

2024 Wild Seafood Connection

February 29, 2024, Holiday Inn & Suites, Bellingham, WA

CURRENT AGENDA

(as of 12 February 2024)

- 7:30-8:30** **Continental Breakfast and Networking**
- 8:30-10:00** **Welcome and Opening Remarks:**
Peter Philips, Conference Producer, Colibri Northwest
Bobby Briscoe, Bellingham Port Commissioner
- Chefs Speak**
A panel of local chefs and retailers will share with the audience how they choose wild seafood, and what they look for in a wild seafood vendor: Price point, portioning, delivery and species availability will be discussed.
Moderator: **Peter Philips**, Colibri Northwest
Panelists:
Chef Matthew Boudousquie, Bistro at Shuksan
Chef Shubert Ho, Feedme Hospitality & Restaurant Group
Chef Brock Johnson, TD & Co.
Chef Victor Steinbrueck, Chef/Owner, Local Tide Seafood
- 10:00-10:30** **Coffee and Networking**
- 10:30-12:00** **Case Studies in Direct Marketing**
Direct marketing is an attractive business model, but it isn't for everybody. We'll discuss the hurdles and alternatives to marketing direct to the restaurant and retailer. We'll hear from those engaged in direct marketing about the challenges and opportunities for the independent commercial fisherman.
Moderator: **Jenna Keeton**, Washington Sea Grant
- Panelists:
Kwasi Addae, Washington State Dept. of Fish and Wildlife
Molly Bold, Port of Westport
Chelsea Keutmann, Sea to Shore Seafood
Rob Seitz, *F/V South Bay*
- 12:00-1:30** **Lunch – Roundtables.**
Join moderators and speakers for a more intimate discussion of the subjects of the day as you enjoy a lunch of wild seafood caught by attendees and speakers.
- Nicole Baker, Net Your Problem

Peter Philips
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- Cari Chan, Bellingham Docks Market
- Carolyn Culver, California Sea Grant
- Jamie Doyle, Oregon Sea Grant
- Jenna Keeton, Washington Sea Grant
- Don Pease, NOAA Financial Services Division
- Chef Victor Steinbrueck, Chef/Owner, Local Tide Seafood

1:30-3:00

Assistance Programs for the Commercial Fishing Business

Washington, Oregon and California Sea Grant representatives will share information about the programs they offer to help West Coast independent fishing families survive and thrive as direct marketers and small businesses.

Moderator: **Jenna Keeton**, Washington Sea Grant

Panelists:

- **Carolynn Culver**, California Sea Grant.
- **Jamie Doyle**, Oregon Sea Grant
- **Buck Jones**, Inter-tribal Fish Commission

3:00-3:30

Coffee and Networking

3:30-5:00

Processing and Distribution

Among the biggest challenges to a successful direct marketing operation are how to deliver a quality product efficiently and affordably. Hear from fishing colleagues, custom processors and distributors on how they process and deliver: locally, nationally and internationally.

Moderator: **Amy Grondin**, Duna Fisheries, LLC

Panelists:

Ann Colonna, Food Innovation Center, Oregon State University

Mike Domeyer, Tre-Fin Foods

Josh Mims, Crescent City Commercial Fishermen's Association

5:00-6:30pm

Reception

Join speakers, sponsors and your colleagues for a drink and appetizers as you network and share experiences about direct marketing, fishing and the fishing business generally.