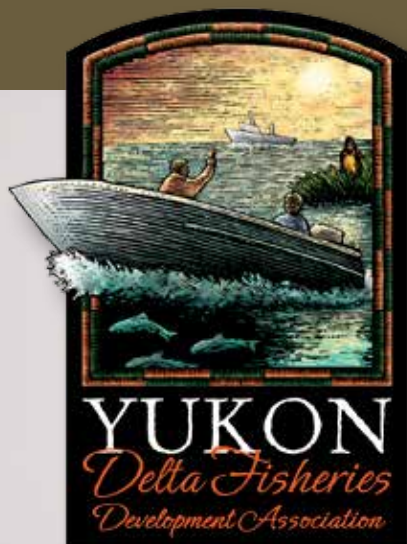


LIVING TO FISH. FISHING TO LIVE.



**YUKON DELTA FISHERIES  
DEVELOPMENT ASSOCIATION**

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**2018 Annual Report**



# YUKON DELTA FISHERIES DEVELOPMENT ASSOCIATION

## 2018 ANNUAL REPORT

### OUR MISSION

*To create a self-sustaining, independent fishing company  
which will create income and employment opportunities  
for Yukon Delta residents.*

Community development  
through fisheries development,  
representing  
the Alaskan communities of

- Alakanuk
- Kotlik
- Emmonak
- Mountain Village
- Grayling
- Nunam Iqua

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# 2018 Highlights

## **Yukon Delta Fisheries Development Association**

(YDFDA) is celebrating 26 years of service to our residents. Over the years our CDQ quota has translated into investment opportunities both inside and outside the region, allowing us to provide tangible benefits to our member residents.

**Kwikipak Fisheries** buys salmon from Yukon Delta residents providing economic opportunities for both fishermen and processing plant workers. **Yukon Marine Manufacturing** (YMM) employs local welders to build and repair boats for Yukon Delta residents.

**Yukon River Towing** (YRT) began operating in 2010 hauling gravel and rock throughout the Yukon Delta region. It has since expanded to building construction and employs local residents in and near their home villages. Our **Youth Employment Program** (YEP) provides summer employment opportunities to students between the ages of 14 and 17.

**Kwikipak Fisheries was once again the major buyer** on the Lower Yukon for the 2018 salmon season. Kwikipak Fisheries purchased 4,822,581 pounds of salmon infusing \$3,471,294 into the pockets of 457 fishermen and their families.

**Kwikipak Fisheries employed 624 residents** with wages of \$4,372,040. This included employment of 173 students ranging in age from 14–17 in the Youth Employment Project with wages of \$375,363.

**In 2018 YDFDA was awarded a grant from the State of Alaska**, Department of Labor Workforce Investment And Opportunity Act to partially fund our Youth Employment Project. The YEP Project is highly successful. We have received this grant seven out of the last eight years.

**Residents working onboard Bering Sea fishing vessels** totaled 33 with wages of \$473,893.

**YDFDA assisted the Alaska Department of Fish and Game** (ADF&G) by providing funding for various projects in 2018. Local technicians were hired to assist ADF&G in Emmonak, Middle

Mouth, and Big Eddy with projects which included the summer chum and Chinook test nets and sampling, followed by the fall chum and coho test fishing and sampling. Testing was conducted using fyke and hoop nets for efficiently catching lamprey.

**YDFDA assisted the National Oceanic and Atmospheric Association** (NOAA) in a juvenile salmon outmigration project that identified the amount of Chinook and other smolt leaving the mouths of the Yukon after breakup.

**YDFDA assisted 23 residents** with employment assistance funding totaling \$62,812.

**Kwikipak Fisheries purchased cisco from 19 local fishermen** who landed 30,987 pounds at a value to fishermen of \$46,480. Working in conjunction with ACME Smoked Fish of Brooklyn, NY, Kwikipak has built up a





specialty market for this unique product. Market demand for Yukon River cisco far exceeds the current allowable harvest. We continue to work with ADF&G to increase the allowable harvest.

**Kwikpak Fisheries purchased 10,491 furs** from 263 trappers at a value to trappers of \$918,495. Kwikpak is now the largest raw fur buyer in the State of Alaska.

**In 2018, Yukon Marine Manufacturing completed fabrication of 46 new skiffs.**

In addition, numerous repairs and modifications were done for residents on existing skiffs. 17 local residents were employed at Yukon Marine Manufacturing with wages totaling \$457,089. 42 skiffs were sold in 2018.

**Yukon River Towing (YRT)** provided jobs for 70 regional residents with wages of \$2,300,504.

**YDFDA's scholarship program** awarded scholarships to 51 students attending both

universities and vocational institutions. Scholarships awarded amounted to \$190,682.

**In 2018 1,447 YDFDA residents took advantage of employment opportunities**

made available through YDFDA and subsidiaries. This resulted in wages of \$11,865,809 going back to the communities.

**In 2018 YDFDA sponsored numerous fishermen,** both subsistence and commercial, to attend and testify at the Federal Subsistence Board, Alaska Board of Fisheries, Yukon River Panel, Yukon River Drainage Fishermen's Association, Yukon River Inter-Tribal Fish Commission, and North Pacific Fisheries Management Council meetings. Fishermen provided input on matters of concern to the lower river.

**Since 2000 YDFDA has partnered with the Alaska Business Development Center, Inc.** sponsoring the Volunteer

Tax and Loan Program (VTLP). The program assists taxpayers in YDFDA communities at no charge with the completion of their tax returns and provides them with taxpayer education. In 2018, 824 residents were assisted with their tax returns in the communities of Alakanuk, Emmonak, Kotlik, Mountain Village, and Nunam Iqua. \$1,058,978 in tax refunds was returned to our local taxpayers. Grayling is served by Tanana Chiefs Conference and its partnership with ABDC, Inc.

**YDFDA assisted five residents** with the purchase of salmon permits.



**We are excited about the future** and look forward to 2019 as the Board of Directors and administration explore more opportunities to provide community and economic development benefits to our residents and the entire Lower Yukon region.



# YDFDA's In-Region Companies

## KWIKPAK Fisheries, LLC



### **SALMON**

2018 marked the 16th consecutive year of operation for Kwikpak Fisheries on the Lower Yukon.

During the 2018 season, Kwikpak's operations included the processing facility in Emmonak, an icing station in Kotlik, and the buying/icing barge in Mountain Village.

In 2018 the majority of product was processed in Emmonak which included fresh fish sales of both fillets and H&G and frozen fillets and H&G. Kwikpak branded product was shipped directly to customers in the lower forty-eight and Europe.

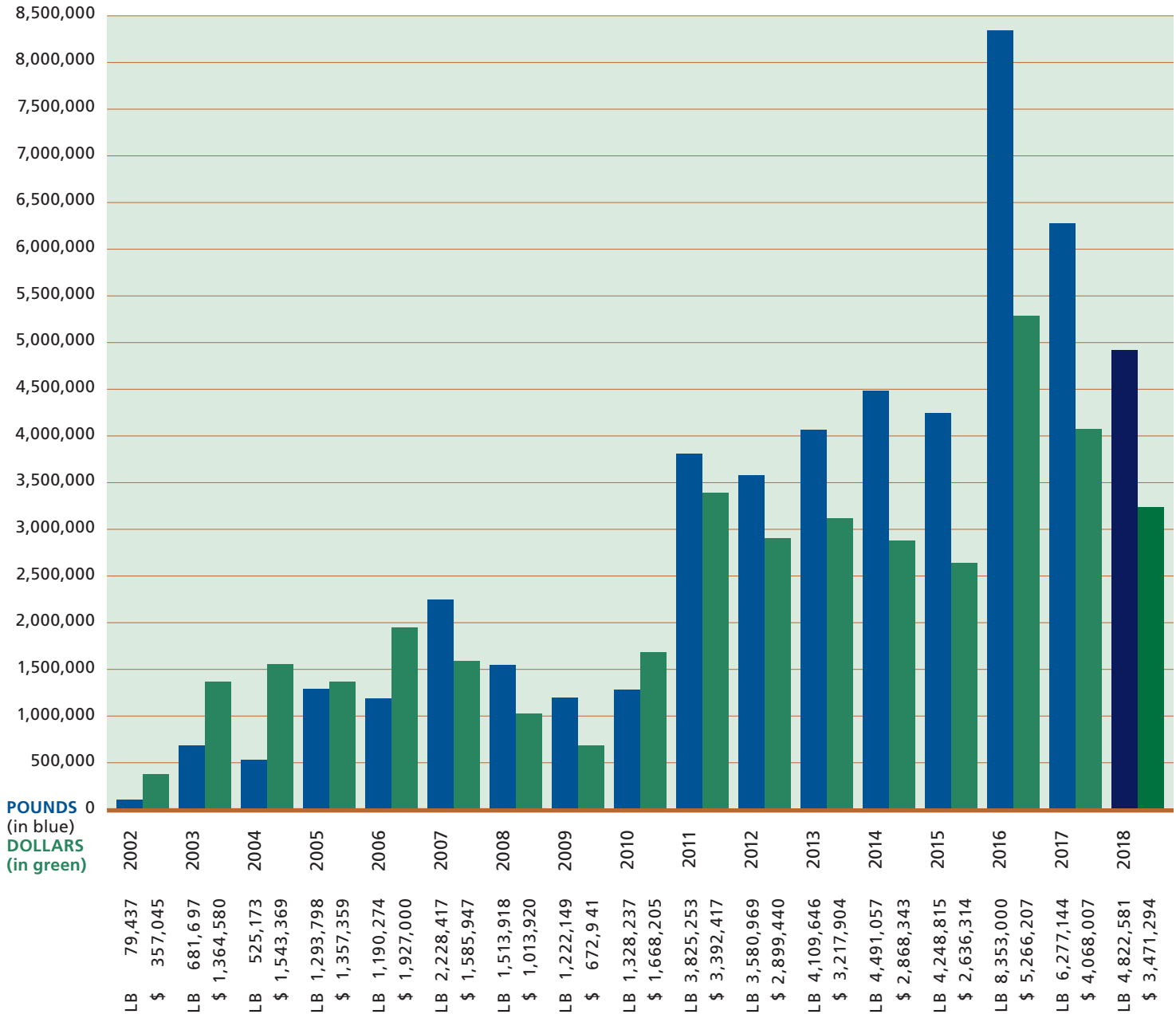
457 fishermen delivered 4,822,581 pounds of salmon in 2018. The total earnings to fishermen and their families was \$3,471,294.

Kwikpak continued to promote wild Yukon River salmon world-wide. Kwikpak has maintained a reputation for high quality demonstrated by sales and distribution in Japan, the United Kingdom, and several other Western European countries. We are dedicated to aggressively producing and marketing the highest quality salmon enabling us to provide the greatest economic benefit possible to our residents.

Economic gains to fishermen are clearly evident. Ex-vessel prices



## KWIKPAK SALMON PURCHASES — POUNDS / DOLLARS



From 2011 to 2016, all salmon purchases were chum, coho, or sockeye salmon. King salmon was purchased again in 2017 in limited quantities.

## YDFDA's In-Region Companies (Continued)



**KING SALMON PURCHASED  
BY KWIKPAK FISHERIES**

	Y-1	Y-2	TOTAL
2002	3,670	221	3,891
2003	15,134	9,708	24,842
2004	14,979	9,646	24,625
2005	8,625	4,327	12,952
2006	13,286	6,795	20,081
2007	11,372	5,049	16,421
2008	2,224	958	3,182
2009	81	131	212
2010	5,699	4,143	9,842
2011	0	0	0
2012	0	0	0
2013	0	0	0
2014	0	0	0
2015	0	0	0
2016	0	0	0
2017	1,804	0	1,804
2018	0	0	0



for both Yukon Keta and Coho salmon were among the highest paid to fishermen statewide in 2018.

### CISCO

Kwikpak continues to develop markets for fisheries classified as experimental by ADF&G. In 2018 the cisco harvest was once again a success. 19 fishermen delivered 30,987 pounds at a value to fishermen of \$46,480. In order

to provide the highest quality, all of the harvest was processed in Emmonak and shipped directly to ACME Smoked Fish of Brooklyn, NY.

### LAMPREY

Due to unsafe ice conditions, the lamprey fishery was unsuccessful. We continue to receive interest in this unique fishery which is the only commercial lamprey fishery in U.S. waters.



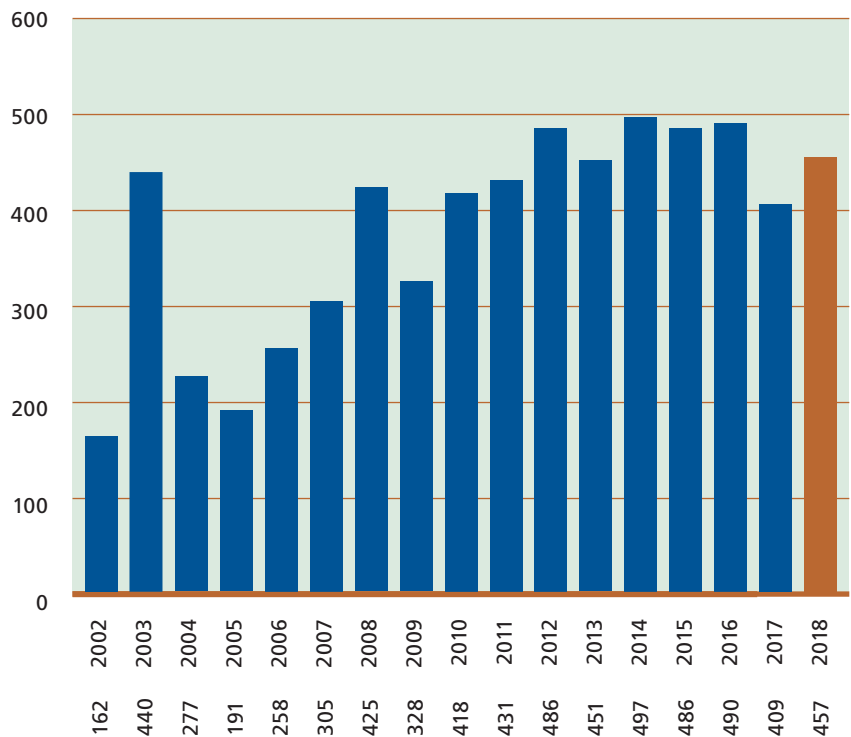


## EMPLOYMENT

In addition to providing a fair market value to the region's fishermen, Kwipak Fisheries is the largest private employer in the region. Kwipak Fisheries makes a concentrated effort to recruit workers from within the region to provide beneficial employment opportunities to residents of our member villages. We also recruit on an as needed basis from other Western Alaska villages including Marshall, Pilot Station, Russian Mission, St. Mary's, Hooper Bay, Scammon Bay, Chevak, Mekoryuk, Akiachak, Kalskag, Kasigluk, St. Michael and Stebbins, Tukuksak.

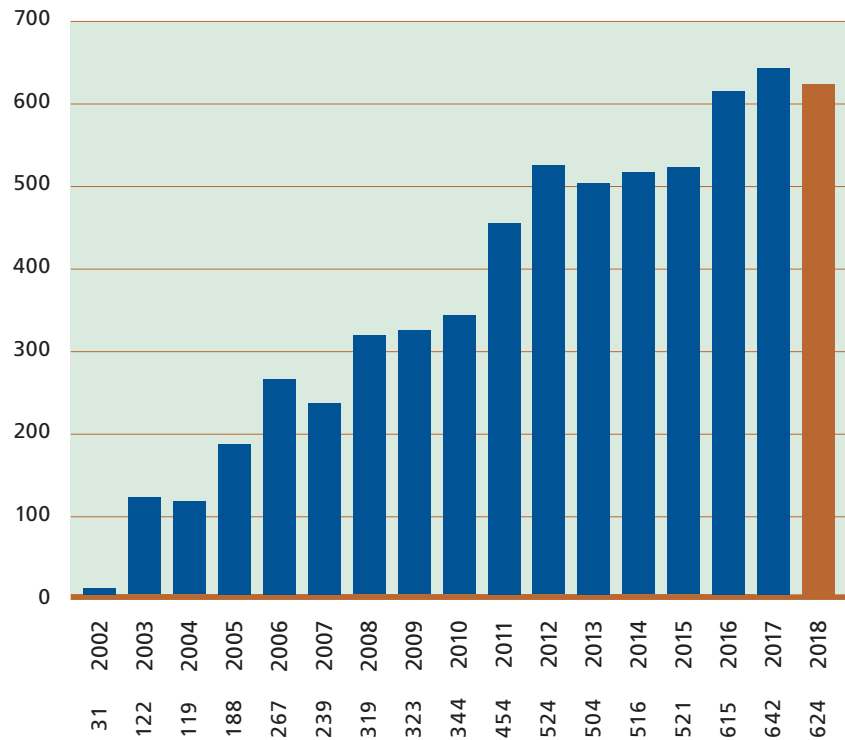
In 2018 Kwipak hired a total of 624 residents that live within the Lower Yukon/Western Alaska region. These workers had earnings totaling \$4,372,040. Kwipak is heavily involved in several aspects of the in-region workforce. We exclusively utilize regional administrators for recruitment of all local workers. Job placement and training are prioritized to provide skills to workers from our villages. We have been able to not only train the residents of our region, but also provide them with meaningful jobs. We now have regional workers with jobs in accounting, data entry, heavy equipment operators, commercial refrigeration, documented vessel operations, tug boat crews and captains, electricians, fishery technicians, cooks, store keepers, clerical workers, air cargo, commercial truck drivers, regulatory recorders, seafood technicians, and operating engineers, in addition to our fish processors. We place regional residents in the forefront of all employment policies.

## LOCAL KWIPAK EMPLOYMENT — FISHERMEN

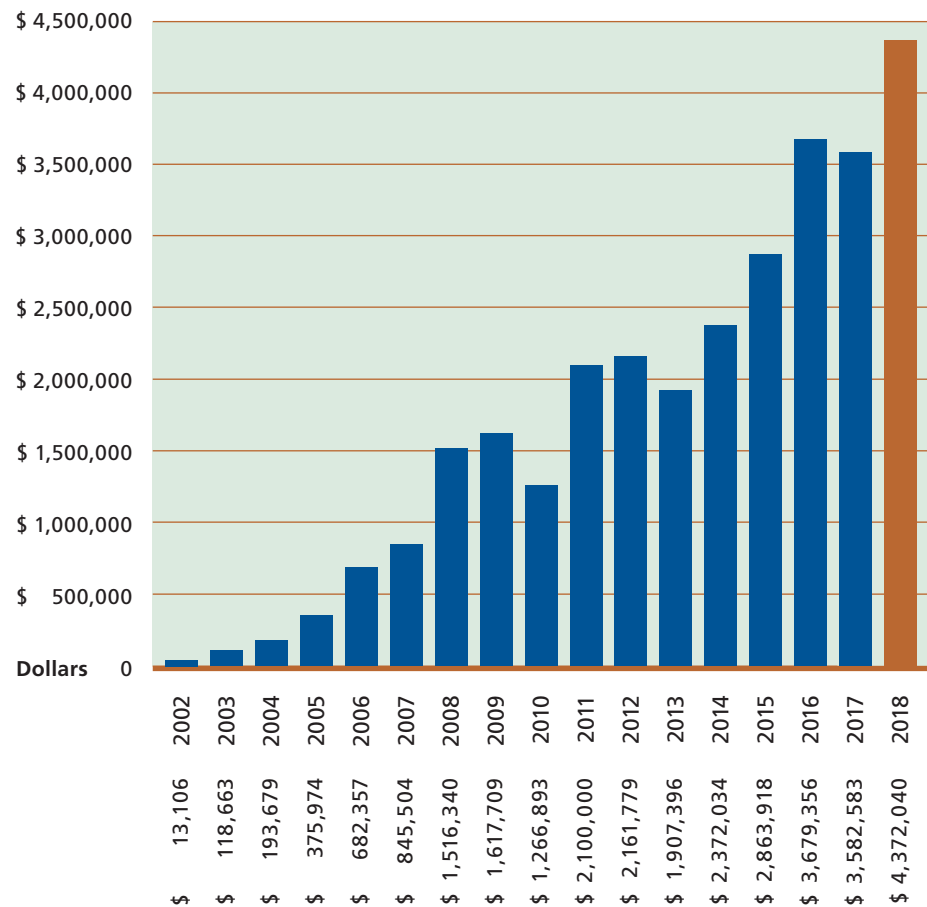


## YDFDA's In-Region Companies (Continued)

### LOCAL KWIKPAK EMPLOYMENT — EMPLOYEES



### LOCAL KWIKPAK EMPLOYMENT — WAGES



## **YOUTH EMPLOYMENT PROJECT (YEP)**

A key component of our employment and workforce development is the Youth Employment Project (YEP). This program is felt to be the cornerstone in addressing the long-term unemployment issues of our region.

We are very proud of the YEP program which employs youth between the ages of 14 and 17.

In 2018 Kwikpak Fisheries employed 173 students. Total wages earned by the 173 youth employees equaled \$375,363 averaging \$2,170 per student. Youth employees held positions including office assistant, receptionist, cashier, salmon traceability data entry, custodian, roe technicians, fish packing, fish grading, making boxes, and bunkhouse assistant. Youth employees were hired from Nunam Iqua, Alakanuk, Emmonak, Kotlik, and Mountain Village to work at all three Kwikpak stations.

Through their experience working in the YEP program, the youth are building a fundamental foundation for the general workforce and learning to be contributing members of society.

## **FUR BUYING**

Headquartered in Grayling and Kotlik, our fur buying operations continued in earnest during the 2018 season. 10,491 furs



(more than double the number purchased in 2017) were purchased from 263 trappers (more than double the number of trappers participating in 2017). Trappers were paid \$918,495 (more than 3 times the value in 2017). Pelts consisted of beaver, otter, mink, muskrat, lynx, fox,

coyote, wolf, wolverine, marten and weasel. Kwikpak has now firmly established itself as the largest raw fur buyer in the State of Alaska. In addition, our lynx and marten were ranked top grade against lynx and marten trapped nationwide.



## YDFDA's In-Region Companies (Continued)

### Yukon River Towing, LLC



#### **YUKON RIVER TOWING (YRT)**

Yukon River Towing, headquartered in Emmonak, AK, was established in 2010 to provide regional residents with job opportunities

in the construction and maritime fields. Over the last 8 years YRT's accomplishments include large and small commercial projects, building renovations, site work, utility improvements, and fisheries support construction. The barging and towing services are primarily utilized to haul gravel, construction materials,

and equipment to various construction site locations on the Lower Yukon River.

In late 2017, YRT was awarded the contract with the City of Emmonak's Eastside Water and Sewer Improvements project. The project award of \$5,000,000 employed 39 individuals and is the single largest project to date for YRT. The majority of the construction work was performed during 2018. Other notable projects that were completed during 2018 include the construction of the Kotlik Hamilton Office Building, the Emmonak Airport Culvert Replacement, improvements to the Emmonak Women's Shelter, leveling a building for the Lower Yukon School District, installing a ramp for the Boys & Girls Club, and the painting and completion of the Kotlik Tank Farm building. Additionally, beginning in 2018 YRT employed 19 individuals to construct the 10,000 plus square foot EDA Roe Processing /Office Building in Emmonak which will be utilized by Kwikpak Fisheries beginning in the summer of 2019.

In total, YRT employed 70 individuals from the region with wages totaling \$2,300,504 in 2018. These construction projects assisted to generate jobs and develop skills for local laborers, carpenters, plumbers, mechanics, supervisors, administrative assistants, heavy equipment operators, flaggers, LCM captains, deckhands, cooks, and housekeepers from the Lower Yukon Region. Also, YRT employs





a regional administrative assistant who oversees office operations, assists with project bids, submittals, and supports crew operations throughout the region.

During the 2018 vessel operations season, we are happy to announce that one member of our vessel crew passed the test enabling him to apply for his USCG captains license. The process is ongoing

and takes time, but we hope to see him receive his Merchant Mariners Credentials with Master, Mate and AB endorsements in due time.

YRT's growing success is the result of the hard-working men and women from the Lower Yukon River region. One of YRT's primary goals is to build strong professional relationships that support

the economic opportunities to those individuals in and around the region. YRT continues to bid on construction work for the coming year to meet the goal of acquiring meaningful work opportunities that will enhance and build upon employing workers from the YDFDA member communities. Already 2019 is looking to be another busy year.

## Yukon Marine Manufacturing, LLC



### **YUKON MARINE MANUFACTURING SKIFF BUILDING FACILITY (YMM)**

YMM is well known in the region for the high quality of their skiffs. In 2018 they were able to complete construction on 46 new skiffs in addition to

numerous repairs to existing skiffs. 42 skiffs were sold in 2018.

17 Yukon Delta residents were employed at the YMM skiff building facility in 2018 with wages of \$457,089. A total of 400 skiffs have been built since the beginning of this program in 1999.





# YDFDA's Offshore Investments

## Investments In Bering Sea Fish Quota

All of the major fisheries in the Bering Sea are now rationalized, which means that of the total pounds of fish in each fishery that may be caught each year, percentages of this total catch, or quota, is allocated to fishery operators and may be bought and sold. Ownership of such quota by Yukon Delta Fisheries Development Association (YDFDA), in addition to its yearly CDQ allocations, is of primary importance to YDFDA as it allows our boats to fish at full capacity, maximizing their revenue, or allows YDFDA to lease out such quota to other harvesters to generate royalty income.

Since 1999, YDFDA has purchased substantial amounts of Bering Sea pollock, cod, crab, halibut, and black cod quota. For pollock, YDFDA has one of the largest holdings of mothership fleet pollock

quota, which we use on the *OCEAN LEADER* and the *AMERICAN BEAUTY*, which then deliver their catch to the *GOLDEN ALASKA*. For Pacific Cod, YDFDA owns a substantial portion of two Bering Sea Pacific Cod licenses, which is used for harvest aboard the *BARANOF*, as well as on other cod vessels in the Bering Sea fleet. For crab, YDFDA has made substantial purchases of Bristol Bay Red King Crab, Bering Sea Snow Crab (opilio), and Bering Sea Tanner Crab (Bairdi) quotas in the past few years. It is YDFDA's goal to purchase up to the quota ownership cap in these crab fisheries. The revenue derived from YDFDA's ownership of such quotas in all fisheries is used to support YDFDA's in-region activities, and to further the goal of economic development in our member communities.



### AKULURAK, LLC

YDFDA owns 85% of the C/P *Courageous*, a 180-foot crab/longline catcher processor. This LLC also includes a Bering Sea Pacific Cod license which is used by YDFDA to generate royalty revenues.



### ALAKANUK BEAUTY, LLC

YDFI owns 75% of the F/V *American Beauty*, a 123-foot trawler. *American Beauty* harvests pollock for the F/V *Golden Alaska* as well as Pacific whiting. *American Beauty* provides apprenticeship opportunities for Yukon Delta residents.



### **EMMONAK LEADER, LLC**

YDFI owns 75% of the F/V *Ocean Leader*, a 120-foot trawler. *Ocean Leader* harvests pollock for the *Golden Alaska* as well as Pacific whiting. *Ocean Leader* provides apprenticeship opportunities for Yukon Delta residents.



### **KISKA SEA NORTHERN, LLC**

YDFI owns 45% of the F/V *Kiska Sea*, a 125-foot crab catcher vessel. *Kiska Sea* harvests king, tanner, and opilio crab. *Kiska Sea* has year-round crew positions available for Yukon Delta residents.



### **ROMANZOF FISHING COMPANY, LLC**

YDFDA owns 41% of the C/P *Baranof*, a 182-foot crab/cod catcher processor. *Baranof* harvests and processes CDQ and non-CDQ opilio and red king crab, Pacific cod, and sablefish. *Baranof* has year-round crew positions available for Yukon Delta residents.



### **GOLDEN ALASKA, LLC**

YDFI owns 26.3% of the M/V *Golden Alaska*. *Golden Alaska* is a 305-foot pollock and Pacific whiting mother-ship that provides processing positions for Yukon Delta residents.



# Board of Directors Profiles



**Max Agayar** lives in Alakanuk. He began subsistence fishing when he was 10 years old with his father and brother. In 1996 he and his wife purchased a commercial Yukon Permit and he has been a commercial fisherman ever since. He has been associated with YDFDA since 1995 and on the Board since 1999.



**Cyril Okitkun** lives in Kotlik. He joined the YDFDA Board in 2017. He is a subsistence and commercial fisherman. He would like to see local leaders trained and empowered by YDFDA to lead the region into the future.



**Maxine Agayar** lives in Alakanuk. She grew up commercial and subsistence fishing with her family. She now fishes on her own. Her goal is to be a better person today and tomorrow, than one was yesterday.



**Reynold Okitkun** (Papa Joe) lives in Kotlik. He joined the YDFDA Board in 2016. He has been commercial fishing since he was 13. His goal is to work for our local villages to ensure training and employment opportunities continue and to make sure that local residents have a voice on the board.



**Simon Andrews** lives in Mountain Village. He began subsistence and commercial fishing in his early teens. He fishes for all species of fish both winter and summer. He is pleased to represent Mountain Village on YDFDA's Board of Directors. He has been involved with YDFDA since 2007.



**Matilda Oktoyuk** lives in Emmonak. She has had life-time involvement in fishing as a commercial herring fisherwoman in Norton Sound and subsistence fish user. She has been involved with YDFDA since attending the first meeting in 1992.



**Shirley Clark** lives in Grayling. She started cutting fish and subsistence fishing from a row boat at the age of 8. She has commercial and subsistence fished on the Yukon and Kuskokwim. She is famous for her sewing projects using local furs. She would like to see our youth learn to catch and care for salmon, combining subsistence and modern ways.



**Darlene Pete** lives in Nunam Iqua. She grew up subsistence and commercial fishing with her father. She is now a permit holder and fishes with her children. She wants to protect the fisheries for future generations.



**Marvin Deacon** lives in Grayling. He has been a subsistence fisherman all his life fishing for salmon, Grayling and sheefish. He holds a Y4 Fish Wheel permit. He has been involved with YDFDA since 2006. His goal is to do his best to help the people of the Yukon River Delta.



**Stanley Pete** lives in Nunam Iqua. He is a lifelong subsistence and commercial fisherman. He has fished for numerous species all over Alaska. He has a keen interest in the commercial and subsistence salmon fishery in our region. He has been involved with YDFDA since the inception of the CDQ Program in 1992.



**Ivan Demientieff** lives in Grayling. He is a subsistence fisherman as well as a former commercial fisherman. He uses subsistence fishing to feed his family and the people of Grayling. He is YDFDA's fur buyer for the upper river region. He is always looking to the future and moving forward in a positive manner.



**Matthew Waskey** lives in Mountain Village. He first joined the YDFDA Board in 1999. He was one of the original board members from Mountain Village when they joined YDFDA in 1999. He has fished for as long as he can remember both on the high seas and rivers. He encourages young people to pursue fishing.



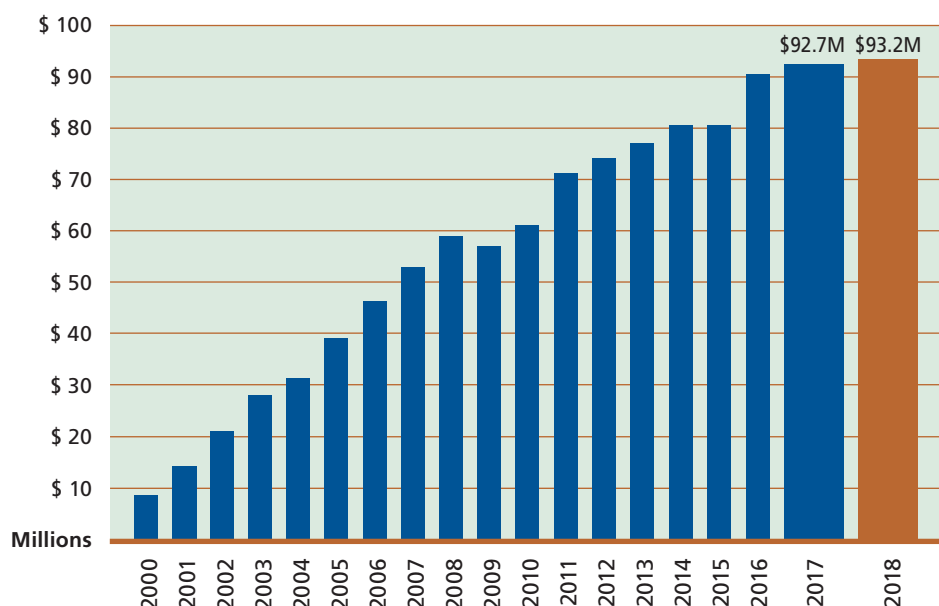
**Jennifer Kameroff** lives in Emmonak. She grew up subsistence fishing and has been a commercial crew member since early 2000. She would like our communities to work together to sustain our fisheries and provide opportunities for economic development in our six villages. She joined the YDFDA Board in 2018.

# Financial Overview 2018

## YDFDA and Subsidiaries

- Growth in net assets of \$882,814 to a total of \$93.2 million.
- Lowered total liabilities by 46.4% over 2017.
- Increased regional employment by 7.7% over 2017.

### GROWTH IN NET ASSETS (MILLIONS)



2018 was another successful year for Yukon Delta Fisheries Development Association. The net assets of the company, a measure of the company's net worth, grew by \$882,814 to \$93.2 million. Over the last 18 years the net worth of the company has grown in net assets by \$87.0 million, an outstanding growth of 1400%. The steady growth is outlined on the chart to the left. The company posted another strong operational year with total revenues of \$43.5 million.

### EMPLOYMENT STATISTICS 2018

		PEOPLE	WAGES
<b>Offshore Fisheries</b>			
Golden Alaska	A Season	19	\$ 263,307
Golden Alaska	B Season	6	\$ 74,586
Ocean Leader	A Season	1	\$ 38,339
Ocean Leader	B Season	1	\$ 37,054
American Seafoods	B Season	1	\$ 5,850
Aleutian Sable Fish Co.	A Season	2	\$ 14,350
Shelford Fisheries	A Season	1	\$ 15,866
Shelford Fisheries	B Season	1	\$ 13,073
US Seafoods LLC		1	\$ 11,468
<b>TOTAL OFFSHORE FISHERIES</b>		<b>33</b>	<b>\$ 473,893</b>
<b>Other Employment</b>			
Internships/Youth Employment		173	\$ 375,363
Other Employment		535	\$ 6,615,021
Village Representatives		8	\$ 22,900
Regional Management		5	\$ 416,256
Fishermen		463	\$ 3,517,774
Fur Traders		263	\$ 918,495
<b>TOTAL OTHER EMPLOYMENT</b>		<b>1,447</b>	<b>\$ 11,865,809</b>

### SCHOLARSHIPS & TRAINING STATISTICS 2018

		PEOPLE	EXPENDITURE
<b>Scholarships</b>			
Alaska Career College		2	\$ 9,283
Alaska Vocational Technical Center		14	\$ 35,904
Alaska Christian College		3	\$ 10,500
Ilsagvik College		1	\$ 3,500
Rocky Mountain College		1	\$ 3,500
Southern New Hampshire Univ.		1	\$ 7,000
University of Alaska Anchorage		2	\$ 8,075
University of Alaska Fairbanks		3	\$ 7,200
University of Alaska Foundation		23	\$ 103,870
University of Phoenix		1	\$ 1,850
<b>Total Scholarships</b>		<b>51</b>	<b>\$ 190,682</b>
<b>Other Training</b>			
Fisheries Related		26	\$ 17,685
<b>TOTAL</b>		<b>77</b>	<b>\$ 208,367</b>



**Yukon Delta Fisheries Development Association and Subsidiaries**

# Consolidated Statements of Financial Position

YEARS ENDED DECEMBER 31, 2018 AND 2017

<b>Assets</b>	<b>2018</b>	<b>2017</b>
Current assets:		
Cash and cash equivalents	\$ 15,386,710	\$ 25,217,094
Accounts receivable, net	5,502,677	5,380,368
Other receivables	1,003,568	56,207
Investments in marketable securities	6,823,866	7,076,720
Inventory	4,449,802	2,594,611
Prepaid expenses and other assets	316,190	456,878
Assets held for sale	349,647	154,607
Total current assets	<u>33,832,460</u>	<u>40,936,485</u>
Notes receivable, net	1,996,294	1,829,245
Equity method Investments	5,232,312	5,204,080
IFQ permits and fishing rights	52,251,441	52,251,441
Board-restricted long-term securities	810,733	813,090
Other assets	146,499	161,134
Property, plant, and equipment, net	<u>6,642,845</u>	<u>5,968,187</u>
Total assets	<u>\$ 100,912,584</u>	<u>\$ 107,163,662</u>
<b>Liabilities and Net Assets</b>		
Liabilities:		
Current Liabilities:		
Accounts payable and accrued liabilities	\$ 1,676,717	\$ 2,204,933
Current portion of long-term debt	<u>551,619</u>	<u>1,164,384</u>
Total current liabilities	2,228,336	3,369,317
Long-term debt, net of current portion	<u>5,512,967</u>	<u>11,064,581</u>
Total liabilities	<u>7,741,303</u>	<u>14,433,898</u>
Net assets:		
Without donor restrictions	90,857,281	90,364,804
With donor restrictions	113,000	101,100
Noncontrolling interests in subsidiaries	<u>2,201,000</u>	<u>2,263,860</u>
Total net assets	<u>93,171,281</u>	<u>92,729,764</u>
Total liabilities and net assets	<u>\$ 100,912,584</u>	<u>\$ 107,163,662</u>

*Excerpt from Audited Financial Statements*

**Yukon Delta Fisheries Development Association and Subsidiaries**

# Consolidated Statements of Activities and Change in Unrestricted Net Assets

YEARS ENDED DECEMBER 31, 2018 AND 2017

	2018	2017
Revenues:		
CDQ and IFQ royalties	\$ 18,483,824	\$ 18,123,509
Fish sales	8,900,347	20,082,000
Fish sales to affiliates	5,190,397	4,470,843
Grant reimbursements	1,000,169	408,967
Donor-restricted landing tax donations	113,000	101,100
Other operating income	9,836,427	4,843,198
Total operating revenues	<u>\$ 43,524,164</u>	<u>\$ 48,029,617</u>
Cost of goods sold	34,842,172	36,262,863
Administrative and other expenses:		
Initiatives	2,311,960	1,915,565
Donor-restricted funds used for initiatives	101,100	105,000
Administration	3,378,086	3,206,854
Board	1,004,435	599,062
Impairment of long-lived assets	1,128,765	7,164,031
Total Operating expenses	<u>\$ 7,924,346</u>	<u>\$ 12,990,512</u>
Realized gain on insurance claim	—	4,161,569
Total operating income	<u>757,646</u>	<u>2,937,811</u>
Other income (expense):		
Interest and other income	299,908	106,718
Interest and other expense	(364,490)	(714,038)
Equity in earnings (losses) of equity method investments	227,233	(93,735)
Net other expense	<u>\$ 162,651</u>	<u>\$ (701,055)</u>
Income before taxes	920,297	2,236,756
Income tax expense	(37,483)	(6,011)
Change in net assets	<u>\$ 882,814</u>	<u>\$ 2,230,745</u>
Beginning net assets	<u>\$ 92,729,764</u>	<u>\$ 90,749,019</u>
Distributions to non-controlling interests	(441,297)	(250,000)
Ending net assets	<u>\$ 93,171,281</u>	<u>\$ 92,729,764</u>

*Excerpt from Audited Financial Statements*

## **Yukon Delta Fisheries Development Association and Subsidiaries**

# **Transparency Report**

### **TRANSACTION REPORTING**

YDFDA reports all contractual relationships over \$40,000 between itself and its directors and officers (and their family members). There were none in 2018.

### **JOBS AND DRUG TESTING**

Pursuant to Article 6, Section 14 of YDFDA's bylaws, a director may not simultaneously hold a full-time position of employment with YDFDA or any of its subsidiaries while serving as a director. Additionally, our bylaws prohibit a director from accepting any employment, compensation, gifts or services of any kind which are being provided in exchange for his or her action or inaction on any matter of YDFDA business. Violations of this provision constitute grounds for removal of a director from the Board of Directors. There were no such activities in 2018.

In 2005, YDFDA adopted a drug testing policy whereby all of its employees, including those of its subsidiaries, are subject to pre-hire drug screening and random drug testing during their term of employment. In addition, all YDFDA directors are subject to drug screening upon election or re-election.

### **DIRECTOR/EMPLOYEE RELATIONS WITH PROFESSIONAL SERVICE PROVIDERS**

YDFDA reports if any officers, directors, or key employees are related by family or business to any of YDFDA's professional service providers. There were no such relationships in 2018.

### **PENDING LEGAL PROCEEDINGS WITH PAST DIRECTORS**

YDFDA reports any pending litigation between itself and any past directors. There is no such pending litigation.

### **ADDITIONAL INFORMATION**

There is additional information available to residents of YDFDA member communities regarding the activities of YDFDA by reviewing our Internal Revenue Service Form 990, which YDFDA files every year. A copy of this filing is available for review during regular business hours at our offices in Anchorage and is also available online at [www.guidestar.org](http://www.guidestar.org) (free registration required).



## Yukon Delta Fisheries Development Association and Subsidiaries

# Transparency Report (continued)

### DIRECTOR COMPENSATION POLICY

YDFDA compensates its directors \$500 per day for meetings and travel. If a director attends more than one meeting per day, they are compensated an additional \$100 per meeting.

Compensation for the aggregate of 16 directors for 2018 was \$280,050

### YDFDA PROFESSIONAL FEES — 2018

Legal Expenses	8,488
Accounting Fees	194,168
Consultants	394,608
Lobbying Expenses	<u>91,173</u>
Total	\$ 688,437

### TOP FIVE EMPLOYEE COMPENSATION — 2018

Name	Title	Compensation
Ragnar Alstrom Alakanuk, AK	Executive Director	\$ 204,219
Gerry Davis Seattle, WA	General Counsel	\$ 166,459
Jenny Koenig Anchorage, AK	Finance Director	\$ 150,815
Jack Schultheis Anchorage, AK	Kwikpak Fisheries Operations Manager	\$ 147,159
Landry Price Anchorage, AK	Controller and Quota Manager	\$ 119,999

*Notes: Compensation is the aggregate of compensation received from YDFDA and all subsidiaries.*

*List includes employees of YDFDA and subsidiaries, but excludes fishermen working on a crew share basis.*

# Leadership

## BOARD OF DIRECTORS

## TERM ENDING

Max Agayar – <b>Alakanuk</b>	2021
Maxine Agayar – <b>Alakanuk</b> <i>Secretary</i>	2019
Matilda Oktoyuk – <b>Emmonak</b>	2019
Jennifer Kameroff – <b>Emmonak</b>	2021
Marvin Deacon – <b>Grayling</b>	2019
Ivan Demientieff – <b>Grayling</b> <i>Chairman</i>	2020
Shirley Clark – <b>Grayling</b>	2019
Reynold Okitkun – <b>Kotlik</b>	2019
Cyril Okitkun – <b>Kotlik</b> <i>Treasurer</i>	2020
Simon Andrews – <b>Mountain Village</b> <i>Vice Chairman</i>	2020
Matthew Waskey – <b>Mountain Village</b>	2021
Darlene Pete – <b>Nunam Iqua</b>	2020
Stanley Pete – <b>Nunam Iqua</b>	2021

## VILLAGE REPRESENTATIVES

Frank Alstrom, Jr. – **Alakanuk**  
 Antonia Kameroff – **Emmonak**  
 Rebecca Bostrom – **Grayling**  
 Nadine Sinka-Okitkun – **Kotlik**  
 Bibiana Sage – **Mountain Village**  
 Elizabeth Adams – **Nunam Iqua**

## STAFF

Ragnar O. Alstrom – **Executive Director**  
 Robert Andrews – **Yukon Marine Manufacturing**  
**Operations Manager**  
 Jack Schultheis – **Kwipak Fisheries Operations**  
**Manager**  
 Dan Case – **Finance Director**  
 Marti Castle-Bickford – **Yukon River Towing**  
**Operations Manager**  
 Gerry Davis – **General Counsel**  
 Landry Price – **Controller and Quota Manager**  
 Jennifer Williams – **Government Affairs**  
 Ruth Carter – **Executive Assistant**  
 Douglas Redfox – **YDFDA Employment and Training**  
**Coordinator**  
 Francine Waska – **Kwipak Fisheries Youth Employment**  
**Coordinator**

## YDFI BOARD

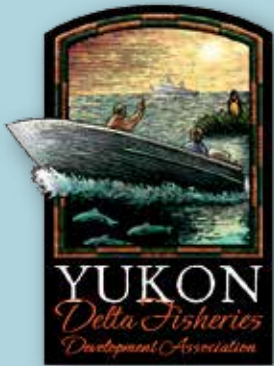
Max Agayar  
 Simon Andrews  
 Ivan Demientieff  
 Jennifer Kameroff  
 Cyril Okitkun  
 Reynold Okitkun  
 Stanley Pete

## SCHOLARSHIP COMMITTEE

Maxine Agayar  
 Marvin Deacon  
 Jennifer Kameroff  
 Cyril Okitkun  
 Darlene Pete  
 Doug Redfox







[www.YDFDA.org](http://www.YDFDA.org)

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Fax 907-949-1203

**KWIKPAK FISHERIES, LLC**

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Emmonak, AK 99581  
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Fax 907-949-1123  
[www.kwipakfisheries.com](http://www.kwipakfisheries.com)

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MANUFACTURING, LLC**

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**YUKON RIVER TOWING, LLC**

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