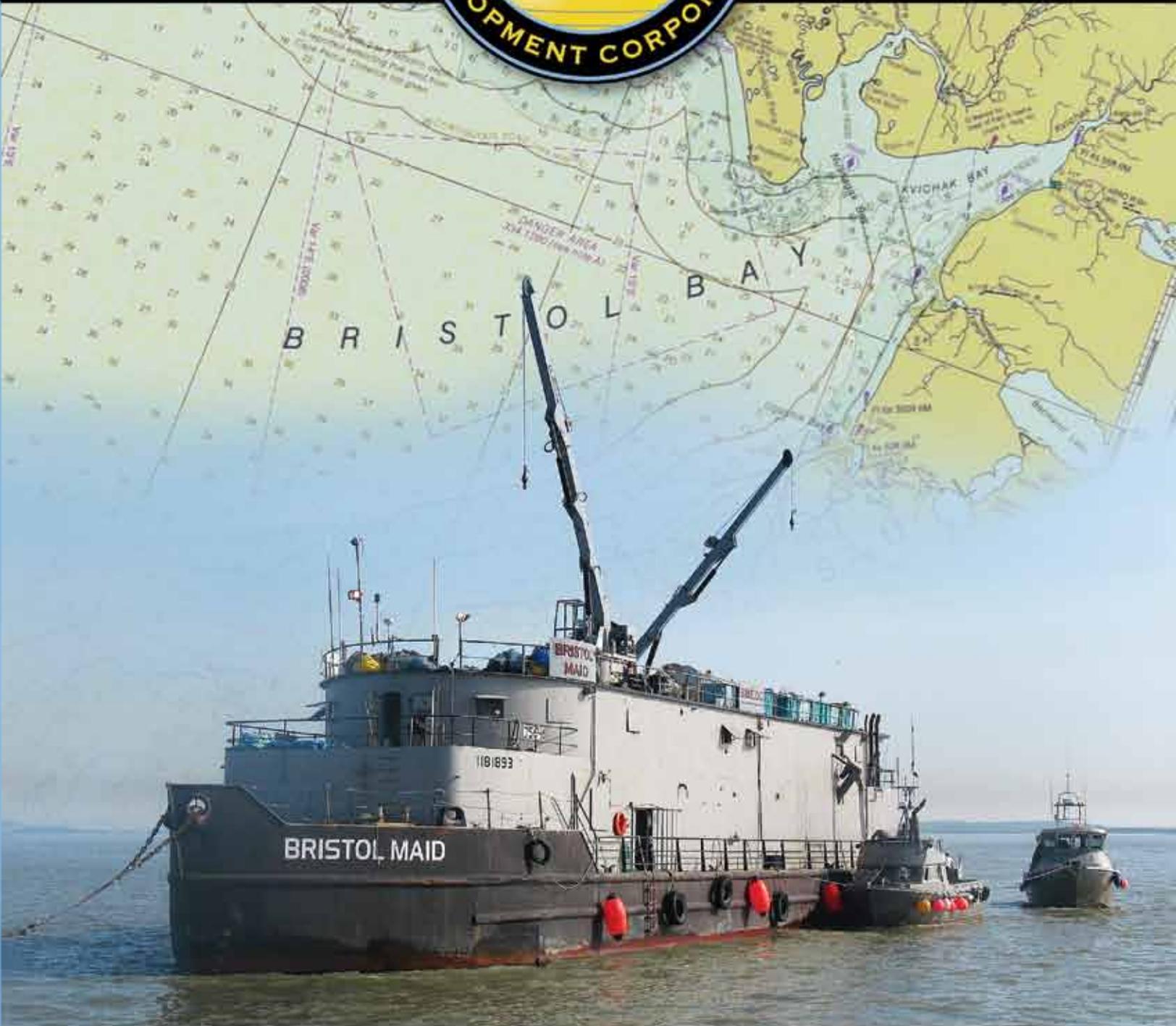


ANNUAL



REPORT



2009

# BBEDC Board Members



<b>Name</b>	<b>Title</b>	<b>Community</b>
H. Robin Samuelsen, Jr.	Director/President/CEO	Dillingham
Fred T. Angasan, Sr.	Director/Vice President	South Naknek
Robert Heyano	Director/Treasurer	Ekuk
Hattie Albecker	Director/Secretary	Ugashik
Mark Angasan	Director	King Salmon
Margie Aloysius	Director	Aleknagik
Lucy Goode	Director	Egegik
Sylvia Kazimirowicz	Director	Ekwok
Sergie Chukwak	Director	Levelock
Moses Toyukak, Sr.	Director	Manokotak
Gerda Kosbruk	Director	Port Heiden
Mary Ann K. Johnson	Director	Portage Creek
Moses Kritz	Director	Togiak
Fritz Sharp	Director	Twin Hills
Harry Wassily	Director	Clarks Point
Pat Patterson, Jr.	Director	Naknek
Victor Seybert	Director	Pilot Point

*“Providing Opportunities - Accept the Challenge”*

## Mission Statement

*"It is the purpose of the Bristol Bay Economic Development Corporation to promote economic growth and opportunities for residents of its member communities through sustainable use of the Bering Sea resources."*



### **BBEDC Dillingham**

P. O. Box 1464  
Dillingham, Alaska 99576  
(907) 842-4370 / Fax: (907) 842-4336  
Toll free: 1 (800) 478-4370

### **BBEDC Anchorage**

8427 Laviento Drive Ste. 104  
Anchorage, Alaska 99515  
(907) 644-8640  
Fax: (907) 644-8647

### BBEDC Annual Report 2009

## Letter from the President/CEO



### Greetings!

What an exciting year at BBEDC, watching the company grow, providing opportunities and seeing our watershed residents and communities taking advantage of the many programs BBEDC has to offer.

One community, Togiak took advantage of our Community Processing Plant Grant Program. BBEDC awarded Togiak two million dollars to develop a sustainable processing business, employ Togiak residents and create opportunities within the Togiak community. Togiak then partnered with Copper River Seafoods, renovated a building in Togiak and started buying salmon. I have seen the building and improvements to the processing plant and it's impressive. Togiak fishermen and the community of Togiak are very excited about the new economic development and we at BBEDC are proud to be part of the solution.

Education and Voc/Tech Training; today our young people are turning more and more to education in both colleges and vocational institutions. This year BBEDC had 580 folks take advantage of these programs. Here is a break down: Harvey Samuelsen Scholarship Trust- 92 students for \$213,572, College Development Fund- 126 students for \$120,298, Advanced Voc/Tech- 123 students for \$353,392, Basic Voc/Tech- 151 students for \$54,187 and Adult Basic Education- 88 students for \$40,000. Other programs BBEDC's Education & Training Department offered our residents were Seattle Internships, Seasonal Employment, Youth Internships, In-region Internships, Student Loan Forgiveness and Salmon Camp. These programs drew 82 students for \$468,078. This year the university system in Dillingham and Naknek had roughly 800 watershed students attend classes; this is 10% of the population of Bristol Bay. Congratulations to all the students who attended and took advantage of these opportunities, you all will make Bristol Bay a better place to live, also congratulations to all the SENIORS of 2010.

BBEDC has looked very hard to find additional salmon buyers for our watershed fishermen. The Board and I know how hard these limits affect your salmon seasons. I could not find any new company that was interested in coming into Bristol Bay for the 2010 season. Most of the players in the salmon industry have stated that money is tight because of the global economy but they may be interested in future years. I want to thank the State of Alaska for their help on our foregone harvest issue; they have made a lot of phone calls trying to help us out.

In closing, it's been a personal honor to serve you as President/CEO. I want to thank the Board of Directors and the BBEDC staff for their dedication and service to the people of Bristol Bay. I also want to thank you all for calling and emailing me about the good things and problem areas in your villages. If you have comments or suggestions to improve BBEDC services, please give me a call or email.

Sincerely,

**H. Robin Samuelsen, Jr.**

President/CEO

## 2009 Highlights

- ❖ BBEDC awarded the first \$2 million Community Processing Plant Grant to the Traditional Council of Togiak who partnered with Copper River Seafoods to establish a processing facility in Togiak.
- ❖ Fuel and electric assistance was provided to 483 households with funds totaling \$434,600.
- ❖ Ocean Beauty Seafoods had deliveries from 52 watershed residents at a value of \$1,834,125.
- ❖ The BBEDC Salmon Camp hosted 19 students from around the region.
- ❖ BBEDC's Basic and Advanced Vocational Programs funded a combined total of \$407,579 to support vocational education for our residents.
- ❖ All seventeen BBEDC communities took advantage of the 2009 Block Grant Program and were awarded \$2,965,400 for projects submitted.
- ❖ The M/V Bristol Maid and M/V Bristol Lady set a new record for ice delivery, 2.4 million pounds of ice was distributed to the fleet.
- ❖ BBEDC partnered with BBNA to assist all Bristol Bay region communities to complete the US Tribal Energy Block Grant application. Nineteen communities and native corporations were able to access \$799,800 in energy block grant funds provided by the Department of Energy.
- ❖ Interest Rate Assistance was provided to 55 residents; \$100,516 was paid to financial institutions on their behalf.
- ❖ Twelve residents were placed in Seattle internship positions with BBEDC partners; \$166,807 supported the program.
- ❖ The Harvey Samuelsen Scholarship Trust awarded 92 students scholarships totaling \$213,572.
- ❖ More than 1000 residents took advantage of the Tax Assistance Program, receiving over \$892,000 via tax refunds.
- ❖ Fifteen youth ages 14-17 years old earned \$67,193 in wages through the Youth Internship Program.
- ❖ Forty-five clients were enrolled through the Personal Finance & Business Education Program and are working with Consumer Credit Counseling Service of Alaska.
- ❖ Over \$125,000 in wages was earned by 18 residents participating in the Seasonal Employment Opportunities Program.
- ❖ The College Development Fund funded 126 degree seeking students at \$120,298.

### BBEDC Annual Report 2009 Community Liaison Program

#### Community Resource

Each CDQ community has the opportunity to have an on-site representative to connect local residents with BBEDC programs and services. BBEDC made grants of \$30,250 available to each community to be used for wages and support for an individual to serve as the liaison for BBEDC programs. Many of the liaisons have been in their positions for several years. Their individual knowledge and expertise continues to provide a very valuable information resource to both BBEDC and to their residents. Liaisons attend monthly teleconferences and an annual training so that they can offer current information on BBEDC programs to the residents of their communities. BBEDC believes strongly in the power of grass roots communication and knows that the Community Liaison Program is an important component of its outreach efforts.

Contact your Community Liaison for applications and information on BBEDC programs.

<b>Program Manager</b>	<b>Ryan Savo</b>	<b>842-4370</b>	Naknek	Vacant	246-4210
Aleknagik	Danny Togiak	842-5725	Manokotak	Roderick Andrews	289-1429
Clark's Point	Lawrence Olson	236-1479	Pilot Point	Victor Seybert	797-2208
Dillingham	Christopher Maines	842-2384	Portage Creek	Vacant	
Egegik	Cindy Gabel	233-2225	Port Heiden	John Christensen, Jr.	837-2295
Ekuk	Maria Binkowski	842-3842	South Naknek	Karl Rawson	246-8711
Ekwok	Crystal Clark	464-3387	Togiak	Joe Alexie	493-5003
King Salmon	Ralph Angasan, Jr.	246-3553	Twin Hills	Diane Abraham	525-4821
Levelock	Howard Nelson	287-3030	Ugashik	Nancy Flensburg	797-2400

#### Arctic Tern Supports Employment & Educational Activities for Young People

The Arctic Tern Program provides funding to each of the BBEDC CDQ communities for jobs and educational activities for youth under the age of 17. The opportunities provided to young people encourage pride and a sense of community responsibility and allow youth to gain the self-confidence, career awareness, financial literacy and interpersonal competencies needed to succeed over the long term.

#### In 2009 the following grants were awarded:

Aleknagik	\$3,340	Youth Participation in the AFN Elders and Youth Convention
Clark's Point	\$6,000	Youth Participation in the AFN Elders and Youth Convention
Dillingham	\$6,000	Summer Service Slam, "Building Assets and Culture"
Ekwok	\$6,000	Ekwok Youth Employment Project
Ekuk	\$6,000	Youth Participation in the AFN Elders and Youth Convention
King Salmon	\$6,000	Youth Participation in the AFN Elders and Youth Convention
Manokotak	\$5,600	Net Hanging Project, Community Clean Up and Youth Participation in the AFN Elders and Youth Convention
Pilot Point	\$6,000	Youth Community Garden Project
Port Heiden	\$6,000	Youth Participation in the AFN Elders and Youth Convention
Togiak	\$6,000	Spring Community Clean-up
Ugashik	\$6,000	Youth Administrative Assistant and Youth Community Garden Project

**2009 Total Funds Awarded: \$62,940**

# BBEDC Annual Report 2009

## Economic Development

### Community Block Grants Support Community Economic Development

The Community Block Grant (CBG) Program provides BBEDC communities with the opportunity to fund projects that promote sustainable community and regional economic development. The Board of Directors establishes the amount of funding available each year. In 2009, each community was given an opportunity to receive up to \$200,000 in CBG funds. Projects are fishery related, either directly or in a support service capacity, must operate within the region and must have tangible results that are feasible and sustainable. BBEDC communities used the funds to accomplish a variety of projects that contribute to their individual community economies and to the greater regional economy.

### BBEDC 2009 Community Block Grants

\$163,700	City of Aleknagik – Float Plane Road Construction Equipment
\$200,000	Clark’s Point Village Council – Construct Central Village Office Building
\$100,000	City of Dillingham – Water System Improvements, Phase 1.3
\$200,000	City of Egegik - Fisherman’s Hall
\$132,000	Ekuk Village Council - Land Purchase
\$68,000	Ekuk Village Council - Land Clearing and Preparation
\$170,300	Ekwok Village Council – Ekwok Vehicles & Clinic Construction
\$200,000	King Salmon Village Council - Boat Yard and Fisheries Center Improvements
\$200,000	Levelock Village Council - Levelock Fish Processing Plant
\$14,675	City of Manokotak - Subdivision of Lots (community)
\$115,725	City of Manokotak - Purchase 3 Community Vehicles – Clinic, VPSO, City Water/Sewer
\$168,100	Naknek Native Village Council - Expansion of Dolly’s Hall
\$6,000	Pilot Point Tribal Council - Wind Generator Inverter
\$183,000	Pilot Point Tribal Council - Seafood Infrastructure Projects
\$183,500	Native Council of Port Heiden - Fisheries Readiness 2010
\$200,000	Portage Creek Village Council – Solid Waste Site Relocation
\$190,100	South Naknek Village Council - Equipment/Boat Storage Next Phase
\$100,000	Traditional Council of Togiak - Seafood Processing Facility/Equipment
\$97,766	Twin Hills Village Council - Solid Waste Improvements
\$57,934	Twin Hills Village Council – Solid Waste Study/Clinic Renovate/Tank Upgrade
\$13,000	Twin Hills Village Council – Business Improvement Project
\$6,000	Twin Hills Village Council – Waste Heat Analysis
\$24,000	Ugashik Traditional Village – Ice Machine M&O
\$171,600	Ugashik Traditional Village – Phase 3, Ugashik Dock Project

**\$2,965,400 2009 Total Funds Awarded**

### Fuel/Electric Assistance Grants

In 2009 a total of \$434,600 was awarded in fuel/electric assistance and 483 households were assisted with amounts ranging from \$700 to \$1,000 each. Following are the Fuel/Electric Assistance Grants that were approved/awarded as a part of the 2009 Block Grant program:

Traditional Council of Togiak	\$100,000	South Naknek Village Council	\$9,900
Curyung Tribal Council	\$100,000	Port Heiden Village Council	\$16,500
Twin Hills Village Council	\$25,300	Naknek Native Village Council	\$31,900
Aleknagik Village Council	\$36,300	Ugashik Traditional Village	\$4,400
Ekwok Village Council	\$29,700	Pilot Point Tribal Council	\$11,000
Manokotak Village Council	\$69,600		

### BBEDC Annual Report 2009 Economic Development

#### Bristol Bay Permit Brokerage

For 15 consecutive years, the Bristol Bay Permit Brokerage has assisted residents and non-residents alike with fishing related regulatory transactions, including CFEC permit/vessel renewals, emergency and permanent transfers and Coast Guard documentation. In 2009, 153 clients were assisted with 238 transactions. Over \$22,000 in fees were collected and transmitted to CFEC and Coast Guard for permit/license renewals, transfers and other transactions. BBEDC handled over \$214,000 in emergency transfer/lease fees with most going to CDQ residents. The Brokerage was established in 1994 with the mission of retaining limited entry permits in the Bristol Bay region and is an integral part of the Permit Loan Program.

#### Permit Loan Program

BBEDC believes that reversing the migration of limited entry salmon permits out of the Bristol Bay region will assure that residents maintain an ability to generate income and thus support resident owned businesses and generally enhance the economic health of our communities. BBEDC works cooperatively with the Commercial Fishery and Agriculture Bank (CFAB) to guarantee appropriate loans to qualified Bristol Bay drainage residents to purchase drift or set permits. After acceptance into the program, the participants receive financial assistance in the form of interest subsidy and "sweat equity" as well as business counseling to enhance the permit holder's operation of their fisheries business. Today's commercial fishers are independent small business operators who continue to be leaders in an age-old industry that is becoming increasingly sophisticated. In light of this change, the Permit Loan Program also provides mandatory continuing education for the participants so that they can apply current practices to their successful fishing business. Two additional residents were enrolled in the Permit Loan Program in 2009, bringing the total at year end to six residents that have acquired permits through the new program.

#### Interest Rate Assistance

The Interest Rate Assistance (IRA) program continues to provide resident fishers with interest assistance for fishing related loans. The assistance is provided to allow resident fishers to use more of their fishing income to re-invest in their fishing operations (boat upgrades, chilling systems, gear, purchase permit, etc.) and become more competitive in the current market. In 2009 there were 55 participants and \$100,516 was paid to financial institutions in interest assistance on their behalf.

#### Community In-Region Processing Plant Grant Program

The Community In-Region Processing Plant Grant Program (PPGP) is available only to tribal and city entities in BBEDC communities and provides funding for projects that promote sustainable community and regional economic development. Applicants are eligible for up to \$2 million per community applicant. Projects must meet strict standards that assure that the project is feasible, sustainable and generates benefits in terms of employment or income generating opportunities for the community, residents and the region. A formal business plan, local ownership and an industry partner are among the standards that must be met. Our Technical Assistance Program is integral to this grant program as it provides business planning guidance to assure that the Business Plan and the Grant Application contain the information necessary for BBEDC to make a positive decision.

## BBEDC Annual Report 2009 Economic Development

### Grant Award

BBEDC awarded the first Processing Plant Grant in 2009 to the Traditional Council of Togiak. They and their industry partner, Copper River Seafoods, established a processing facility to successfully operate in 2009. This project met the strict standards that demonstrated feasibility, sustainability and the benefits of employment opportunities for the community.



Togiak Seafoods initiated a training program with local fishers demonstrating proper handling procedures, bleeding and icing fish during the harvest. Local fisherman Joe Andrews comments that it was a lot of work using ice and slush bags but he made more money and was able to pay his crew more. Fishermen were able to deliver to a tender or in the river next to the plant. Local fisherman Martha Fox described how this saved her money on gas and time on her motor being able to deliver her setnet fish to Togiak Seafoods. The salmon are repacked in totes filled with ice and loaded onto an airplane for processing at the Copper River Seafoods plant. Plans for 2010 will establish a “heading/gutting” processing operation and continue with renovations at the Togiak plant.

Jonathon Forsling is the Traditional Council of Togiak Administrator and representative on the Togiak Seafoods management team; he believes the processing plant in the city of Togiak has the potential to greatly improve the local economy. Creating jobs and realizing higher prices for the fishermen are some of the benefits from the 2009 season. Local residents were also offered reduced freight rates on food, snow machines, four wheelers and other household items that arrived via the chartered airplanes used to haul the iced salmon to Anchorage.

### Technical Assistance Program

Technical assistance is provided to residents or community entities to develop business plans, project planning and development and other specific projects. Assistance is provided by a professional consulting firm retained by BBEDC. Staff and contractors travel to communities throughout the region in order to explain the program, answer questions and meet face-to-face with potential applicants. In 2009 our services helped provide assistance to forty one individuals with completing applications and restructuring loans through the Alaska Division of Investments or the Commercial Fishing and Agriculture Bank for fishing related loans. Seven communities and two non profits were assisted with a variety of projects in various stages of planning and development ranging from expanding fish processing capabilities to developing a business plan.

## BBEDC Annual Report 2009 Economic Development

### Tax Assistance Program

The Tax Assistance Program registered more than 1035 participants in 2009. This program provides up to \$150 towards the preparation of current year federal income tax documents by professional resident tax preparers as approved by BBEDC. The program was established to replace the tax payer clinics previously arranged by the IRS. The program provides residents with an opportunity to timely file accurate tax returns, enhances the amount of money returned to the region in tax refunds and greatly enhances resident's knowledge of tax obligations. In 2009 BBEDC spent \$153,510 for tax assistance and more than \$892,000 was received via tax refunds by participants of the Tax Assistance Program.

### Grant Writing Assistance

BBEDC retained the services of grant-writing consultants and selects from among those firms to provide the technical services awarded under the Grant Writing Assistance Program. Via an application process, BBEDC absorbs the cost to make the services of one of the firms available to a BBEDC city and/or tribal government for a specific project or specific term. Services include targeted project funding searches and/or varying levels of proposal development as well as grant proposal mentoring. In 2009 BBEDC awarded three major grant writing assistance projects and partnered with the Bristol Bay Native Association on a large scale grant writing project to assist all communities in the Bristol Bay region to complete the US Tribal Energy Block Grant applications for funds that were made available under the Stimulus Program. Through this combined effort nineteen communities and native corporations were able to access \$799,800 of their energy block grant funds provided by the Department of Energy.

### Grant E-List

BBEDC's Grant E-List, a grant newsletter, continues to be distributed to our communities via bi-monthly email. The Grant E-list contains current information on funding opportunities that may be of importance to our Bristol Bay communities. Cities and tribal organizations in BBEDC communities are invited to make use of the list. Contact [alice@bbedc.com](mailto:alice@bbedc.com) to ask to be placed on the email list.

### Personal Finance/Education

As a part of the continuing effort to reverse the migration of limited entry permits out of the region and to enhance healthy economies in our communities, BBEDC developed a program to provide guidance and counseling on personal financial management/credit recovery. This is a critical part of the knowledge and tools necessary to manage a fishing operation or related small business. In order to assure that residents receive assistance from a reputable and competent source, the BBEDC partnered with the Consumer Credit Counseling Services of Alaska (CCCS of AK). Staff counselors travel to the Bristol Bay Region on a regular basis and provide one-on-one counseling (in person, via phone or email) and workshops in the communities. Clients are not charged a fee when referred by BBEDC for credit counseling, credit recovery, personal budgeting or other services. As of 2009, 45 clients from the Bristol Bay area are formally working with CCCS of AK on goals that the individuals have identified. An additional 25 residents were assisted with one-time issues such as negotiating local tax debt, setting up repayment plans for debts, learning to use a budget, setting up personal bookkeeping systems, correcting inaccurate credit reports, refinancing predatory home loans and stopping victimization by an internet scam. Approximately 155 additional residents were assisted during workshops, career fairs and other community events where CCCS of AK was available to provide assistance in locating and reading a credit report. The response from BBEDC residents has been very positive and the program continues in 2010.

## BBEDC Annual Report 2009

# Economic Development

### Virtual (Community) Resource Library

Access to current plans, data and information pertaining to both the individual communities and the region as a whole is a critical element for developing a good grant application, business plan, feasibility study and more. In an effort to enhance our community's access to information, BBEDC initiated this project to create a virtual resource library with the assistance of a professional consulting firm.

Northern Management has created a website, located at <http://www.bbedcgrants.com/> for the purposes of supporting the BBEDC Grant Writing Program. A key feature to this website is the Digital Library. The intent of the Digital Library is to compile community development documents in support of BBEDC's Grant Writing Program and to share those documents with the contract grant writers, municipal/tribal staff, and agencies. Currently, Northern Management staff has compiled community development plans in use by BBEDC member communities. Most documents archived via this website are public access, however, additional documents may be password-protected depending on the wishes of the community. To obtain a username and password, please email your contact information to:

[AnthonyCaole@gmail.com](mailto:AnthonyCaole@gmail.com) and include your 1) First and Last Name, 2) Email Address, 3) Organization you represent, and 4) which community folder you need to access, and 5) the purpose of your inquiry or the project you are working on.

The long term goal of this site is to bring on board individual community contributors to the Digital Library, to compile more of each member community's community development related documents. Special security settings allow for village-based contributors to post documents and records to the site, subject to final approval by the site administrator. The site administrator approves the proposed addition, and verifies that the correct folder has been selected for filing, or adds additional folders as necessary for unique documents.



### BBEDC Annual Report 2009 Employment & Training

#### Seattle-based Internships

Twelve residents packed their bags to embark on an exciting six month work experience with our Seattle based fishing partners. Besides learning to live in a big city, these interns receive on the job training in various departments of the fishing industry such as human resources, accounting, and maintenance to name a few. Several of the interns have received offers of full-time employment with our fishing partners as a result of this training, while others have taken their experience to move on to other jobs or continuing education. In 2009, BBEDC spent \$166,017 to support this program.



*Left to Right: Ocean Beauty Seafoods Interns  
Reanna Lawrence, Bernina Venua, Wassillie Tilden, Elizabeth Gill*

#### Youth Internships

The basic fundamentals of a good work ethic, application procedures and interview skills are the emphasis of BBEDC's Youth Internship Program. BBEDC works cooperatively with business entities to create youth internships. At each pre-employment step, the youth applicant (ages 14-17) is coached by BBEDC staff on proper application and interview practices. Fifteen youth from around the region earned \$67,193 in wages during the summer of 2009.

#### In-Region Internships

In 2009, BBEDC along with the US Fish and Wildlife and the Alaska Department of Fish & Game employed three residents as interns at these two organizations. These are fisheries related work experiences that are science based and offer a strong educational component to the job. The employees selected are usually college students that have expressed interest in this area of work. During the summer, BBEDC paid \$21,224 in wages for this program.

## BBEDC Annual Report 2009

# Employment & Training

BBEDC has put forth a constant effort to provide vocational training scholarships to those residents desiring to improve and enhance their skills through either short-term or long-term training programs. BBEDC believes this investment of building a qualified workforce that is postured for the high paying jobs within the region and state is a major step in building a healthy economy for our region. In 2009, the demand on BBEDC's vocational training programs by residents seeking training was at an all time high, with total overall expenditures for the Basic and Advanced Vocational Programs reaching \$407,579 combined.

### Basic Vocational Training

The Basic Vocational Training Program provides up to \$1,500 to residents looking to enhance their skills through a class that is usually less than one week in duration. It also is used to sponsor fishery-related courses through the UAF Bristol Bay Campus, Southwest Alaska Vocational Education Training Center and other regional entities to help our fishers and the skilled tradesmen that support the fishing industry, in their own businesses. Examples of such classes include welding, marine refrigeration, net-hanging and repair, 40 hour Hazwoper (8 hour refresher) and small engine repair. BBEDC provided \$54,187 to fund residents either individually or through locally sponsored classes.

### Advanced Vocational/Technical Training

The Advanced Vocational Training Program is available to those BBEDC CDQ residents seeking a vocational certificate, license or degree. Qualified applicants must attend the training full-time and are eligible for up to \$5,000 in vocational scholarships. Close to doubling the figures of the previous year, 123 residents received scholarships totaling \$353,392 in 2009.

### Seasonal Employment

2009 was the second year of the BBEDC Seasonal Employment Program that works with organizations and businesses to identify entry level temporary positions in our communities. These work experiences are up to 16 weeks in duration with many leading to repeat seasonal employment opportunities. Besides being involved in the recruitment and hiring of these positions, BBEDC reimburses the employer wages and basic employment benefits. This year BBEDC expended \$125,807 to reimburse employers for 18 residents employed through this program.

### Bering Sea Employment

BBEDC has employment agreements with its Bering Sea Fisheries partners to provide employment opportunities at either their off-shore vessels or on-shore processing plants to those residents willing to commit to long hours and hard work. Three Bristol Bay residents worked on off-shore vessels earning \$95,899 in combined wages during the 2009 fishing season.



Seasonal employees David Savo, left, and Michael Jedlicka at right.

*"Providing Opportunities... Accept the Challenge"*

### BBEDC Annual Report 2009

### Education

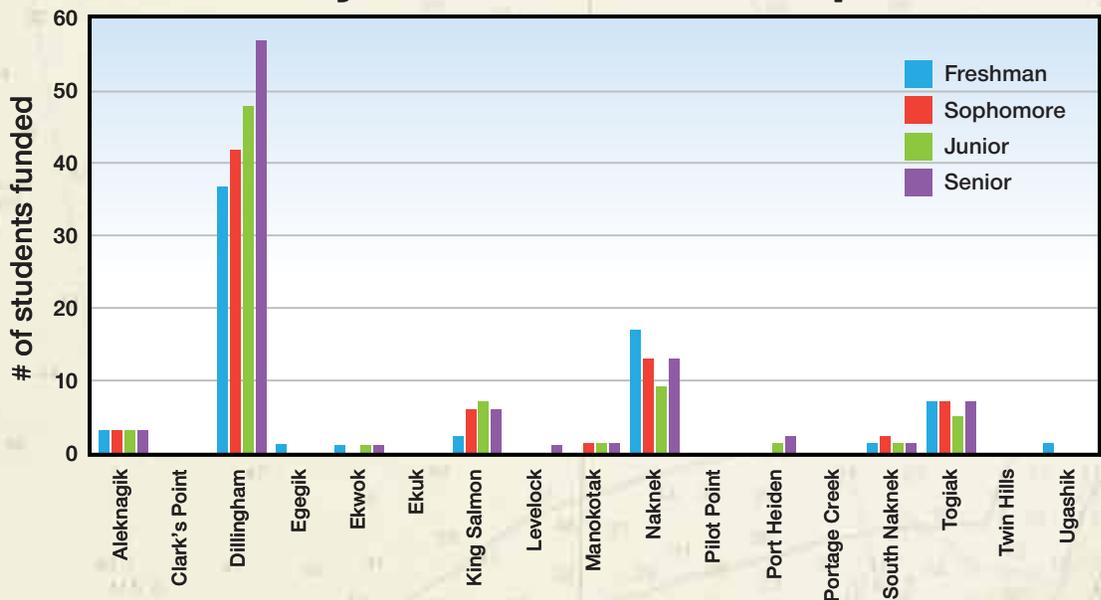
#### Harvey Samuelsen Scholarship Trust

Ninety-two students attending colleges and universities full-time through-out the United States and Canada, received scholarships through the Trust in 2009 totaling \$213,572. These students are working towards Associates, Bachelors, Masters and Doctorate degrees in a wide range of disciplines.

This year fourteen students reported they graduated with their degrees. BBEDC and the Harvey Samuelsen Scholarship Trust proudly congratulates each of these students on reaching their educational goals:

Adrienne Christensen	B.A. Rural Development, University of Alaska Fairbanks, Bristol Bay Campus
Lynsey Groat	B.A. Marketing, University of Nevada, Las Vegas
James Hansen	B.S. Civil Engineering, University of Alaska Fairbanks
Laurinda Hill	B.S. Biological Sciences, University of Alaska Fairbanks
Alannah Hurley	B.A. Native American Studies, University of New Mexico
Cassandra Jones	B.A. Psychology, University of Alaska Anchorage
Francesca Kamkahpak	B.A. Rural Development, University of Alaska Fairbanks
Ronald Latsha	M.S. Counseling Psychology, Alaska Pacific University
June Logusak	B.A. Interdisciplinary Studies, University of Alaska Fairbanks, Bristol Bay Campus
Loulare "Apayo" Moore	B.A. Art-Business, Fort Lewis College
Evelyn Phillips	B.S. Biological Sciences, University of Alaska Anchorage
Bernina Venua	B.A. International Studies, American University
Danica Wilson	B.A. Business Administration, B.A. Social Sciences, Warner Pacific College
Laura Zimin	B.A. Rural Development, University of Alaska Fairbanks

#### Harvey Samuelsen Scholarship Fund



## Education

### Academic Support Initiative

The Academic Support Initiative aims to help first and second year students, the group most at risk of dropping out, attending the University of Alaska Fairbanks, University of Alaska Anchorage, and Fort Lewis College succeed in their classes. BBEDC hires an upper class student at each institution as student coordinators to provide guidance and support to these students. Monthly social activities are planned with the intention of creating a peer network students can access. Through a survey conducted during the summer, it appears the program has already made a positive impact on student retention. BBEDC conducted a simple telephone poll and learned that 90% of the students were continuing their post-secondary education.

### College Development Fund

BBEDC recognizes it is not always possible to leave one's community in pursuit of higher education. Through the College Development Fund, residents can receive up to \$1000 per semester to take classes part-time via distance delivery through the University of Alaska, or locally through the Bristol Bay Campus. In 2009 there were 126 degree seeking students taking classes who received scholarships through the College Development Fund totaling \$120,298. Many of these individuals are active community members who are employed while also taking care of families.

### Student Loan Forgiveness

BBEDC has established a Student Loan Forgiveness Program as encouragement to have BBEDC's residents return to our communities with their valuable education and technical skills. After returning and working a year within a BBEDC community, an individual could have up to \$20,000 paid towards their educational loan principal over a course of five years. In 2009, fifteen residents had a combined total of \$52,677 paid towards their student loans.

### Adult Basic Education

This year 88 students had committed 3,299 contact hours with instructors assisting them in obtaining either their GED or Adult Basic Education skills. Like a snow-ball getting bigger every time it is rolled, every layer of education is important in developing skills for employability and creating a quality of life for people. At BBEDC, we are proud of the 11 individuals that received their General Education Diplomas this year. As continued support for the ABE/GED program in the region, BBEDC provided \$40,000 to the Bristol Bay Campus to help increase student education contact hours.



UAF/Bristol Bay Campus 2009 Graduates

## BBEDC Annual Report 2009

### Education Initiative

#### 2009 Salmon Camp "Born To Be Wild"



In spite of cool, rainy days, there was tons of fun and learning happening at this year's Salmon Camp held at Camp Polaris on the shores of Lake Aleknagik. Our camp instructors work closely with the US Fish and Wildlife, Alaska Department of Fish and

Game, UAF Bristol Bay Campus and the University of Washington Fisheries Research Institute to give the campers a fun, hands on learning experience in science. Nineteen students from Clark's Point, Dillingham, Egegik, Ekwok, Levelock, New Stuyahok, Pilot Point, Port Heiden, Togiak and Twin Hills attended the two camps combined.

The 6th/7th grade camp ran from August 4th – 7th and activities for the camp included:

- Salmon species identification and life cycle;
- Fly tying and fly fishing;
- Subsistence and cultural discussion and activities;
- Collecting and analyzing macro invertebrates.

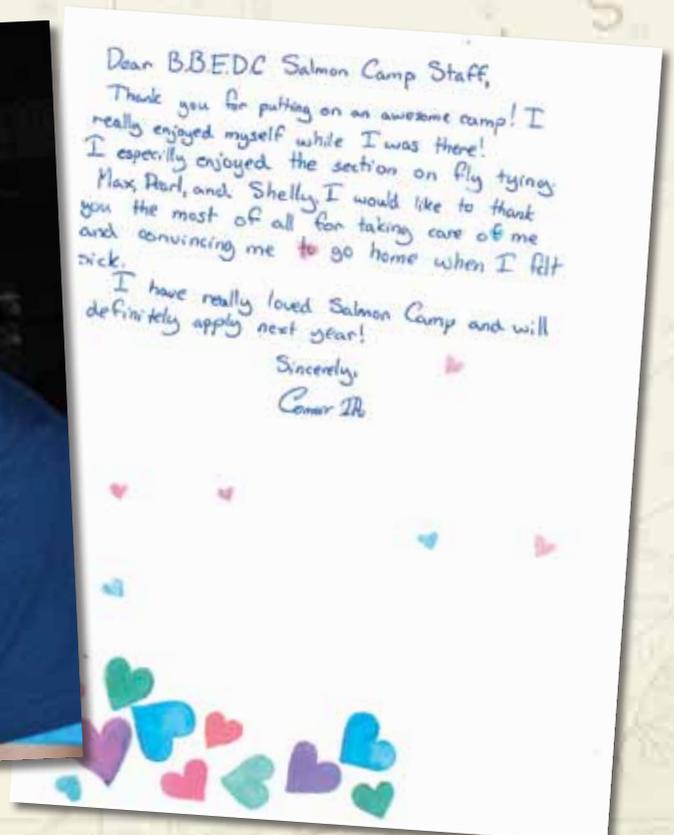
This year's 7th/8th grade camp began on July 16th and concluded July 20th.

Activities for this camp included:

- Learning about ADF&G Commercial Fisheries data collections techniques;
- Stream walks;
- ADF&G Subsistence Division Technical Papers discussion;
- Drawing and learning the life history of a particular Pacific salmon;
- Giving presentations of projects at BBEDC's main office.



Conner Ito



The Bristol Bay Science and Research Institute (BBSRI) has been conducting fisheries research and monitoring in Bristol Bay since 2002. This locally directed non-profit subsidiary of BBEDC was incorporated in 1998 and works closely with State and Federal resource managers and the fishing industry to improve the management of area fish stocks and other natural resources. BBSRI's mission is:

*"To undertake scientific and educational projects to facilitate a greater understanding of the environment and fisheries resources of the Bristol Bay region and to pursue projects that will foster the economic health and vitality of the region and its inhabitants."*

In 2009, BBSRI continued its focus on research to improve management of the Bristol Bay salmon fishery. This was the 7th consecutive year of BBSRI operating and staffing the biological sampling program of the Bristol Bay salmon catch. Research programs in 2009 focused on two areas:

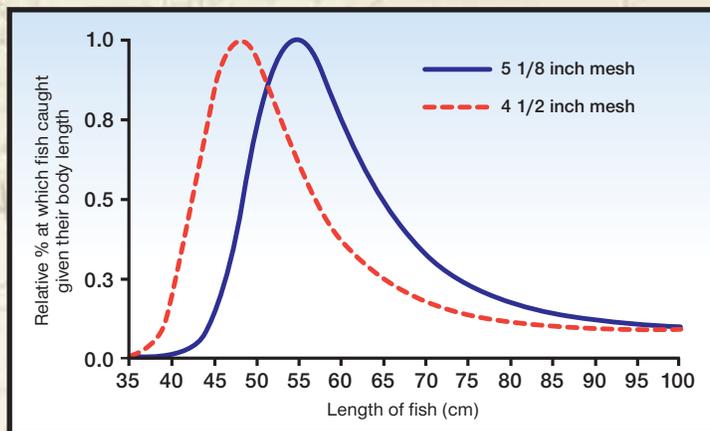
*Improve pre-season forecasts and escapement goals by estimating annual smolt abundance:*

For a second year in a row we deployed two sonar systems in the Kvichak River in May and June to enumerate juvenile sockeye salmon (smolts) headed to sea. BBSRI designed and custom built these sonar systems over the last several years. Like in 2008, the 2009 project was a success and plans are in place to expand the program to include the Ugashik River in 2010.

*Improve in-season management and utilization of Bristol Bay salmon with the Port Moller test fishery:*

BBSRI has managed and partially funded the Port Moller Offshore Salmon Test Fishery since 2002. The test fishery provides projections of the river-specific and total Bristol Bay returns in June and July each year. This information is summarized and analyzed daily and is used by fishery managers, fishermen, and processors in the prosecution of the fishery.

In 2009 the BBSRI embarked on an exciting multi-year research program to improve the performance of the Port Moller test fishery. The research has several objectives, including characterizing the selectivity of the historical test gillnet for different sizes of fish and developing a less selective and more effective gillnet. The 2009 program was a success and the results are being used to guide the 2010 research when we expect to fish a second vessel to test new sampling gear and to carefully assess factors affecting the precision of forecasts of salmon abundance from the Port Moller test fishery. The Port Moller test fishery is support by the State of Alaska, BBSRI, Bay Salmon Processors, and the Bristol Bay Regional Seafood Development Association. The research at Port Moller is support by the Alaska Sustainable Salmon Fund, BBSRI, and BBEDC's fishing partners through the State's Landing Tax Credit program.



A plot showing the relative selectivity of 4 1/2 and 5 1/8 inch gillnets compared to size of the fish developed from BBSRI's 2009 project.



Hauling the research salmon gillnet at Port Moller.

## BBEDC Annual Report 2009 Regional Fisheries Program

Increasing the value of Bristol Bay's near-shore fisheries and the income of resident fishers is the mission of the Regional Fisheries Program, which is guided by a five-member oversight committee meeting several times a year. Committee members include co-chairs Moses Kritz (Togiak) and Robert Heyano (Ekuk), and Hattie Albecker (Ugashik), Mark Angasan (King Salmon) and Victor Seybert (Pilot Point).

### 2009 Board of Fisheries Campaign: The Struggle for Equity Continues

Despite a year of appeals from local residents, the Alaska Board of Fisheries refused to hold its 2009 meeting on Bristol Bay regulatory issues in a watershed community. To make sure local voices were heard at the meeting, held in Anchorage in December, BBEDC reached out to regional corporations, municipalities and non-profits for help in paying for residents' travel and lodging. Their generosity, combined with the work of many local volunteers and a body of economic research commissioned by BBEDC, helped defeat efforts to lift the 32-foot limit on Bristol Bay salmon boats and extend permit stacking on drift boats. Both were opposed, according to a 2008 BBEDC survey, by a majority of watershed residents. Independent research confirmed regional concerns that non-residents' greater access to capital to finance larger boats and multiple permits would work to increase the loss of permits in the region and widen the income gap between resident and non-resident fishers.

While the Board of Fisheries' actions generally supported watershed views, the votes were extremely close and there is little expectation that advocates of bigger boats and multiple permits will abandon those efforts. Regional Fisheries is committed to keeping residents informed about these and other regulatory developments that can affect their livelihoods, as well as the pursuit of programs that can increase the value of Bristol Bay's fisheries to watershed residents and communities.

### Halibut



Shawn Kamkhpak

BBEDC manages the near-shore small boat halibut fishery in the southern portion of Area 4E west of Cape Newenham. Although halibut catches in other areas remain strong, local harvests have fallen sharply. Although 40 residents registered to participate in the 2009 4E fishery, less than 20 made deliveries and the total harvest was barely 15,000 pounds. In response to a request from local halibut fishers, the Regional Fisheries Committee extended 4E trip limits to 120 hours, up from 96 previously, and increased to 20 the number of longline skates fishers could deploy except in certain areas south and west of Togiak, where the limit remains 15.

### Foregone Harvest

After Bristol Bay itself, the world's second biggest salmon run is Bristol Bay's "foregone harvest," those fish surplus to escapement needs that go uncaught when processors suspend buying or put fishermen on limits. A BBEDC-funded study showed that from 2003 to 2008, salmon worth \$131 million to fishermen – and \$360 million to the economy as a whole – were lost to foregone harvest. BBEDC continues to work with the Bristol Bay Native Association, industry, the state and other entities in attempt to address this lost economic opportunity.

## BBEDC Annual Report 2009 Regional Fisheries Program

### Chilling the Catch – Bristol Bay’s Number One Priority

In the words of one major processing company executive, “Encouraging more fishermen to ice their fish should be Bristol Bay’s number one priority.” Recognizing that chilling at the point of harvest is the quickest and most cost-effective way to increase the value of salmon, BBEDC embarked on a program in 2004 to provide resident fishers with the tools they need to ice their catch.

Since then BBEDC has committed more than \$10 million to fish chilling products and infrastructure. Capital

projects include two sixty-ton ice barges, the Bristol Maid and the Bristol Lady, that in recent years have served the salmon fleets on the Nushagak and Egegik Rivers. Onshore ice machines were provided to the communities of Egegik, Naknek, Ugashik, Togiak, Port Heiden and Dillingham, and a seventh on-shore ice plant is scheduled to go on line at Ekuk in 2010. Nearly a thousand insulated totes and some 1600 slush ice bags have been provided to fishermen, and scores of vessels insulated.



*Togiak Ice Machine*

Regional Fisheries continues to encourage residents to take advantage of the chilling products and services BBEDC provides. Slush bags, made of waterproof vinyl, hold a mix of ice and water that circulates through the mesh of a brailer hung inside the bag; the ice and water stay behind when the brailer is hoisted from the fish hold. Insulated totes store ice until it’s needed, and fish hold insulation slows the melting of ice and helps keep fish colder longer.

Ice production and sales from by BBEDC’s two ice barges – the Bristol Maid and the Bristol Lady – set a new record in 2009, up 17 percent from 2008 with 2.4 million pounds delivered. That was enough ice to chill more than 10 million pounds of salmon – two-thirds of the 16 million pounds delivered in slush ice – and boost fishing income by more than \$1 million. According to reports from processors, more than a third of Bristol Bay’s salmon was chilled at the point of harvest in 2009 – nearly twice as many pounds as were chilled the previous year.



*“So far the market has rewarded us with higher prices for higher quality fish,” one buyer observed. “And there’s every reason to believe that will continue.”*

In order to accommodate shipping times, slush bags and insulated totes need to be ordered soon after the first of the year. Timing for hold insulation is more flexible, but because funding is limited fishers are advised to contact the Regional Fisheries office early in the year to take advantage of these programs. Replacement totes and slush bags are not provided except under special circumstances; similarly fish hold insulation is a one-time opportunity for resident fishers.

*Insulated Fish Hold*

*“Providing Opportunities... Accept the Challenge”*

### BBEDC Annual Report 2009

## CDQ/IFQ Harvesting Activity

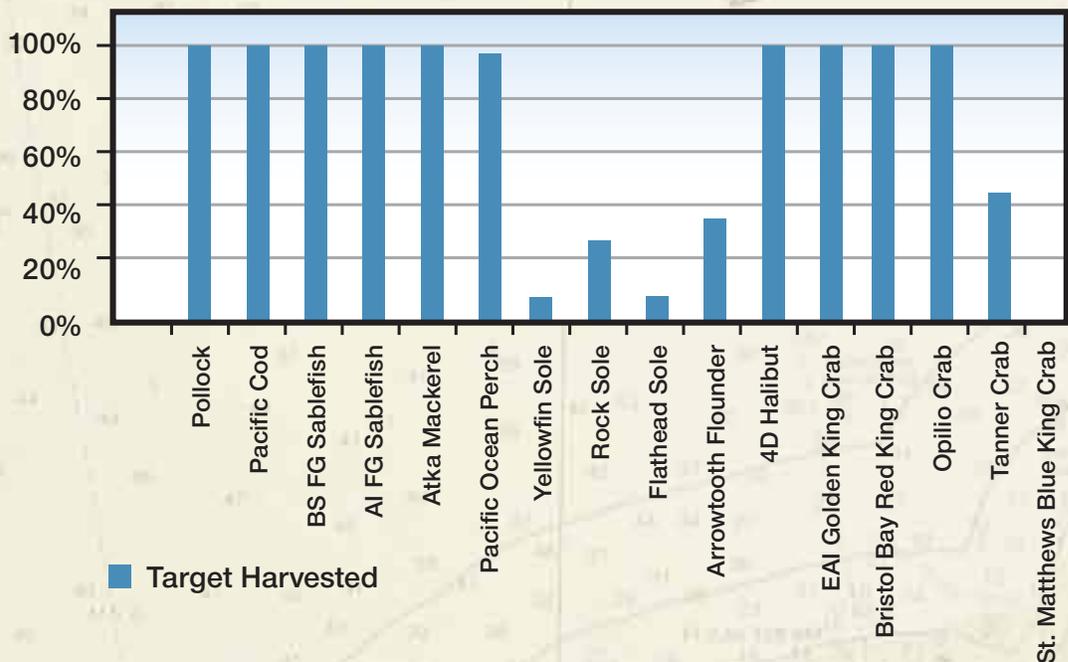
All in all, 2009 was as expected on the CDQ harvest side of the equation. BBEDC knew that flatfish would be a challenge to get harvested this year, and they were. After ten years of being closed, St. Matthews blue king crab opened this year, but it was not surprising when the fishery didn't pan out as well as anyone would have hoped. Prices for most species were disappointing and recovery is taking longer than anyone would like. But, we have great partners and we would have been hard pressed to have performed any better than we did on our CDQ harvest.

In 2009 BBEDC moved its pollock allocation back on to the Arctic Fjord. The partnership was very successful and BBEDC plans to have the vessel harvest the 2010 pollock allocation as well. Chinook bycatch in the Pollock fishery was reduced below the 2008 level as the fleet continues to make improvements to their bycatch avoidance.

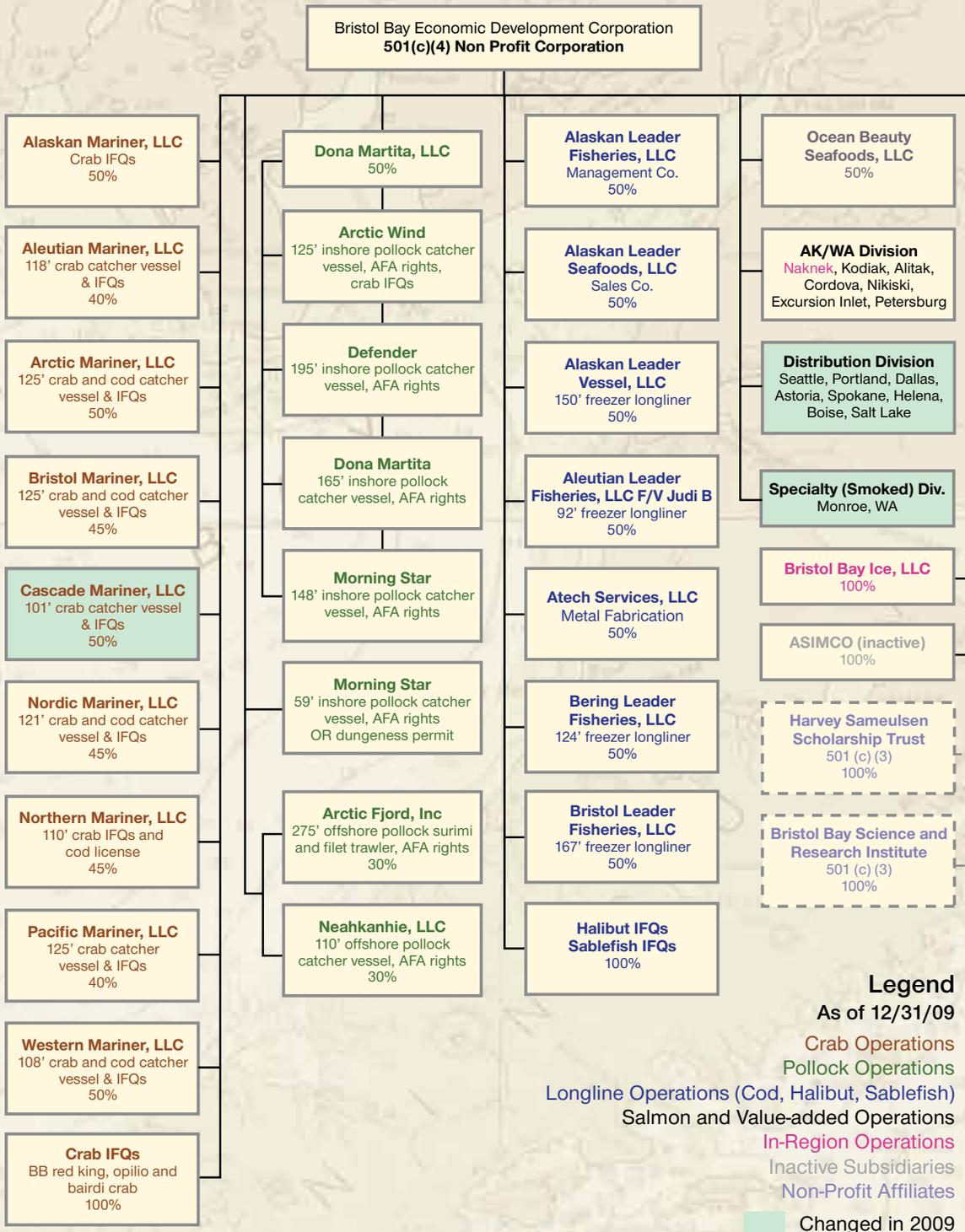
Sablefish was a BBEDC success story in 2009. The Judi B successfully harvested all of the BBEDC AI CDQ allocation. They also landed a significant portion of the CDQ pooled by the other CDQ groups. In a fishery that typically goes virtually unharvested, 71% of the CDQ program allocation was landed in 2009, all of it on the Judi B. In the Bering Sea, it was a challenging year for sablefish in general. Several boats had mechanical problems, there were issues getting the right kind of bait, and it seemed the weather was never very good when boats could get out of town. The CDQ program, as a whole, landed 45% of its allocation. The Western Mariner brought in all of the BBEDC CDQ sablefish.

The fall crab fisheries for Bristol Bay red king crab and eastern Tanner crab CDQ were once again fully prosecuted by the Mariner fleet. Ocean Beauty marketed the CDQ red king crab again. For the first time in ten years, the St. Matthews blue king crab fishery opened. Fishing was pretty scratchy during the season and catch would be starting to look up one day only to be pretty dismal the next. Based on those reports from the grounds, not many boats made the effort to fish blue crab after they finished their red king crab harvest. Western Tanner crabs (harvested in conjunction with opilio crab) were never found in marketable quantities in 2009. It's therefore not surprising that this fishery will not be opening in 2010.

### CDQ Target Harvested



Organizational Chart



2009 Changes

Ocean Beauty sells Phoenix distribution; Ocean Beauty closes Los Angeles smoked fish plant, farmed salmon products largely sourced from Europe.  
20% partner interest in Cascade Mariner, LLC redeemed; BBEDC becomes 50% owner.

### BBEDC Annual Report 2009

## Consolidated Statements of Financial Position

### Bristol Bay Economic Development Corporation and Subsidiaries

#### Consolidated Statements of Financial Position

December 31, 2009 and 2008

	<u>2009</u>	<u>2008</u>
<b>Assets:</b>		
Current assets:		
Cash and cash equivalents	\$16,240,587	\$6,817,454
Investments in marketable securities	131,487	759,044
Trade receivables	1,717,189	2,897,776
Income taxes receivable	2,360,381	-
Receivable from sale of investment	-	11,123,490
Accrued interest	301,937	340,611
Prepaid expenses and other assets	672,719	94,640
	<u>21,424,300</u>	<u>22,033,015</u>
Long-term assets:		
Investments in marketable securities	50,221,661	43,388,628
Investments in unconsolidated affiliates	50,437,565	54,137,724
Equity method goodwill	30,477,067	30,477,067
Investment in Individual Fishing Quotas	15,313,804	14,642,228
Property, plant and equipment, net	4,228,574	4,723,551
	<u>150,678,671</u>	<u>147,369,198</u>
	<u>\$172,102,971</u>	<u>\$169,402,213</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$1,685,513	\$2,295,647
Deferred revenue	163,000	30,000
Community and business development fund awards	4,524,048	3,576,024
Current portion long-term debt	32,051	30,840
	<u>6,404,612</u>	<u>5,932,511</u>
Notes payable less current portion	15,067,091	23,066,240
	<u>21,471,703</u>	<u>28,998,751</u>
Net assets	150,631,268	140,403,462
Commitments and contingencies	-	-
	<u>\$172,102,971</u>	<u>\$169,402,213</u>

*Excerpt of Financial Statements Audited by KPMG, LLP*

## Consolidated Statements of Activities

## Bristol Bay Economic Development Corporation and Subsidiaries

Consolidated Statements of Activities  
Years Ended December 31, 2009 and 2008

	<u>2009</u>	<u>2008</u>
<b>Changes in unrestricted net assets:</b>		
Revenues and gains:		
Program revenue	\$13,617,186	\$12,611,347
Interest and dividend income	1,995,719	2,266,627
Net gain (loss) on investments	4,440,873	(9,478,004)
Loss on sale of unconsolidated affiliate	(37,004)	(40,762)
Loss on disposition of assets	(2,348)	-
IFQ investment income	1,530,389	2,076,105
Grant revenue	1,389,878	250,043
Equity in earnings of unconsolidated affiliates	1,066,661	12,895,068
Other	204,257	325,548
	<u>24,205,611</u>	<u>20,905,972</u>
Expenses:		
Program	12,478,872	9,329,826
Finance and administration	1,967,805	1,783,884
	<u>14,446,677</u>	<u>11,113,710</u>
Total expenses		
Increase in net assets before income taxes	9,758,934	9,792,262
Income tax benefit (expense)	468,872	(1,157,457)
	<u>10,227,806</u>	<u>8,634,805</u>
Increase in net assets		
Net assets at beginning of year	<u>140,403,462</u>	<u>131,768,657</u>
Net assets at end of year	<u>\$150,631,268</u>	<u>\$140,403,462</u>

*Excerpt of Financial Statements Audited by KPMG, LLP*

*"Providing Opportunities... Accept the Challenge"*

### BBEDC Annual Report 2009

## Schedule of Finance and Administrative Expenses

### Bristol Bay Economic Development Corporation and Subsidiaries

#### Schedule of Finance and Administrative Expenses

Years Ended December 31, 2009 and 2008

	<u>2009</u>	<u>2008</u>
Salaries	\$676,227	\$628,655
Benefits and payroll taxes	306,511	239,104
Professional fees	247,360	185,876
Accounting fees	132,747	111,448
Depreciation and amortization	121,338	102,134
Travel and per diem	120,029	109,408
Board fees	75,925	85,329
Bank fees	56,219	63,465
Office expense	44,633	41,396
Utilities	40,670	37,313
Insurance	33,654	36,324
Telephone	28,358	31,594
Staff training	21,725	13,081
Janitorial	19,387	18,176
Legal fees	12,351	25,711
Advertising	4,930	17,995
Repairs and maintenance	4,614	3,246
Postage	3,525	3,859
Rent/storage fees	3,000	3,000
Dues and subscriptions	2,989	6,572
Miscellaneous	32,908	50,916
Administrative overhead	(21,295)	(30,718)
	<u>\$1,967,805</u>	<u>\$1,783,884</u>

*Excerpt of Financial Statements Audited by KPMG, LLP*

*"Providing Opportunities... Accept the Challenge"*

# Transparency Report

## Director Compensation Policy

BBEDC compensates its Directors who attend board and committee meetings with a meeting fee and travel/per diem. The fee for meetings lasting four hours or less is \$300. For meetings lasting more than four hours, the fee is \$500. No director receives more than \$500 in any one day. BBEDC Directors are appointed for three year terms and may be replaced in accordance with BBEDC By-Laws.

## Related Party Transactions

BBEDC reports any transactions over the amount of \$20,000 with any director or their family members. There were no such transactions in 2009.

## Legal Proceedings Involving Directors

BBEDC reports any pending litigation between itself and any Directors. There is no such litigation for 2009.

## Auditor Relationship

BBEDC has had no disagreements with their auditor, KPMG, LLP, during the past two years. In addition to audit services, KPMG, LLP also provides tax and tax consulting services to BBEDC.

## Committees

The BBEDC Board of Directors has the authority to create and dissolve committees and appoint persons to serve on committees. The Finance & Audit Committee is responsible for the budget, financial statement review, and monitoring of the performance of the investment of funds as well as oversight of the annual audit and other issues governing corporate governance and disclosure. In 2009, the Finance & Audit Committee met on March 11, September 2, September 9, October 19 and November 4.

In April 2010, the Board decided to separate out the Audit Committee from the Finance & Audit Committee in order to increase and improve board governance best practices. The Audit Committee is responsible for the oversight of the annual audit and other issues governing corporate governance, disclosure, and responsibility. Current members include: Robin Samuelsen, Chair; Mark Angasan; and Lucy Goode. The Finance & Budget Committee is responsible for the budget, financial statement review, and monitoring of the performance of the investment funds. Current members include: Robert Heyano, Chair; Victor Seybert; Moses Kritz; Fred Angasan, Sr.; and Hattie Albecker.

<b>Compensation for Board of Directors for 2009</b>		<b>\$130,700.00</b>
<b>2009 Professional Fees</b>		
Legal Fees		133,274.43
Lobbying		93,608.73
Consultants		430,276.54
<b>Total Professional Fees:</b>		<b>\$ 657,159.70</b>
<b>Accounting Fees</b>		<b>\$ 142,484.75</b>
Audit	48.5%	69,140.00
Tax Prep	38.5%	54,775.00
Consulting	13.0%	18,569.75
<b>Top 5 Employee Compensation - 2009</b>		
<b>Name/Title</b>		
Paul Peyton, Seafood Investment Officer Anchorage, AK		132,015.32
H. Robin Samuelsen Jr., President/CEO Dillingham, AK		98,492.21
2009 Bonus		10,000.00
		<b>108,492.21</b>
Helen Smeaton, Chief Operating Officer Dillingham, AK		88,036.56
Alice Ruby, Economic Development & Brokerage Coord. Dillingham, AK		77,392.07
Christopher Napoli, Chief Administrative Officer Dillingham, AK		74,960.64

# BBEDC ANNUAL REPORT

Bristol Bay Economic Development Corporation

BBEDC Annual Report 2009  
What Keeps Us Afloat



*This fleet of vessels serves our entire BBEDC family, ensuring its prosperity now and in the future.*

*"Providing Opportunities... Accept the Challenge"*

# BBEDC Staff Members



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## **Executive Committee**

Robin Samuelsen, President  
Fred T. Angasan, Vice-President  
Hattie Albecker, Secretary  
Robert Heyano, Treasurer  
Victor Seybert  
Moses Kritz  
Gerda Kosbruk

## **Finance & Budget Committee**

Robert Heyano, Chair  
Victor Seybert  
Moses Kritz  
Fred T. Angasan  
Hattie Albecker

## **Regional Fisheries Committee**

Moses Kritz, Co-Chair  
Robert Heyano, Co-Chair  
Victor Seybert  
Mark Angasan  
Hattie Albecker

## **E&T/Education Committee**

Mary Ann Johnson, Chair  
Lucy Goode  
Fritz Sharp  
Gerda Kosbruk  
Moses Toyukak, Sr.

## **Policy Committee**

Fred T. Angasan, Chair  
Mark Angasan  
Harry Wassily  
Fritz Sharp  
Margie Aloysius

## **Bristol Bay Science and Research Institute**

Executive Committee

## **Audit Committee**

Robin Samuelsen, Chair  
Mark Angasan  
Lucy Goode

## **Harvey Samuelsen Scholarship Trustees**

Mary Ann Johnson, President  
Sylvia Kazimirowicz, Treasurer  
Fritz Sharp, Vice President  
Harry Wassily, Secretary  
Lucy Goode

## **Permit Loan Committee**

Robert Heyano, Chair  
Hattie Albecker  
Moses Kritz  
Sergie Chukwak  
Moses Toyukak, Sr.

## **Bristol Bay Ice, LLC**

Robin Samuelsen, Chair  
Robert Heyano  
Hattie Albecker  
Moses Kritz

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