

## Abstract

### ***Economic Self-Determination and Commercialization of Subsistence Marine Resources of Alaska Natives***

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This presentation will describe DENALI BioTechnologies' historical and current approaches to commercializing the traditional subsistence resources, with particular discussion of those from marine origins, used by Alaska Natives (AN). The key elements of DENALI's business model and interactions with AN includes recognition of rights associated with the Alaska Native Claims Settlement Act (1971), self-imposed corporate ethical standards and "fair treatment", and mutual participation in economic benefits resulting from resource commercialization. DENALI has created and implemented a "biodiversity access agreement" with a tiered royalty/profit-sharing model.

Compensation is commensurate with the extent of participation chosen by AN in various steps of product development and commercialization. The levels of participation are defined as "passive", "guided", and "contributing", with increasing compensation, respectively. Contributing participation may involve shared intellectual property with AN and DENALI scientists and colleagues considered as inventors. Although the access and compensation model has been employed principally with terrestrial resources to date, it is equally applicable to aquatic and marine resources. This assertion is most easily understood when 1) access to marine products is allocated with special consideration and quotas to AN for subsistence and other economic needs, 2) access to marine habitats (e.g. coastal areas) is through lands held by AN, 3) marine resources travel great distances inland (as in the case of spawning salmon) to AN lands, and 4) AN are a repository of knowledge for the food and medicinal applications of marine resources.

Other elements of DENALI's approach to commercialization of traditional AN resources is to identify those AN communities with the greatest need for economic development and those with marine and terrestrial assets that are currently obsolete for commercial use (e.g. clear-cut forest and fisheries for which the market collapsed or is limited). In addition to the above considerations, DENALI chooses resources for development that are plentiful and sustainable, able to be processed locally by AN for added value and job creation, while also being unique and attractive products in large markets. In summary, the successes DENALI has experienced will be presented along with the challenges to be faced in the future.