

**P.U.H.A. ANNUAL GENERAL MEETING
SEPTEMBER 21, 2004
RICHMOND, B. C.**

ATTENDEES:

Mike Featherstone	David McRae	Geoff Krause
Jim Hume	Bob Hegedus	Richard Strong Jr.
Dave McCully	James Mahon	David Lansdowne
Mark Ulinowski	Ken Ridgway	Marion Campbell
Sean Nakatsu	Peter Codling	Dave Yoshida
Darin Macey	Jeff Kenneda	Sung
William Choi	Paddy Wong	Ross Morris

41 voting licence holders plus 33 proxies = 74 votes

Meeting commenced at 10:00 a.m.

2003 Annual General Meeting Minutes---mike featherstone

The 2003 Annual General Meeting Minutes were presented for approval. Motion for approval by David McRae—seconded by Bob Hegedus---approved by the membership.

President's Report---mike featherstone

The Spring Bi-A.G.M. provided an update on all PUHA's activities during the past year. At this time the focus is to provide an update on the current activities and a look forward at the priorities for the upcoming season.

- a. As we know last season generally saw lower prices than previous years. For example landed value for 2002 was 8 million compared to 7.2 million for 2003. The wholesale value for the 2002 was 17.7 million compared to 14.9 million for 2003. Numbers are preliminary and also the year-end does not match, but the trend is unmistakable. To try and turn the trend around we have to embarked on our marketing initiative. This summer Paddy Wong led a delegation to promote Canadian product at the Tokyo Seafood Show. The trip by all accounts was very successful and provided an insight into the market for the fishermen who represented PUHA. There is a second trip planned for November with a number of processors and directors as a follow up to our mission last November. After lunch Geoff Krause will provide further details and we will also preview our promotional video.
- b. At the quota planning session this spring divers provided recommendations for this season. One of the first was the opening of the QCC Islands in early September. At meetings with the processors in August plans were set to start the fishery at that time, including vessels, packers and so on. Within days these plans had to be set aside as the market and price offerings resulted in all but one processor withdrawing their boats. As an alternative the south coast opened in Tofino with a small fleet doing limited production. Only 2 processors continued to buy after the first few days. This is a change from a few years ago when boats fishing Tofino would land over 10,000lbs/day, more like a shotgun opening. As I mentioned in the past newsletter processors are taking a cautious approach and not trying to force the market to

swallow product they don't really need. Presently there is still product from Chile and more than usual from Korea. The market forecast is to be better by Oct. 1. More than ever fishermen have to work with their processors to time their harvest to the market in order to get the best prices.

- c. Use of Alum now approved under Interim marketing authorization. Thanks to work by Jack Shibata and with help of processors PUHA gathered samples from each plant, had them analyzed and provided letters to CFIA on the recommended use of alum in sea urchins. Now the processors can again provide uni to the local market.
- d. SARA – Species at risk legislation, this is one of our biggest priorities for the upcoming year and more will be discussed on the topic after lunch, specifically with respect to sea otters but in general terms as well. One proactive act was to start collecting data for the abalone rebuilding strategy, with guarantees that this information would not be used to close any areas. 53% of logbooks included abalone data, 15 boats are keen, 6 more than 25% of the time. 29% saw none, 16% saw patches 11-100 3% saw 1 abalone and 2% saw an abundant patch. The information will be looked at over the long term to develop trends and to help in areas of good recruitment. The QCC experimental harvest is also part of this abalone rebuilding program.
- e. WCB safety initiative is another important priority for next year. Due to work of the Seafood Alliance Safety Coordinator rates are decreasing from just over 6%/\$100 to 5.6%/\$100. The next step is to focus on safety education to continue to reduce accidents and claims. This project affects all of our bottom lines although it comes out at the processors end. By the way packers are now considered separate employers and not covered by the first buyer of the fish rule, packers have to register separately and if they don't they will be subject to the assessments as well as fines and interest.
- f. Other issues of concern that we are monitoring are Pearse and McRae as well as the Oil and Gas Moratorium which we will provide update via the newsletter.
- g. Revised and updated website now up and running check it out at www.puha.org

Financial Report---David Van Gruen (auditor)

The Financial Statements were presented with details of all expenditures as well as an update of the current balances. At year end there was a \$21,000.00 deficit due to pre-paid expenses for the 2004-2005 year and unclaimed expenses covered by government grants. Motion for approval by James Mahon—seconded by David McRae---approved by the membership.

Budget 2004/2005---mike featherstone

The new budget was presented and reviewed covering all proposed revenues and expenditures. On the revenue side, fees will remain the same; there is an increase from the processors contribution due to the increase in the number of processors (6 to 9). The experimental harvest earnings have been revised downward due to a \$.05 increase to be paid to the harvest vessels. The expenditures side has minor changes, D. & D. validation and O.G.M. costs are unchanged (over 5 years). There is an increase to the marketing program budget, the student biologist is working on economic efficiencies in survey methods (how to get the best bang for our buck). Motion for approval by Mark Ulinowski---seconded by Richard Strong Jr.---approved by the membership.

D. & D. REPORT---darin macey

The start on the South Coast this year has been slow and ugly - Sea Otters are reported in Sidney Inlet which likely means the quota for that area is now gone. Ucluelet has been OK thus far with the latest report being 32 K lbs landed on September 20th.

D&D has been collecting the licence and validation fees for PUHA since coming on board, however, because a couple of guys broke the honour system last year and refused to pay their fees - PUHA will now collect these fees directly through Ross Morris. D&D will still act as a backup but fishermen should be aware that they can no longer call D&D and get their logbooks issued immediately, as has been the case in previous years. The system now requires payment up front before logbooks will be released. New rules brought in through the Canadian General Standards Board (CGSB) review of the situation means logbooks have dedicated series numbers for each year.

The CGSB has come in and put rules to govern service providers like D&D, Archipelago and JO Thomas. Cases of sisters validating their brothers' catch on the east coast set off alarm bells in DFO and they brought the program in on the West Coast as well, to ensure fairness. D&D has gone through a procedures audit process twice to this point- at a cost of about \$130K, and the goalposts have just been changed again for the third time in two years so they have to go through it again. The new rules require that each company is dedicated to validation/observing and no other company activities are permitted. The rules have been devised around groundfish fisheries so many of the provisions are not easily workable for dive fisheries. It also appears that there are no fishermen on the consultative committee which is based in Ottawa- so many of the industry's concerns are not heard, a dangerous situation.

DFO is moving towards a ticketing system vs the on-board inspections. This would include logbook transgressions, such as missing charts, improper hauls and the like, are likely to be called, particularly as these can be back-dated 7 years and there are rumours of efforts at DFO to review logbooks archived by the data unit so they can maybe dredge up and collect on some old problems. For example- charts must be in within 28 days of fishing - otherwise it is a breach of licence conditions. It seems that the same guys in the cucumber fishery are similarly negligent, and they are well known so a little peer pressure would not hurt.

The change in the way things have to be done will also mean that fishermen will also have to pay someone else to digitize overdue charts or logs before a new licence can be issued. D&D will do the digitizing for free up until the end of June but then they will have to charge. Guys who hand their charts daily really help things along- saving everybody time, effort and, of course, money.

On the **water loss research**: D&D has been asking processors for plant weights for about 6 years- data which would comprise the validation number (so the lot can be tied into the dock weight, landing time etc), the plant weight and the roe recovery obtained- but have not yet thus far gotten any response. They have however assembled considerable data on the packer- dock changes and all that remains is the dock- plant changes. They have developed a pretty robust model of the water loss curve from the time the urchins are pulled from the water and figure that a reasonable estimate of the total water lost is about 25% of the total urchin weight. Getting the final data in on this might allow an upward adjustment of the TAC by about 7 - 10%.

Opening Schedule: There is no flexibility on the opening times because DFO is so short of people that no one is available to sign off on the orders. Juanita is great and gets everything ready for them but somehow everything seems to stop right about there. The RSU fishery is a model of efficiency when considered against all other fisheries because having 19 areas open at one time to ensure sufficient flexibility so fishing for good quality product can continue even when the weather closes off access to some and others have poor quality. For example, in the geoduck fishery, the OGM totally determines the fishing areas which are open.

Unfortunately a number of DFO guns don't get the point. Everybody knows how the system works and guys working outside the system are again just going to bring it all to a crashing halt- particularly as it emboldens some in DFO to propose taking over the whole process again so the process can be optimized solely to bureaucratic prerogatives. There are further budget cuts coming to DFO which are going to further cripple the organization and further increase pressure by them to focus on ways to make their job easier even as they look to squeeze out additional alternative financing sources. Have no doubt- the quota planning session is the most important meeting of the year and peer pressure is required to get everyone to stick to the PLAN.

SOUTH COAST REPORT---ken ridgway

Some of the research has re-opened for fishing but there is again a problem in Sidney Inlet (sea otters reducing urchin stocks) The product ordering and fishing schedules and procedures have changed a bit this year to make the fishery more market driven and fishing is tailored more to market orders than in the past.. There is a small problem in that all the boats are too spread out to really coordinate validation, unloading and transport so the associated costs are higher than they could be. Given the difficult market environment and increased fuel costs it is incumbent on everybody to do their bit to minimize the costs of production wherever possible as a component of the effort to maintain some level of profitability.

There were some reports of trucks taking mixed loads of fish and urchins to the coast which were maxed out and that some urchins were left on the dock because the fish took priority. It makes sense to share the trucking capacity because of the lower inherent costs but the communications between the boats, buyers and trucker must be fully backed by all involved to ensure that mistakes like this don't happen. It is hard to make completely accurate hails and make transport arrangements on the South Coast because there is so little advance notice.

There was also a report of a loaded truck crashing just outside of Tofino on the way to the Lower Mainland. Much of the load was recovered but there is apparently some manoeuvring by some to avoid the associated costs even though it makes more sense for everyone to share the hit. Load insurance is fairly expensive and even though processors are the only ones who can actually insure the product because they are the owners once the fish slip is passed over, the costs ultimately comes from the product and therefore the fishermen. This issue requires additional discussion. The issue of over-loaded packers also came up in this discussion, as some boats have been known to take 100,000 lbs in a single load with a resulting 30% damage loss. This is an easily avoidable cost and should be eliminated. Rating packer capacity and paying only up to that limit will reduce overloads. Assessing penalties for load damage is also another possibility but this will

likely lead to on-grounds disputes that everybody would prefer to avoid.

NORTH COAST REPORT---mike featherstone

PUHA's initiative to provide data on RSU and other species (such as abalone) to support biological insights into urchin community dynamics demonstrates the Association's commitment to fostering sustainable fisheries. Log information submitted to DFO goes directly to the Data Unit and can be distributed to DFO staff only and is not released to other interested parties to ensure confidentiality is preserved.

Subjective information on the logs, such as impressions on numbers, poor or good quality, cracked abalone shells or urchin tests indicating sea otter activity or any other reasons for not fishing an area, is also useful and is appreciated by DFO. Sea otter populations are growing very quickly- reportedly at about 15 - 20% per year but are only surveyed 5 years or so although the last one was conducted in the mid 1990's. There was some sort of census also conducted this year but the results are not known at this time.

The market has been slow, so the Q.C.C. experimental harvest has been delayed again and the Q.C.C. west did not go ahead. 2 Boats started in Smith and Rivers reporting good quality, but fishing was affected by swells. Calamity Bay is set to open October 1, 2004 and if there is enough interest, the fleet will move to West Aristazabal around October 25, 2004.

BIOLOGIST REPORT---mike featherstone

Biologist Report: Dimitri unavailable due to a back injury suffered on a past survey. In this regard Mike will discuss with Alan Campbell the future for Dimitri given that this is the second injury to his back and perhaps it is not healthy for him to pursue the field work in the future. In spite of difficulties all survey work scheduled for the season was completed and special thanks to the m/v West Port who assisted with getting it all done.

The Campagna survey was most critical because the harvest area is apparently shrinking even though the catch is remaining fairly stable. This might mean that more urchins are present in the good areas (good) or that there are fewer urchins in the not so good areas (bad). The surveys are intended to check out areas which are not fished so the stocks present can be properly assessed. The transect locations are randomly generated by computer. As for the results- RSU were fairly common in most areas but quality was spotty. The government divers slow things down a bit because they use the more conservative DCIEM dive tables which severely limit their time underwater when depths exceed 40'.

ELECTION OF OFFICERS---mike featherstone

All officers have agreed to stand again except we could not contact Herb Watson. Bob Hegedus was nominated in Herbs absence. The directors are as follows- Mike Featherstone (President), Dave Lansdowne, David McRae, Ken Ridgeway, Tim Joys, Marek Ulinowski and Bob Hegedus. Ross Morris is executive secretary.

Motion for approval by Peter Codling---seconded by James Mahon and approved by the membership.

MARKETING PROGRAM---geoff Krause

Geoff Krause provided a quick summary of the marketing program undertaken by PUHA with the West Coast Green Urchin Association as a junior partner. Funding assistance was from Agriculture and Agri-food Canada. Funding under the Agri Food Trade Program (AFTP) to the tune of about \$48 K (50% funding level) was provided last year to undertake a couple of missions to Japan and to develop background and a strategy for a targeted marketing program in Japan. Tim Joys and Geoff Krause attended the 5th Annual Tokyo Seafood and Marine Technology show in July 2003 and basically just got a feel for the culture. They managed to spend a couple days at the show and noted there was basically '0' profile for Canada at the show. They also toured Tsukiji where they viewed an uni auction and had a meeting with a couple of auctioneers where the issues of Canada's profile, or apparent lack thereof, and the condition and trends in the Japanese uni market(s) were discussed. The second mission was attended by Geoff, Dave Kensall and Juanita Rogers and a good chunk of the PUHA Board in November. A number of processors were also supposed to come along as well but all cancelled shortly before the mission left. We had previously polled the processors in Vancouver to get their perceptions on the Japanese market and their ideas on how to best approach players in Japan so we were not completely blind on the trip. The upshot of these trips is that Japanese business culture is very dependant upon personal relationships, and that it is important that representatives travel to Japan to establish the requisite relationships and to demonstrate our commitment to that market.

The highlight of this trip, other than the 3 early AM visits to Tsukiji, included a meeting convened at the Canadian Embassy in Tokyo with the delegation and a number of prominent buyers where we presented a profile of the Canadian urchin fisheries focussing on the environmental sustainability, clean waters, good taste and our commitment to providing high value urchin products to our Japanese customers. We also travelled to Sapporo to investigate the urchin-processing centre in Hokkaido and to meet some of the players in that area.

All the results of the market research were put together by Geoff as the Project Consultant into a fairly substantial report which looked at many of the business, including retail and distribution structures, cultural and logistical issues affecting the sales of uni in Japan. The report was primarily intended to provide insights into how things are done over there and is available electronically to members of PUHA and the WCGUA through Ross or Mike.

This report also provided the basis for another longer term funding application to Agri-Food Canada's "Canadian Agri Food International" (CAFI) to assist with further development and implementation of an international marketing program. Funding (again @ 50%) was approved for the next two years for:

1. targeted marketing materials for the Japanese market (brochures, video, website etc);
2. improving Canadian presence in Japanese market (winter missions to Japan);
3. continuing research of Japanese and other international uni markets;
4. additional trips to the Tokyo Seafood show;
5. trips to the Brussels Seafood Exhibition in the EU; and
6. on-going reporting etc.

It is important that everybody stays on message during these trips and that we are all talking from the same book. It is us against the world- any break in the ranks will be used against the Canadian industry as a whole to, for example, continue levering prices down. Japan's economic environment is improving, albeit slowly, but the sales environment for uni is not going to get easy all of a sudden any time soon. It will be a battle just to maintain Canada's current market share and price points, but it is an international supply chain we are part of and the goal remains (I think) to bring some Japanese buyers and retailers on board for a joint marketing and branding campaign for mutual benefit that highlights Canada's reputation and commitment to supplying high quality urchin products, environmental sustainability, great tasting uni, clean (largely pristine) growing waters and, ultimately, the superior value represented by Canadian uni providers.

Trips under this part of the program have thus far included a trip to Brussels by Mike Featherstone, Tim Joys and William Choi; another trip to the Tokyo seafood show at the invitation of Maruke undertaken by Palladin. Paddy Wong, Geoff Krause, Bob Hegedus, Jim Dyck and Bob Reinstein participated. Another trip this November to Japan is planned to continue building our relationships with our Japanese partners and to introduce and get some agreement to start work on the aforementioned joint marketing campaign.

SPECIES AT RISK ACT (SARA)---mike featherstone

This is a top priority due to the negative impacts from sea otter predation on sea urchins. There is going to be province wide consultations and the following information is for our members to use and get up to speed on the issue.

The Species at Risk Act came fully into effect in June 2004. The Act is intended to help ensure that species survive and biodiversity is maintained. SARA was expressly designed to take a co-operative approach with the involvement of stakeholders at every step of the way.

Both Environment Canada (EC) and Fisheries and Oceans Canada (DFO) acknowledge that the act was drafted primarily from a terrestrial perspective and presents particular challenges in implementing in the marine environment. SARA imposes a new structure on DFO's conservation and management mandate, one that mandates certain activities despite the existence of fisheries management plans. In addition, the co-operative, consultative, stewardship-based model that works reasonably well for terrestrial species cannot easily be applied to marine fish and fish management. With many of the likely candidates for listing, the prohibitions on harming, harassing capturing or taking a single individual mean closing otherwise thriving fisheries. If this happens, the economic loss to families and communities up and down the coast will be massive and British Columbia's seafood industry, which contributes \$1 billion of exports annually, will become a cottage industry.

In the very near future, Cabinet must decide whether to list the Cultus and Sakinaw Lake populations of sockeye salmon as recommended by the Committee on the Status of Endangered Wildlife in Canada (COSEWIC). This decision will set a precedent for marine fish listings. Alliance members believe that the process so far embodies many of the problems with the legislation.

These include:

a. Lack of Scientific Rigor

Decisions are supposed to be based on clear, science-based processes. COSEWIC's (Committee on the Status of Endangered Wildlife in Canada) definition of these populations as separate "species" is not generally accepted by scientists. No analysis of sockeye salmon as a species has been undertaken to assess whether loss of these populations would significantly affect biodiversity.

More generally, respected marine scientists believe that the existing COSEWIC criteria for listing are based on terrestrial species and need to be amended to reflect marine species population dynamics. In addition, COSEWIC processes and procedures are not transparent, open or consistent as defined by the SAGE guidelines.

b. Lack of Adequate, Clearly Defined Socio-economic Analysis

Cabinet must balance scientific advice with socio-economic impacts. Yet in the case of fisheries where impacts are likely to be severe, there are no standards or models for defining impacts or assessing costs and benefits. DFO itself has virtually no capacity for sophisticated analysis. Despite the supposed openness of the SARA legislation, there has been little consultation with industry on the economic impact of listing the Cultus and Sakinaw populations.

This impact will be serious. This year, measures to protect Cultus and Sakinaw reduced the harvest of Fraser River sockeye to less than 60,000 on a run size of almost \$5 million. The cost was more than \$10 million; the benefits a handful of spawners to each system. This is not a one time only loss. In 2005, the impact could be \$30 million, in subsequent years as high as \$100 million. This is partly because listing Cultus and Sakinaw would set a precedent that could see dozens of sockeye "species" listed and partly because sockeye is the engine that makes the rest of the salmon industry viable. Without Fraser River sockeye, there will be no wild salmon industry in BC.

c. Inadequate Consultation

Given the severity of the impacts of listing some of the marine species (closing fisheries completely, partial closures, new gear requirements, changes in fishing patterns) consultation has been inadequate. Most of the consultation for Cultus and Sakinaw occurred at a time when harvesters (whose livelihood will be most affected) were fishing. Consultation workbooks were also inadequate asking many hypothetical questions whose answers depend on a myriad of unknown factors.

d. Recovery Objectives

There is no clear policy on what constitutes recovery objectives or on what constitutes grounds for reassessment and delisting. Objectives should relate clearly to the intent of the act—the legal protection of the species and the conservation of biodiversity. It's also not clear what happens if recovery is deemed not feasible. If Sakinaw and Cultus are listed but recovery is infeasible, then they don't get delisted and the costly prohibitions remain.

f. Cost and workload

The cost to DFO in implementing SARA will be immense. There are 16 marine species currently on normal consultation and 12 on extended consultation. COSEWIC is expected to propose another 14 before the end of year and another 42 in July. Cultus and Sakinaw have already eaten up \$1 million to date with little progress

in any direction. This raises major concerns that SARA will take away necessary resources from stock assessment and other fisheries science.

g. Compensation

According to the guide to the *Species at Risk Act*, “sometimes, the cost of conserving a species at risk has to be shared by everyone in Canada.” The act makes clear how this applies in the case of terrestrial species but not for marine species where the impact on livelihoods and communities is likely to be far greater.

BCSA members are willing to work closely with DFO and EC on developing clear policies for SARA implementation at every stage in the spirit of the Act as well as on better science, analysis and consultation.

With regard to another rebuilding strategy, the Abalone rebuilding strategy mike presented some information on our cooperation with that program to date in his opening presentation.

W.C.B. INITIATIVES-DIVE OPERATIONS---mike featherstone

The WCB premium for next year is being reduced from 6.08% to 5.6% per \$100. This is partly due to the work of the Safety coordinator hired by the BC Seafood Alliance. A summary was presented of the annual report from the Safety Coordinator which included improved accident claims reporting from the vessel to the board, a summary of the accident numbers and costs. The full report will be available on the website. The next step is to focus on safety education. From 1991 to 2001 89% of claims were from drowning. All packers need to be registered with the board as of 2000 when the WCB rate classes were re-organized. Another WCB issue discussed was the dive site issue as it related to 1-diver operations supporting each other. A committee comprising of Jim Hume, Peter Codling, George Dennis, Al Shanks, Bob Reinstein, Dave Kensall and other concerned divers will investigate the options as this is a good time to approach the subject on the interpretation of policy. Ken Ridgeway will contact Jamie Ridgeway to get contact information with a follow up meeting.

WATER LOSS STUDY---mike featherstone

The issue involves the processors paying for water on areas within 6 hrs from the unloading spot. This mainly affects the south coast but also effects harvest areas with less than a 4 hour packer trip in the North. No one denies the problem but some parties are concerned that the divers will do more work and end up with the same pay. It also has potential impacts on unloaders and packers. It was debated and agreed to take a step by step approach starting with the collection of the data. Mike will contact the processors and D&D will supply data sheets. These sheets will have to be filled out for each load documenting the water loss from the validation point to the plant. Mike will ensure that the collection and recording of the data meets DFO criteria. Once the data is collected it will be presented at the next General meeting for further discussion and an action plan adopted.

Motion to for approval of the study by David McRae---seconded by David Lansdowne---approved by the membership.

PROCESSORS COMMENTS FOR 2004/2005

- a. **Paladin:** Paddy said he ships mostly bulk and the auction has a small effect. He presently has 3 boats with steady production and will not set the price with Japan until the beginning of October when full production starts. Presently he is shipping the product as samples. There has been a festival for the past few days and Chilean production is tapering down. He would like to start earlier rather than later, as we lost a few weeks in September. He suggests the market during October and November will be steady but improving in December He plans to finish harvest after April. His plan is to do similar production as last year (20-25 quotas?)
- b. **KiKu:** William presented an analogy of starting a car and let the engine warm up, and then you are ready to start accelerating. He wanted to create a demand, holding back a little and didn't want to start too early before there was any market and thus get a lower price. Chilean product doesn't slow down till October. He preferred to get Japan to tell him what they wanted rather than asking them! The start is most important as it sets the stage for the rest of the year. He will send 2 boats for September 26 with more production after October 1. He plans to do less production than last year around 25-30 quotas, but won't do any production without the right market price. Everyone needs to play it smart!
- c. **Sea Gate:** Dave introduced his company as a small player planning only to do 10-12 quotas, they plan to start with 1 boat on Sept. 26 and don't expect much production during October as they will focus on cucumbers. They will be shipping mostly bulk.
- d. **PUP:** Jeff forecasts around a million lbs (10 quotas). He reports that the Japanese buyers are positioning to reduce the price for our product. PUP sells most products direct through their own office in Tokyo and mostly tray. He made the point that it is easier to sell off grade product in Dec. and recommended fishing better areas earlier in the year and focusing on the off grade during middle of December to the middle of January In Japan the whole market is a number issue, what ever product they can get and sell at a better price is what they will focus on, not necessarily just high end product. It is always easy to sell good urchin, but very hard to sell off grade in poor demand times. They are happy to see 8% recovery with good colour. For PUP colour is more important. Jeff feels starting in September is ok and ending by the beginning of April. They plan to have around 3 boats around October 1.
- e. **Harbour Marine:** Sean stated that this year they will focus on the harvest from Oct. 15 to the end of March with around 700,000 lbs (7 quotas). Presently they don't see any recovery in the urchin market in spite of the improved economy in Japan. The \$US is still going down and the Canadian \$ is very strong. This combination is negative for prices.
- f. **Sung:** Will send 2 boats Oct. 1. and try to do 10 quotas
- g. **Territory:** Mike passed his regrets but could not show. They plan to do the same as last year (8 quotas).
- h. **Grand Hale:** Francis had other commitments and passed his regrets. Grand Hale is taking a cautious approach and will not harvest without a market demand. They

will start with 1 boat in the north and judge their harvest based on the demand and price offered. They plan to do 15- 20 quotas.

- i. **Hi-To:** Lawrence will not start until mid October and do the same production as last year (around 8 quotas)

The meeting was adjourned at 3:30 p.m.