

A Report on Maine's Seafood Industry and Recommendations for High-Priority Actions

Submitted by the Co-Chairs of SEAMaine
Seafood Economic Accelerator for Maine (formerly MMERI)



*This report was compiled on behalf of SEAMaine with input and feedback from:
The Maine Department of Marine Resources, The Maine Aquaculture Association, Maine Technology Institute, The
Maine Lobster Dealers Association, The Maine Coast Fishermen's Association, The Alliance for Maine's Marine
Economy, The Island Institute, Mook Sea Farm Inc., Ready Seafood Company, Luke's Lobster, UMaine, and Focus Maine.*

WHAT IS THE INITIATIVE?

SEAMaine

Seafood Economic Accelerator for Maine

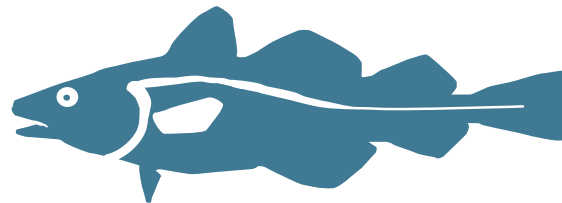
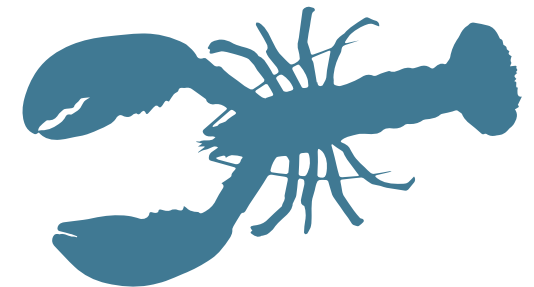
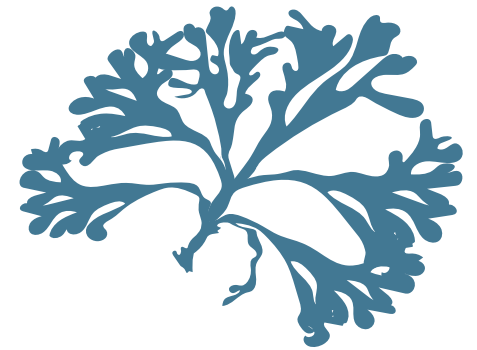
Economic Development Administration
funded initiative that brings together a group
of industry leaders and committed partners to
develop a roadmap for:

- economic growth,
- workforce development
- greater resiliency in Maine's seafood economy



OVER ARCHING GOALS

- Provide support to sustain and grow Maine's marine resource businesses.
- Increase harvest and value of marine living resources from Maine's coastal waters in a way that
 - Increases competitiveness of Maine businesses
 - Maximizes resiliency through diversification.
 - Minimizes the carbon footprint of the marine resource sector
- Support Maine's coastal communities through preservation and improvement of working waterfronts.



IMPORTANCE OF MAINE'S MARINE ECONOMY

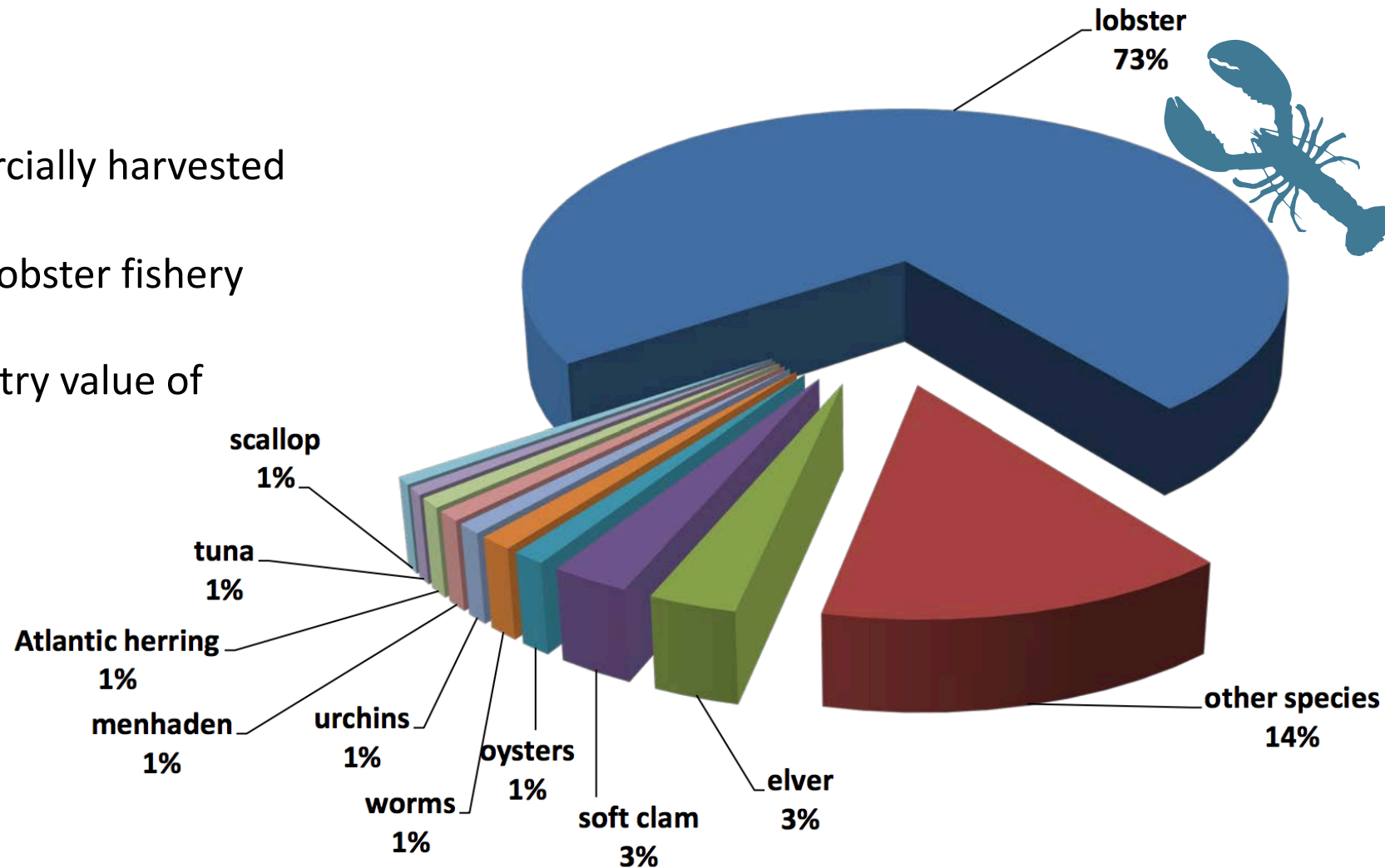
\$673,910,558 - the value of commercially harvested marine resources

\$484,405,036 – the value from the lobster fishery (72% of total value)

\$1.5 Billion – estimate lobster industry value of supply chain

People don't visit Maine to eat chicken...

Preliminary 2019 Commercial Maine Landings By Ex-vessel Value
Total: \$673,910,558 as of 2/20/2020



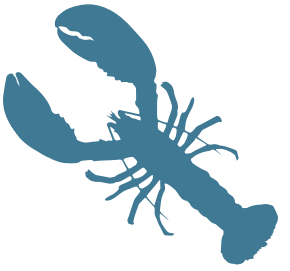
*Other species include confidential species and other species that make up less than 1% of total catch.



CHALLENGES AND GROWTH POTENTIAL

- Maine and the country are confronting a pandemic, climate change, and global trade pressures.
- Our state's marine sector has a track record of growth in response to challenging times.
- We have the opportunity now to lean in and create jobs, develop new product, and expand markets.





THE “SEAFOOD PLATTER” FOR AMERICA

Maine’s seafood economy is poised to:

- attract and retain more workers
- pump money and investments into local economies
- preserve the working characteristics of our coastal communities that attract millions of tourists (and their dollars) each year.
- Expand market penetration both domestically and internationally with healthy, delicious, sustainable and traceable seafood.

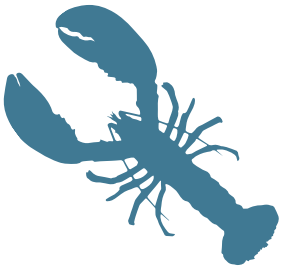
Change is constant but our working waterfronts remain the fabric of Maine’s coastal communities.



HIGH PRIORITY RECOMMENDATIONS:

INFRASTRUCTURE

- Create and fund a Maine Seafood Promotion Council (MSPC).
- Amend the statutes that govern the current use taxation program for working waterfront easements.



HIGH PRIORITY RECOMMENDATIONS: INNOVATION & ENTREPRENEURSHIP

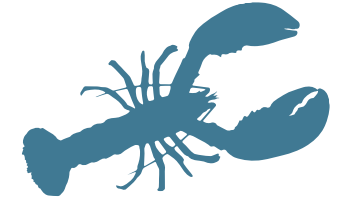
Increase incentives for private companies to invest in Research and Development.

- Recapitalize the Maine Technology Accelerator Fund MTAF (managed by MTI)
- Create funding opportunities to support new product development and assist in the creation of value-added products
- Continue to support and increase the **amount** and **visibility** of the Maine Seed Capital Tax Credit Program

Create a program supporting and educating business owners and license holders in accessing government and other resources to support growing their business.



HIGH PRIORITY RECOMMENDATIONS: TALENT & WORKFORCE



- Create remote professional and technical education programs.
- Work with Industry to Develop occupational standards.
- Advance the findings of the GMRI and MAA Aquaculture Workforce Study that are relevant across all marine sectors.
- Market careers and training opportunities in the marine economy and profile the variety of soft and hard skills, including an innovation mindset, needed across this dynamic and fast-evolving sector.
- Expand and simplify the Education Opportunity Tax credit program.



CROSS SECTOR RECOMMENDATIONS



- Continue to support Investments in 3 phase power along the coast
- Support ConnectME Broadband Infrastructure Grants





IN CLOSING

SEAMaine is presenting these high-priority recommendations today with a willingness and desire to partner with ERC to bring recommendations to fruition.



THANK YOU

*Manufacturing and Natural Resources-Based Industries
Subcommittee of the Governors Economic Recovery Committee*



QUESTIONS?