

2025 Wild Alaska Pollock Partnership Program

Request for Proposals

**Situation:** Wild Alaska Pollock comes from one of the most abundant and sustainable fisheries in the world. It is also delicious. A cousin to cod, it has a mild flavor, beautiful flake, is nutritious and is versatile enough to be used in all kinds of dishes and marries well with countless flavor profiles. The members of the Association of Genuine Alaska Pollock Producers (GAPP) believe that Wild Alaska Pollock has so much more to offer and are ready to co-finance innovation and marketing related to this wonderful species.

The GAPP Partnership Program is an opportunity to grow your business with matching funds from GAPP. If your program is chosen, we will match a mutually agreed amount of your marketing or innovation spend and partner with you on all aspects of your initiative, providing key data and insights, messaging, connection to other partners and the collective Wild Alaska Pollock industry and more.

**Partnership Program Objective:** To drive demand and increase purchase intent for Wild Alaska Pollock.

**In-Market Timing of Program:** Q4 2025 & 2026 Calendar Year

**Request for Proposals:** GAPP created the Partnership Program to improve the value of the Wild Alaska Pollock species by increasing consumer demand through building awareness of, and familiarity with, Wild Alaska Pollock and its attributes and converting that into repeated purchase intent. GAPP welcomes proposals from any organization that has a project that will further that goal by putting Wild Alaska Pollock into new product forms, new purchase channels, or into new promotions. All products made from Wild Alaska Pollock will be considered—fillets, surimi, roe, fishmeal or oil. Multiple projects may be submitted from the same organization within the same year.

This program is designed to be collaborative. Partnership Programs must support GAPP’s overarching goal of value growth via demand creation programs. One of the preeminent goals is to share learnings throughout the industry about new ways to build demand and raise awareness for Wild Alaska Pollock. Partners should be prepared to share project ideas and work collaboratively with GAPP both to achieve the program goals as well as to communicate the learnings and success of the funded projects.

Our goal is to communicate and increase awareness of Wild Alaska Pollock. Therefore, where appropriate, “Wild Alaska Pollock” must be included in all marketing materials. GAPP has invested heavily in understanding how best to market Wild Alaska Pollock and has included key information in our comprehensive messaging toolkits which are to be used by partners in messaging. GAPP will collaborate with each partner individually to ensure optimal execution of consumer messaging about Wild Alaska Pollock. In addition, all partners will align on a messaging strategy, memorialized in an MOU, before the award is given.

**Program Specifications:** These programs should be in support of one or more of the following objectives:

* This year’s criteria will include increased emphasis on programs that deliver high volume usage of Wild Alaska Pollock products and/or have scalability for increased sales of those products after the project has concluded;
* Increase consumer awareness or familiarity of the species overall and/or driving greater knowledge of key species benefits or attributes as identified in GAPP toolkits;
* Launch new product innovations, aligned with current consumer or culinary trends or growth categories;
* Expand distribution of a product or products made from Wild Alaska Pollock into new and desirable channels;
* Expand usage occasions either for in-home or out-of-home consumption; or
* Attract new consumers or expand household penetration of a product or products made from Wild Alaska Pollock.

**Proposal Review Timeline:** The timeline for this next round of funding is as follows.

* Proposals due: Monday, July 28th, 2025
* Award announcements: Week of September 15th, 2025

**Project Requirements:** Geographic Scope: Global with specific emphasis given to markets the following markets: U.K., Spain, Malaysia, Japan, South Korea, France, Germany, and the U.S.

**Funding Level:** Partners must indicate their investment in the project, any 3rd party funding commitments, as well as the proposed investment by GAPP. GAPP funding levels will be determined based on the project’s ability to meet GAPP’s intended goals for this partnership, the potential return on investment, project impact, and available funds. GAPP is open to funding a wide range of initiatives at varied budget levels.

**Proposal Submission Guidelines:** All applicants are required to complete Attachment A with complete information, providing an overview of the proposal. All applicants are also required to complete and submit Attachment B, providing an overview of metrics used to measure success including what data will be collected and how results will be shared with GAPP. **Please see Attachment A and Attachment B for the Official Submission Forms. Those rewarded Partnership dollars will be required to also present their results virtually to the GAPP Board.**

**History of GAPP Partnership Program:** The Partnership Program was conceived by the GAPP Board of Directors to recognize and provide support for companies who are looking to bring new, innovative products to market or introduce the species to food influencers and decision-makers at forums where it hasn’t previously had visibility. Since the inception of the program, GAPP has awarded over $10 million to fund over 114 programs in North America and around the world. Each partner brings equal or greater funds to the table, meaning that for every dollar of GAPP investment, there is at least a one-to-one, and in most cases greater, investment in bringing Wild Alaska Pollock to new channels and consumers.

**Previously Funded Proposals:** Our past partnership programs have spanned a wide range of Products, Promotions & Channels. Below are just a few examples and more can be found on the GAPP website at: <https://www.alaskapollock.org/about-us/partnership-program>

Gorton’s Seafood – U.S.

Gorton’s has participated in multiple partnerships including the launch of its Air-Fried Fish Fillets® and leveraging a partnership with celebrity chef, Antoni Porowski, star of Netflix’s “Queer Eye” to create new recipes and create buzz for Wild Alaska Pollock. These programs not only increased engagement, but it also raised awareness of Wild Alaska Pollock with Gen Z & Millennial consumers.

Climate Pledge Arena and Oak View Group – U.S.

GAPP is currently in the third consecutive year partnering with Climate Pledge Arena, home of the NHL Team the Seattle Kraken. Multiple Wild Alaska Pollock items are sold in several different outlets within the arena and attendees are exposed to messaging about the fantastic attributes of our amazing fish. Wild Alaska Pollock is also the “Official Whitefish” of the Seattle Kraken and Climate Pledge Arena. In 2023/24, GAPP is building off this success and expanding Wild Alaska Pollock offerings at other Oak View Group venues in Noth America.

Costco (Nissui and Trident) – Japan

In 2024/25 GAPP is funding two different partnerships that are promoting Wild Alaska Pollock products in all 33 Costco Japan outlets. We have partnered with Nissui to promote their Spicy Wild Alaska Pollock Roe, and with Trident Japan to promote their Kanikama surimi seafood products. Both companies are delivering messaging that highlights the superiority of U.S. Wild Alaska Pollock to Japanese customers.

Angulas Aguinaga - Spain

Another multiple-time partner is Spain’s leading Angulas Aguinaga, Spain’s leading surimi seafood manufacturer. Angulas has used GAPP matching funds to promote its premium Krissia® brand line of surimi seafood products made with Wild Alaska Pollock using digital advertising, influencers and commercial television advertising.

**Webinar Information:**

GAPP will also host informational webinars to answer questions from applicants at 5:00 pm PDT on **June 9th** (9:00 am June 10th Tokyo time) and 8:00 am on **June 10th**, PDT (5:00 pm CEST). To register for either webinar, please contact Ron Rogness at Ron.Rogness@alaskapollock.org.

For more information on the GAPP Partnership Program, please visit: <https://www.alaskapollock.org/about-us/partnership-program>.

**For More Information**

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Association of Genuine Alaska Pollock Producers

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