

PacificSeafood[®]



Jobs Created by Dover Landings*

Prepared by: Mike Okoniewski, Pacific Seafood

Information Source: Mike Brown, General Manager, Pacific Coast Seafood. Astoria & Warrenton, OR (40 years of history in groundfish production and presently manages the largest of the three Pacific Seafood west coast groundfish operations)

* Presumes dover catch increases from approx. 14 million lbs to 26 million lbs and after we have sufficient time to rebuild the markets we lost under reduced Dover production and employee loss. In 2009 Dover landings exceeded 25M lbs and in the 80's annual landings exceeded 45M lbs in several years.

Present Daily Output from Pacific Coast Operation Pacific Seafood's highest non-whiting groundfish production plant		Whole Dover to Fillet Production Time 1x8 hour day processes 60,000lb. whole fish	
Groundfish Workers	People	Hours/Person	Total Hours
Filleters	24	8	192
Packers & other production support	24	8	192
Dock crew	5	6	30
Shipping logistics, administration	5	6	30
Clean up, QC, housecleaning	5	8	40
Total (Pacific Coast only)	63		484

Whole lbs processed per employee per hour: **124 lbs.** (60,000 lbs divided by 484)

Hours required to process each million lbs: **8,067 hrs.** (1,000,000lbs divided by 124 lb/hour)

Hours required to process 12M lbs: **96,804 hrs.**

Job days based on 8 hours: **12,101 8-hour job days**

Employees required to process 12M lbs of Dover
@ 2,080 hours per work year:

46.54 year-round full-time employees**

**This does not account for additional jobs created in trucking, sales, and distribution nor does it factor in any economic "multipliers"

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**THANK
YOU**





September 15, 2017

Preface to “Jobs created by Dover landings” analysis:

Author: Mike Okoniewski, Pacific Seafood:

Data source: Mike Brown, General Manager, Pacific Coast Seafood. Astoria & Warrenton, OR (40 years of history in groundfish production and presently manages the largest of the three Pacific Seafood west coast groundfish operations)

Dear Chair Anderson and Members of the Council:

This is a business style analysis that might be used to determine potential profit and loss when included with other contributing data factors such as prevailing wages. In addition it could be utilized to inform those making decisions on whether there is need to expand or shrink a business unit to meet best operational efficiency or provide customers with additional resource. With this said there are a number of factors that influence precise outputs on a daily basis. E.g. Large vs. small fish, etc. So while this may not be precise in the world of economists it would be a starting point for many businesses.

Another point is that the additional Dover Sole in this model would create new jobs and/or employment hours, not replace existing jobs. This assumes that there are enough potential new employees to fill the new positions, and / or there enough employees not working full time that could work the additionally required hours. Pacific believes that while it is presently a challenge to find new employees with the addition of housing and creative recruiting we are undertaking it will be accomplished.

Thank you

Mike Okoniewski

Alaska Operations Manager – Fisheries Policy and Management Advisor

[Pacific Seafood](#) – Location (ie: Clackamas, OR... Kodiak, AK, etc.)

Jon Gonzalez

Fisheries Policy Analyst

[Pacific Seafood](#)



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Prepared by: Mike Okoniewski, Pacific Seafood
Information Source: Mike Brown, General Manager, Pacific Coast Seafood
 Expert witness with over 4 decades in the seafood business overseeing West Coast groundfish operations

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