

CALIFORNIA FISHERIES & SEAFOOD INSTITUTE

Voice of the Consumer Seafood Supply Industry

In 1954, seafood industry leaders came together to establish a united front to face the challenges of their future. Today, the California Fisheries & Seafood Institute (CFSI) is stronger than ever. Following is the preamble to the CFSI bylaws, written more than 50 years ago:

This Institute is an association of individuals and business firms engaged in, or allied to, the consumer seafood supply industry. It is formed for the following purposes:

1. To preserve, foster and promote the consumer seafood supply industry and related activities and to advocate sound legislation for the improvement, preservation and promotion of the industry; and
2. To market and promote the consumption of seafood and to provide, enhance and communicate a positive image of seafood products and the seafood industry with consumers; and
3. To protect the right of the public to demand free and continuous access to seafood of all types as a valuable source of food and useful commercial products; and
4. To advocate true conservation through utilization of the maximum sustainable yield of all marine resources; and
5. To encourage efforts to plant and maintain those species of marine life susceptible to scientific propagation.

CFSI is the nation's largest regional trade association comprised of approximately 100 member companies who are involved in, or allied to, the consumer seafood supply industry. The members of the CFSI believe that a collective effort is important and necessary to maintain a strong presence in our state capitol, in dealing with both our legislators and the state's regulatory agencies.

CFSI works on a number of fronts to protect the rights of the public to demand continued access to seafood of all types as a valuable source of food. With the continued support of its members, CFSI will:

- Address every bill that is introduced in the California legislature that impacts processors, distributors, importers, or the grocery and restaurant industries. In 2009, we defeated AB489 which would have increased landing taxes and set new rates of 3% of value for fish landed in California and called for a study to determine the amount of revenue that would be generated if the 3% ad valorem tax applied to all seafood imports into California.
- Persist in the fight against those who would deny California citizens, by banning commercial fishing, their fair share of the bounty of the west coast and against any measure to restrict the free flow of imported and aquaculture species.
- Continue to address the effects that Proposition 65 has had on the sale of many species that may or may not contain chloramphenicol, mercury, acrylamide, PCBs or other chemicals.
- Enhance our relationship with the California legislature and with the Governor and assist members who wish to engage with them for the advancement of their business.
- Continue to work with leaders of the Department of Fish and Game, Health Services Food and Drug Branch, the Fish and Game Commission, CalEPA, and the Offices of Environmental Health Hazard Assessment on important industry issues.
- Support and advocate the work of the UC and USC Sea Grant Programs and the UC Davis Seafood Technology Department on resource management and critical seafood safety issues.
- Fight unwarranted increases in fees and taxes on seafood, domestic or imported.

As we continue into the future, we do so with renewed optimism for the success of the seafood industry and the businesses and families it supports. Though the many issues facing the industry seem bigger in scope than ever, CFSI will take the appropriate steps to address them and create business opportunities to enhance profits.

The lifeblood of CFSI is undoubtedly our membership base. Your company's involvement and participation are vital to the health of your company and to the vitality of the industry. We have enclosed a membership application and look forward to having your company as a member of CFSI.

If you have any questions, please feel free to call CFSI Executive Director Rob Ross at (916)447-4068.

California Fisheries & Seafood Institute Application for Membership

We hereby make application for membership in the California Fisheries & Seafood Institute and enclose annual membership dues of \$ _____ for the year ending December _____. (Please let us know if you prefer to pay via credit card.)

Firm Name _____
 Address _____ State/Zip _____
 Mailing Address (if different than above) _____
 Phone _____ Fax _____
 Website Address: _____ Email Address: _____
 Seafood Products Handled (example: Fresh/Frozen Shellfish, Salmon, etc.) _____

Business Type: (please circle all that apply)

- | | | |
|-----------------|----------------|--------------------|
| BROKER | EXPORTER | IMPORTER |
| INSURANCE | TRADER | PROCESSOR/PRODUCER |
| RESTAURANT | TRANSPORTATION | VESSEL OPERATOR |
| FINANCE/FUTURES | WHOLESALE | DISTRIBUTOR |
| MISCELLANEOUS | OTHER: _____ | |

Company Personnel for Membership Roster Listing: (use additional sheet if necessary - please provide address, if different than above)

Name	Title	Address/Phone/Fax/Email
_____	_____	_____
_____	_____	_____
_____	_____	_____

Member Category (select one)

I. Regular Member. Individuals, companies or corporations actively engaged in a business, trade, or profession in California (including subsidiaries or branches of companies headquartered outside California) whose interests are identified with, and whose activities are supportive of the consumer seafood supply industry. Regular member category dues are based on the gross annual dollar volume of business (check appropriate line below):

- Benefactor (minimum).....**\$15,000**
- Class A - Annual Gross Sales over \$20,000,000.....**\$9,915**
- Class B - Annual Gross Sales \$10,000,000 – 19,999,999.....**\$5,100**
- Class C - Annual Gross Sales \$2,000,000 – 9,999,999.....**\$2,625**
- Class D - Annual Gross Sales less than \$2,000,000.....**\$1,350**

II. Consolidated Member (\$12,750). Companies with more than one entity within the state that operate under different names than the parent company or have significant independent operations in different locations within the state, or that own more than one company actively engaged in the consumer seafood supply business within the state, may elect a Consolidated membership that entitles all such locations/companies to be included in one membership. A Consolidated membership is entitled to only one vote and only one seat may be held on the Board of Directors within the Consolidated membership.

II. Associate Member (\$950). Individuals, companies or corporations allied to, but not engaged in the consumer seafood supply industry in the state of California. Associate membership is also open to those outside of the state of California. (An individual, company or corporation engaged in the consumer seafood supply industry whose principle place of business is outside the state of California, but who maintains a branch office, or has a subsidiary company within the state of California is not eligible for associate membership.)

III. Association Member (\$1,250). Trade associations, cooperatives, or any organized group of individuals involved in the commercial fishing industry as their principle business.

I have examined the above categories of membership and certify that the category designated is appropriate for my company. In making application for membership in the California Fisheries & Seafood Institute, I agree to abide by its Bylaws, Rules & Regulations.

 Signed (Company Officer) Title Date

Endorsed by CFSI member: _____

**Regular, Consolidated and Associate categories include a \$100 voluntary contribution to CFSI's political action committee (PAC), which may be deducted if you do not wish to contribute. Contributions or gifts to the California Fisheries & Seafood Institute or its PAC are not deductible as charitable contributions for federal income tax purposes. Membership dues may be deductible as a business expense; please consult your tax professional.