

Request for Proposals

Seafood Economic Accelerator for Maine (SEAMaine) New Opportunities & Emerging Technologies Subcommittee

Issue Date: June 11, 2021

Closing Date: Rolling

1. SEAMaine Background

The Seafood Economic Accelerator for Maine (SEAMaine), is an industry-led initiative committed to growing Maine's seafood economy by developing a roadmap and action plan that will ensure a vibrant, innovative and resilient marine economy. Funded by the U.S. Economic Development Administration, Maine Technology Institute, and FocusMaine, SEAMaine brings together leaders from aquaculture and commercial fishing to identify strategies and targeted investments to help transition our heritage seafood economy into a modern engine for sustainable economic and job growth.

This cross-sector effort builds on substantial existing research in many areas of the seafood sector, and partners share their research to forge a new vision for the future of Maine's economy. Co-led by Curt Brown, Ready Seafood, and Bill Mook, Mook Sea Farm, the SEAMaine steering committee includes approximately 35 members located across the state including public and private entities including industry, associations, non-profits, academia, and research and development. Island Institute serves as the project manager for SEAMaine and will coordinate the RFP and selection process.

SEAMaine is a 3-year, \$2.1 million project, initiated in June of 2020, to strategically plan for the future of Maine's seafood economy. The results of our final report and the network we have established is intended to endure far into the future.

2. Project Background

The SEAMaine New Opportunities and Emerging Technologies Subcommittee is seeking a consultant to develop an economic benchmarking study on residuals derived from Maine's marine living resource economy. Marine living resources are defined as: any marine organism coming out of the ocean, or land based systems, from which value is derived, including both seafood and non-seafood uses.

Maine seafood industries and stakeholders need a detailed, accurate, and integrated understanding of the current baseline availability and functionality of residual substances in the Maine's seafood economy and mapping of its activity along the coast. The subcommittee is seeking assistance to compile existing and anticipated resource data and reports, identify gaps in existing resources, and inform the data to be used for a statewide roadmap.

3. Project Purpose and Description

“It is not waste until we waste it.” will.i.am

Purpose: Available industry-wide data on residuals from the marine living resources sector is disparate and undistributed. Aggregation and synthesis is needed to compare and understand the economic impact and potential for growth.

The intent of this project is to collect and synthesize existing and accessible data about residuals from Maine’s living marine resources and their potential recognized and, as yet, unrecognized uses.

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Description: SEAMaine is seeking a consultant with residual and waste management expertise to gather a dynamic inventory for and analyze known data related to the types and amounts of natural residuals being produced by species coming out of the Gulf of Maine and imports into Maine and an assessment of how they are being used, and quantities being disposed of.

Analysis should outline data gaps and provide a proposal on best methods for acquiring that data. Analysis should also include a general understanding of residuals derived from manufactured waste: processing waste not from the animal or plant such as styrofoam coolers, lobster rope, and gloves and bibs.

Final report to include a bulleted summary and visuals.

Example Deliverables:

- List of all residuals available, including unreported and/or underutilized species
 - Quantity of each use in Maine
 - Full distribution and supply chain analysis
 - formula/quick calculation to percentage of residual type per species
 - Historical trends in availability over the past 10 years*
 - Projection of availability (if possible)
 - Quality/stability of residuals
 - Cost of disposal
 - Current uses of each
 - Seasonality or shelf life
 - Values of analogous uses in global context
 - Assessment of better potential utilization/areas for strategic improvement or growth

*taking into account deviances in 2020 due to COVID-19.

Stage 2:

- SWOT Analysis (current/future)
 - Market threats and opportunities (include consumer demand and global supply trends)
 - Social threats
 - Projections for species abundance and distribution and value
 - Potential emerging uses

All studies will be designed to be relevant to Maine. However, information from other jurisdictions may be used if Maine-specific data are unavailable. SEAMaine participants will assist the consultant in the collection of relevant data and making introductions to sector members. SEAMaine will also assist the contractors in the identification of data sources and other relevant resources. Sources can be assured that data findings will not be shared out at the individual, business, or organizational level and that this information will remain confidential to the contractor and SEAMaine. Collected data will be analyzed, summarized, and publicly shared at a state-wide level.

Potential Data Sources:

- Focus Maine
- CEI
- Maine Sea Grant Aquaculture Hub
- Maine Aquaculture Association
- Maine Lobster Marketing Collaborative
- Gulf of Maine Research Institute
- UMaine Lobster Institute
- Governor's Office of Policy Innovation and the Future
- Maine Lobstermen's Association
- Maine Coast Fishermen's Association
- Maine Lobster Dealers Association
- Maine Aquaculture Innovation Center
- Maine Center for Coastal Fisheries
- Maine Dept. of Marine Resources
- Maine Dept. of Environmental Protection
- Maine Dept. of Community & Economic Development
- Maine Dept. of Agriculture, Conservation and Forestry
- National Marine Fisheries Service (NOAA Fisheries)
- Net-your-problem
- Maine waste management companies (i.e. Casella, Waste Management, PERC, etc.)

Contractors will meet bi-weekly with representatives from SEAMaine to provide direction and insight. This project will require some collaboration and sharing of data with other contractors hired by SEAMaine.

4. Request for Proposals and Project Timeline

All responses to this RFX are due electronically by 5pm EST on July, 2, 2021 to Lisa Millette lmillette@islandinstitute.org.

Questions concerning the project must be submitted by June, 29, 2021.

Evaluations will be completed by July, 16, 2021.

Upon selection of a successful applicant contract negotiations will begin immediately.

5. Bidder Qualifications & Proposal Materials

Proposals will be accepted until 5 PM, MONTH, DAY, 2021. Proposals must be no longer than 10 pages including a project narrative that clarifies the proposed study method, an itemized project budget, a budget justification, an example benchmarking study outline, a list of proposed resources and references to be used in the generation of the studies and a project timeline. Respondent qualifications and references may be submitted in addition to the 10-page limit and should include any experience with the development of benchmarking studies. No overhead charges will be allowed. Specific contract terms and conditions will be negotiated upon the determination of the selected proposal.

Suggested proposal outline:

- A. Detailed description of the methodology being proposed.
- B. Work program outline detailing:
 - a. Tasks to be performed.
 - b. When each will be completed (timeline).
 - c. Tentative allocation of person days by task.
 - d. Schedule of work products.
- C. Methods the Consultant proposes to use to manage the project and communicate with SEAMaine as to project progress and reviews.
- D. Identification of key personnel to be assigned to the project and their roles, with resumes of all key personnel.
- E. Budget: including hourly rates (inclusive of overhead and profit) for personnel or personnel categories.
- F. Data expected to be provided by SEAMaine.

Thank you for your interest in working on the Maine marine residual management analysis project with the SEAMaine New Opportunities and Emerging Technologies Subcommittee.

Please contact Adam Burk, aburk@mdf.org if you plan to submit a proposal. We greatly look forward to hearing from you.