

**South Bay Wild inc./South Bay Wild Fish House inc.**

March 14, 2025

RE: Support for HB2969

**Dear Chair Nguyen, Vice-Chair Diehl, Vice-Chair Isadore and House Committee on Economic Development, Small Business and Trade Members:**

Thank you for the opportunity to testify on the importance of 100 Percent Fish. I urge you to vote YES on HB 2969 to make sure we are reducing fish waste while creating new product lines simultaneously.

The approach of using the entire fish is tried and true. The Iceland Ocean Cluster has shown that with thoughtful research and development and coordination it's possible to increase the value of a single \$12 fish to a value of \$4,700 by producing non-food products.

This project here in Oregon has moved into the Research and Development phase right now, testing different seafood material for things like lipids, peptides, collagen, proteins, and other characteristics. HB 2969 would provide the framework to apply this model in Oregon, benefiting our coastal communities and the state's economy.

While seafood waste from many of Oregon's seafood processors tends to become pet food, natural fertilizer, and fish meal for farmed fish, etc., waste from many others is still discarded. Overall, Oregon still discards much seafood waste and gets a very low value for the waste that is captured and repurposed. The aim of 100% Fish Utilization is to capture the highest possible value, and throw nothing away.

Oregon Fishers would still go out, harvest seafood and deliver to processors. But then other entrepreneurs could also employ coastal Oregonians to gather the fish waste and produce high-quality products such as fish leather, cosmetics, Nutraceuticals, medicines and more.

This bill supports the fishing industry in multiple new ways through generating revenue and creating jobs by using materials that otherwise would be thrown away, and reducing environmental impacts and regulatory burdens.

It's an investment in innovation on the Oregon Coast that has big potential to pay off in the long run in terms of new businesses, jobs and the tax revenues that come from those. It just makes sense. Please vote YES on HB 2969.

Sincerely,

Robert L. Seitz

