

# Alliance for Maine's Marine Economy



## ALLIANCE BY THE NUMBERS

The Alliance for Maine's Marine Economy (Alliance) is a responsive network of companies, organizations, and individuals dedicated to a vibrant marine economy. We foster innovation and entrepreneurship with a focus on sharing our knowledge and lessons learned to benefit the whole. By bridging the gaps that exist between marine sectors, we create new collabo-

rations, facilitate learning and adoption across the industry, and inspire people to look forward and try new things.

Initially 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 enabled

17 projects implementing new technologies and essential infrastructure that build capacity and position businesses for the future. These transformative investments are addressing critical industry needs within Maine's seafood economy including workforce development (see inside map).

## Expanding the economy—creating new products, growing jobs and revenue

Alliance investments in infrastructure and innovative technologies have allowed businesses to develop new products, increase revenue, and grow jobs in Maine's coastal communities and economies.<sup>1</sup> Here are some cumulative impacts captured from 2018–2021:



Keri Kaczor poses next to Ready Seafood's High-Pressure Processing machine during a tour of the facility in February 2020.

**80** new seafood products and services created

**51** new or expanded aquaculture production sites

**215** new and **211** expanded\* jobs

**\$38.8** million in increased revenue

**\$18.3** million additional grants and other funds leveraged

**68** new educational initiatives

\*includes additional hours or duties

New technologies have enabled growth during the COVID-19 Pandemic. For example, Ready Seafood's integration of High-Pressure Processing (HPP) technology has helped the company grow, creating 15 new jobs on the raw lobster picking line,

two new sales positions, and two logistics/operations positions. Due to nationwide distribution of seven new consumer packaged goods made possible by Alliance-supported equipment, Cape Seafood/Luke's Lobster sales have steadily increased over

\$10 million in additional revenue annually. Further, more than 105 new contracts and research projects have been created and 77 new pieces of equipment or infrastructure installed.

1. Based on self-reporting by the projects, the cumulative impacts tracked from 2018-2021 are listed below, with additional impacts yet to be realized from projects still under development.

# Alliance-supported investments (\*) in Maine's marine economy are creating new jobs and meaningful career opportunities.

*"The investments in new production technology provide ongoing learning and advancement opportunities. It is a continuous process of testing new equipment and understanding how to control key culture parameters to grow bigger oysters and more oyster seed."*

—Meredith White, former Director of Hatchery Operations, Mook Sea Farm



Photo credit: Mook Sea Farm

**ORONO** | *UMaine Aquatic Animal Health Laboratory* ★

*I love working for this company because it gives me the opportunity to work on the shore, in a solid and dynamic setting. I'm advancing my career and training while doing what I love. I am a lobsterman, and since we have an oyster farm, I am learning all about that, too."*

—Anthony Betts, Lobster Manager, Community Shellfish Co.



**BRUNSWICK** | *Coastal Enterprises, Inc.* ★

**BOOTHBAY** | *Bigelow Laboratory for Ocean Sciences* ★

**GEORGETOWN** | *Georgetown Aquaculture, LLC* ★

★ **PORTLAND** | *Shuck's Maine Lobster, Inc.*

★ **SACO** | *Cape Seafood/Luke's Lobster Co.*  
★ **SACO** | *Ready Seafood Co./Maine Seafood Ventures*

**BREMEN** | *Community Shellfish Co.* ★

★ **WALPOLE** | *Mook Sea Farm*

**WALPOLE** | *UMaine Darling Marine Center*

★ **TENANTS HARBOR** | *The Maine Lobster Co.*

*"The high pressure processing machine at our processing plant has allowed me to use my background in engineering to advance my career here in Maine's seafood industry."*

—Moses Mulamba, HPP Technician, Ready Seafood



*“Hatchery based seed has given me a more secured job and a very positive outlook to the future. It’s great to be a part of a process so promising.”*

—Aaron Bernstein, Quality Control,  
Blue Hill Bay Mussels



★ MACHIASPORT |  
Cooke Aquaculture

★ LAMOINE | Pemaquid Mussel Farm, LLC

★ BEALS | Downeast Institute

★ HANCOCK | Blue Hill  
Bay Mussels, LLC

★ SOUTH GOULDSBORO | Springtide Seaweed, LLC

★ PROSPECT HARBOR | Maine Fair Trade Lobster

*“I love working at Springtide because it’s dynamic. No two farms are alike, and different areas in different waters all require their own modifications. There’s always an interesting problem to work through.”*

—Acadia Tucker, Farm Operations,  
Springtide Seaweed



me Aquaculture Co-op



Kathlyn Tenga-Gonzalez

## 2021 Seafood Cooking Tour

In 2021, the Alliance hit the road and made five stops along Maine's beautiful coastline to produce a series of lunchtime cooking shows celebrating the delicious seafood products that resulted from Alliance investments. Chef Robert Dumas from the University of Maine led these culinary adventures alongside the innovative fishermen/aquaculturists who are transforming Maine's seafood economy. Collectively, these shows reached more than 200 people from across Maine, seven other US states, and the Philippines. In a post-event survey, 95% of respondents expected to apply new knowledge/skills gained from the experience, and 90% said they were now more likely to purchase Maine seafood. The shows were also a great tool to teach the public about fishing and aquaculture techniques and the value of Maine's seafood economy.



## The Power of the Network

There is tremendous value in getting businesses together to learn from each other, inspiring others to take risks and try new things. Sharing our knowledge and experiences helps push the needle forward, creating efficiencies and catalyzing opportunities where together, we can do more than any single entity can do on its own to support and grow Maine's seafood economy.

Here are a few examples showing the power of the network:

**Sharing Ideas** — Upon hearing that Community Shellfish successfully grew oysters in a repurposed lobster pound, the Downeast Institute developed an experimental/demonstration farm with A.C. Inc. in Beals. They showed oysters can be grown for profit in vacant lobster pounds in eastern Maine, a region with ambient water temperatures too cold to grow eastern oysters.

**Sharing Resources to Increase Efficiency** — Following a field trip to Mook Sea Farm, Ready Seafood and Mook Sea Farm teamed up to share trucking. This allowed the two companies to share costs, improve efficiency, and reduce their climate impact.

**Technology Transfer** — After learning about Ready Seafood's use of HPP technology to extract raw lobster meat, Pemaquid Mussels piloted mussels in Greenhead Lobster's HPP machine and also worked with the UMaine Food Pilot Plant to develop recipes for a new, value-added seafood product.

## Looking Back and Forging Ahead

The collective successes of the four-year Alliance for Maine's Marine Economy investments, networking, and capacity-building initiatives have yielded far more than individual businesses or organizations could have achieved on their own. Our work continues, and many Alliance members have carried their work forward through engagement in the Seafood Economic Accelerator (SEA) Maine Project, as well as through other ongoing activities throughout the state.

**To learn more about the Alliance, contact Keri Kaczor, Maine Sea Grant, [keri.kaczor@maine.edu](mailto:keri.kaczor@maine.edu) 207.832.0343 or visit [umaine.edu/alliance](http://umaine.edu/alliance)**



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## Alliance Steering Committee Members (2018–2021)

Heather Leslie, UMaine Darling Marine Center (Chair 2018)

Paul Anderson, Maine Center for Coastal Fisheries (Chair 2019)

Curt Brown, Ready Seafood (Chair-2020)

Hugh Cowperthwaite, Coastal Enterprises, Inc. (Chair 2021)

Brian Beal, UMaine Machias

Cathy Billings, Lobster Institute

Beth Bisson, Maine Sea Grant

Robert Dumas, University of Maine

Andrew Lively, Cooke Aquaculture

Charles Tilburg, University of New England

## Alliance Sponsors (2018–2021)

Allen Insurance Agency

Blue Hill Bay Mussels

Island Institute

Maine Technology Institute

Maine Community Foundation

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