



2023 Special Harvest Areas
Cost Recovery Access Licensing
COMMERCIAL OPPORTUNITIES FOR SEAFOOD PROCESSORS

Bid Packet



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SSRAA

Southern Southeast Regional Aquaculture Association, Inc.
14 Borch Street, Ketchikan, Alaska 99901
P: 907.225.9605 F: 907.225.1348

February 17, 2023

Prospective Bidders,

Please find the Southern Southeast Regional Aquaculture Association (SSRAA) Request for Proposals (RFP) Packet for cost recovery access licensing this coming summer and fall season. I want to draw your attention to the fact that Neets Bay Summer Chum offering is for brood collection, cost recovery harvest, and carcass removal all rolled into a price based on pounds of cost recovery fish and carcasses harvested. This lot may be awarded as a single year bid price as outlined in this packet, or as a multi-year contract under different terms.

SSRAA will capture additional value from summer chum returning to Nakat, Kendrick, and Anita Bay again this year. The amount of fish available for harvest will depend on how we are advancing to our revenue goal. For that reason, you will see a different award process with those lots of fish. Depending on the anticipated revenue needed, more fish will be awarded in increments listed, to reach our revenue target. If cost recovery harvest at Anita Bay spans more than few weeks, we will need to clean fish up somehow; having a seine/gillnet rotation break in cost recovery is one option. The Board will make that decision at their meeting March 6 & 7th.

Thank you for your interest. If you have any questions, please contact the SSRAA office at your convenience.

Best of luck this season,

Sincerely,

Susan Doherty
General Manager SSRAA
(907) 228-4389, 225-9605

GENERAL INFORMATION

SOUTHERN SOUTHEAST REGIONAL AQUACULTURE ASSOCIATION INC.

SSRAA 2023 Cost Recovery RFP Informational Packet & Bid Forms

SSRAA is a non-profit corporation dedicated to enhancing the traditional salmon fishing industry of Southeast Alaska. The ability to do this comes, in part, from cost recovery of returning SSRAA-produced salmon.

2023 Conditions:

1. As part of SSRAA's cost recovery program, the corporation is seeking proposals for the licensing rights to harvest chum, chinook, and coho salmon at: Neets Bay Special Harvest Area (SHA); Klawock River weir-raceway and SHA; Anita Bay SHA; Kendrick Bay THA; Nakat Inlet SHA; Port Asumcion SHA; Burnett Inlet SHA; Port Saint Nicholas, and raceways at Neets Bay and Whitman Lake Hatchery in the summer and fall of 2023. The winning licensee(s) will enter into licensing agreements for the right to harvest cost recovery fish in the designated areas and will supply all harvest and tender boats needed for the saltwater harvest. For the harvest(s) from hatchery raceways at Klawock, Neets Bay, and Whitman Lake, SSRAA personnel will capture and bleed cost recovery fish. The licensee is responsible for providing slush totes and transportation from those sites. SSRAA will identify a second-place position for all lots to ensure the timely removal and processing of returning fish.

There will be eleven (11) distinct lots of fish available, described in the following pages:

- Lot 1: Neets Bay summer chum brood/cost recovery/carcasses*
- Lot 2: Neets Bay coho/fall chum/fall chum carcasses
- Lot 3: Burnett Inlet summer chum
- Lot 4: Burnett Inlet summer chum carcasses
- Lot 5: Port Asumcion summer chum
- Lot 6: Anita Bay summer chum
- Lot 7: Kendrick Bay summer chum
- Lot 8: Nakat Inlet summer chum
- Lot 9: Klawock River fall coho
- Lot 10: Whitman Lake chinook and coho
- Lot 11: Port St. Nicholas chinook

*This lot may be awarded as a 3-year contract. Processors may bid on this lot and also be engaged in negotiations for a 3-year contract simultaneously. SSRAA reserves the right to award this lot either as a single year, or as a multi-year contract under different terms.



2. Changes for 2023 offerings:
 - a) Neets Bay summer chum lot 1 will be awarded either from this bid packet, or as a multi-year contract negotiated under different terms.
 - b) See the note for the bid process for lots 6, 7, and 8. This is a change from the traditional price per pound bid process. Please contact the General Manager if the process or intention is unclear.
 - c) There are two different bid deadlines (see number 6 below).
3. Prospective licensees may propose on any or all of these lots of fish.
4. 2023 forecasted returns and run timing graphs are included on pages 10 -13 of this packet.
5. In the event that SSRAA meets its broodstock and revenue goal, the SSRAA licensee(s) cost recovery harvest operations may cease and common property fishery rotations would ensue.
6. SSRAA will collect broodstock during some cost recovery periods at Neets Bay and Burnett Inlet. During these periods, the designated SSRAA harvest manager will direct and coordinate cost recovery activities to minimize conflict between broodstock collection and cost recovery harvest within the SHA or raceway. Broodstock management is our first priority and cost recovery operations could be affected by in-season conditions relating to broodstock.
7. The ability and commitment to harvest and transport the maximum poundage of fish available are critical factors and will be bid evaluation factors. The winning licensee(s) will be required to handle the entire anticipated harvestable volume of fish returning to the harvest areas up to the amount of SSRAA's revenue goal.
8. Proposals from prospective licensees shall be submitted on the **bid form** in this packet. Additional pages may be added as necessary. Summer Chum bids for Burnett and Neets Bay must be received at SSRAA offices (not postmarked) no later than NOON on March 17, 2023; all other bids are due NOON on March 24, 2023.
9. SSRAA will accept proposals submitted by regular mail, courier service, hand delivery, or email. Mailed proposals should be sent to:

Southern Southeast Regional Aquaculture Association, Inc.
14 Borch Street
Ketchikan, Alaska 99901

Emailed proposals should be sent to: breth@ssraa.org



You may contact General Manager Susan Doherty or Operations Manager Bret Hiatt with questions or to confirm receipt of submitted proposal: (907) 225-9605.

- 10.** Chum bids are in price per round pound or for revenue needs (lots 6-8). Coho and chinook grade pricing will be accepted as below-
 - a) For chinook and coho, graded pricing will be accepted (i.e., bright, blush, redskin, GMC, PMC... etc.)
 - b) For Port St. Nicholas chinook, a dressed priced is required.
- 11.** Carcass lots shall be bid on a per pound basis only.
- 12.** The successful bidder on lots 1, 3- 8 and 11 will pay all harvest and tendering costs.
- 13.** The successful bidder on lots 3, 9 & 10 will pay all transportation costs FOB the site's raceway. SSRAA personnel will harvest and remove the fish from the raceway.
- 14.** It will be the responsibility of successful licensee(s) to provide harvest boats and tenders or other transportation that can accomplish transport in the most efficient manner possible and during a period of time and place of harvest as determined by SSRAA.
- 15.** Licensees should refer to 5 AAC Chapters 33 and 40 and any relevant EO's to determine cost recovery boundaries, gear types, etc., in addition to potential rotational fisheries occurring in all THA and SHA cost recovery fisheries.
- 16.** Include in your proposal(s) sufficient detail for SSRAA to accurately determine responsiveness as to specific sites, times, and fisheries in these lots if you have not previously been a licensee for SSRAA. You may use additional sheets if necessary. Please contact us if you have questions.
- 17.** Proposal details may be discussed among members of SSRAA's board of directors in executive session. Excepting a possible executive session, confidentiality of proposals will be maintained until September 1, 2023, at which time winning bids and only winning bids may be disclosed to those who contact the SSRAA General Manager.
- 18.** Measures will be taken to avoid and/or to mitigate conflicts of interest or potential conflicts of interest with directors and/or employees of SSRAA.
- 19.** Although the descriptions and estimates contained in this bid package are as accurate as SSRAA can make them, these are approximations and estimates which are unavoidably subject to errors or to misinterpretation. Please call if you have questions.
- 20.** SSRAA reserves the right to reject any or all proposals received; to negotiate different terms and conditions which may differ from the initial proposals received; and to award any access licensing contracts in a manner which is determined to be most beneficial to SSRAA.
- 21.** This process is for single year bids for all 2023 lots.



Lot 1 Neets Bay Summer Chum brood collection, harvest, and carcasses

General Information

Rotational fisheries will be conducted through approximately July 14, with the goal to harvest approximate 30,000 fish in these rotations. Lot 1 will be available to harvest simultaneously with broodstock collection, depending on sex ratio percentages. The goal is to put approximately 50,000 fish over the barrier net each of three consecutive weeks, and then harvest the remaining returning fish. We anticipate approximately **3,000,000 pounds** of summer chum are available for harvest.

All fishing in the SHA will be managed daily by the SSRAA Harvest Manager. All cost recovery fishing will take place east of the easternmost point of Bug Island in the SSRAA SHA, as outlined in 5AAC 40.043.

SSRAA anticipates taking summer chum eggs daily from late July until the 3rd week in August, or when the egg take goal is met. This will equate to about **135,000 fish or 1,080,000 pounds**.

Male chum carcasses are whole while female carcasses are cut with the roe removed. There are typically 10-15 buckets each day of skeined roe not suitable for incubation purposes that are available in this Lot. The licensee will provide buckets and ice for this purpose if recoverable roe is desired.

Egg take is done daily through this period and involves 40,000 to 120,000 pounds a day delivered by trailer from the egg take station to a tender at the standing dock at Neets Bay. Tenders must be present to receive carcasses throughout a daily egg take period.

Several totes of ice may be required daily to ice the carcasses as they are moved from the egg take station to the tender. There may be some chinook carcasses mixed with these fish.

The successful bidder must tender these fish on a regular basis, which may be every day for most of the egg take window.

The licensee is responsible for providing a brood stock vessel and net, harvest vessel(s) and tender(s) for transport, and a carcasses tender.



Lot 2 Coho, Fall chum, and Fall chum carcasses

General Information

With the 2023 forecast, it is likely that the harvest of coho will be entirely through the raceways. However, coho abundance can vary dramatically and a portion of the return may be available in and/or need to be harvested from the SHA. We currently anticipate **250,000 pounds** of fall coho available. There may be a small number of fall chum available while prosecuting broodstock collection and harvest collection for coho simultaneously. Successful license will be responsible for tendering any fall chum and fall chum carcasses. Troll access and gear rotations may occur for coho harvest should abundance dictate.

Lot 3 Burnett Inlet Summer Chum

General Information

We will take a substantial portion of SSRAA's combined summer chum egg take goal at Burnett Inlet. Unlike Neets Bay, there is no barrier net system in place to sequester broodstock. Accordingly, the capture of cost recovery fish at Burnett may occur at the very front end of the run to remove excess males, and/or only after a significant portion of the broodstock are safely into the raceways/incubators. The successful bidder will coordinate closely with harvest management staff at the hatchery to prosecute this harvest alongside broodstock collection in an orderly fashion. We estimate approximately **1,800,000 pounds** available for harvest.

Lot 4 Burnett Inlet Summer Chum Carcasses

General Information

The voluntary recruitment and raceway capacity will combine to require that a carcass tender be stationed on-site periodically from the late July into late August timeframe.

Burnett Inlet is expected to take about **100,000 fish for brood or 800,000 pounds**.

Lot 5 Port Asumcion Summer Chum

General Information

SSRAA is anticipating approximately **2,300,000 pounds** of summer chum available for harvest.

The licensee is responsible for providing a harvest vessel(s) and tender(s) for transport.



**** Lots 6, 7, and 8 will be bid differently than all other sites****

SSRAA has set an overall revenue target for all sites combined. All harvestable fish returning to Neets Bay, Burnett Inlet, and Port Asumcion will be harvested to meet that revenue goal. Any additional revenue needs will be obtained from lots 6, 7, and 8 collectively. SSRAA will anticipate the potential revenue needed in two phases. The first phase will be immediately upon receiving bids and using forecast assumptions. The second phase will be assessed in season as run strength and need become apparent. The minimum revenue required from each site is listed on the bid sheet for these lots and that opportunity will be awarded if available. The additional increments will be awarded if the revenue needs warrant. Only one processor will be awarded each site, and processors should bid each increment they are interested in separately. When the potential to reach the revenue goal is recognized, these sites will be turned over to rotational fisheries by EO.

Lot 6 Anita Bay Summer Chum

General Information

SSRAA anticipates a total of **800,000 pounds** of summer chum to be available following gear rotations that end around the 3rd week of July. If revenue needs dictate cost recovery extending more than 2-3 weeks, it is likely that there will be some type of gear rotation to clean fish up. This site will revert to gear rotations by EO after the revenue goal is achieved or the bulk of the summer chum run has been harvested.

The licensee will be responsible for providing a harvest vessel(s) and tender(s) for transport.

Lot 7 Kendrick Bay Summer Chum

General Information

SSRAA anticipates a total of **1,300,000 pounds** of summer chum available for cost recovery harvest. The THA will remain closed to rotations until the revenue target is reached, at which time the THA will be open to seine rotations by EO.

The licensee will be responsible for providing a harvest vessel(s) and tender(s) for transport.

Lot 8 Nakat Inlet Summer Chum

General Information

SSRAA anticipates there to be a total of **500,000 pounds** of summer chum available for cost recovery. The THA will remain closed to rotations until the revenue target is reached, at which time, the THA will be open to gillnet rotations by EO.

The licensee will be responsible for providing a harvest vessel(s) and tender(s) for transport.



Lot 9 Klawock River Coho

General Information

The Klawock River Hatchery is located approximately 2 miles from open saltwater, and consists of a weir and series of raceways that allow hatchery personnel to remove and place bled fish into slush totes daily. The licensee will be responsible for providing the ice and totes to the site on a daily basis, as well as transporting the full totes from the site.

Klawock coho are typically graded as bright, blush, or redskin fish. It is typical to have 80+% bright or blush. We anticipate approximately 200,000 pounds for harvest.

Although the hatchery is the primary harvest location, the Klawock Inlet and River SHA also include a saltwater harvest area where conventional cost recovery with seine gear can take place. ADF&G escapement goals for other species limit the timeframe in which harvest is allowed in saltwater, but access may be granted to harvest in saltwater by ADF&G after other species escapement is deemed adequate. Please note that this opportunity would be very limited and a saltwater harvest has not taken place since 2017.

Refer to 5 AAC 40.051 (Klawock Inlet and River SHA) to determine cost recovery boundaries, gear types, and other restrictions.

Lot 10 Whitman Lake Chinook & Coho

General Information

Whitman Lake Hatchery is located on the Ketchikan road system approximately 8 miles from city limits and has chinook and coho salmon returning. There is an estimated **150,000 pounds** of chinook, and **30,000 pounds** of fall coho available for harvest.

This site is a primary location for eggtake and incubation of chinook and coho and the harvest opportunity is limited and variable. Fish recruit directly into raceways where they hold until a harvestable quantity has accumulated. Broodstock is managed simultaneously for sex ratio and genetic diversity across the run. Hatchery personnel will remove, bleed, and place bled fish into slush totes. The licensee will be responsible for providing ice and totes to the site on a periodic basis, as well as transporting the full totes from the site. *SSRAA will consider delivering full totes to a road system location if required.*



Lot 11 Port St. Nicholas Chinook

General Information

Chinook returning to Port St. Nicholas are most successfully harvested by set gillnet near the head of PSN. However, the SHA area was recently expanded by the Board of Fish to a line from Point Miraballes North. It is anticipated that the expanded SHA, should it be used, may have some harvest time restrictions to avoid conflicts with homeowners in the area. Cost recovery has been from late May through the end of July.

The licensee will be responsible for providing a harvest vessel and tender (if needed) for transport.

Early timing and location has proven these fish to be 90% plus GMC; the forecast is for **67,000 pounds available, bid is in dressed price.**

2023 SSRAA Forecast in Fish

Species	Site	Age 3	Age 4	Age 5	Age 6	Traditional	Terminal	Total
Chinook	Anita	100	2,600	4,800	200	1,500	6,200	7,700
	Carroll	100	2,600	7,000	400	2,600	7,500	10,100
	Crystal	100	1,000	1,600	100	1,300	1,500	2,800
	Neets	0	0	4,700	100	1,700	3,100	4,800
	PSN	100	3,100	2,400	100	1,500	4,200	5,700
	Whitman	300	3,500	8,000	200	2,800	9,200	12,000
	Total		700	12,800	28,500	1,100	11,400	31,700

Species	Site	Traditional	Terminal	Total
Coho	Anita Bay	5,300	4,800	10,100
	Crystal Lake	1,600	1,600	3,200
	Klawock	103,800	44,500	148,300
	Nakat	12,700	5,900	18,600
	Neets Bay	53,600	26,700	80,300
	Whitman Falls	9,400	4,800	14,200
	Total		186,400	88,300



Species	Site	Age 3	Age 4	Age 5	Traditional	Terminal	Total
Summer Chum	Anita	118,000	142,000	14,000	161,700	112,300	274,000
	Burnett	195,000	259,000	14,000	140,400	327,600	468,000
	Kendrick	212,000	490,000	30,000	563,600	168,400	732,000
	Nakat	96,000	168,000	7,000	168,000	103,000	271,000
	Neets	295,000	484,000	13,000	205,900	546,500	792,000
	Port Asumcion	137,000	380,000	18,000	246,100	288,900	535,000
	Total		1,053,000	1,923,000	96,000	1,485,700	1,546,700
Fall Chum	Burnett	1,000	5,000	1,000	4,100	2,900	7,000
	Nakat	2,000	66,000	5,000	44,500	28,500	73,000
	Neets	0	63,000	2,000	27,300	37,700	65,000
	Total		3,000	134,000	8,000	75,900	69,100

Species	Site	Low	Point	High
Summer Chum	Anita	247,000	274,000	331,000
	Burnett	380,000	468,000	513,000
	Kendrick	412,000	732,000	744,000
	Nakat	188,000	270,000	306,000
	Neets	492,000	792,000	842,000
	Port Asumcion	322,000	535,000	560,000
	Total		2,041,000	3,071,000



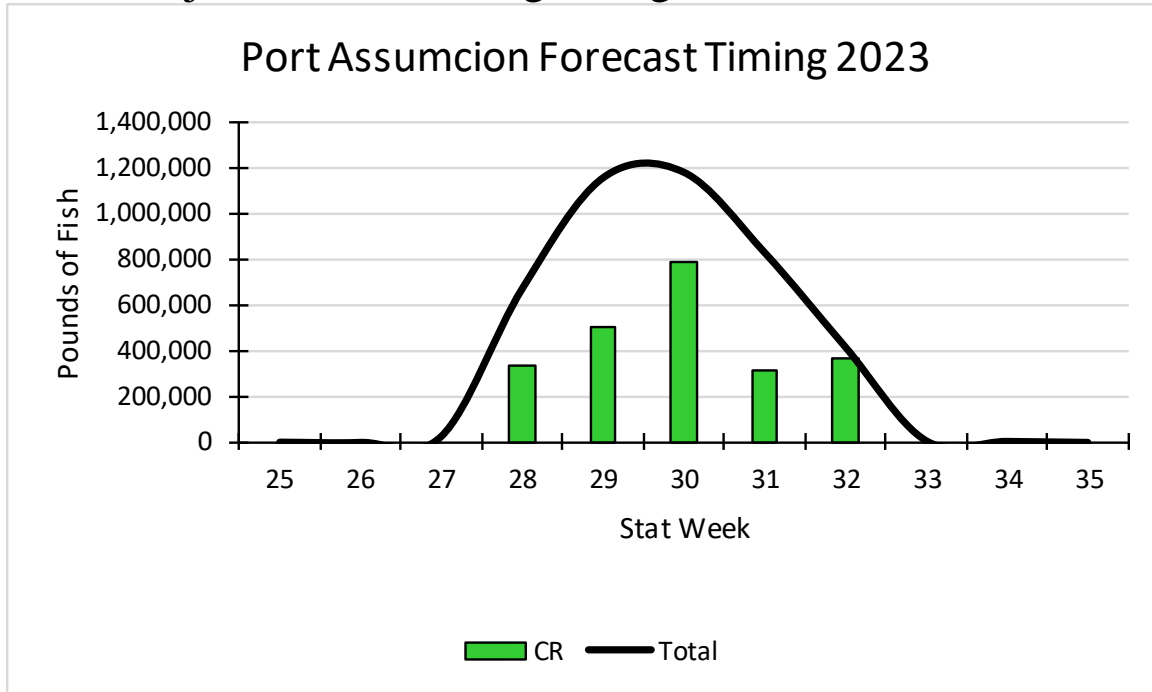
Estimated Pounds for Harvest



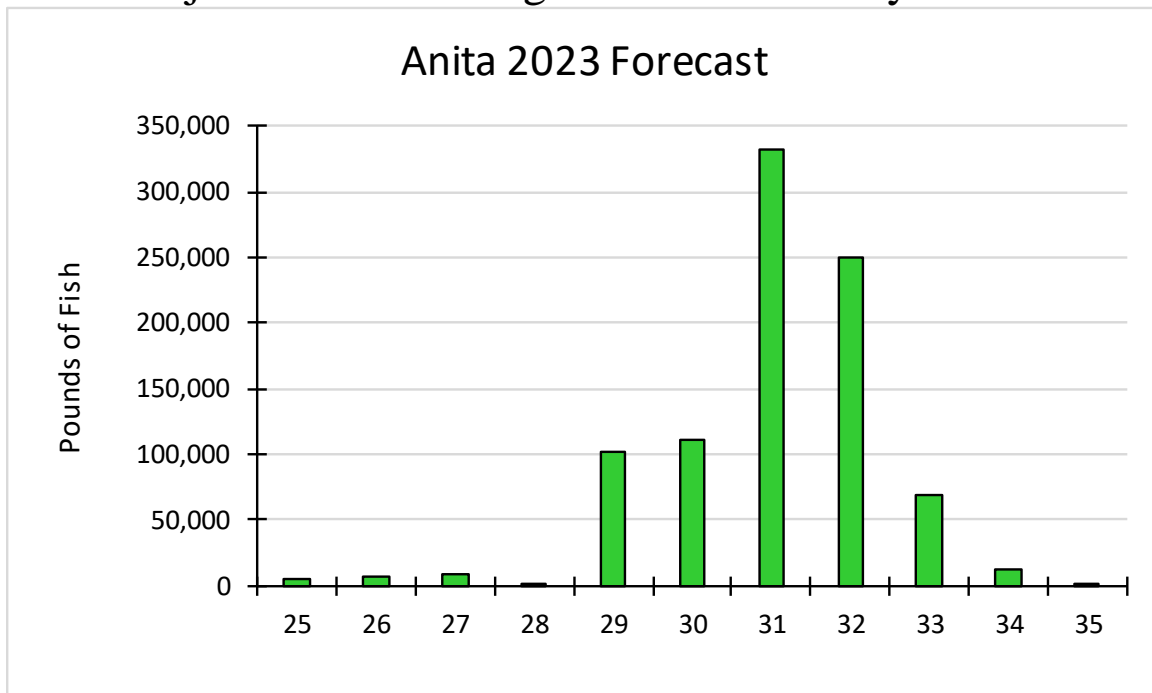
Species	Site	Available for Harvest
Chinook	Anita	-
	Carroll	-
	Crystal	-
	Neets	-
	PSN	67,000
	Whitman	128,000
	Total	195,000
Coho	Anita Bay	-
	Crystal Lake	-
	Klawock	210,000
	Nakat	-
	Neets Bay	247,000
	Whitman Falls	28,000
	Total	485,000
Summer Chum	Anita	800,000
	Burnett	1,800,000
	Kendrick	1,300,000
	Nakat	500,000
	Neets	3,000,000
	Port Asumcion	2,300,000
	Total	9,700,000
Fall Chum	Burnett	-
	Nakat	100,000
	Neets	-
	Total	



Lot 5 Projected Run Timing Using 2022 Actual

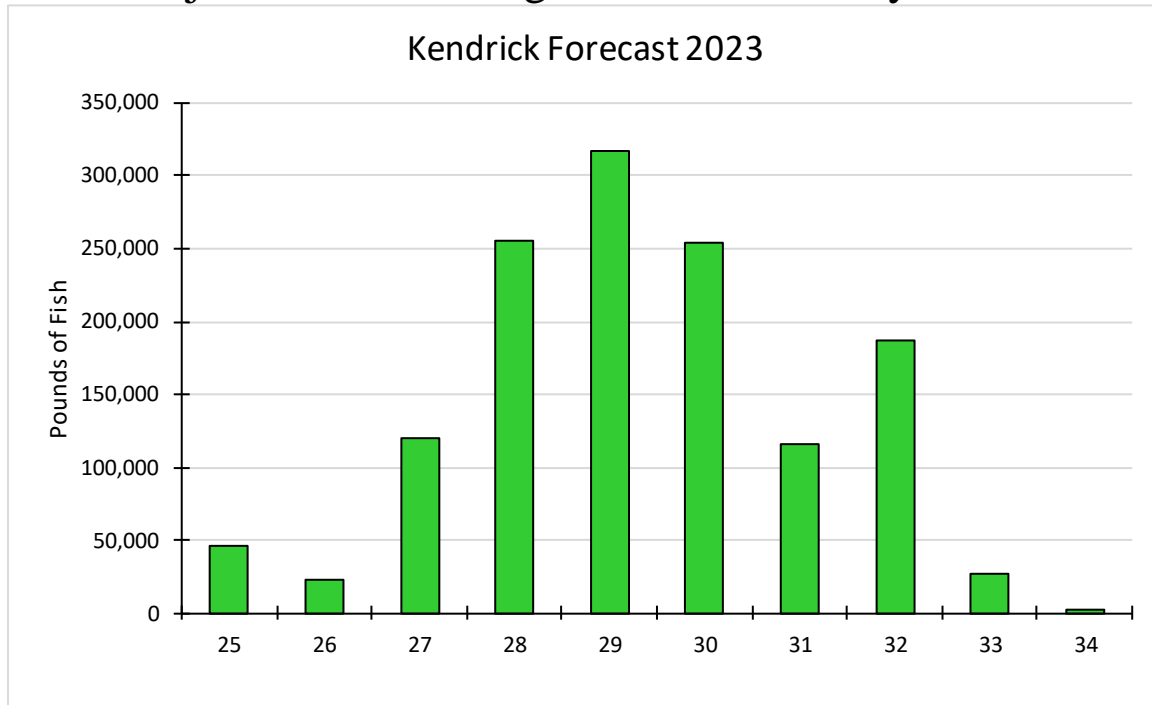


Lot 6 Projected Run Timing for Cost Recovery

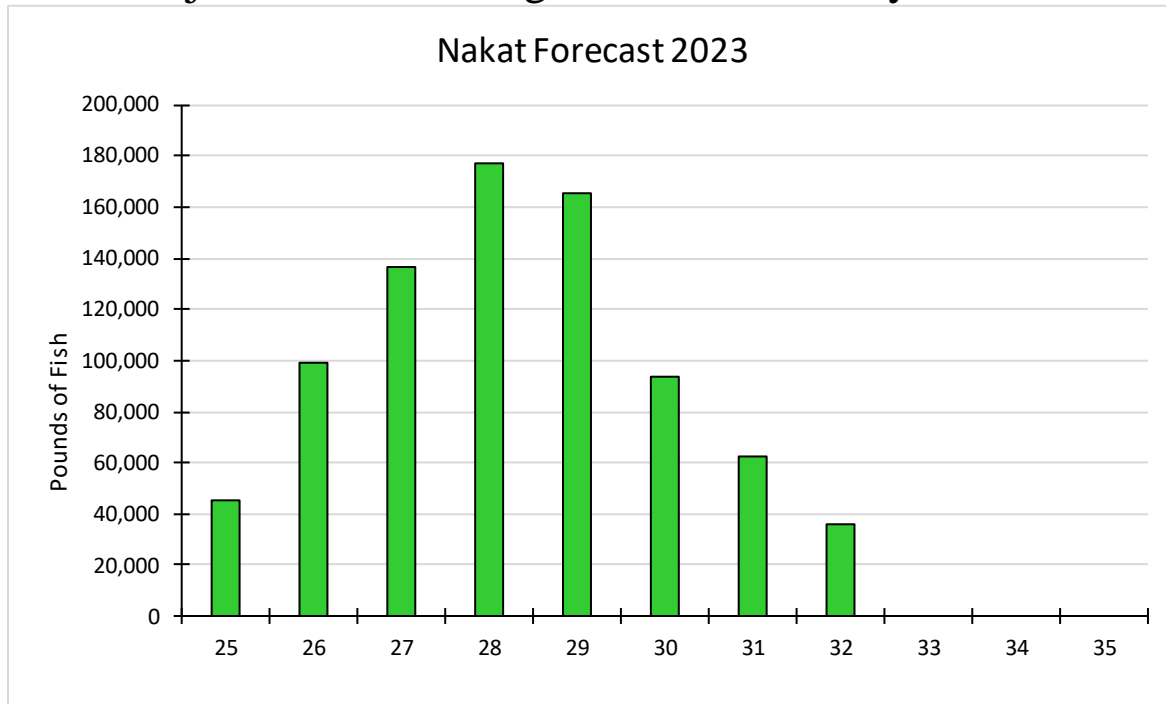




Lot 7 Projected Run Timing for Cost Recovery



Lot 8 Projected Run Timing for Cost Recovery



Southern Southeast Regional Aquaculture Association 2023 SHA and Raceway Cost Recovery Access Licensing

Complete bid form(s), sign and date, and submit it to SSRAA along with a cover letter by **NOON, March 17, 2023 (for lots 1,3,4)** and **NOON, March 24, 2023** for all other lots. Use the sections on the LAST page for narrative, with additional narrative and/or other information as attachments.

Name of Bidding Firm

Mailing address	City	State	Zip code
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Name of Contact Person	Telephone number
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Are you interested in being the second place bidder? YES NO ALL LOTS BID SPECIFIC LOTS (list)

Amount of bid(s):

Lot 1: Neets Bay Summer Chum	\$ _____ per round pound summer chum
Due 3/17/2023 NOON	\$ _____ per round pound s.chum carcasses

Lot 2:			\$ _____ per round pound fall coho bright
Neets Bay Coho	{	\$ _____ per round pound fall coho blush	
		\$ _____ per round pound fall coho redskin	
Fall Chum		\$ _____ per round pound f.chum carcasses	

Lot 3: Burnett Inlet Summer Chum	\$ _____ per round pound summer chum
Due 3/17/2023 NOON	

Lot 4: Burnett Inlet Summer Chum Carcasses	\$ _____ per pound carcasses
Due 3/17/2023 NOON	

Lot 5: Port Asumcion Summer Chum	\$ _____ per round pound chum
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BID FORM Page 2
Southern Southeast Regional Aquaculture Association 2023
SHA and Raceway Cost Recovery Access Licensing

Anita, Kendrick, and Nakat

Bids are for pounds of fish needed to meet SSRAA’s revenue goal. Bid the pounds you would harvest to provide the specified revenue amount. We will ask you to harvest the poundage needed to achieve the revenue goal. Don’t bid the high number if you don’t want the poundage. Bid each increment if you will take whatever is available. Only one processor per site will be awarded. Sites will be turned over to rotational fisheries at a mutually agreed upon time when fish are no longer effectively available, or when SSRAA has reached its revenue target.

Lot 6: Anita Bay Summer Chum _____ _____	pounds for \$1 million in revenue pounds for \$500,000 in revenue
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Lot 7: Kendrick Bay Summer Chum _____ _____ _____	pounds for \$2 million in revenue pounds for \$1 million in revenue pounds for \$500,000 in revenue
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Lot 8: Nakat Inlet Summer Chum _____ _____	pounds for \$500,000 in revenue pounds for \$250,000 in revenue
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BID FORM Page 3
Southern Southeast Regional Aquaculture Association 2023
SHA and Raceway Cost Recovery Access Licensing

Lot 9: Klawock River Fall Coho	\$ _____ per round pound fall bright coho \$ _____ per round pound fall coho blush \$ _____ per round pound fall coho redskin
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Lot 10: Whitman Lake Chinook	\$ _____ per round pound GMC chinook \$ _____ per round pound PMC chinook									
Fall Coho	<table style="width: 100%; border: none;"> <tr> <td style="width: 10%;"></td> <td style="width: 5%; text-align: center;">{</td> <td style="width: 85%;">\$ _____ per round pound fall coho bright</td> </tr> <tr> <td></td> <td style="text-align: center;">}</td> <td>\$ _____ per round pound fall coho blush</td> </tr> <tr> <td></td> <td></td> <td>\$ _____ per round pound fall coho redskin</td> </tr> </table>		{	\$ _____ per round pound fall coho bright		}	\$ _____ per round pound fall coho blush			\$ _____ per round pound fall coho redskin
	{	\$ _____ per round pound fall coho bright								
	}	\$ _____ per round pound fall coho blush								
		\$ _____ per round pound fall coho redskin								

Lot 11: Port St. Nicholas Chinook	\$ _____ per dressed pound GMC chinook \$ _____ per dressed pound PMC chinook
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BID FORM Page 4
Southern Southeast Regional Aquaculture Association 2023
SHA and Raceway Cost Recovery Access Licensing

QUALIFICATIONS (attach additional pages as necessary):

Harvest, tendering, and ground transportation plan (all that are applicable):

Harvest boat(s) and skippers:

Tender(s) to be used:

Signature of authorized representative	Title
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Printed name	Date signed
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