal**

A proposed marketing partnership with BBNC was discussed during Executive Session.

Ure moved to approve the ED going into price negotiations with BBNC for marketing partnership opportunities. Seconded by Jackson.

MOTION CARRIES 4-1.

Jackson: aye
 Ure: aye
 Niver: aye
 Johnson: aye
 Cook: nay

e. **Outreach Program Update**

Ure gave an update that a Crew Training Program is in the works and Bursch added that staff attended a lot of meetings about COVID and made updates to our website, accordingly. The plan is to provide a simplified packet with guidelines for fishermen.

7. Miscellaneous Business

a. **Proposed Change to Bylaws: Exceptions for Annual Member Meeting**

The board discussed the necessity to update the Bylaws regarding timing and location of the Annual Meeting.

Revised language for bylaws (Article V, Sections I-II), new text is in blue:

Section I. Annual/Regular Meetings. The Annual Meeting of the members and Board of Directors of the Corporation shall be held during **May or** June of each calendar year on such date and time as may be designated by the Board of Directors.

Section II. Place of Meetings: The Annual Meeting shall be held in a community with the Bristol Bay Management Region. **The Board may approve, via a two-thirds majority vote, to hold the Annual Meeting by teleconference.** Other Board meetings shall be held within the Region, another community, **via teleconference,** or as designated by the Board of Directors.

Cook moved to adopt the revised language provided in the action memo to amend the Bylaws Article V, Section II as shown above. Seconded by Niver.

MOTION CARRIED 5-0.

Cook: aye

Niver: aye

Ure: aye

Jackson: aye

Johnson: aye

Cook moved that we hold the Annual Meeting for 2021 via teleconference with the date still to be determined. Seconded by Jackson. **MOTION**

CARRIED 5-0.

Jackson: aye

Cook: aye

Ure: aye

Niver: aye

Johnson: aye

Cook moves to amend Bylaws Article V, Section I to include "May, or" before "June" as shown above. Seconded by Jackson. **MOTION CARRIED 5-0.**

Cook: aye

Ure: aye

Jackson: aye

Niver: aye

Johnson: aye

b. Staff Retirement Program

Eric Hepola from Mutual of America joined the call to give a brief walk

through of the MEP retirement plan hosted by Foraker. The Multiple Employer Plan would allow BBRSDA to enroll in retirement investment options for employees. The cost to the organization would be limited to how much BBRSDA chose to contribute to the plan and can include base contributions, match contributions, or discretionary contributions. With a MEP, the administrative costs are negligible.

Chairman Johnson asked the board for direction. Jackson requested more due diligence including comps to compare what other organizations might be doing. Johnson and staff will gather additional details for a later discussion.

8. Executive Session

The board moved to Executive Session after item 6ci to accommodate call-in guests

Jackson moved to enter executive session at 10:33am AKT to discuss sensitive issues regarding a marketing opportunity with an entity who would not like the info made public yet. Seconded by Niver. **MOTION CARRIES 4-1 with Cook opposed.**

Jackson moved and Ure seconded to exit Executive Session at 11:55am AKT. **MOTION CARRIED WITH UNANIMOUS CONSENT.**

The board jumped back to item 6cii after Executive Session

9. Future Meeting Dates & Agenda Items

Jackson moved to put May 22nd as the Annual meeting and board meeting. Seconded by Cook. **MOTION CARRIED UNANIMOUSLY.**

10. Adjourn

Cook moved to adjourn the meeting at 1:28pm AKT. Seconded by Jackson. **MOTION CARRIED UNANIMOUSLY.**

Total meeting time: 4 hours, 28 minutes