

# Reel Solutions: Opportunities and Challenges in Markets for Alaska Seafood



# What you will hear this afternoon...

- Seafood data resources for SWAMC region
- The state of key markets for Alaska seafood
  - USA
  - Japan
  - Europe
  - China
- Russia update

# McKinley Research Group

- Research and consulting since 1972
- Economic Analysis, Feasibility Studies, Community Economic Planning, Business Development, and Survey Research
  - 20+ years of support for ASMI
- Conducted 100+ economic impact studies including Alaska's:
  - Seafood Industry (ASMI)
  - Construction (AGC)
  - Oil and Gas Industry (AOGA)
  - Mining Industry (AMA/CAP)
- McKinley Management family

**2023 Weekly Alaska Salmon Harvest Update #13** Harvest Through 9/9/2023 (Statistical Week 36)

(Estimated ex-vessel metric tons)

	Sockeye			Pink			Keta			Coho			Chinook*		
	YTD 2022	YTD 2023	YoY	YTD 2021	YTD 2023	YoY	YTD 2022	YTD 2023	YoY	YTD 2022	YTD 2023	YoY	YTD 2022	YTD 2023	YoY
AK	368	4	-99%	1,400	460	-67%	31	10	-68%	-	-	-	-	-	-
Kodiak	4,480	4,707	+5%	32,097	34,311	+7%	1,365	2,188	+60%	250	709	+184%	28	17	-39%
Chignik	758	2,427	+220%	1,920	3,029	+58%	191	223	+17%	104	102	-2%	10	2	-80%
Alaska Peninsula	18,433	6,579	-64%	22,597	20,997	-7%	2,191	2,736	+25%	141	498	+253%	52	29	-44%
Bristol Bay	140,030	100,050	-29%	4	3	-25%	758	637	-17%	47	29	-38%	31	20	-35%
Cook Inlet	3,287	4,291	+31%	3,154	3,898	+24%	469	478	+2%	264	224	-15%	11	-	-100%
Prince William Sound	4,226	4,609	+9%	83,005	76,613	-8%	6,295	14,388	+129%	287	352	+22%	80	49	-39%
Southeast	3,084	2,256	-27%	45,401	59,445	+31%	29,835	38,433	+29%	2,542	2,647	+4%	1,143	699	-40%
<b>Statewide</b>	<b>174,298</b>	<b>124,919</b>	<b>-29%</b>	<b>204,546</b>	<b>198,300</b>	<b>-3%</b>	<b>42,504</b>	<b>59,557</b>	<b>+40%</b>	<b>3,646</b>	<b>4,791</b>	<b>+31%</b>	<b>1,355</b>	<b>808</b>	<b>-40%</b>

\*Note: YTD comparisons are based on statistical weeks. Statistical weeks between years do not align with calendar dates. More on estimates are based on fish counts and average weight estimates. Data are subject to revision. Source: Alaska Department of Fish & Game. \*Chinook figures include harvest from 2022.

This year's Alaska's salmon harvest is 16% larger than the pre-season forecast, but down about 10% from 2022 (2021 for pink) in estimated ex-vessel weight. Harvests are down for sockeye (-28%) and Chinook salmon (-40%), and up for keta (+40%) and coho (+21%). Pink salmon harvests are down slightly from 2021 (-3%). Coho is the only species with a significant share of the total season harvest still likely to come in during the remaining weeks of the season.

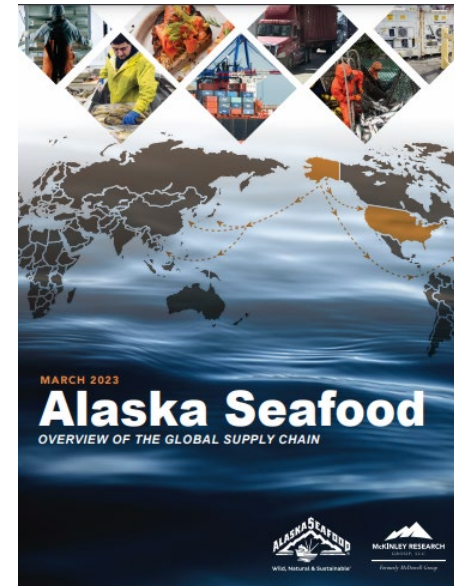
The reduced sockeye harvest was driven largely by Bristol Bay, where the harvest was down 29% from last year's record catch. The pink salmon harvest was down slightly from 2021 in Prince William Sound and Southeast, but up in Kodiak, where four million pinks were harvested last week. The statewide keta harvest has followed an unusual pattern: Preliminary keta data show a single mid-summer harvest peak, rather than separate summer and fall peaks as typical. The total keta harvest increased this week because of Alaska Department of Fish & Game data revisions to previous weeks. Chinook salmon harvests are down from 2022 in regions across the state. Most Chinook are caught in Southeast, where volume is down 40% because of fewer and slightly smaller fish.

In-season harvest totals are unlikely to change substantially as the last few weeks of fishing conclude. The Alaska Department of Fish & Game usually publishes preliminary end-of-season data in early November.

**2023 Harvest vs. Projection** (Thousands of Fish)

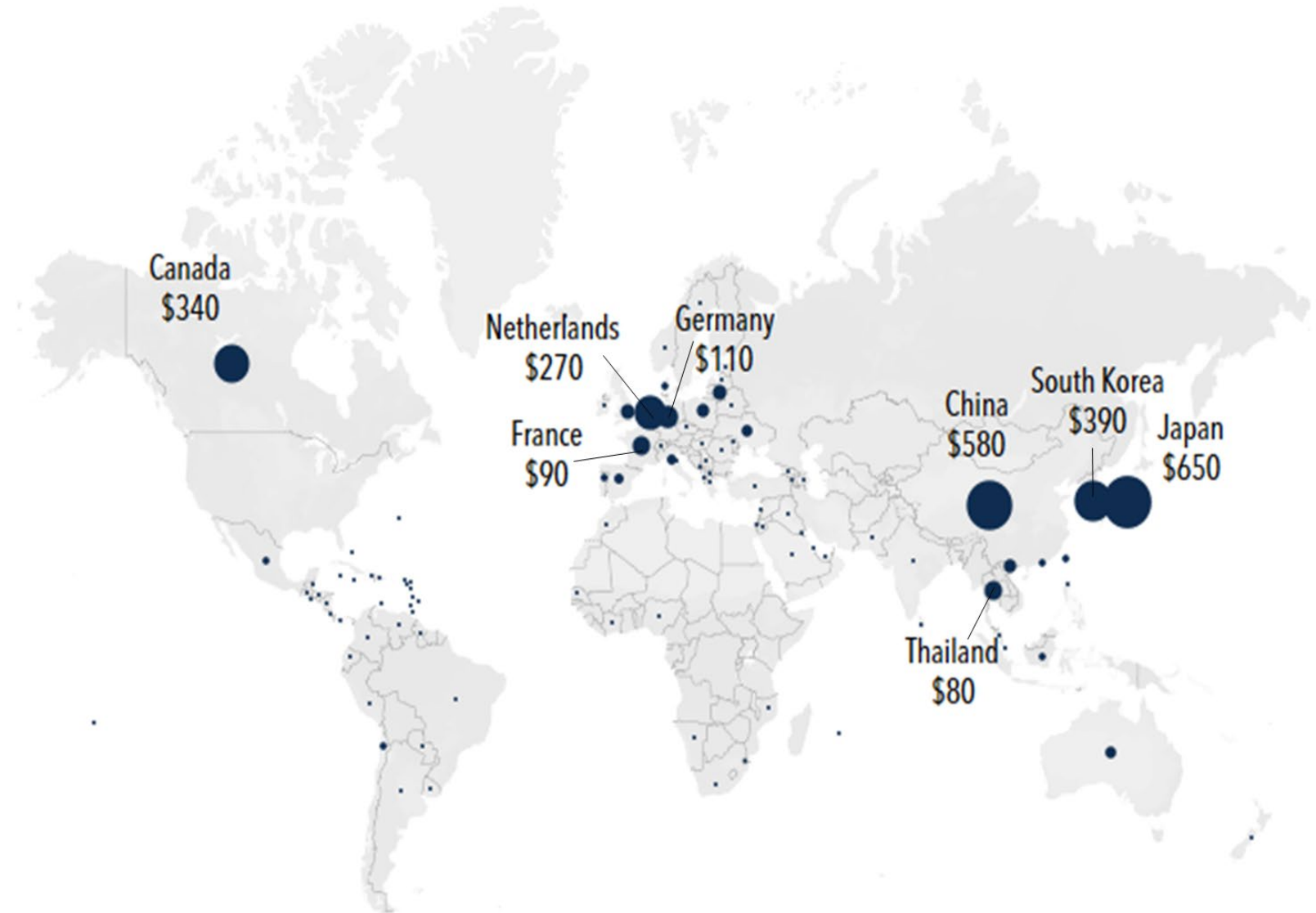
	Harvest	Projection	% Realized
Sockeye	92,212	88,188	105%
Pink	147,633	122,213	121%
Keta	19,387	16,004	121%
Coho	1,740	2,960	59%
Chinook	182	242	75%
<b>Total</b>	<b>219,174</b>	<b>189,607</b>	<b>116%</b>

Where to buy Alaska seafood: [alaskaseafood.org](http://alaskaseafood.org)



# Export Markets for Alaska Seafood

## Alaska Seafood Exports by Country (\$millions) 2021-2022 AVG



# United States

## Key Products

- Alaska pollock fillets
- Sockeye salmon fillets
- Canned salmon
- Pacific cod fillets
- Fresh halibut
- Cooked crab sections



**Estimated Alaska  
Seafood Consumption  
(2021/2022 Annual Average)**

**Value > \$2 billion  
Volume > 200,000 mt**

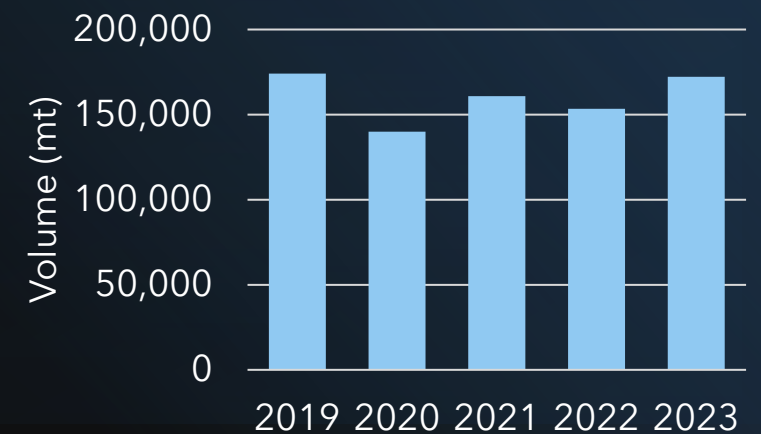
# Japan

## Key Products

- Alaska pollock surimi
- Salmon roe
- H&G sablefish
- H&G Atka mackerel
- Alaska pollock roe
- H&G sockeye salmon
- H&G rockfish
- Frozen snow crab



## Alaska Seafood Exports to Japan (mt), 2019-2023



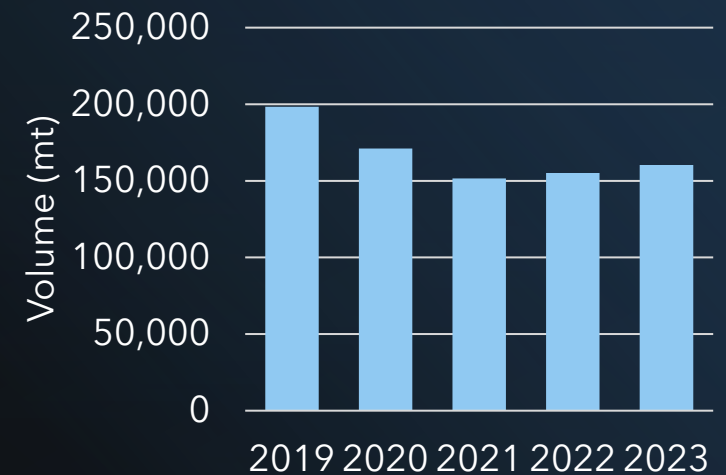
# European Union

## Key Products

- Alaska pollock fillets
- H&G sockeye salmon
- Alaska pollock surimi
- Salmon roe
- Frozen sockeye salmon fillets
- H&G Pacific cod



## Alaska Seafood Exports to EU (mt), 2019-2023



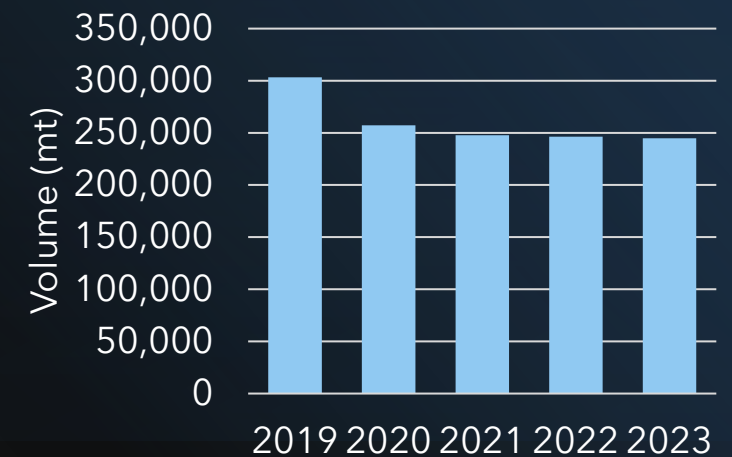
# China

## Key Products

- H&G flatfish
- H&G pink salmon
- Fish meal
- H&G Pacific cod
- H&G keta salmon
- H&G Alaska pollock
- H&G Atka mackerel



## Alaska Seafood Exports to China (mt), 2019-2023





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# Russia Competition and Trade Policies

# U.S. – Russia Seafood Trade Relations

2014

AUGUST

Russia bans imports of most U.S. seafood products in retaliation for sanctions announced after the Russian invasion of Crimea

2022

MARCH

U.S. announces sanctions for the Feb. 2022 invasion of Ukraine. Sanctions apply only to direct imports of Russian seafood

2022

AUGUST

March 2022 sanctions go into effect

2023

DECEMBER

Executive order announced to close reprocessing loophole in Russia sanctions

2024

MAY

Current deadline for December 2023 executive order

## Closing the Russia Loophole: Volumes and Values Affected

Estimated Volume and Value of Seafood Imported to the U.S. from China  
Made from Russian Raw Materials, 2022

	Value (\$millions)	Volume (mt)
<b>Cod</b>	\$239	27,000
<b>Salmon</b>	\$117	16,000
<b>Pollock</b>	\$97	26,000
<b>Pollock, Cod, and Salmon</b>	\$356	70,000

Source: Trade Data Monitor, and National Marine Fisheries Services Office of Science and Technology.  
Compiled by McKinley Research Group.

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# Thank you



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