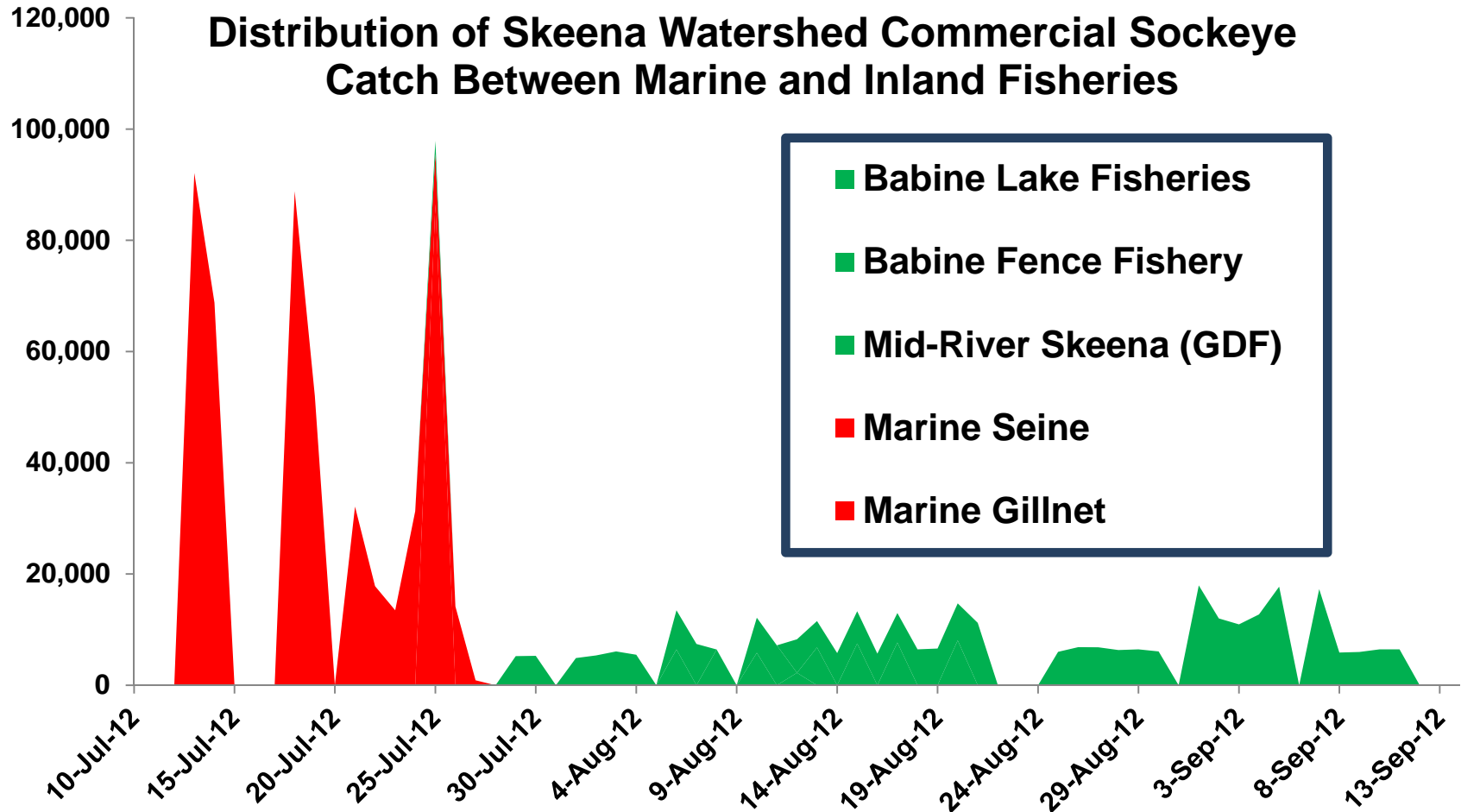


# **2012 Skeena Watershed Inland Commercial Sockeye Fisheries**

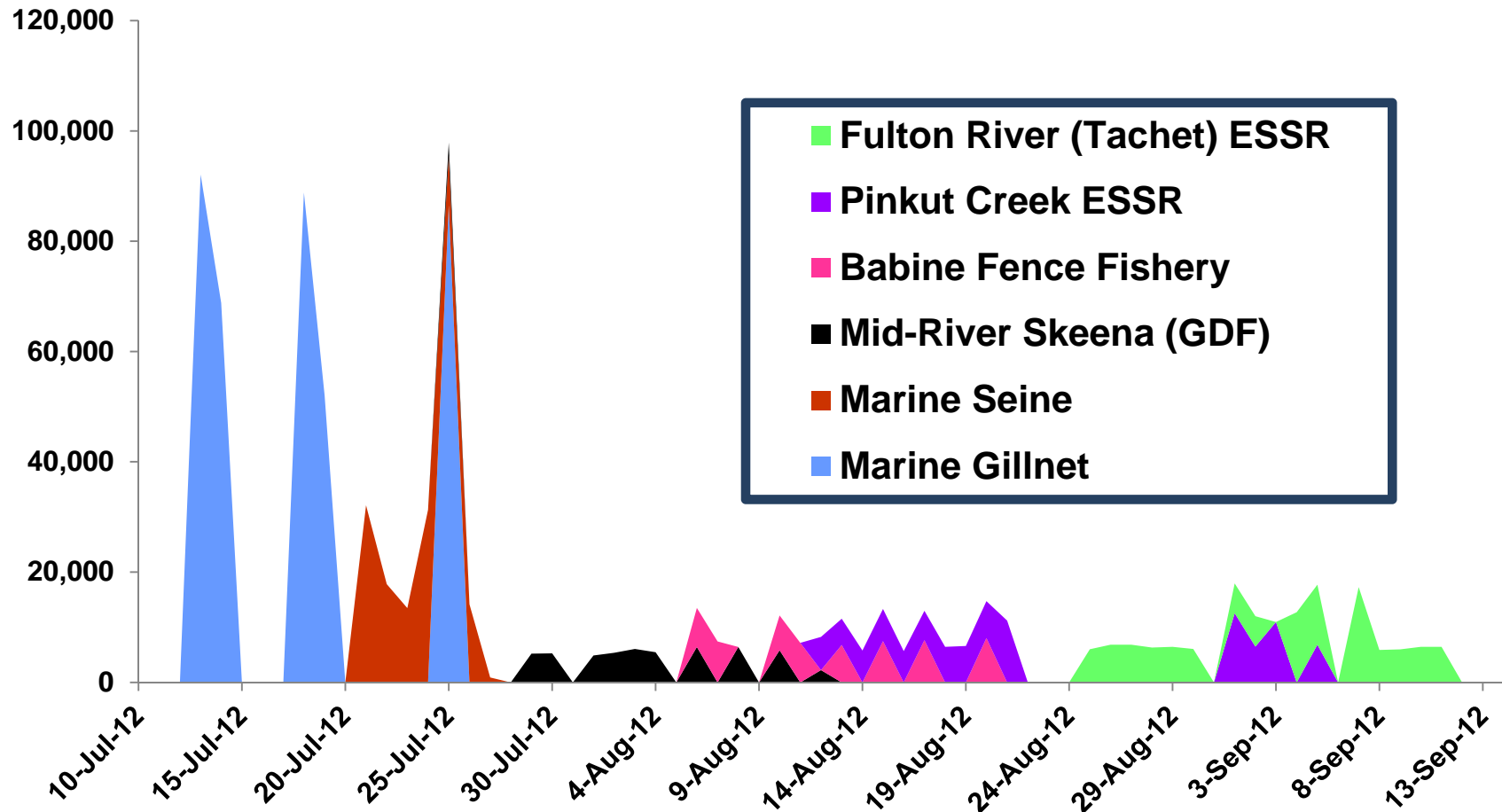
First Nations expanding market and processing  
opportunities for Skeena sockeye

Report prepared for Department of Fisheries and Oceans  
Post-Season Review: December, 2012

# Timing of Skeena River Commercial Fisheries: Marine – Red; Inland - Green



# Skeena sockeye available from middle of July to the middle of September



# Market Opportunities

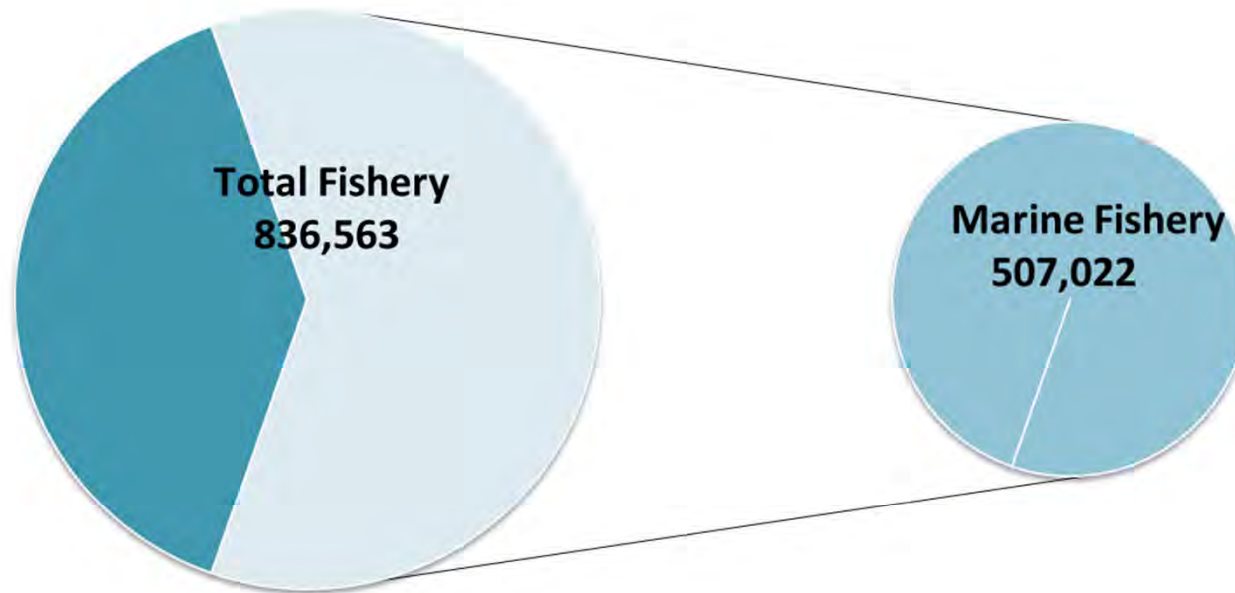
- North Coast Sockeye is available to the market from the middle of June to the middle of September
- North Coast sockeye is available longer than any other single wild salmon fishery in North America
- Relatively slow pace of most fisheries benefits processing and marketing
- Differing quality as sockeye moves upriver allows for product and market development
- Harvesting costs can be relatively low relative to revenues

# Expanding Benefits

- Over 200 First Nations people directly involved in the harvesting of in-river sockeye
- Extending North Coast salmon processing work by a month
- Providing training and work experience for FN people
- Enhancing cultural connections, particularly for young people
- Expanding partnerships with processors to expand markets and products
- Building stronger and more cooperative workings with marine harvesting sector

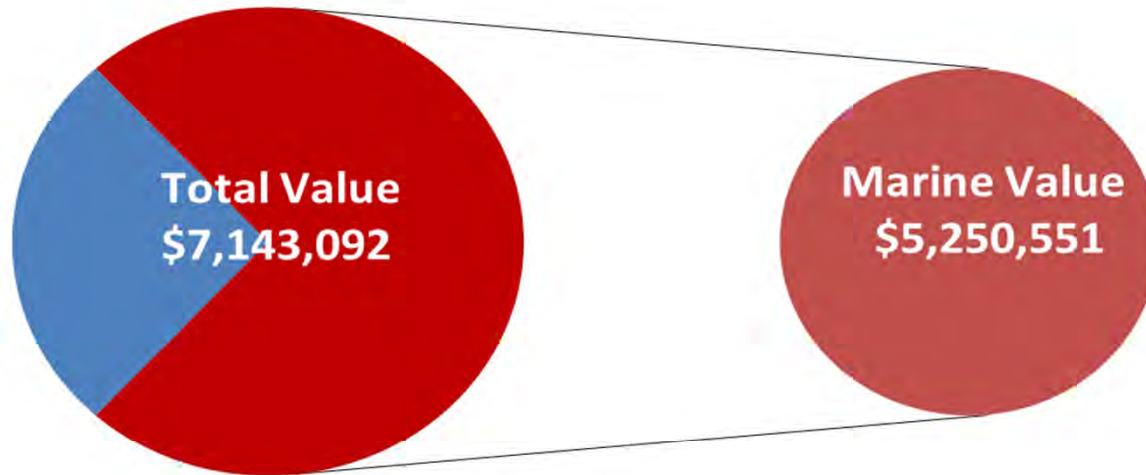
# Expanding Opportunities

**2012 Skeena Commercial Sockeye Catch:**  
**Pie Chart on the Left is the Total Commercial Sockeye Catch. Pie Chart on Right is Marine Only.**  
**Relative Sizes are Accurate**



# Expanding Value

**Value of 2012 Skeena Commercial Sockeye Catch:  
Chart on the Left is the Value of the Total Commercial Sockeye  
Catch. Chart on Right is Marine Only.  
Relative Sizes are Accurate**

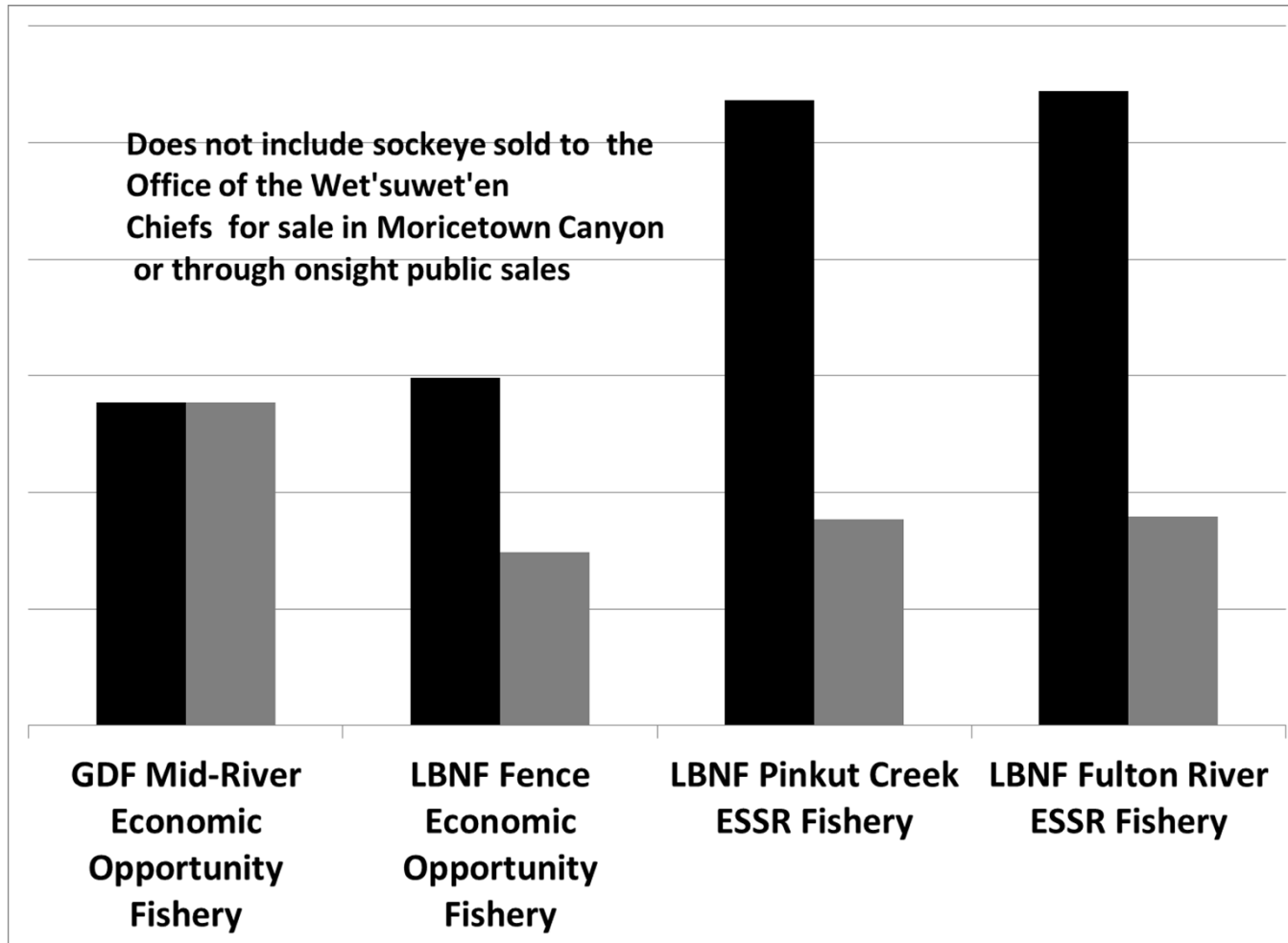


# 2012 Skeena Watershed Commercial Salmon Production

<b>Fishery</b>	<b>Catch</b>	<b>Percent</b>
<b>Area 4 Marine SN</b>	<b>117,880</b>	<b>13.9%</b>
<b>Area 4 Marine GN</b>	<b>399,892</b>	<b>47.1%</b>
<b>GDF - Mid-River Economic Opportunity</b>	<b>55,466</b>	<b>6.5%</b>
<b>Lake Babine Nation Economic Opportunity</b>	<b>59,654</b>	<b>7.0%</b>
<b>Lake Babine Nation (Tachet) ESSR</b>	<b>108,837</b>	<b>12.8%</b>
<b>Lake Babine Nation (Pinkut) ESSR</b>	<b>107,291</b>	<b>12.6%</b>
<b>Total</b>	<b>849,020</b>	

# 47% of Economic Opportunity and ESSR Sockeye Processed in Prince Rupert

Grey bar: processed in Rupert



# All Landings Independently Validated

Tachet Truck # 12.

D&D SALMON VALIDATION WORKSHEET						DATE	PAGE:				
TRUCKING COMPANY			LBN			SEP.05/12	1 of 1				
BILL OF LADING #		LOT #		OBSERVER NAME		COLIN M.					
00733		SMTAC248		PROCESSING PLANT		BUYER					
FISH SLIP #		TOTAL COUNT		DPS		NDS CFC					
061231		40		START		FINISH					
				WAIT							
SPECIES SOCKEY +2			SPECIES SOCKEY +2			SPECIES SOCKEY +2			SPECIES SOCKEY -2		
TOTE	NET.WT.	PIECE COUNT	TOTE	NET.WT.	PIECE COUNT	TOTE	NET.WT.	PIECE COUNT	TOTE	NET.WT.	PIECE COUNT
1	1127	200	1	1179	200	1	1161	200	1	6	4
2	1200	200	2	1152	200	2	1132	200	2		
3	456	75	3	1123	200	3	1158	200	3		
4	1154	200	4	1162	200	4	1157	200	4		
5	1099	200	5	1224	200	5	1138	200	5		
6	1164	200	6	1251	200	6	1186	200	6		
7	1125	200	7	1161	200	7	336	51	7		
8	1168	200	8	1180	200	8			8		
9	1176	200	9	1180	200	9			9		
10	1175	200	10	1154	200	10			10		
10844		1875	11766		2000	7268		1251	6		4
SPECIES			SPECIES			SPECIES			SPECIES		
TOTE	NET.WT.	PIECE COUNT	TOTE	NET.WT.	PIECE COUNT	TOTE	NET.WT.	PIECE COUNT	TOTE	NET.WT.	PIECE COUNT
1			1			1			1		
2			2			2			2		
3			3			3			3		
4			4			4			4		
5			5			5			5		
6			6			6			6		
7			7			7			7		
8			8			8			8		
9			9			9			9		
10			10			10			10		
0		0	0		0	0		0	0		0
SUMMARY	<b>CHINOOK (Adult + 2 lb.)</b>		<b>CHINOOK (Jacks - 2 lb.)</b>		<b>COHO</b>		<b>CHUM</b>				
	Net wt.	Piece Count	Net wt.	Piece Count	Net wt.	Piece Count	Net wt.	Piece Count			
					5	1					
	<b>SOCKEYE (Adult + 2 lb.)</b>		<b>SOCKEYE (Jacks - 2 lb.)</b>		<b>PINK</b>						
	Net wt.	Piece Count	Net wt.	Piece Count	Net wt.	Piece Count	Net wt.	Piece Count			
	29878	5126	6	4							
Comments First three totes in column one are beach seine											

not -  
Del

# Economic Opportunity Fisheries

**GDF Mid-River Fishery**  
**Gitda'Ootsip Fishing Corporation**

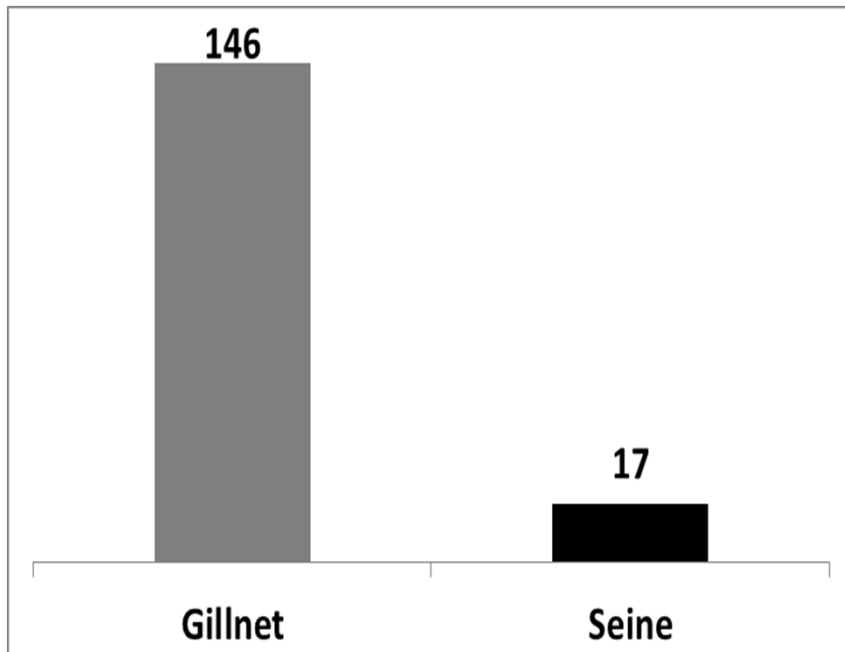


**LBNF Fence Fishery**  
**Lake Babine Nation Fisheries Ltd.**

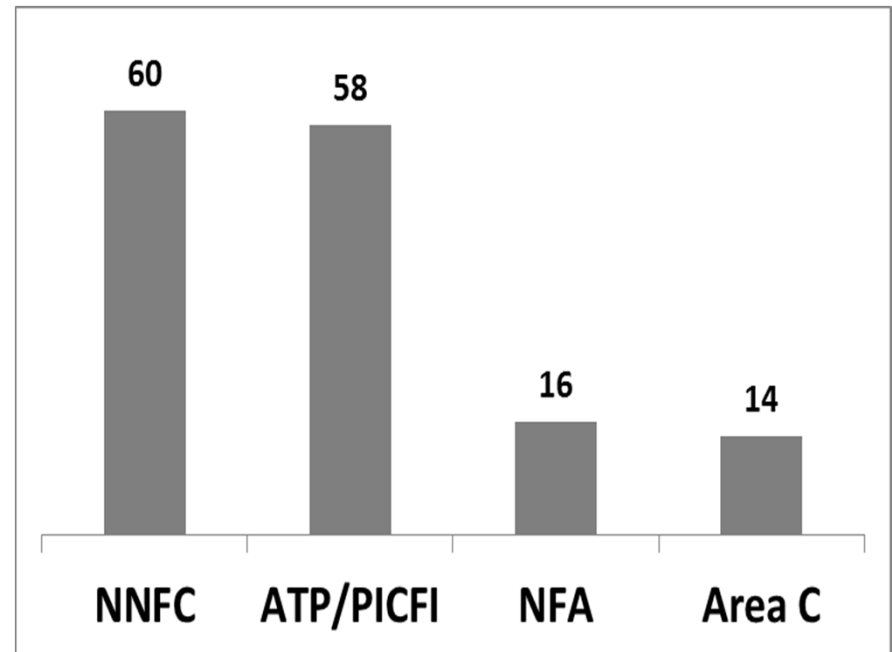


# Economic Opportunity Licences

Total Licences Employed



Source of Gillnet Licences



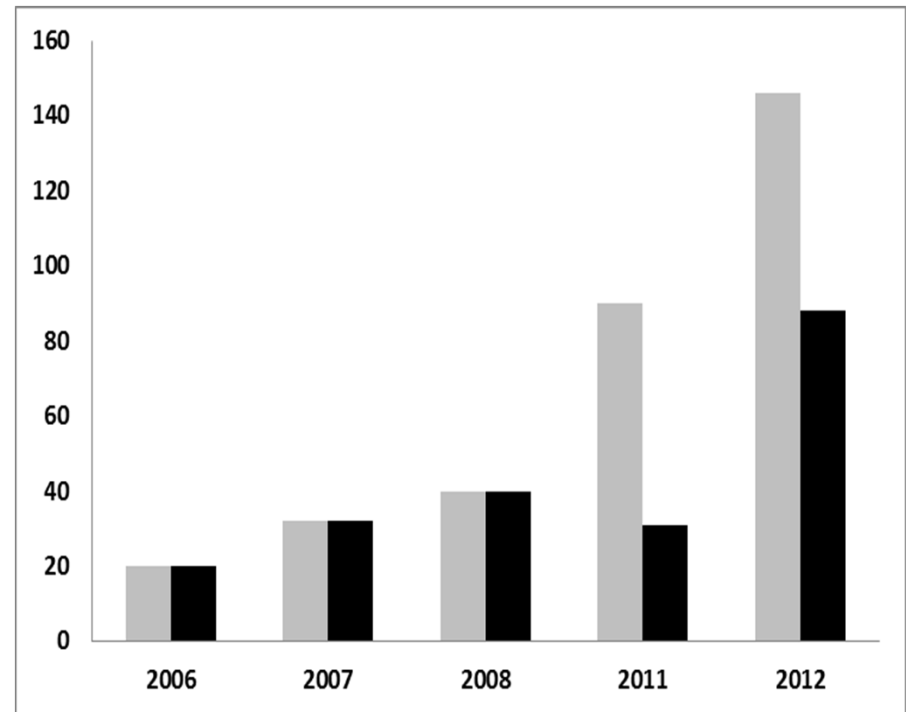
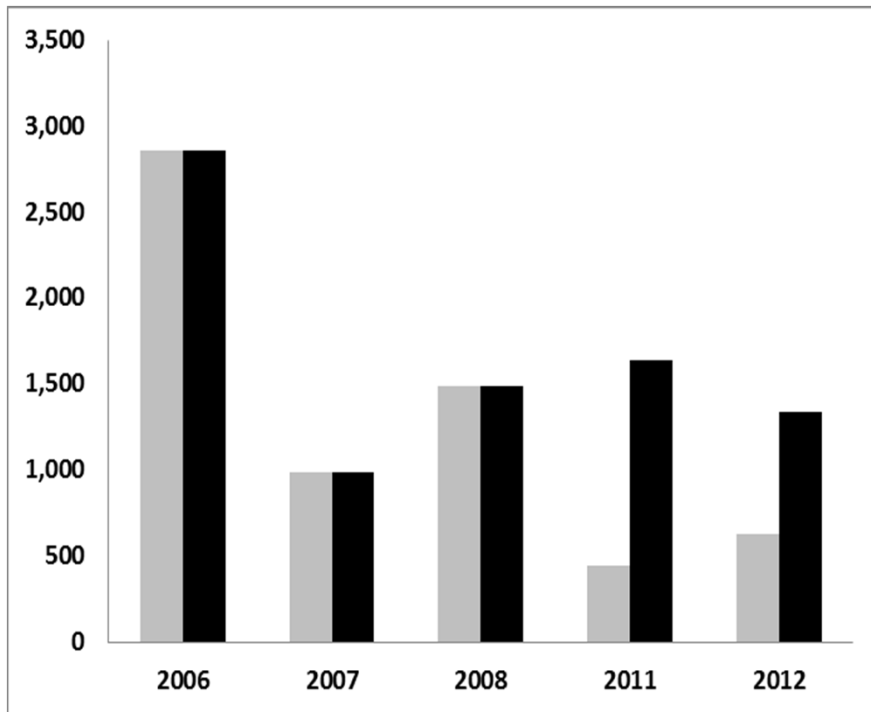
# Demand for Licences Driven by Changes in Policy

**Comparison of Average Inland Allocation relative to Average GN Catch on the Coast:**

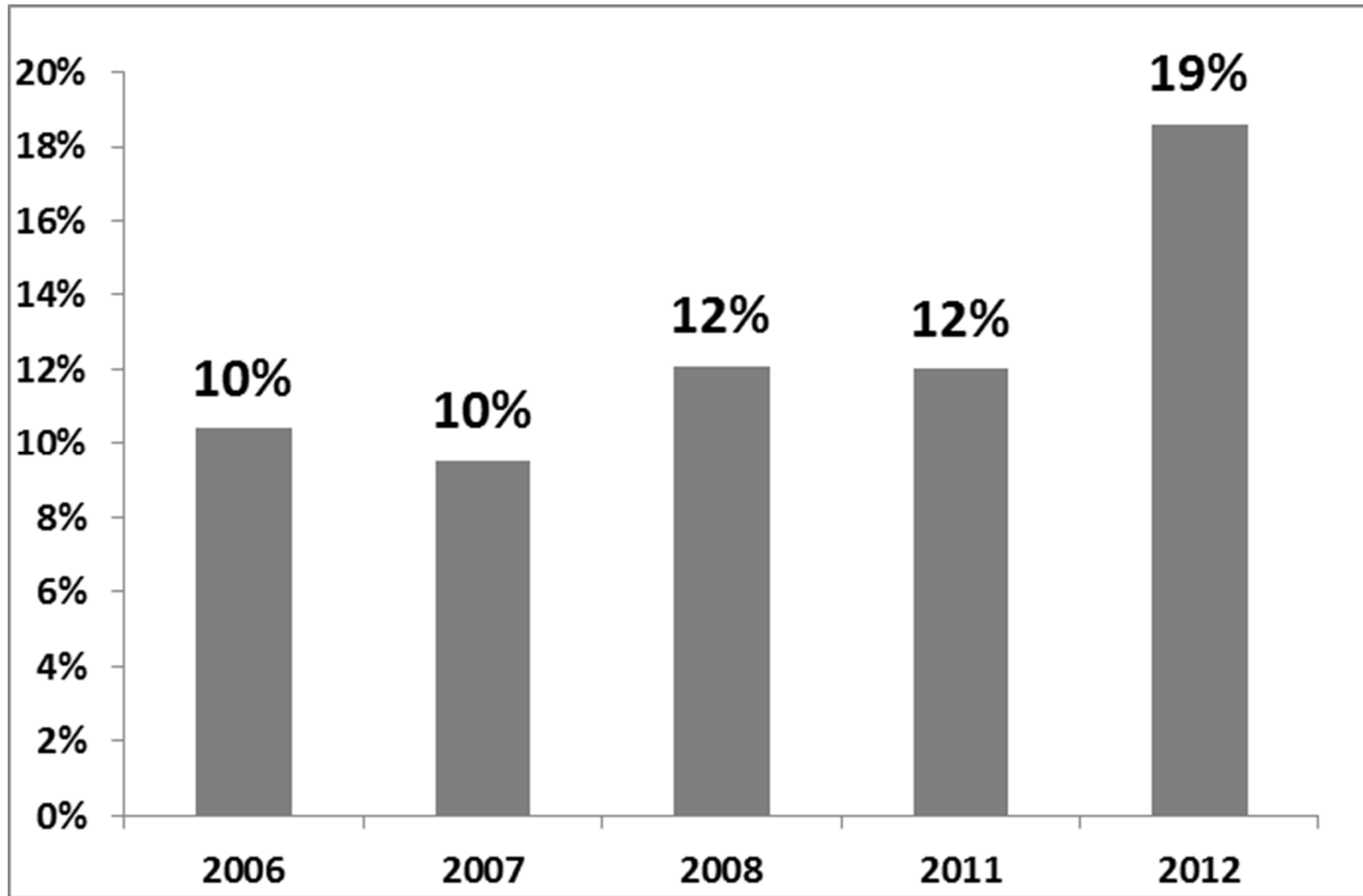
**Grey – Inland allocation per licence**  
**Black – catch per marine gillnet licences**

**Number of Licences leased for Inland fisheries**

**Grey – total number of licences used**  
**Black – Leased licences**



# Proportion of Total GN Catch caught by Economic Opportunity Fisheries: 2006-12



# **Benefits of Economic Opportunity Fisheries: GDF Mid-River**

- Relatively High Value: GDF mid-river values for fish similar to coast.
- Employs almost 100 people
- Rebuilding connection to salmon and salmon harvesting, particularly for younger generation
- Cash infusion into local communities
- Opportunities to diversify markets, including public sales and to RiverWild in Terrace
- Opportunities to improve handling and quality
- Species selective

# **Benefits of Economic Opportunity Fisheries: LBNF Fence**

- Good fish quality and excellent roe value
- Low operating costs
- Good penetration into NA fresh and fillet markets
- Opportunities to expand markets and products
- Potential for primary processing
- Employment opportunities for Fort Babine members
- Provides important economic contribution to LBNF and LBN
- Species and more stock selective

# Challenges facing EO Fisheries

- Harvesting, processing, and market viability requires a reasonable volume of sockeye
- Maintaining employment also requires a reasonable volume of sockeye
- Declining commercial allocations means that the proportion of commercial TAC required by inland fisheries increases
- Licence lease costs are increasing
- DFO not allocating all available ATPO/PICFI licences thereby increasing lease costs
- DFO to require a commitment to lease licences pre-season. This increases risks. However, not leasing the licences means fisheries will not be viable.
- *DFO allocates Inland fisheries 40% of the sockeye per gillnet licence that it allocates to marine licences: reducing Inland fishers allocation and driving up costs*

# Challenges cont'd

- Change in DFO policy reducing EO fishers allocation per licence requires Economic Opportunity fishers to take on additional cost and risk
- Improving catch reporting and compliance monitoring of non-target catch
- Addressing potential mixed stock issues

# ESSR Fisheries



# ESSR Fisheries

- Invested over \$600,000 in equipment and training prior to the season through partnering with PICFI
- Created company – Lake Babine Nation Fisheries Ltd. – to manage harvesting/marketing operations
- Relatively high volumes, low cost structure, and improved product development/market access makes this a profitable venture in terms of dollars, employment, and training
- Addressed cost and quality issues at Pinkut, renewing the fishery
- Developed and put in place a strategy to maximize roe values
- Developed and put in place strategy to maximize value of sockeye with poor meat colour

# ESSR Fisheries Cont'd

- Employed over 100 people from Tachet and Woyenne
- Expanded markets and products for terminal sockeye
- Significantly decreased handling costs and improved quality of all landings
- Worked with DFO staff to institute relatively small daily harvest quotas: decreased risk of over-harvesting while reducing costs and increasing quality
- Culturally important for LBN people to rebuild major fisheries in their territory
- Provides transferable job training and job skills
- New equipment transferable to conservation and monitoring projects

# Some of the Assets Purchased: HIAB Truck, one of the bobcats, and totes.



# Refurbished Seiner brailing aboard new tender



# LBNF ESSR Fillets for sale in a Southern US Costco





*North Delta Seafoods partners with Lake Babine Nation to bring you one of the most sustainable sockeyes in the world.*



#### THE LAKE BABINE NATION

- Lake Babine Nation is third largest Aboriginal Band in British Columbia. Lake Babine Administration Office is situated 142 miles West of Prince George, with a total registered membership of over 2,310 [based on 2008 population]. The Nation has 27 reserve lands and three (3) communities.
- Prior to 1957, Lake Babine was two separate Bands, the Old Fort Band and the Fort Babine Band, both situated on the Babine Lake. At the time, approximately 12 communities were inhabited year round.
- On June 12, 1957, Department of Indian Affairs amalgamated the two Bands to form what is now known as the Lake Babine Nation.

#### THE LOCATION OF THE LAKE BABINE NATION

Fort Babine is located 165 miles Northeast of Burns Lake, at the mouth of Babine Lake. The community has a population of near 200 members in 36 homes. Fort Babine is remotely isolated, which is only accessible by gravel-logging road, with the closest town of Smithers being 90 miles away.

#### SUSTAINABLE SALMON HELP TO SUSTAIN A WAY OF LIFE FOR THE LAKE BABINE NATION

- These fisheries are very important to the Lake Babine people who suffer from high unemployment and poverty, this income is a major boost to their ability to support themselves and their families.
- More than 60 people are now employed to selectively harvest salmon from the Fulton River using beach seines. A second fishery located on the Babine River near the community of Fort Babine is employing an additional 20 people.
- The project provides an important opportunity to express an aboriginal right to commercially sell salmon, and bring benefits back to the communities.

For more information on Lake Babine click here [www.lakebabine.com](http://www.lakebabine.com)

# ESSR Challenges

- Consistent access is important in developing and marketing new products
- Important to start as early as possible to increase quality
- Balance the desire to maximize harvest in early part of the season while ensuring sufficient escapement to load and provide a “buffer” for channels
- Flesh colour tends to turn abruptly
- Continue to expand markets for sockeye with poor meat quality
- Need to increase roe values and reduce harvesting costs for product with lower flesh value
- Finding the “sweet spot” between employment and profit is a “moving target”
- Although bycatch is minimal, need to improve sorting on seiner
- PICFI will not fund processing infrastructure. Investments from outside partners and retained earnings required for primary processing improvements to increase social and economic benefits

