

Alliance for Maine's Marine Economy

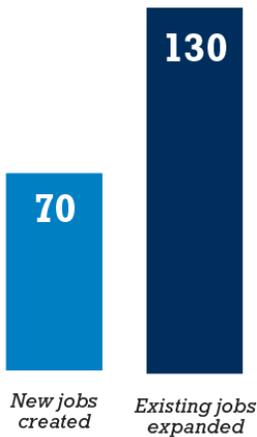
2019 Highlights

Maine's marine economy has long been a mainstay of our coastal communities and economies, particularly in rural areas, where many people rely on the fishing industry. Boundless opportunities exist in new technologies, critical infrastructure, value-added products, and supply chain efficiencies. Sustaining and growing Maine's marine economy relies on diversifying, innovating, and making the most of what we have.

The Alliance for Maine's Marine Economy (Alliance) is a responsive network of companies, organizations, and individuals dedicated to the growth of a vibrant marine economy for Maine. Our mission is to ensure that Maine seafood, fishing and aquaculture industries, and the natural and innovation ecosystems on which they depend are healthy and benefit Maine people and communities. We are committed to the idea that "a rising tide lifts all boats," and together, we accomplish more than any single organization can carry forward on its own.

This network formed in 2016 around a state-sponsored, citizens' marine-bond initiative (seven million dollars in public funds administered by Maine Technology Institute, plus more than seven million dollars in initial private investments).

The Alliance builds partnerships and opportunities to work collaboratively on initiatives to sustain and grow Maine's marine economy. Our diverse portfolio of investments, activities, and members provides a deep perspective on the needs and priorities of Maine's seafood economy. We provide professional development opportunities that facilitate building new collaborations, as well as learning and adoption of best practices across the sector. We also connect business and community needs to institutions, informing new research and initiatives that foster growth in Maine's marine economy.

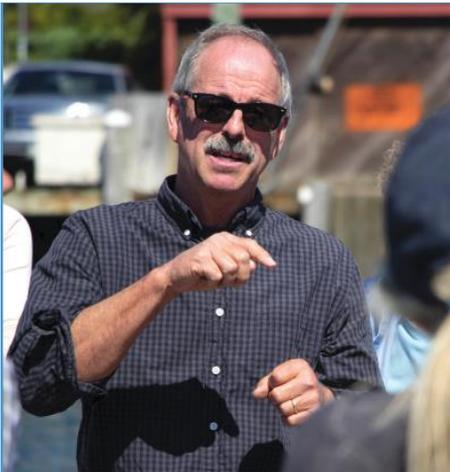


Since 2016, the Alliance's investments in capital equipment, new technologies, and essential infrastructure have made possible the creation of 70 new jobs, and the expansion of 130 existing jobs in Maine's marine economy.

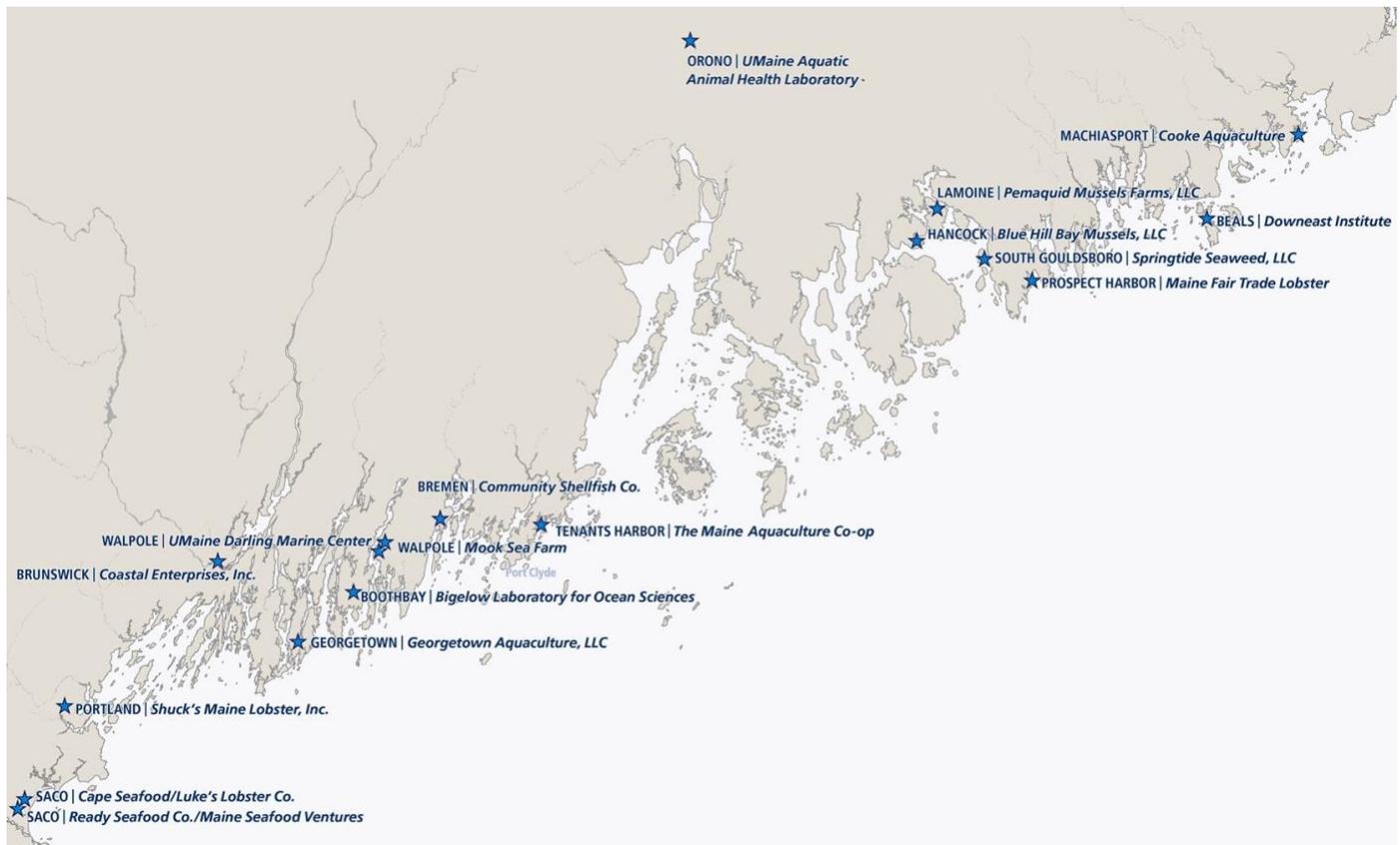


Alliance members shared knowledge gained from projects supported by the Alliance during three industry field days.

1. On March 24th, Alliance partners toured Mook Sea Farm's state-of-the-art oyster hatchery and oyster holding facility, which includes a new Oyster Inventory Room (OIR) to maintain 500,000 market-sized oysters, a packing and shipping area capable of handling more than 100,000 oysters per week, and a greatly expanded microalgae production space. The OIR enables a consistent supply of oysters to market by avoiding rainfall closures, and the production of bigger seed oysters, which increases resilience to environmental changes. The new facility is now a shipping hub for two other local oyster producers. Participants also learned about Alliance-supported technology that maximizes algae production and provides affordable microalgae concentrate to other shellfish producers. These and other R&D efforts improve conditions and increase capacity and yields on the farm. So far, these investments have enabled four new jobs, four expanded jobs, five new products, and a \$713,350 increase in sales for the company. Hosts: Bill Mook and Meredith White, Mook Sea Farm
2. On June 24th, a group visited Cooke Aquaculture's Gardner Lake fresh-water hatchery, net-pen sea farm, and processing plant in Machiasport. Participants learned about the various steps in Cooke's process, from spawning eggs to processing mature, marketable salmon, as well as other innovative, research and development efforts being employed. The Alliance-supported central feeding system maximizes storage, feeding efficiency, and employee safety. This investment has also created four new jobs and one expanded job, has lowered costs and increased yields on the sea farm. Hosts: Andrew Lively and Greg Lambert, Cooke Aquaculture
3. On September 13th, Alliance partners visited Port Clyde and Tenants Harbor where participants learned about the challenges and opportunities facing local ground fishermen, as well as innovative projects and partnerships driving economic activity to the shore. This included an Alliance investment in technology imported from Japan that has supported innovation in scallop aquaculture. This investment has created a new product, live farmed scallops, and developed a new source of income for local fishermen, resulting in approximately \$3,000 in 2019, the pilot year of the project. Sponsors/hosts of this event: Tenants Harbor Fisherman's Co-op/Maine Aquaculture Co-op/Luke's Lobster; Port Clyde Fishermen's Co-op/Maine Coast Fishermen's Association



From Saco to Machiasport, 17 investments are enabling essential infrastructure, capital equipment, innovative technologies, and workforce development that are transforming Maine's seafood economy.



An invitation to all

The Alliance fosters innovation and entrepreneurship in Maine's marine economy by bringing diverse partners together to experience first-hand how investments in infrastructure and new technologies are transforming Maine's seafood economy. Idea leaders and innovators share their knowledge and lessons learned, breaking down the "silos" within Maine's marine economy. As an Alliance member, you will:

- Learn strategies to enhance production value and develop new seafood-related products
- Create and access workforce development and training programs
- Gain knowledge of new trends and technologies
- Learn how to access financial resources for your business/organization
- Access the latest sustainability and resource health research
- Leverage your business/organization's capacity and regional impact
- Forge new partnerships and network with others in the marine sector
- Participate in the growth and progress in your industry

To get involved and learn more about the Alliance, contact Keri Kaczor, Alliance Coordinator, Maine Sea Grant, keri.kaczor@maine.edu 207.832.0343; or visit umaine.edu/alliance

OUR MEMBERS

The University of Maine System, including the following entities: Darling Marine Center, Maine Sea Grant, Aquaculture Research Institute, Cooperative Extension, Lobster Institute, Office of Innovation and Economic Development, and the University of Maine at Machias

Bigelow Laboratory for Ocean Sciences

Blue Hill Bay Mussels, LLC

Coastal Enterprises, Inc.

Community Shellfish, LLC

Cooke Aquaculture

Downeast Institute

Georgetown Aquaculture, LLC

Gulf of Maine Research Institute

Luke's Lobster/Cape Seafood

Maine Aquaculture Innovation Center

Maine Center for Coastal Fisheries

Maine Coast Fishermen's Association

Maine Department of Marine Resources

Maine Lobster Dealers' Association

Maine Technology Institute

Mook Sea Farm

Ready Seafood/Maine Seafood Ventures

Shuck's Maine Lobster

The Maine Aquaculture Cooperative

University of New England



Ben Martens from Maine Coast Fishermen's Association highlights the opportunities that exist for Maine's groundfishermen.



Alliance members marvel at the beauty of a scallop retrieved from a lantern net attached to the dock in Tenants Harbor.



The Alliance offers a casual and fun setting to come together to learn and experience new things.



A group gathers before boarding a boat in Bucks Harbor that will take them for a tour of Cook Aquaculture's net-pen sea farm at Cross Island.



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