Proposal to Provide Analytics Support for the CGOA Rockfish Program Intercooperative & Cooperative Manager

Submitted to:
CGOA Rockfish Program Shoreside Intercooperative
Attention: Chelsae Radell, Assistant Director, Alaska Groundfish Data Bank

Submitted by:
Fisherman First LLC
Vikram Nayani, Principal
Seattle, WA

1. Executive Summary

Fisherman First proposes to provide a customized analytics and quota management platform to support the CGOA Rockfish Program Intercooperative and Cooperative Manager in meeting the data management, quota allocation/transfers, and reporting requirements of the program.

The Rockfish Program requires careful oversight of quota management and harvest tracking, Chinook salmon hotspot and bycatch management, overage and lease payment calculations, NMFS ex-vessel value and volume report validation, vessel packet preparation, and board and council reporting support. Today, these functions depend on parallel spreadsheets and manual reconciliation of data across eFish, eLandings, processor reports, and observer records.

Our platform is designed to reduce this burden by:
- Consolidating/automating all data sources into a single system.
- Automating quota balances, overage calculations, and PSC tracking.

- Providing a platform for the Co-op Manager to enter transfers.
- Generating clear analytics outputs for Co-Op Manager reporting to vessels, the Board, and the Council.
- Providing the Co-op Manager with dashboards, alerts, and exportable reports to simplify workflows and ensure accuracy.

- As needed, automating vessel alerts and hotspot reporting.

By tailoring the platform directly to the Rockfish Program's deliverables, Fisherman First will help ensure regulatory compliance, improve data integrity, and allow the Manager to focus on stakeholder communication, cooperative governance, and regulatory obligations.

2. Experience and Qualifications

Fisherman First brings extensive experience in data management, reporting automation, and program support for organizations with complex compliance requirements.

Relevant Qualifications:
- Data Management & Accuracy: More than a decade of experience designing systems to process and validate high-volume data, ensuring reliability for program monitoring (Redfin, Nordstrom).
- Rule-Based Assessments: Delivered solutions that apply complex program rules to large datasets, reducing manual calculation and error risk (Toast, Amplitude).
- Reporting for Executives, Boards, and Regulators: Experienced in creating written and visual reports that translate raw data into clear summaries, tables, and charts (Toast, Hulu, Amazon).
- Confidentiality and Integrity: Extensive experience handling sensitive financial and operational data securely, in line with confidentiality requirements (Amplitude, Toast).
- Program Support: Proven record supporting leadership teams with adherence tracking, forecasts, and program monitoring (Toast, Nordstrom).

This experience demonstrates Fisherman First's ability to deliver the quota management, PSC monitoring, overage assessment, and reporting support necessary for the Rockfish Intercooperative and Cooperative Manager to fulfill the requirements of the program.

3. Approach and Methodology

The Fisherman First platform is designed to directly support the responsibilities outlined in the RFP by providing tools for quota management and harvest tracking, Chinook salmon bycatch monitoring, and information to ease the burden of vessel packet preparation, and Board and Council reporting.

Data Handling:
- eFish – Quota allocations, transfers, and vessel check-ins/check-outs uploaded and reconciled against cooperative records.
- eLandings – Landings and PSC data imported or received from processors and validated for correct Rockfish Program coding.
- Processor Landings Reports – Fish ticket exports ingested via email to enable timely in-season monitoring of harvest activity.

- Observer PSC Data – Salmon and halibut PSC counts integrated to provide complete tracking of performance against program caps.

- As needed/appropriate, Fishermen First could also provide tools to integrate and validate post-season Processor Ex-Vessel Value & Volume Reports against landings to support NMFS cost recovery fee assessments.

Analytics Deliverables:
- Quota Management and Harvest Tracking – Dashboards summarizing allocations, harvests, transfers, and balances.

- Transfer Entry - Platform for Co-Op manager to enter transfers for Co-Op tracking (separate from eFish, but preventing confusion over spreadsheet transfers by having a record of the transfer).
- Chinook Salmon Hotspot and Bycatch Management – Tools for tracking PSC usage, hotspot alerts/reports, and monitoring progress toward the 1,200 Chinook salmon cap.

- Co-Op Alert User Management - Platform for Co-Op Manager to add/remove member emails for automated/emailed high bycatch alerts and other Co-Op summaries.
- Overage and Lease Payment Calculations – Automated calculations of quota overages and lease settlements, with processor-level withholding summaries.
- NMFS Ex-Vessel Value & Volume Report Validation – Reconciliation of processor reports with landings data prior to NMFS cost recovery fee calculations.
- Vessel Information Packets – Dashboards/data access to reduce burden of Co-Op Manager preparation of annual packets, harvest-to-date, PSC contributions, and overage/forfeiture summaries.
- Board and Council Reporting Support – Tools to easily crate tables, charts, and figures for post-season board summaries and the annual Intercooperative Report to the Council.

Customization for the Manager:
- Roster Tracking – Tools to track cooperative members, LLP holders, and processor affiliations.
- Report Generation – One-click exports in PDF, Excel, or PowerPoint for vessel packets, board packets, and council presentations.
- Alerts – Notifications when harvests approach cooperative or processor caps, when quota overages occur, or when PSC hotspots are detected.
- Confidentiality – All fisheries data handled securely in line with NMFS and/or Co-Op confidentiality agreements.

3a. Deliverables Matrix

RFP Deliverable	Fisherman First LLC (Analytics Support)	Intercooperative/Co-op Manager (Management Duties)
Annual CQ Cooperative Applications	Platform provides summarized quota allocation tables, member harvest data, to more easily complete filings.	Compile information, collect signatures, prepare and submit applications to NMFS RAM.

Annual Intercooperative Agreement	Platform supplies summarized quota and harvest data, PSC usage data, and, as needed, fee/overage calculations for inclusion.	Compile information, draft, negotiate, finalize, and sign the Agreement.
Vessel Information Packets	Platform auto-generates data needed for vessel packets - allocations, quota harvested, and PSC contributions.	Compile information, add narrative agreements, CQ permits, distribute packets to vessels.
NMFS Ex-Vessel Value & Volume Reports / Cost Recovery	While this proposal is focused on quota management/monitoring, the platform could be set up to validate processor submissions against landings data; produce reconciliation reports and cost recovery fee summaries.	Work with processors to finalize reports and submit to NMFS; pay cost recovery.
Cooperative Workbooks (Quota Management)	Provide dashboards of allocations, harvests, leases, overages, and settlements.	Maintain authority for quota decisions and enter/sign-off on transfers.
Overage & Lease Payment Calculations	While this proposal is focused on quota management/monitoring, the platform could be set up to automate overage and lease settlement calculations; generate withholding summaries for processors.	Withhold payments via processors; manage invoicing and collections.
Chinook Salmon Bycatch Monitoring	Integrate observer + landings data; generate hotspot reports, PSC trend	Decide on and communicate area closures or restrictions to the fleet.

	dashboards, and forecasts vs. cap.	
Annual Intercooperative Report to the Council (oral)	Platform supplies tables, charts, and analytics summaries for quota, PSC.	Draft narrative, prepare slides, and deliver the oral report at April Council.
Meeting Agendas, Materials, and Minutes	Platform provides quota/PSC analytics and summaries that can be used for meeting packets.	Prepare agendas, facilitate meetings, take minutes.

3b. Mockups of Analytics Screens

To illustrate how the platform will support the Rockfish Intercooperative & Cooperative Manager, Fisherman First LLC has developed sample mockups of analytics screens and reports.

Figure 1. Dashboard View – Example dashboard summarizing current cooperative quota status, PSC cap progress, and alerts for potential overages.
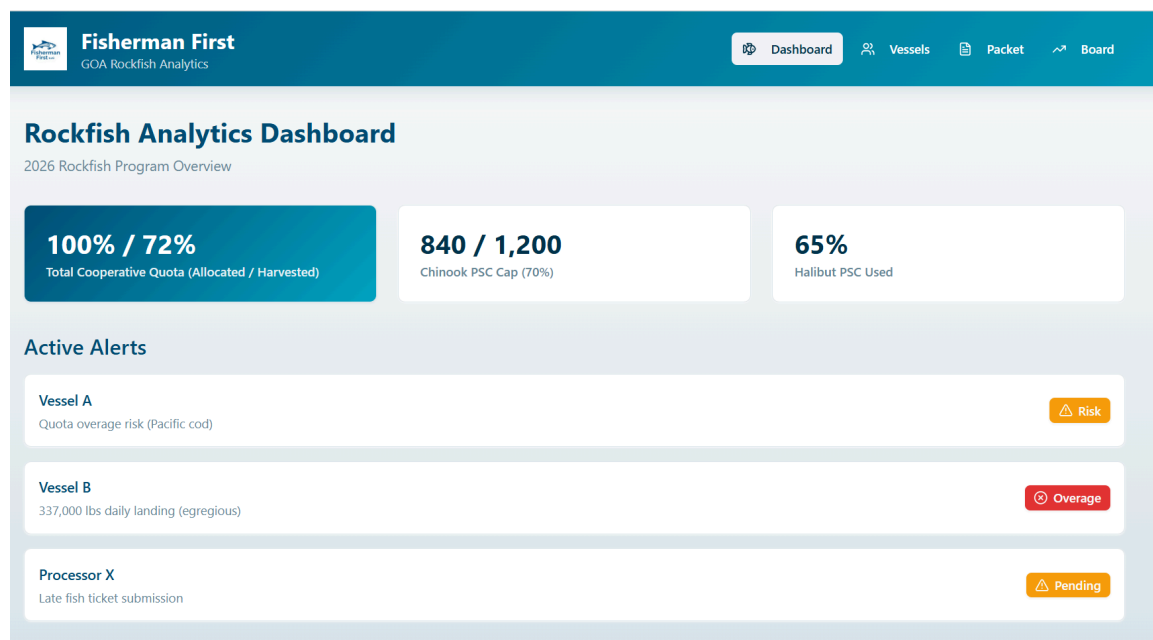

Figure 2. Vessel Performance Overview – Table showing vessel-level quota allocations, harvest-to-date, PSC contributions, and any quota or PSC overages.

Vessel Performance Overview
2026 Rockfish Program Vessel Analytics

Fleet Performance Summary

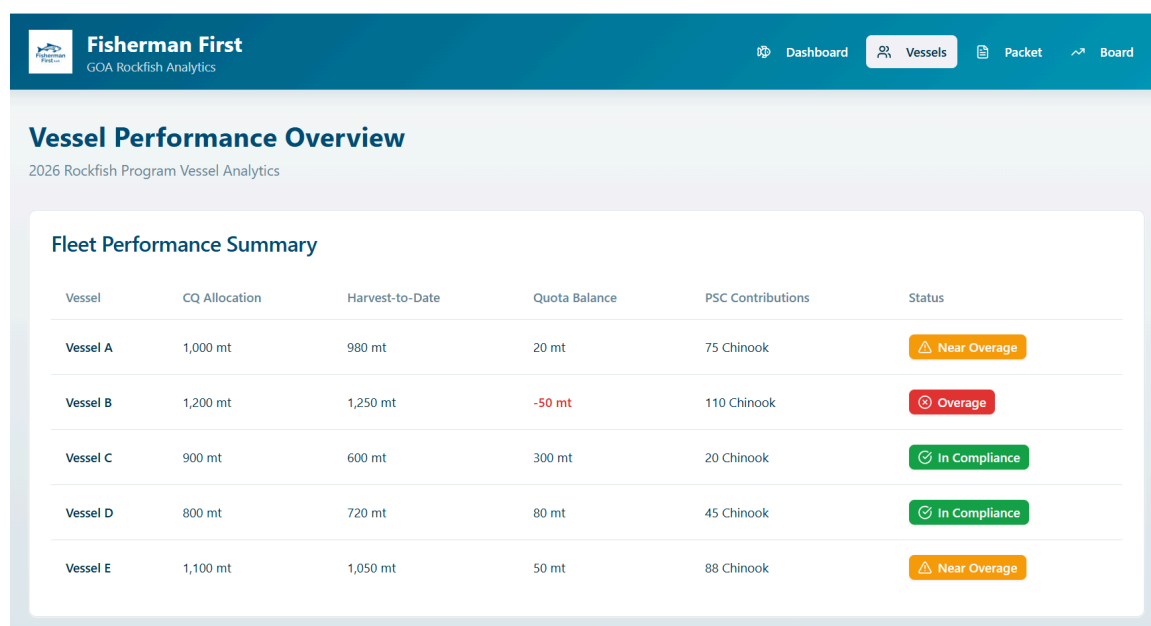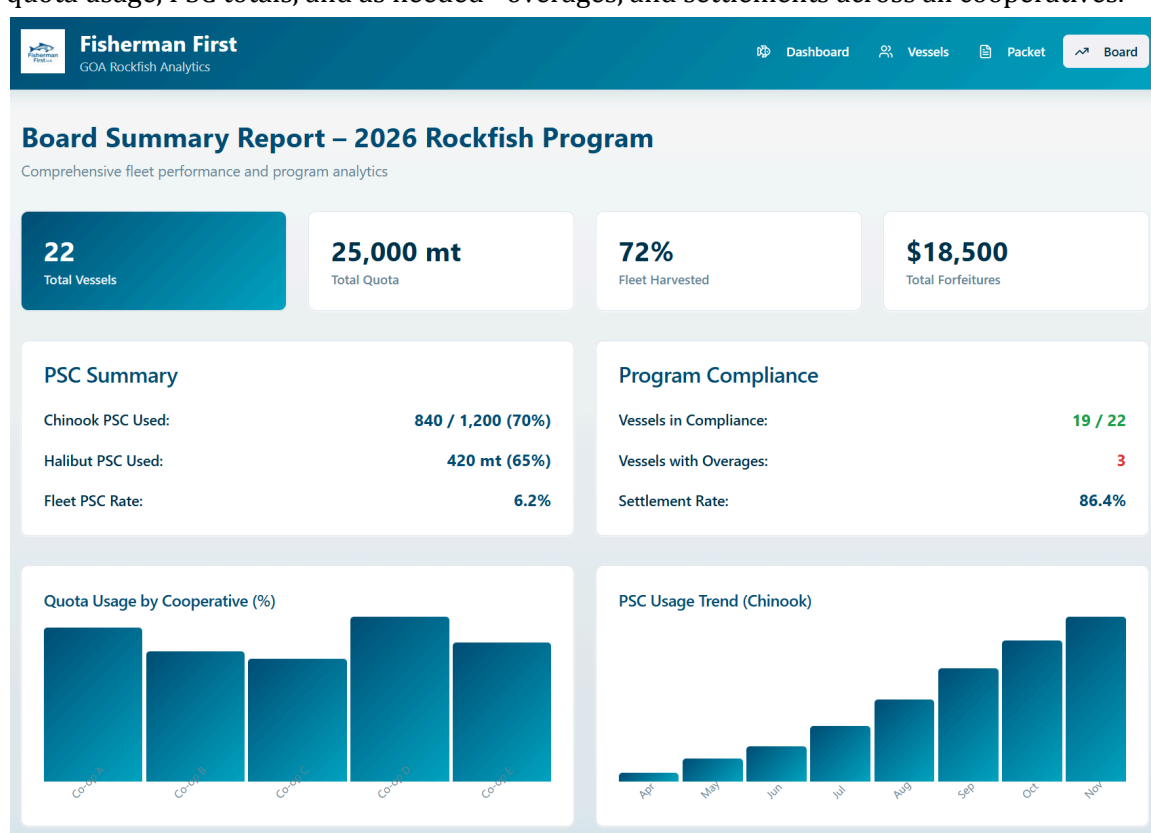| Vessel	CQ Allocation	Harvest-to-Date	Quota Balance	PSC Contributions	Status
Vessel A	1,000 mt	980 mt	20 mt	75 Chinook	⚠ Near Overage
Vessel B	1,200 mt	1,250 mt	-50 mt	110 Chinook	⊗ Overage
Vessel C	900 mt	600 mt	300 mt	20 Chinook	⊘ In Compliance
Vessel D	800 mt	720 mt	80 mt	45 Chinook	⊘ In Compliance
Vessel E	1,100 mt	1,050 mt	50 mt	88 Chinook	⚠ Near Overage

Figure 3. Board Summary Report – Fleet-wide summary for post-season review, including quota usage, PSC totals, and as needed - overages, and settlements across all cooperatives.

Board Summary Report – 2026 Rockfish Program
Comprehensive fleet performance and program analytics

22 Total Vessels	**25,000 mt** Total Quota	**72%** Fleet Harvested	**$18,500** Total Forfeitures

PSC Summary
Chinook PSC Used:	840 / 1,200 (70%)
Halibut PSC Used:	420 mt (65%)
Fleet PSC Rate:	6.2%

Program Compliance
Vessels in Compliance:	19 / 22
Vessels with Overages:	3
Settlement Rate:	86.4%

Quota Usage by Cooperative (%)

PSC Usage Trend (Chinook)

4. Implementation Plan (Nov 2025 – Dec 2026)

The Fisherman First platform would be implemented in phases, aligned with the seasonal workflow of the Rockfish Intercooperative & Cooperative Manager.

Phase 1 – Discovery & Transition (Nov–Dec 2025)
- Collaborate with the outgoing Manager during the transition.
- Configure ingestion for eFish, eLandings, processor fish tickets, ex-vessel value/volume reports, and observer PSC data.
- Establish vessel and cooperative rosters.
- Deliver prototype dashboard for quota tracking and PSC monitoring.

Phase 2 – Pre-Season Analytics (Jan–Mar 2026)
- Quota Allocation Validation: Load and validate annual CQ allocations from NMFS RAM against cooperative/member records.
- CQ Applications (due March 1): Generate quota allocation tables and harvest summaries to pre-fill filings.
- Agreement Support: Provide baseline quota and PSC usage data to inform Intercooperative and Salmon Bycatch Avoidance Agreements.
- Meeting Packets: Prepare quota and PSC summaries for February/March cooperative meetings.
By January, the platform must be live to support analytics needed for CQ Applications and agreements.

Phase 3 – A Season (Apr–Jun 2026)
- Provide dashboards for quota management and harvest tracking, PSC monitoring, and overage/lease settlement analytics.
- Generate vessel packets and Board summaries.
- Supply tables and figures for the annual Intercooperative Report to the Council (April).

Phase 4 – Mid-Season Enhancements (Jul–Sep 2026)
- Refine features based on A Season feedback.
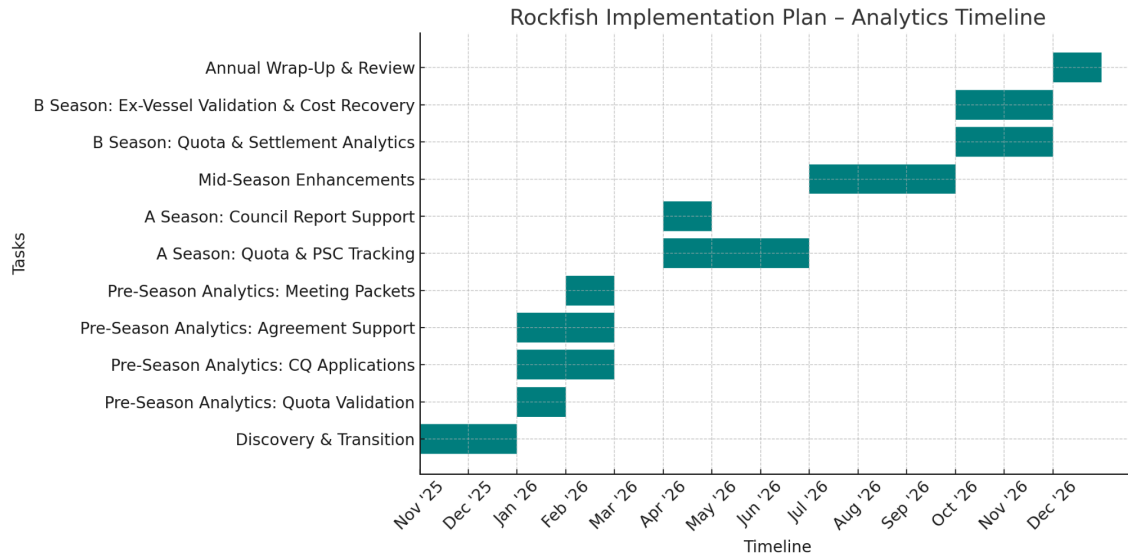- Add PSC hotspot forecasting and reconciliation improvements for processor reports.

Phase 5 – B Season & Wrap-Up (Oct–Nov 2026)
- Automate reconciliation of processor ex-vessel value/volume reports.
- Provide settlement and overage analytics to support processor withholdings.
- Generate final quota and PSC summaries for Board review.
- Support cost recovery fee validation ahead of NMFS deadlines.

Phase 6 – Annual Review (Dec 2026)
- Conduct system review, finalize analytics outputs, and prepare updates for 2027 cycle.

Timeline Snapshot:

Rockfish Implementation Plan – Analytics Timeline

5. Cost Proposal

Category	Description	Customer Support Hours	Cost Structure
Initial Setup	Configure ingestion workflows (eFish, eLandings, processor, observer), establish roster, implement quota & PSC rules.	Includes 40 hours of collaborative customization with the Manager.	$20,000 (one-time fee)
Annual Service	Ongoing ingestion, validation, quota and PSC tracking, vessel packet and board/council reporting support.	N/A	$20,000 (annual fee)
Customer Support	Ongoing platform assistance and customization updates. Includes 5 hours per month of analytics support;	5 hours/month	Included in service fee; additional billed at $150/hour

	additional hours billed at $150/hour.		

6. References

Fisherman First LLC will provide references upon request.