

COPPER RIVER/PRINCE WILLIAM SOUND SALMON

# DIRECT MARKETING

Licensing and Processing





# Key Points to Cover

## WHAT THE GUIDELINES INCLUDE

License Application

Permitting

Reporting

Taxes

Processing

Product Form

Storage

Shipping



# Licensing

## LINKS

[Step-by-step guide to application](#)

[Application](#)

Note: If you are selling your product in Cordova, you need a city business license.

## FISHERIES BUSINESS LICENSE

- Online application
  - Covers both Department of Revenue (DOR) and ADF&G license requirements
  - Renewed yearly
- Direct Marketers apply as Sole Proprietors (THIS MAKES YOU PERSONALLY LIABLE)

## ADF&G REGISTRATION

- You will need to register your operation at the local ADF&G. They will have instructions on reporting catch.

# Permitting

## ADEC SEAFOOD PROCESSOR PERMIT

- This permit covers requirements of the Alaska Department of Environmental Conservation for Processors
- Fees are based on type of processing being done. Land-based Direct Marketers pay \$200 annually, Vessel-based (<65') pay \$325.
  - If processing, scale drawings of all relevant processing features must be included with permit application
- ADEC will review application and may require additional permits
- [LINK](#)

## KNOWN SHIPPER PERMIT

- You will need a known shipper permit to fly your fish out of Alaska





# Catch Reporting

## LINKS

[Fish Tickets](#)

[Alaska COAR](#)

## FISH TICKETS

- ADF&G requires a fish ticket for each landing of fish
  - Apply for a number code and packet of blank fish tickets at link in appendix
  - Stamping machine must be used

## ALASKA COMMERCIAL OPERATOR'S ANNUAL REPORT

- COAR completely summarizes all business activities for past year
  - Must be submitted to ADF&G no later than April 1





# Taxes

## SALES TAX

- If products sold in city or state with local sales tax, required to collect tax on sales of all products
  - Contact city/state for information about reporting and paying this tax

## RAW FISH TAX

- 0.5% City of Cordova raw fish tax

## FISHERIES BUSINESS TAX

- Paid by first processor of a fishery product
  - Catcher Processor pays 5.0% of product value
  - Shore-based Processor and Direct Marketer pay 3.0%

Fisheries business taxes [payable at this link.](#)

A vertical strip on the left side of the slide shows a scenic view of a coastline. In the foreground, there are dark, wet rocks in shallow, turquoise water. In the background, there are snow-capped mountains under a blue sky with white clouds.

# Taxes

## SEAFOOD MARKETING ASSESSMENTS

- 1.0% due to Copper River/Prince William Sound Marketing Association
- Paid on Fisheries Business DOR Tax Return

## SALMON ENHANCEMENT

- Paid by fishermen in regions with salmon aquaculture associations. (e.g. PWSAC)
- Tax is 2% in Area E
- Listed on fish tickets, paid monthly to DOR
  - Direct Marketers selling to individual consumers can pay yearly



# Additional Information

## TAX & SURETY

All people and businesses processing fish in Alaska must secure estimated Fisheries Business Tax liability.

## HACCP PLAN

Hazard Analysis  
Critical Control Point regulations requiring each processor to identify hazards to sanitation or wholesomeness in processing operation.

## SCALE

### CERTIFICATION

Division of Measurement Standards must certify scales being used for fish sales.  
Scales must be checked annually by state inspector.

## NMFS

If marketing halibut or sablefish caught under IFQ provisions, must comply with NMFS federal laws.



# Processing & Product Form

## PROCESSING

Two options:

Process yourself

Custom-processing

The two main custom-processors in Cordova are 60 North Seafoods and Copper River Seafoods. Having one of them process your catch will make permitting easier, as well as giving you more time to focus on other aspects of your business.

## PRODUCT FORM

What kind of product will you sell? Whole? H&G? Fresh? Frozen? Smoked? Jarred?

Figure this out along with how you will have your product processed.

# Storage & Shipping

## STORAGE

How will you store your product before shipping?

This is a very important consideration, and one that should be figured out before beginning the process of selling your product.

## SHIPPING

Find shipping options that can get your product to your customer in a reasonable and safe amount of time. Also consider whether your shipping will deliver to your customer's door or simply to the airport. For the consumer, simplicity is key.

## SHIPPING CONTAINER

The box you ship in is also imperative to consider. Ensure your box is strong and stable, and able to keep your product cold. Including food-grade gel-packs is necessary to maintain temperature. Box-liners that are soft and reflective will help with both temperature and preventing damage.

# Valuable Contacts

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## ADF&G

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## ADEC - JUNEAU

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## DOR

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## NATIONAL MARINE FISHERIES SERVICE

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## DIVISION OF MEASUREMENT STANDARDS

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## CITY OF CORDOVA

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