



ICICLE SEAFOODS – Our history

In 1965 fishermen Gordon Jensen and Magnus Martens teamed up with managers Tom Thompson and Bob Thorstenson to buy the processing plant in Petersburg that was to be shut down by its owners. This plant remains the backbone of Icicle's operations through today and is also the oldest operating plant in Alaska, canning continuously since 1899.

For over 50 years we have continued to build on close relationships between our plants, our communities and independent local fishermen to become one of the largest seafood processing companies in Alaska.

Today we operate in:

- Petersburg
- Seward
- Homer & Cook Inlet
- Larsen Bay (Kodiak)
- Dillingham
- Naknek
- Egegik
- Dutch Harbor

PETERSBURG

Petersburg is where Icicle's story started and it's also Icicle's largest platform capable of processing 2.2 million round pounds per day during the summer salmon season.

Icicle is the largest private sector employer in Petersburg and is one of the few processors in the region that operates nearly year round.

Petersburg produces:

- Salmon, all five species
- Halibut
- Sablefish
- Rockfish and multiple groundfish species
- Tanner crab
- Red and brown king crab
- Dungeness crab
- Herring sac roe and roe on kelp
- Sea cucumbers

Facts

Population: 2,900

Location: Southeast AK

Jet service: 2x per day
Fish is shipped fresh on Alaska Airlines or frozen on once weekly marine barge to Seattle.



Wild Iris Photography

SUSTAINABILITY & MANAGEMENT

Alaska wrote a sustainability mandate into its constitution in 1959. Alaska arguably has the best managed fisheries in the world through State, Federal and international organizations working together with input through a public process to manage and oversee Alaska's fisheries.

Alaska's fisheries are highly seasonal and effective management is critical. The seafood industry is one of the most heavily regulated industries in Alaska.

Major fishery management bodies and organizations:

- Alaska Department of Fish and Game (ADF&G), State
- Board of Fisheries, State
- National Marine Fisheries Service, Federal
- North Pacific Fishery Management Council, Federal
- International Pacific Halibut Commission (IPHC), treaty
- Pacific Salmon Commission (PSC), treaty

Sockeye (red) salmon at Hansen Creek, Alaska



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Who and What is Alaska Seafood?

The seafood industry is Alaska's largest private sector employer creating over 60,000 direct jobs throughout the state including fishermen, tenders, processors and fishery managers.

About 1-in-8 Alaska residents are employed by the seafood industry.

There are over 320 established/permitted commercial fisheries in Alaska, 68 are limited.

Alaska's commercial fisheries employed over 27,000 fishermen in 2016, including over 15,000 Alaska residents and 13,000 permit holders.

Commercial fishing permit holders live in over 180 communities throughout the state.

There are over 20,000 commercial fishing crewmembers participating in Alaska fisheries.

Value of Alaska Seafood

Seafood is a diverse industry, both fishing businesses and processors range from large corporations to sole proprietors.

There are over 80 commercial species fished in Alaska, caught by over 6,500 boats and processed at 120 shoreside plants.

Between 5-6 billion lbs. of seafood are harvested per year worth \$4-\$5 billion in first wholesale value.

Alaska's fishermen and processors contributed over \$146 million in federal, state and local taxes & fees.

Ex-vessel revenues amounted to \$1.7 billion in 2016.

Processing companies employed nearly 25,000 workers in 2015, including approximately 7,400 Alaska residents.

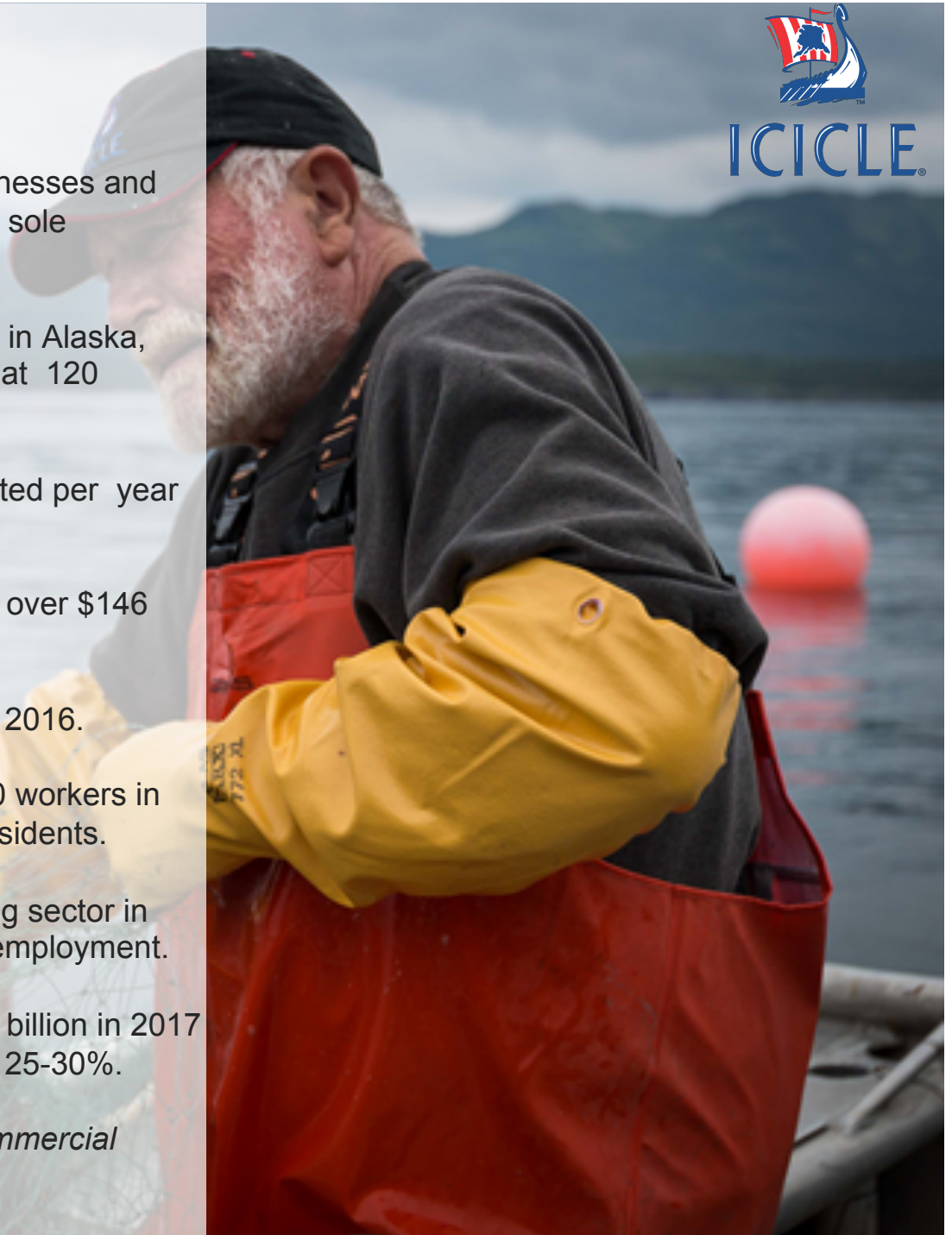
Seafood processing is the largest manufacturing sector in Alaska, accounting for 72% of manufacturing employment.

Seafood is Alaska's top export, more than \$2.4 billion in 2017 alone. However the U.S. is the largest market: 25-30%.

Most Alaskans access seafood through the commercial fishing sector.



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VOLUME & VALUE BY SPECIES (2016/17 avg.)

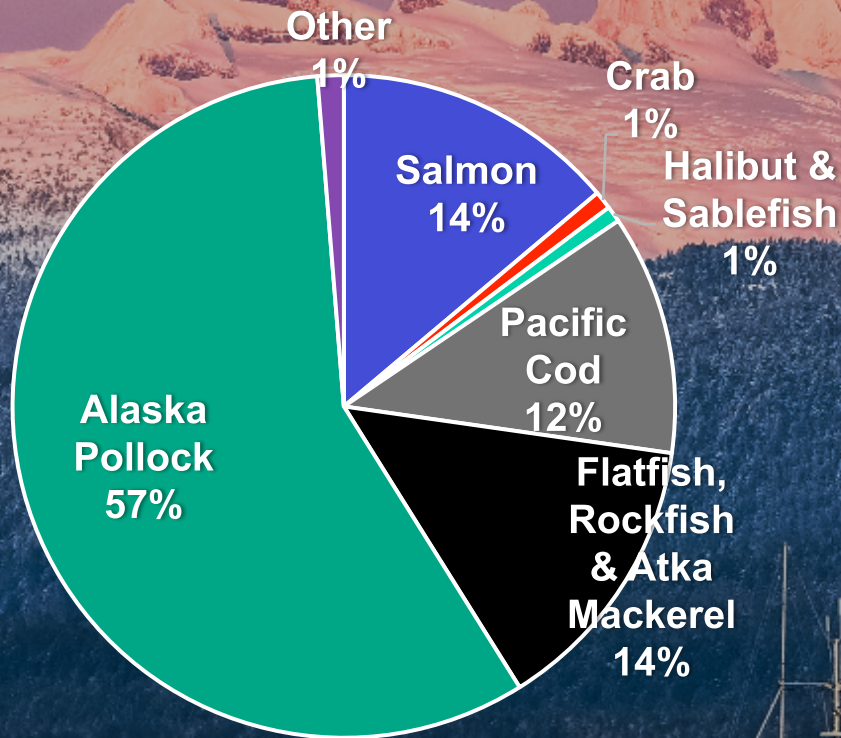
Statewide



Wild, Natural & Sustainable™

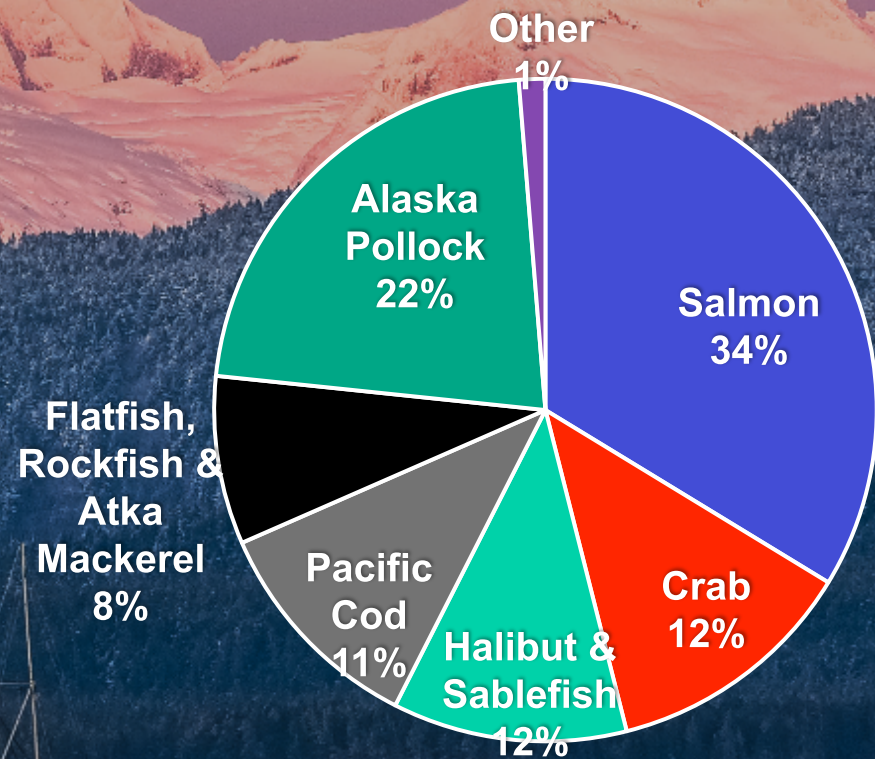
HARVEST VOLUME

5.9 Billion Pounds

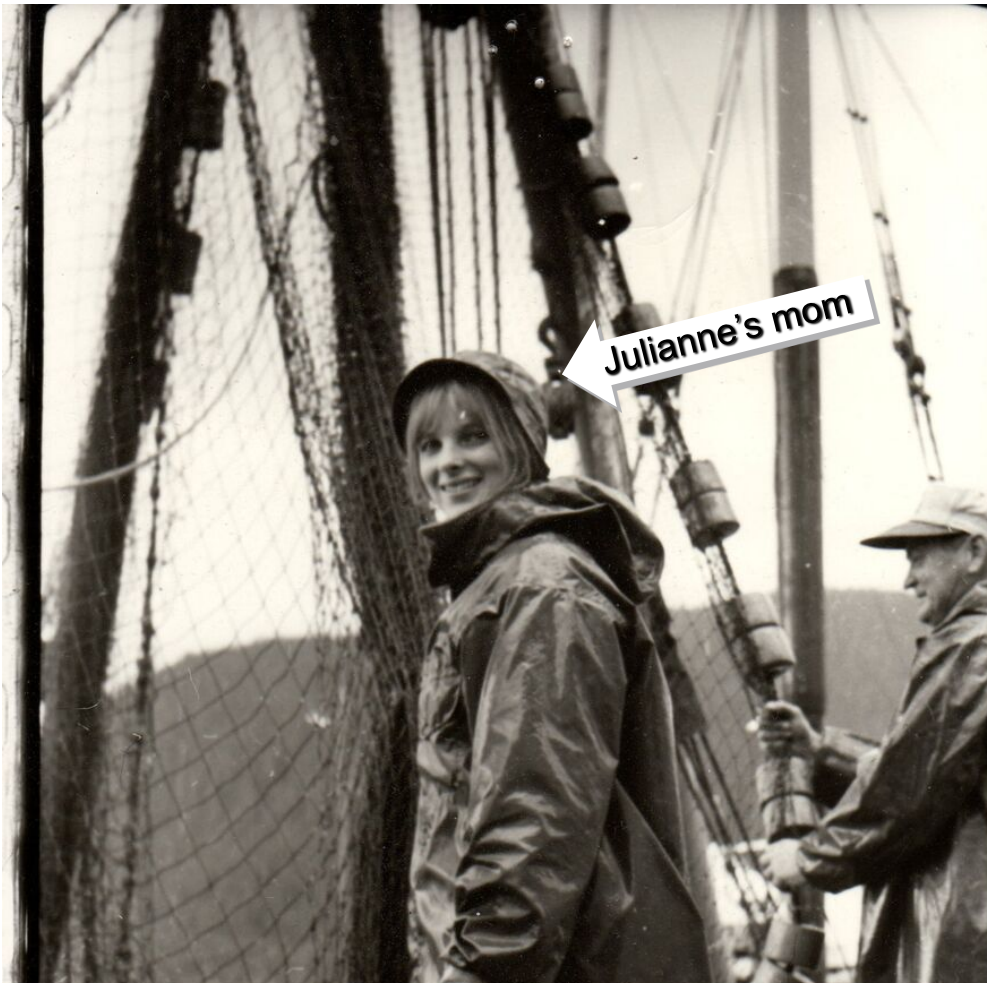


EX-VESSEL VALUE

\$1.9 Billion Dollars



Note: Data represents average of 2013/2017 volume/value. Source: NMFS and ADF&G; compiled by McDowell Group.



Fishing in Southeast Alaska - A Way of Life for Generations

Alaska is known for small-boat, family-style fishing operations. Countless fishing businesses are family based and in many cases, families have been harvesting fish for generations in the same area using the same artisanal techniques. Alaska's fisheries support local economies and communities and is a valuable source of protein and nutrients that provides food security to people around the world.



Independent fishermen = small businesses



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SOUTHEAST ALASKA

Seafood Industry Impact on Regional Economy, 2015/2016 Avg.

	Number of Workers	FTE Jobs	Labor Income (\$Millions)	Output (\$Millions)
Commercial Fishing	6,100	2,900	\$121	\$221
Processing	4,100	1,600	\$62	\$228
Direct Support FN	1,100	800	\$80	-
Direct Total	11,300	5,300	\$264	\$449
Secondary Total	-	2,900	\$116	\$257
Total Impacts	-	8,200	\$379	\$706

- Seafood is the largest private sector industry in Southeast Alaska, in terms of workforce size and labor income. Seafood accounted for 15 percent of the regional employment in 2015/2016, including multiplier impacts.
- Southeast residents own more commercial fishing boats and IFQ (individual fishing quota) shares than any other region.



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Regional Ports (2015/2016 Avg. FW Value)

Sitka \$121M	Ketchikan \$93M		
Petersburg \$83M	Juneau \$53M		
Wrangell	Excursion Inlet		
Craig \$14M	Yakutat \$13M		
Hoonah	Metlakatla	Haines	
Pelican	Gustavus	Hyder	Klawock

Resident Seafood Workers by Community

Sitka	1,329
Petersburg	960
Ketchikan Borough	905
Juneau	901
Prince of Wales Is.	697
Wrangell	448
Hoonah/Angoon/Skagway	268
Yakutat	232
Haines	196

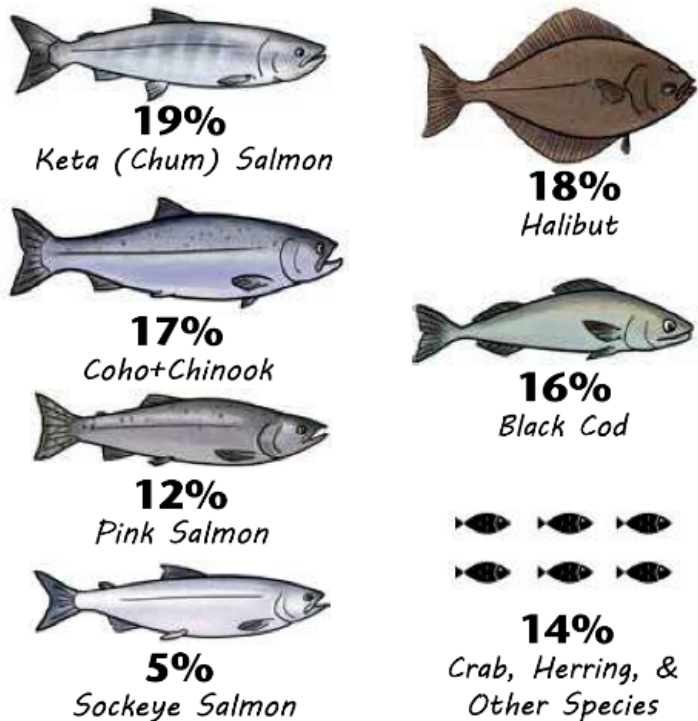


REGIONAL VALUE OF SOUTHEAST SEAFOOD



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Share of Regional Ex-Vessel Value, 2015/2016*



2016 Figures

Harvesting



2,683
Resident-owned
Fishing Vessels

\$218 Million
Harvest
Value

↓
13% of Alaska Total



4,283
Resident
Fishermen

221
Million Pounds
of Seafood
Harvested

Processing



50
Shore-based
Processing Facilities

\$432 Million
Wholesale
Value

↓
10% of Alaska Total



4,433
Shoreside
Processing
Workers
(2015)

173
Million Pounds
of Seafood
Produced

Southeast ports are ranked some of the highest in the nation both in volume and value.

Sources: McDowell Group

An Alaska Airlines aircraft is parked on a tarmac in front of a large hangar. The aircraft is white with blue accents and has the Alaska Airlines logo on the tail. The hangar is a large, light-colored building with a corrugated metal exterior. The sky is overcast and grey.

Seafood- we impact more than you think....

The seafood industry in Southeast also reduces both flight, transportation, cargo & shipping costs for residents and helps ensure those services are available.

On Alaska airlines in Petersburg alone, Icicle Seafoods ships over one million pounds of seafood per year and we purchase over 1,400 one way tickets to fly in a processing workforce.



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