

**Draft Agenda**

**PORTLAND FISH PIER AUTHORITY BOARD OF DIRECTORS**

**June 11, 2018, 3:00pm**

**Room 209**

**389 Congress Street**

**1. Approval of February 12, 2018 Meeting Minutes**

**Action Item:            *Public Comment***

There was no quorum at the April 9, 2018 meeting resulting in no actions by the Board. Meeting notes are attached as are the February 12, 2018 minutes for approval

**2. Financial update** - An up to date financial summary is attached.

Rhonda Girard, Finance, will not be able to attend the meeting. Ms. Girard notes two items on the statement for the Board's information:

- The Engineering services line will not be spent this year as it is too late in the year to utilize that service.
- Insurance and stormwater charges are final.

**3. Fish Exchange update** - Bert Jongerden, PFX, Tom Valleau, PFX President

The Portland Fish Exchange Board is requesting that the Portland Fish Pier Authority provide funds to make up for an \$80,000 shortfall in the PFX operating budget for the previous operating year. The shortfall resulted from an unanticipated expense of \$80,671 to replace the primary chiller system for the facility.

Bert Jongerden, General Manager, and Tom Valleau, President, will be at the meeting to further explain and answer Board questions. A request letter is included herein.

**Action Item:            *Suggested Motion***

***The Board authorizes a payment of \$80,000 to the Portland Fish Exchange to compensate for expenses related to replacement of refrigeration equipment and to account for a 2017 year end budget shortfall.***

***Public Comment***

**4. Facilities update** - Kathy Alves, Director of Ports and Public Buildings, introducing Phil DiPierro, Project Manager.

A summary of recent projects will be provided at the meeting.

**5. Bristol Seafood Improvements**, Matt Venezuela, Director of Operations

Representatives from Bristol Seafood will present details of planned exterior improvements for approval by the Board consistent with land lease requirements. The majority of improvements will be interior to the building; however, Bristol requests approval from the Board for an expansion of mechanical equipment on the north end of the building and the installation of a

ground-mounted transformer at the northeast corner of Lot 5.

Peter Handy, President and CEO, has provided a letter introducing the improvements. Matt Venezuela, Director of Operations, will present additional material supporting Bristol's request at the meeting.

**Action Item:            *Suggested Motion***

***The proposed exterior improvements to Lot 5, including installation of mechanical equipment and ground-mounted transformer as presented, are approved consistent with the Renewed and Restated Lease Agreement between Portland Fish Pier Authority and Bristol Seafood, dated February 17, 2012, Section 4. (b) Alterations.***

***Public Comment***

**6. Increased Use of the Fish Pier by the Lobster Industry**

As has been discussed with the Board at previous meetings, increased development pressure on the Portland waterfront has motivated members of the lobster harvesting community to explore options for access, berthing, and operational support for their industry. Recent increased use of the Fish Pier parking resource by fish harvesters, including lobstermen, is a direct result of this activism.

Recently, Portland Economic Development staff and Portland Fish Exchange staff have held informal conversations with industry representatives and are looking for Board support to more formally engage the lobstering and Fish Pier communities to further this exploration.

At the meeting, staff will walk the Board through the conversations that have taken place to date, and describe the physical locations that may be available now and in the future to support the lobster industry. Staff will seek Board input on process steps moving forward.

**No Board Action Requested at this time.**

**7. Staff update on lease document research**

As noted at the April PFPA meeting, staff has been researching the state of PFPA lease documents. Staff will provide a brief overview of this effort, findings to date, and possible future steps.

During the course of this work, staff discovered that the land lease for Lot 10, (Douglas and Bayard Douty, Partners, aka, Douty Brothers,) was not extended as required in the lease terms. The original terms established in 1989 were for 25 years with 15 and 10 year extensions. Unfortunately, the 25 year term expired in 2014 without extension. Staff suggests a motion by the Board to extend the lease in general accordance with the original terms.

**Action Item:**

***A suggested motion will be provided at the meeting by Corporation Counsel. The Motion will authorize City Corporation Counsel to draft an amended lease for signature by the leasee and the President of the Fish Pier with an***

*expiration of October 15, 2029, with a single ten year extension, as provided in the original lease.*

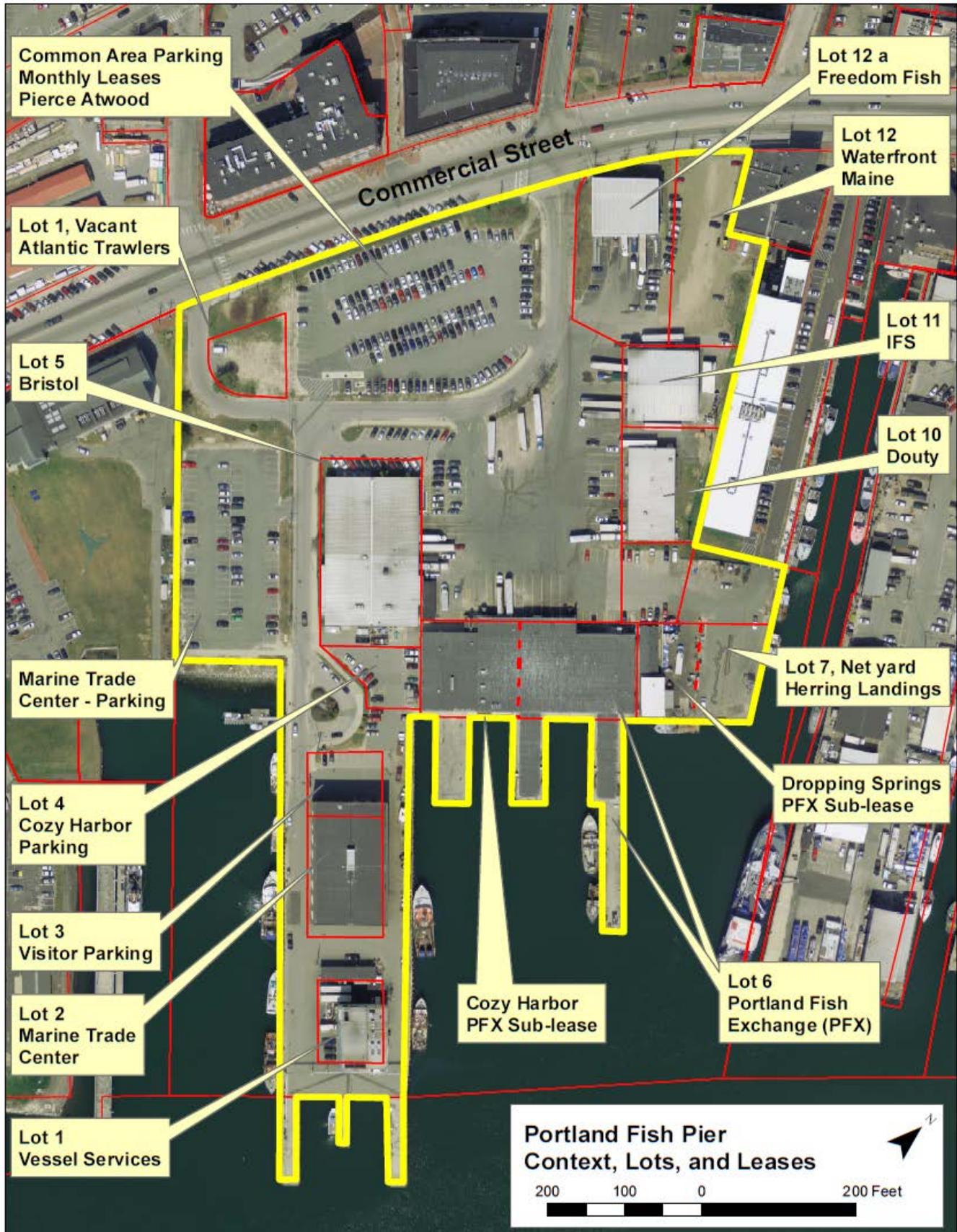
*Public Comment*

**Attachments:**

General Information: Orientation aerial photo, Context, Lots, and Leases

Agenda Item 1, Draft Minutes from the February 12, 2018 PFPA meeting, including Maine Sustainable Seafood, LLC Lot 1 proposal supporting documents (for Agenda Item 5)  
Agenda Item 2, Financial Update  
Agenda Item 5, Lot 5, Bristol Seafood Expansion cover letter, Peter Handy, President

Orientation aerial photo, Context, Lots, and Leases



Portland Fish Pier Authority  
April 9, 2018 Meeting Notes

Attending: Tom Valleau, Nick Mavodones

Absent: Anita LaChance, Meredith Mendelson, Jennifer Smith

There was no Quorum and therefore no actions were taken by the Board

1. No action was taken to approve the February minutes
2. Rhonda Girard presented up to date financial statements and answered Board questions.
3. Bert Jongerden updated the Board on landings, budget issues and upcoming equipment repairs. He noted a year end budget shortfall is likely.
4. Bill Needelman filled in for Facilities and presented the content of the attached memo from Diane Gagnon. Nick Mavodones wished Diane well on her departure from the City.
5. Representatives from Calendar Islands Maine Lobster provided an update on the proposed project on Lot 1 (north.) John Jordan, representing the project described changes to the development team, and took Board comments regarding potential development. Mr. Jordan anticipated providing additional information at future meetings.

Respectfully submitted, WBN

**Meeting Minutes DRAFT**

**PORTLAND FISH PIER AUTHORITY BOARD OF DIRECTORS**

**February 12, 2018**

**2:30 p.m. Room 209 City Hall**

Board Members in attendance: Nick Mavodones, Class A Board Member, City Council  
Tom Valleau, Ex-Officio, President of the Portland Fish Exchange  
Jennifer Smith, Class C Board Member, MDOT

Board Members absent: Meredith Mendelson, Class B Board Member, DMR  
Anita LaChance, Ex-Officio, City Manager's Office

Staff present: Michael Goldman, Assoc. Corp. Counsel  
John Peverada, Parking Manager  
Diane Gagnon, Project Manager, Facilities  
Bert Jongerden, General Manager, Portland Fish Exchange  
Bill Needelman, Waterfront Coordinator, Principal Staff

Public in attendance: Dan Jacques, Waterfront Maine, Lot 1  
John Jordan, Calendar Island  
Barton Seaver, Sustainable Maine Seafood  
John Hathaway, Shucks Maine Lobster  
Bill Coppersmith, MLU  
Togue Brawn, Downeast Dayboat  
Alan Tracy, Vessel Services  
Others...

**1. Approval of December 11, 2017 Meeting Minutes**

*Motion to approve: Moved by Valleau, 2<sup>nd</sup> by Smith: Pass 3-0 by all present*

**2. Financial update** - The budget summary as of 1-31-18 was attached in the meeting packet.

**3. Fish Exchange update** - Bert Jongerden, PFX, Tom Valleau, PFX President  
Fiscal year ends in March 18. Octo-Dec. landings were down, prices were down but landings from larger draggers helped. Look good for the year. Evaluating budget for next year. Fees may rise. Hopefully there will be a quota increase in May for start of fishing year.

Cozy Harbor is looking at potential increase in sublease, but will need to look at landings.

Discussions with Vessel Services are underway and communication is improving over food safety custody of ice.

Good meeting with DMR.

Mr. Valleau noted the potential to have a deficit for budget. Looking at increasing contract unloading.

4. **Facilities update** - Diane Gagnon, Project Manager.  
Electrical upgrades at the PFX are complete and functioning. Working on ventilation improvements in locker and break rooms.

Mr. Valleau asked Ms. Gagnon to clarify a budget line item on "Pier and Building Repair."

5. **Parking Update and Request for Rate Increase** - John Peverada, Parking Manager

John Peverada, City Parking Manager, provided a status update on parking utilization on the Fish Pier commercial lot included implementation of a new prioritized offering on vacant spaces to marine uses. Using this system, Harvesters and on-Fish Pier tenants were offered first, with off-site marine uses second. Ready Seafood on Maine State Pier took 20 vacant spaces.

As noted in the agenda, Mr. Peverada proposed a rate increase from \$100 to \$110 per month for all month to month parking agreements. The rate increase will not affect fish harvesters or parking tenants with long term leases. The daily rates are recommended to rise from \$8 to \$10.

*Motion: Moved by Valleau, 2<sup>nd</sup> by Smith: Increase monthly rate from \$100 to \$110 as of July 1, 2018.*

**Public Comment**

D. Jacques from Waterfront Maine supported the increase.

Pass 3-0 by all present.

*Motion: Moved by Valleau, 2<sup>nd</sup> by Smith: Increase daily rate from \$8 to \$10 as of July 1, 2018.*

Pass 3-0 by all present.

6. **Lot 12, Browne Trading loading dock: Waterfront Maine**

BN introduced the item. Waterfront Maine currently holds a parking lease on Lot #12 at the northeast portion of the Fish pier. The Current Waterfront Maine lease includes an exclusive development option. Both the lease and option expire in March 2018. In order to serve current seafood processing and other uses of the adjacent Browne Trading building – located off the Fish Pier - Waterfront Maine requests permission to build and access a truck loading dock on Fish Pier property.

This proposal was introduced at the December 11, 2017 meeting and discussed in executive session. Material supporting this request from Waterfront Maine is included in the attached documents.

Dan Jacques, Waterfront Maine provided an update on their progress in developing a mixed use fish processing and office building on Lot 12 along Commercial Street.

***Motion: Moved by Valleau, 2<sup>nd</sup> by Smith:***

*To amend the Waterfront Maine Land Lease on Lot 12 to include:*

- i. Extension of the lease term (which expires in March 2018) for three years with yearly rates to increase from \$20,000 in 2018, to \$20,500 in 2019, to \$21,000 in 2020;*
- ii. The proposed loading dock on the rear of the Browne Trading building is an approved use under the lease;*
- iii. Use of, access to, and maintenance of the loading dock are conditions of the lease and subject to the use of the Browne Trading building for seafood related industry, consistent with the mission of the Portland Fish Pier. Termination of the lease or change of use of the Browne Trading building to a non-seafood related use shall require the removal of the loading dock ;*
- iv. The Exclusive Development Option is extended for three (3) years, concurrent with the term of the subject lease; and,*
- v. Corporation Counsel shall prepare an amended lease consistent with this motion for signature of Waterfront Maine and the PFFA President.*

**Public Comment:** None

Pass 3-0 by all present.

The Board made no action of Waterfront Maine's request for a commitment to create an access easement from Lot 12A through Lot 12, serving Lot 11 and the existing utility easement access. This issue may be discussed at a future meeting.

**7. Lot 1, Development Opportunity: Calendar Islands Maine Lobster LLC, dba MSS RealCo**

Represented by John Jordan, John Hathaway, and Barton Seaver, MSS RealCo, requested a 9-month exclusive option to develop Lot 1 on the Portland Fish Pier. MSS RealCo is asking for consideration of a land lease and an expansion of the Lot 1 footprint in order to build a 30,000 sq/ft commercial/business facility as outlined in the proposal to be distributed at the February Fish Pier Board meeting. Project presented the project in detail, circulated supporting information (attached to these minutes) and answered questions from the Board.

This proposal was introduced at the December 11, 2017 meeting and discussed in executive session.

As described in the meeting agenda, the development of the facility would require closing the secondary Fish Pier drive from Commercial Street and expanding Lot 1, as has been discussed previously by the Board. As described at the December 2017 PFFA meeting, the facility will include lobster processing and wholesaling and seafood preparation for in-house consumption on the first floor the facility. The second floor is planned to include event space, seafood industry education, and a demonstration kitchen.

The project representatives described their credentials and goals for the project. The Island

Institute, an investor in Calendar Islands Maine Lobster, will likely also participate.

The project representatives requested a 9 month exclusive development option to Calendar Islands Maine Lobster LLC, dba MSS RealCo, on Lot 1, with permission to pursue relevant permitting, including expansion of Lot 1, subject to Portland Planning Authority approvals. Land lease terms and final facility designs will return to the Board for approval prior to any construction.

The Board opened the item up to Public Comment.

**Public Comment:**

Bill Coppersmith, MLU: Refreshing idea for value added product. Home run.

Alan Tracy, Vessel Services: Exciting project. Need to work through the access needs for servicing underground tanks and other Pier businesses (referring to potential closing of secondary access.) VS would like to work with the project team on issues.

Togue Brawn, Downeast Dayboat: Shocking that a project like this hasn't happened before. Great idea, would like to help.

***Motion: Moved by Valleau, 2<sup>nd</sup> by Smith:***

*The PFPA Board will not entertain offers on Lot 1 until November 1, 2018 in recognition of Maine Sustainable Seafood's expressed interest in the property, as presented to the Board on December 11, 2017 and February 12, 2018. Corporation Counsel will document the Board's intent with a seen and agreed to letter for the President's signature.*

*Pass 3-0 by all present.*

**Material Circulated at the Meeting:**

Material supporting Agenda Item 7, Lot 1, Development Opportunity: Calendar Islands Maine Lobster LLC, dba MSS RealCo.



Agenda 1  
2-12-18 Minutes

February 12, 2018

To the attention of:

Nick Mavodones, President, and the members of the Portland Fish Pier Authority Board Of Directors

Calendar Islands Maine Lobster LLC, dba MSS Real Co, is requesting a 9-month exclusive option to develop Lot 1 on the Portland Fish Pier. MSS Real Co is asking for consideration for a standard 30-year land lease with renewal options every 10 years and an expansion of the Lot 1 footprint in order to build a 30,000 +/- sq/ft commercial/business facility as outlined in the proposal to be distributed at the February Fish Pier Board meeting.

Development of the facility will require closing the secondary Fish Pier drive from Commercial Street and expanding Lot 1, as has been discussed previously by the Board. As described at the December 2017 PFPA meeting, the facility will include lobster processing and wholesaling and seafood preparation for in-house consumption on the first floor the facility. The second floor is planned to include event space, seafood industry education, and a demonstration kitchen.

CALENDAR ISLANDS MAINE LOBSTER

6A PORTLAND FISH PIER, PORTLAND, ME 04101  
P 207-541-9140/F 207-518-9049  
[www.calendarislandsmainelobster.com](http://www.calendarislandsmainelobster.com)

# **MAINE SUSTAINABLE SEAFOOD CENTER**

## **MAINE LOBSTER HERITAGE AND EVENT CENTER**

### **Maine Lobster Heritage Story: "Trap to Table"™**

Currently, there is no place in Maine where people can gather to learn about Maine Lobster and other Maine Sustainable Seafoods.

Our "Trap to Table"™ story will educate chefs, students and people from across the globe, about the importance of our working waterfront to the hard working coastal communities of Maine.

This will be storytelling at its finest. Starting with trips on working Maine Lobster boats; historical displays of Maine's working waterfront history; and actual storytelling and chef education by the Island Institute and internationally known Chef Barton Seaver; customers of the Fish Pier companies will be able to learn first hand why Maine Sustainable Seafoods are the BEST seafoods in the world.

In today's marketplace, "Sustainability" and "Story" mean everything.

### **The Heritage Room: Intimate Event Space**

The MSSC Heritage Room will be a small, intimate gathering spot by the fireplace overlooking the working waterfront; designed to feel like the living room of a comfortable waterfront home.

Gatherings of up to 75 people can share in the "Trap to Table"™ story while celebrating with samples of Maine Sustainable Seafoods prepared on-site.

It will be Maine storytelling of the finest kind: tasting, teaching, togetherness.

Agenda 1  
2-12-18 Minutes

# 2018 Waypoints Forum

*January 19, 2018*





**WAYPOINTS FORUM: FUTURES OF THE MAINE WATERFRONT  
FRIDAY, JANUARY 19, 2018  
PORTLAND, MAINE**

**VIDEOS FROM OUR LIVE-STREAM OF THE FORUM PANEL DISCUSSIONS ARE AVAILABLE HERE OR VIA THE LINKS BELOW. (HTTPS://WWW.FACEBOOK.COM/PG/ISLANDINSTITUTE/VIDEOS/?REF=PAGE\_INTERNAL)**

**A GALLERY OF PHOTOS FROM THE EVENT ARE AVAILABLE HERE. (HTTP://WWW.ISLANDINSTITUTE.ORG/MEDIA/2018-WAYPOINTS-FORUM-PHOTO-GALLERY)**

The Island Institute's 2018 Waypoints Forum featured an afternoon of panel discussions on the future of our coastal and island economy, presented with trends and analysis by key coastal leaders. The theme for this year's event was *Futures of the Maine Waterfront*, with topics ranging from aquaculture to the future of our state's working waterfronts.

The forum was followed by a reception and special dinner highlighting the bounties of the Maine coast and featured a multi-course meal with locally sourced food, including Bangs Island Mussels and Casco Bay Cod.

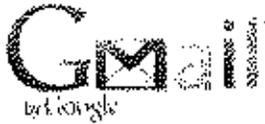
## **FORUM TOPICS**

- Small Scale Aquaculture in a Global Marketplace  
(<https://www.facebook.com/islandinstitute/videos/10156231971869301/>)
- Big Ideas Shaping our Waterfront  
(<https://www.facebook.com/islandinstitute/videos/10156232357774301/>)
- Future of our Working Waterfronts in Maine – visions of our communities in the next 10-15 years (<https://www.facebook.com/islandinstitute/videos/10156232527729301/>)

## **SPEAKERS**

- Barton Seaver, Author and Chef
- Sebastian Belle, Maine Aquaculture Association
- Abigail Carroll, Nonesuch Oysters
- JB Turner, Front Street Shipyard

Agenda 1  
2-12-18 Minutes



john hathaway <wjhathaway@gmail.com>

# LobsterLand Map Phase #1 & "sea" our Banded & Branded Lobster!

1 message

**Lobster.Ca Today 2015**

Wed, Apr 29, 2015 at 3:17 PM

<canadianatlanticlobster@gmail.com>

Reply-To: "Lobster.Ca Today 2015"

<canadianatlanticlobster@gmail.com>

To: Lobster Lover <johnny@shucksmaine.com>

LobsterLand Map Phase #1 & sea our *Banded & Branded Lobster!*

[View this email in your browser](#)



We are all about...

- #1. Canadian Atlantic Lobster
- #2. Industry Participants
- #3. East Coast Tourism
- #4. East Coast Business
- #5. Partnerships & Alliances
- #6. Creating Employment
- #7. Banding & Branding

*"A rising tide lifts all boats"*

## The Future of Canadian Atlantic Lobster is now...

Through technology and Lobsterpreneurship, Lobster.Ca is an innovative branding initiative and online catalyst. We are "the social media voice" aiming to improve things for the Fishers, industry, businesses, organizations, coastal communities and all Canadians.



<p>VIEW LIST</p> <p>1. Acadia</p> <p>2. Acadia Lobster</p> <p>3. Acadia Lobster</p> <p>4. Acadia Lobster</p> <p>5. Acadia Lobster</p> <p>6. Acadia Lobster</p> <p>7. Acadia Lobster</p> <p>8. Acadia Lobster</p> <p>9. Acadia Lobster</p> <p>10. Acadia Lobster</p> <p>11. Acadia Lobster</p> <p>12. Acadia Lobster</p> <p>13. Acadia Lobster</p> <p>14. Acadia Lobster</p> <p>15. Acadia Lobster</p> <p>16. Acadia Lobster</p> <p>17. Acadia Lobster</p> <p>18. Acadia Lobster</p> <p>19. Acadia Lobster</p> <p>20. Acadia Lobster</p> <p>21. Acadia Lobster</p> <p>22. Acadia Lobster</p> <p>23. Acadia Lobster</p> <p>24. Acadia Lobster</p> <p>25. Acadia Lobster</p> <p>26. Acadia Lobster</p> <p>27. Acadia Lobster</p> <p>28. Acadia Lobster</p> <p>29. Acadia Lobster</p> <p>30. Acadia Lobster</p> <p>31. Acadia Lobster</p> <p>32. Acadia Lobster</p> <p>33. Acadia Lobster</p> <p>34. Acadia Lobster</p> <p>35. Acadia Lobster</p> <p>36. Acadia Lobster</p> <p>37. Acadia Lobster</p> <p>38. Acadia Lobster</p> <p>39. 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A genuine thank you, goes out to the businesses and organizations in Atlantic Canada that are supporting this monumental undertaking. Our print deadline is May 15th.

The King of Lobster Rolls

(606) 735-7111

With Street Location Grey Box Localica

Casino New Brunswick's Surf n Turf BUFFET

\$9.99

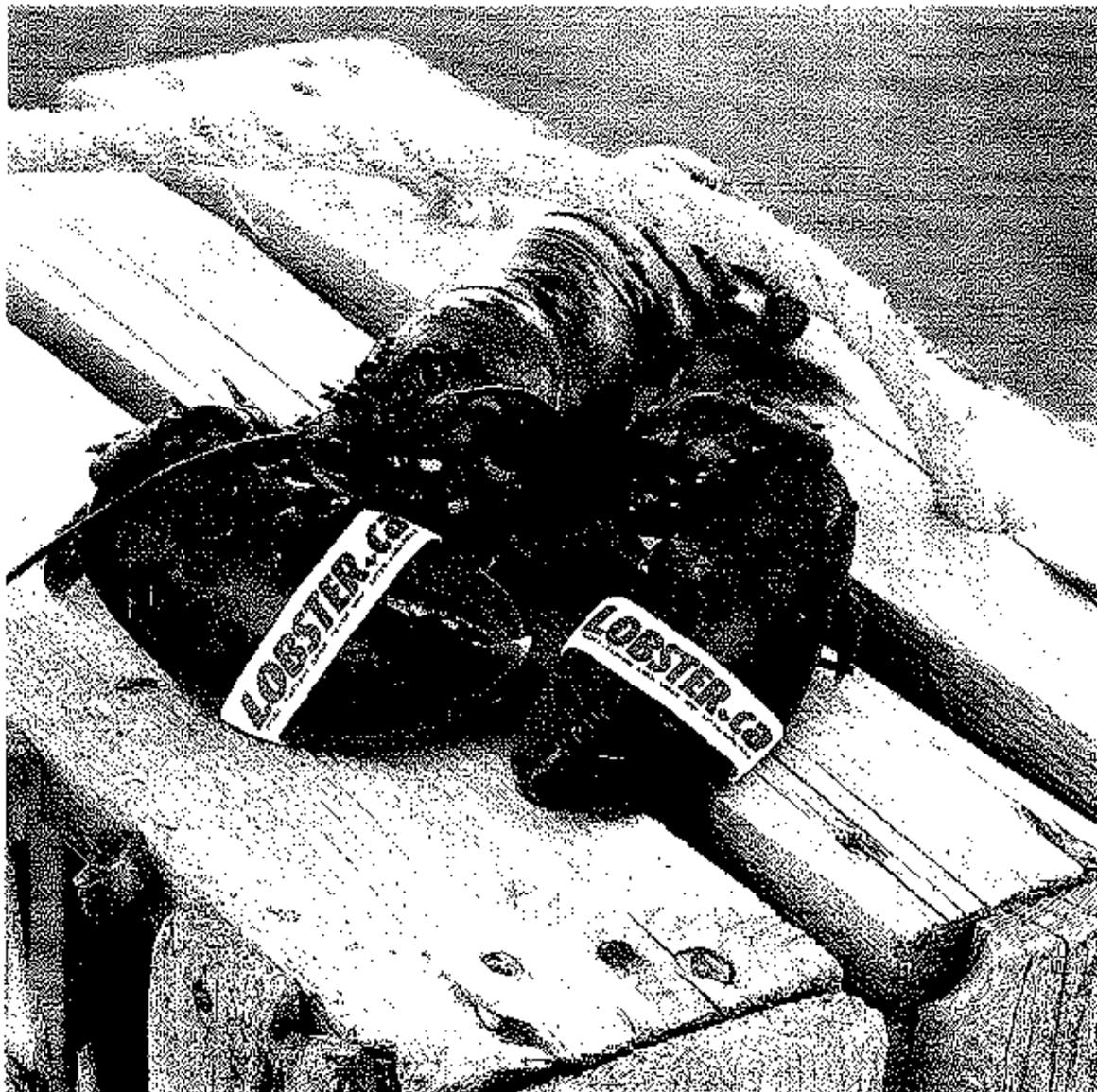
Fridays Saturday 11:30am-10pm 3pm-10pm

CASINO

Agenda 1  
2-12-18 Minutes



Meet Amanda @ Lobster.Ca who shares everything about LobsterLand Magazine.





## Selling aquaculture to Americans: Chef Barton Seaver advocates for the "only protein that is guilty until proven innocent"

By Madelyn Kearns

Published on December 7, 2017



If you ask celebrated chef and sustainability advocate Barton Seaver, the best way to sell the message of aquaculture to Americans is not to mention seafood until much later on in the conversation, if at all.

As the "only protein that is guilty until proven innocent" in the United States, seafood faces a great deal of stigma from the average American consumer, according to Seaver. That opposition seems to only intensify when the concept of farm-raised seafood comes into play – a troubling phenomenon that isn't seen nearly as often with land-based farming operations, the accomplished culinary author argued.

"Imagining nature, most people think of a farm, and that's perfectly allowed – we look at that with honor. Yet we think the seas should be unmarred by the hand of man or our activities," Seaver explained during his keynote presentation at this week's Future of Seafood conference, held from 4 to 5 December, and organized by the Gulf of Maine Research Institute and the Boston, Massachusetts-based Museum of Science.

"What we need is to create a social narrative around farming seafood," he said. "We need to get over that social hurdle to really understand that 71 percent of our planet is not being used nearly to its capacity to sustain the people that live on a very small portion of this planet. We need to get to the point where Americans are...clamoring to create jobs and create investment vehicles into aquaculture operations."

Establishing this type of successful social narrative requires simultaneously building "a market for [farm-raised seafood]," Seaver said, which may be better accomplished by talking less about fish and shellfish, and more about what Americans already care for: job creation and viable economic prospects for the future.

“There’s more of America underwater than there is above it,” Seaver noted. “When you think about that as an economic frontier, a new economic geography, it doesn’t matter what political background you’re coming from. We can have this conversation if we stop talking about seafood, which has a bias against it, and start talking about jobs, health, food security, food sovereignty, trade imbalances – things that matter to us and things that resonate on Capitol Hill.”

Seaver dives deeper into the United States’ complex relationship with seafood, both wild-caught and farm-raised, in his latest book, “American Seafood: Heritage, Culture & Cookery From Sea to Shining Sea,” which was published on 7 November. He provided the opening address to the first-ever Future of Seafood conference, which was held in Boston and funded by Bloomberg Philanthropies.

Agenda 1  
2-12-18 Minutes



**Madelyn Kearns**

*Editor*

✉ [mkearns@divcom.com](mailto:mkearns@divcom.com)

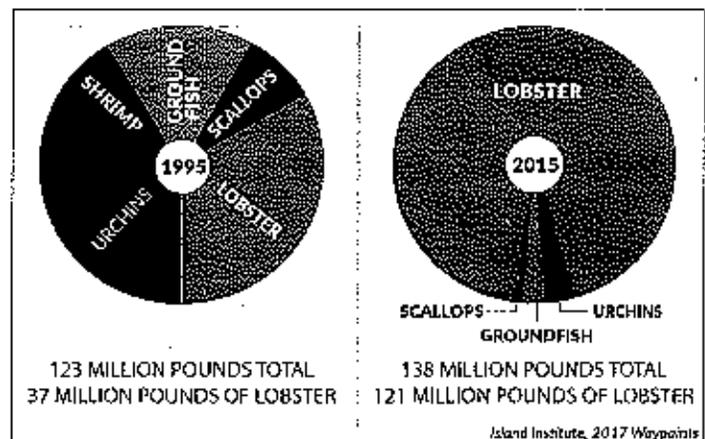


November 9, 2017

Mr. John Hathaway  
150 Main Street  
Richmond, ME 04357-1152

Dear Mr. Hathaway,

**The marine sector is the backbone of Maine's coastal economy.** Diversifying the local fishing economy is a critical need in ensuring a future for our communities. Warming faster than 99% of the world's oceans, the Gulf of Maine faces ecosystem changes that are already impacting marine life, and our reliance on a single-species – lobster – heightens our vulnerability to these changes. In response, our communities have identified three priorities where investment now will build resilience for the future: **strong economies, education and leadership, and shared solutions for sustainability.** Our interdisciplinary approach to promising initiatives, like aquaculture, helps ensure that our programming serves communities across all three priority areas.



## Strong Economies

The Island Institute's Aquaculture Business Development (ABD) program is currently providing comprehensive support to over 40 Maine residents that are interested in starting seaweed or shellfish farms as an income diversification strategy. With your support, the Island Institute will help launch 60 new aquaculture businesses by 2020, creating 95 new jobs. Your membership would directly help the next generation of Mainers build sustainable new ways of making a living on the water.

## Education & Leadership

Over the past two years, the Island Institute has partnered with schools, technical experts, and aquaculturists to develop and implement place-based STEM education for Maine students through aquaculture. This program, called CAPE (Collaborative Aquaculture Project for Education),



**creates a pipeline of young women and men with the workforce and leadership skills they need to thrive in a dynamic, changing environment and economy.** Your membership will help Maine's children contribute to the future of their communities.

## Sharing Solutions for Sustainability

Maine has long been looked to as a model and leader on working waterfront preservation. Your support will help Maine lead the way forward in **developing and sharing models that build economic resiliency** in small, natural resource-dependent coastal

communities. One way we share lessons learned and replicable models is through our *What Works Solutions Library*, available



through our website. This digital library offers case studies and practical information. For example: budding aquaculturists can learn about various

approaches of financing a new shellfish or seaweed business.

Maine is uniquely positioned to leverage and expand its aquaculture industry – and those innovators who will power this future economy are in our classrooms and out on the water today.

Your financial support is crucial in helping these communities along our coasts and islands survive and thrive. Please consider becoming a member with a gift of \$10 a month or more by December 31, 2017.

With warm wishes from all of us in Rockland,

Rob Snyder  
President

P.S. Thank you for your interest in our Edible Seaweed Workshop!

**YOUR MEMBER BENEFITS INCLUDE:**

- A subscription to *The Working Waterfront* newspaper
  - 10% discount at our store, Archipelago, and online at [www.thearchipelago.net](http://www.thearchipelago.net)
  - Invitations to events
  - Members at \$100 and above also receive the annual *Island Journal*.
- In addition, members who give \$1000 and above receive:
- Invitations to unique *Island Partner* events
  - Communications directly from President Rob Snyder

**CAPE**

**Participation to Date:**

**DOWNEAST**

- 6 schools
- 11 teachers
- 75 students

**PENOBSCOT BAY**

- 9 schools
- 12 teachers
- 167 students

**CASCO BAY**

- 3 schools
- 4 teachers
- 48 students

**ABD**

**Impacts to Date:**

**DOWN EAST**

- 5 participants
- 2 started shellfish aquaculture businesses
- 3 more starting businesses in 2018

**PENOBSCOT BAY**

- 9 Participants
- 5 started shellfish aquaculture businesses
- 6 more starting businesses in 2018

**CASCO BAY**

- 6 participants
- 2 started shellfish aquaculture businesses
- 2 have started seaweed aquaculture businesses

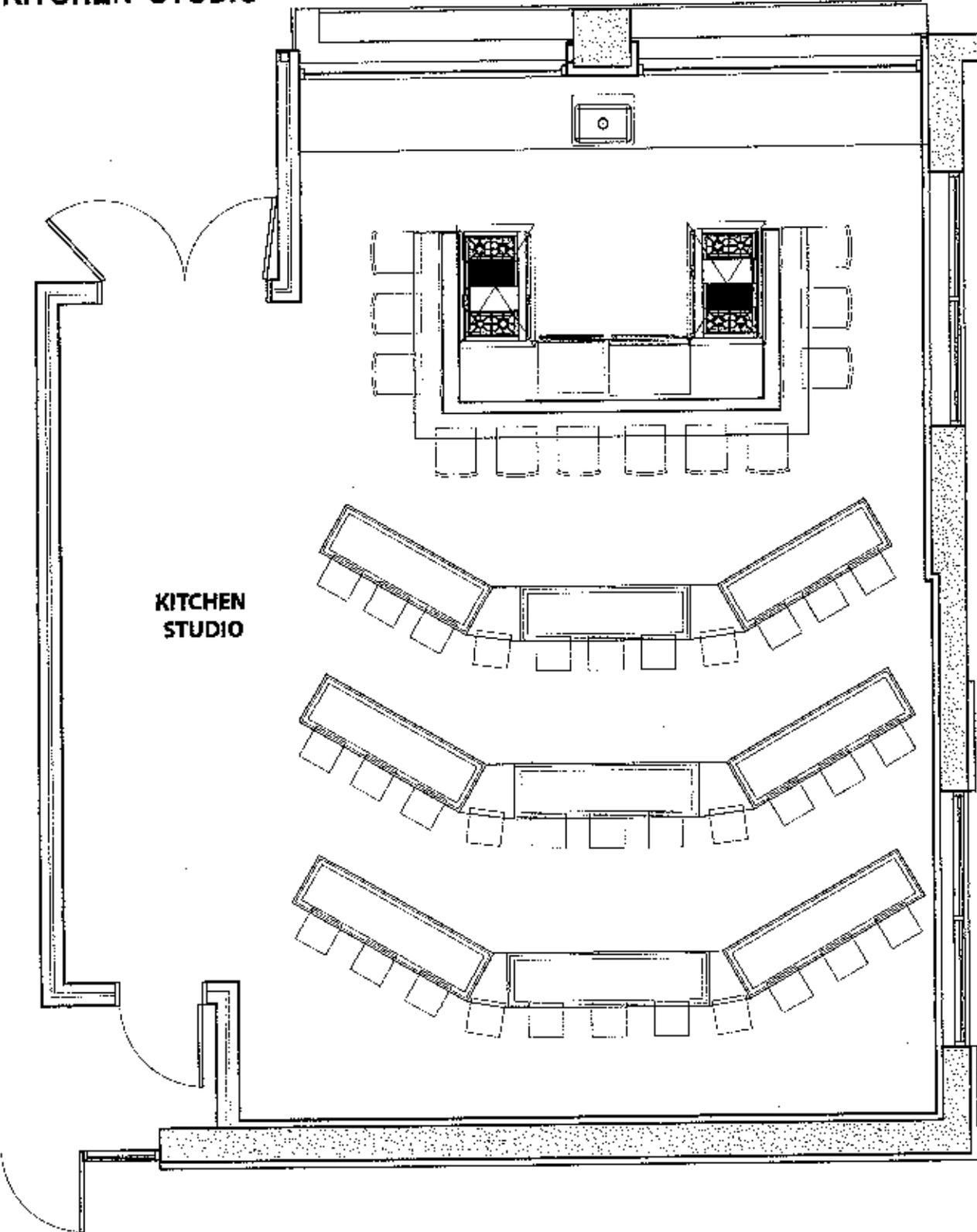
*The Island Institute is recognized as a 501 (c) (3) organization by the IRS. No gifts, services, or membership benefits will be given in consideration of this gift. We recommend you consult your tax advisor regarding the tax deductibility of your contribution to the extent permissible by law.*

386 Main Street • P.O. Box 648 • Rockland, Maine 04841-0648  
Tel: 207-594-9209 • Fax: 207-594-9314 • [membership@islandinstitute.org](mailto:membership@islandinstitute.org)

# MAINE SUSTAINABLE SEAFOOD CENTER

Agenda 1  
2-12-18 Minutes

## KITCHEN STUDIO



# **MAINE SUSTAINABLE SEAFOOD CENTER**

## **The Kitchen Studio**

The MSSC Kitchen Studio is a state of the art studio outfitted with professional-grade video and audio equipment that will meet the needs of high-end television production. The studio is available for rent for commercial or non-professional production by PFX and other Maine Seafood companies for ads, commercials or YouTube videos.

The Studio will also provide unique opportunities for Chef Barton Seaver to offer Maine Sustainable Seafood Academy classes to Chefs from around the world as well as Maine chefs, students, and the public interested in learning about the creative culinary pleasures of Maine Sustainable Seafood.

### **STUDIO FEATURES**

Our 1,200 SF Kitchen Studio includes access to a fully equipped kitchen, and preparation, storage and dishwashing.

### **COOKING STAGE**

Features a range of lighting and ambiance options that promise creative freedom and a high level of functionality in a camera-ready state of the art kitchen.

### **PRODUCTION CAPABILITIES**

The Studio is outfitted with 6 PTZ (pan, tilt, zoom) controllable professional grade cameras that are strategically placed to capture multiple angles of the cooking area.

Pre-lit green screens, mobile camera options, wireless mic, tripod kit, and a videographer to round out the studio kitchen's capabilities.

### **LIVE PRODUCTION CAPABILITIES**

Our control room features a Tri-Caster 8000 with eight channel recording capabilities.

### **POST-PRODUCTION CAPABILITES**

The Kitchen Studio has an in-house video editor who will utilize on-site Adobe Premier tools along with voice-over technology and a compact mixer to take your raw media assets and turn them into a refined final product.

### **STUDIO RENTAL**

Kitchen production studio pricing is designed to be flexible and customizable based on your needs. We offer a la carte pricing for equipment, space, and services upon request. Please submit the details of your project to: [Johnny@MaineSustainableSeafood.com](mailto:Johnny@MaineSustainableSeafood.com)

### **MAINE SUSTAINABLE SEAFOOD ACADEMY:**

Internationally acclaimed Chef Barton Seaver will also offer courses in the Kitchen Studio for both world-class chefs and the public on what to know and how to cook Maine's famous sustainable seafoods. Instructions will range from Maine Lobster to Maine Mussels, Oysters, Clams, Fish and other delicacies. For further info contact: [Johnny@MaineSustainableSeafood.com](mailto:Johnny@MaineSustainableSeafood.com)

**M** Gmail

john hathaway <wjhathaway@gmail.com>

# Unleash Your Inner Chef | Cooking Classes & Events at Fairmont The Palm

1 message

**Fairmont The Palm**

Sun, Sep 24, 2017 at  
8:44 AM

<mailer@dubaiweekpartners.com>

Reply-To: Fairmont The Palm <mailer@dubaiweekpartners.com>

To: wjhathaway@gmail.com

[View in browser](#)





Discover The Chef's Palette at Fairmont The Palm, our interactive cooking studio, led by **Michelin-trained Chef de Cuisine Romain Van Durmen**. Explore our afternoon classes, master classes and programmes designed for family and friends, corporate team-building or for bespoke private dining experiences.

#### AFTERNOON CLASSES

Work one-on-one with a professional chef to discover Chef Romain's recipes from all over the world. As part of your experience enjoy a complimentary lunch buffet at Flow Kitchen restaurant.

From 195 AED per person | Available 12:00pm daily

#### MASTER CLASSES

Fully interactive hands-on culinary experience with 13 set menus to choose from. Wine pairings are available to enhance your experience.

From 345 AED per person | Every evening from 7:30pm

#### CHEF'S TABLE DINNERS

A memorable private dinner exclusively prepared by Chef Romain Van Durmen. Choose from several customisable set menus with an option of complementing wines or legendary Belgium beers.

From 445 AED per person | Every evening from 7:30pm

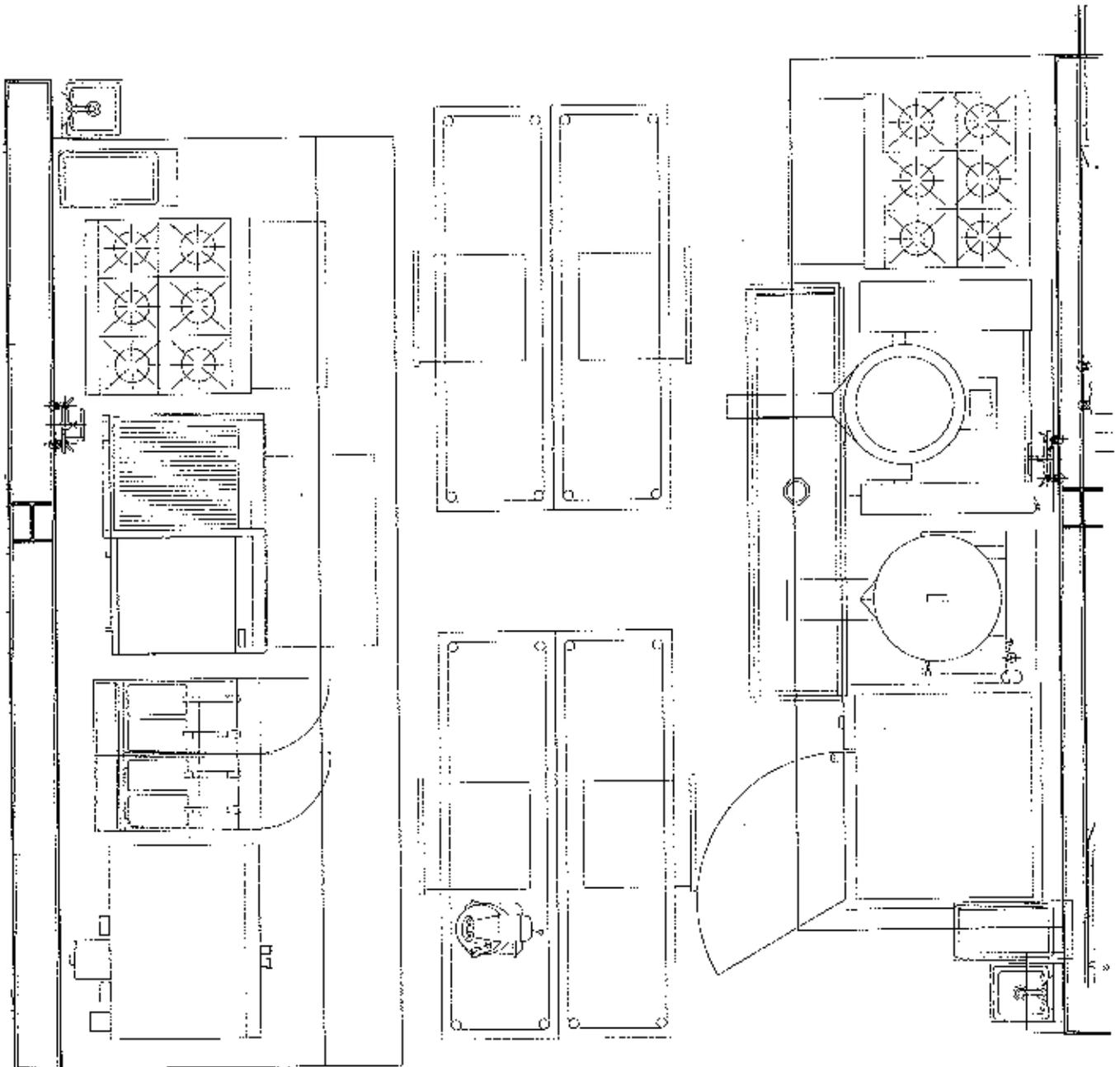


To learn more about each experience, create a tailor made event and book, please call +971 4 457 3457 or email [palm.dining@fairmont.com](mailto:palm.dining@fairmont.com)

# MAINE SUSTAINABLE SEAFOOD CENTER

Agenda 1  
2-12-18 Minutes

## KITCHEN PLAN



# **MAINE SUSTAINABLE SEAFOOD CENTER**

Agenda 1  
2-12-18 Minutes

## **R&D Kitchen**

### **INTRODUCTION**

The MSSC R&D Kitchen will provide a stepping stone for Maine Sustainable Seafood companies to bring innovative, value add products to market. There are many barriers to entry when starting any small business or being able to create new value add products even for established seafood suppliers, especially in the culinary world.

In taking on the significant fixed cost of building out a rentable commercial kitchen space with adjacent video production, we intend to break through some of these barriers and help others to do so as well.

Our goal is three-fold:

1. to support the process of creating successful new value add Maine sustainable seafood products for our company and other Maine seafood companies on the working waterfront, by providing rentable commercial kitchen space and expert culinary advice;
2. to provide educational opportunities for chefs, students and the public to learn from our experts about Maine sustainable seafood and how to properly prepare it;
3. to provide a built-in opportunity for our company and others on the working waterfront to "show and tell" the Maine Sustainable Seafood story to our customers who now will have a place in Portland to visit and learn directly from their working waterfront supplier. The end result will be a better-educated customer and increased sales of Maine sustainable seafood to those customers.

## **R&D KITCHEN OVERVIEW**

The MSSC R&D Kitchen will be a fully inspected, SQF Certified, and licensed food manufacturing facility.

The Kitchen features, equipment and small wares provided shall include:

- a. Building security with cameras;
- b. Loading dock;
- c. Public parking lot;
- d. Online scheduling;
- e. 6-burner ranges and stacked convection ovens;
- f. Griddles and Charbroilers;
- g. Deep fryers;
- h. 20 and 60 quart Mixers;
- i. Tilt Skillet;
- j. Sinks; Refrigerators and Up-right freezers;
- k. Prep counters; Dishwashers;
- l. Ice machines;
- m. Sanitary supplies; trash removal;
- n. Access to freezer cabinets and HPP technology;

## **CONTACT:**

[Johnny@MaineSustainableSeafood.com](mailto:Johnny@MaineSustainableSeafood.com)



**UNITED STATES DEPARTMENT OF COMMERCE**  
**National Oceanic and Atmospheric Administration**  
NATIONAL MARINE FISHERIES SERVICE  
NORTHEAST FINANCIAL SERVICES  
55 Great Republic Drive, Suite 02-700  
Gloucester, MA 01930

Agenda 1  
2-12-18 Minutes

(978) 281-9222

December 20, 2017

John Hathaway  
Shucks Maine Lobster LLC  
150 Main Street  
Richmond ME 04357

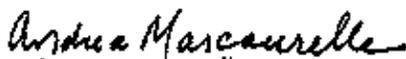
RE: FF-B-174

Dear John:

This is to confirm NOAA/ National Marine Fisheries Service commitment to Shucks Maine Lobster LLC in the amount of \$3,000,000. The purpose of the funding is to purchase land, build a shoreside processing facility and procure seafood processing equipment.

Please let me know if you need anything further.

Sincerely,

  
Andrea Marcaurelle  
Commercial Loan Specialist  
Northeast Financial Services  
National Marine Fisheries Services



To learn how to utilize the built-in features of this theme, including the custom banner image, please visit the Tutorial page at

[www.patcoconstruction.com/learn-more](http://www.patcoconstruction.com/learn-more)

# COMMERCIAL BUILDING DIVISION



## Experience, Innovation, Tradition, and Value

### Experienced In All Project Phases

We pride ourselves on accurate estimating, scheduling, value analysis, material control and project management. Successful construction projects start and end with careful planning by our project

teams. From pre-construction meetings to on-going communication throughout the project, PATCO takes the necessary steps to ensure a successful project completion.

### **Focused On Your Business**

The majority of PATCO buildings are designed by our in-house staff in conjunction with the appropriate drafting, architecture or engineering professionals. We approach every project as a team, promoting a dynamic and innovative environment. Our focus is our client, our client is our reputation - and our reputation is our future. We've built our business one satisfied customer at a time.

### **Cost Effective Construction**

PATCO offers metal pre-engineered and fabricated components that are more cost effective than most conventional structural designs. Metal building architecture also minimizes on-site erection time, while providing durability for long-term performance. PATCO constructs low-rise steel buildings for manufacturing, warehousing, school and commercial applications.

## **From Planning , To Ribbon Cutting - And Beyond**

Your business is unique and will grow at it's own rate. At PATCO we've got the experience to handle any size job. We're with you every step of the way. Whether you're starting with a brand new building, or renovating or expanding an existing facility, our team understands that every step represents a milestone in the "history" of your business. It's important to you - and it's important to PATCO. We're honored to have played a part in the evolution of companies in business parks, shopping centers, malls, and towns throughout Southern Maine and Northern New Hampshire.



*The people at PATCO were excellent to work with because of their knowledge and experience. Three years after we moved in, I can still pick up the phone and get an immediate response to any concerns*

*Todd Gillis, Lunder Manufacturing*



### **Get In Touch With PATCO**

1293 Main Street  
Sanford, Maine  
04073



### **Professional Affiliations**



### **Digital Portfolio**



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**Your Maine & New Hampshire Commercial Building Contractor**

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- [Project Portfolio](#)
- [Interior Spaces](#)
- [Concept To Completion](#)
- [Project Locations](#)



**PATCO Construction, Inc.**

**Your Maine & New Hampshire Commercial Building Contractor**



# Sebago Technics Inc

Agenda 1  
2-12-18 Minutes

## OWNERSHIP

 (<https://www.linkedin.com/company/1317041>)

 (<https://www.facebook.com/sebagotechnics/>)

 ([https://www.youtube.com/channel/UCx7CZDP4fukrBq\\_0X26kA\\_Q](https://www.youtube.com/channel/UCx7CZDP4fukrBq_0X26kA_Q))

(<http://www.sebagotechnics.com/service/civil-engineering/>)

(<http://www.sebagotechnics.com/service/planning-and-permitting/>)

### **About Sebago Technics**

Founded in 1981, Sebago Technics, Inc. is a multi-discipline, engineering and land development consulting firm headquartered in South Portland, Maine. Our design and technical professionals

represent more than 15 disciplines/service areas and are licensed to provide services throughout New England. **[Read more.. \(/who-we-](#)**

are/).

## What Sets Us Apart?

As a 100% employee-owned company, our employees set us apart through commitment and client response. Our team-based approach to deliver services provides each client with the expertise and the valuable input of multiple disciplines. With the centralization of expertise and knowledge collaborating under one roof, every project and customer benefits with a superior result. **[Read more... \(/who-we-are/our-team/\)](#)**

### South Portland

75 John Roberts Road, Suite 4A  
South Portland, Maine 04106  
207.200.2100  
Fax 207.856.2206



<https://www.linkedin.com/company/1317041>



<https://www.facebook.com/sebagotechnics/>



[https://www.youtube.com/channel/UCxzCZQP4hvkRn\\_DX26kA\\_Q](https://www.youtube.com/channel/UCxzCZQP4hvkRn_DX26kA_Q)

Search Sebago  
Technics



Matt Stringer  
Vice President

Commercial Banking  
One Canal Plaza  
Portland, ME 04101  
Tel: 207-874-7066  
Fax: 207-874-7750  
Matthew\_J\_Stringer@Keybank.com

February 12, 2018

RE: Mr. John Hathaway  
Shucks Maine Lobster, LLC  
150 Main St., Suite 4  
Richmond, ME 04357

To Whom It May Concern:

John Hathaway and Shucks Maine Lobster have had a long-standing comprehensive relationship with KeyBank. KeyBank currently provides credit in the low-mid 7 figure range. Deposit accounts maintained with KeyBank have averaged in the mid 6 figure range over the past year.

The relationship has been excellent and Shucks Maine Lobster has always met any obligations to KeyBank in a satisfactory manner without exception. In our dealings with Shucks Maine Lobster we have found them to have an experienced and capable management team and to be a very professionally-run company.

Shucks Maine Lobster, and John Hathaway, as its owner, has the capacity through net worth and potential financing to expand and improve the property at Lot 1 Portland Fish Pier, Commercial Street, Portland, ME 04101. Shucks Maine Lobster is considered to be in good standing with KeyBank and I would be pleased to answer any other questions that you might have.

This letter is based on my present understanding of your financial position. Any changes in circumstances relating to this transaction may require revisions to the Bank's assessment of Shucks Maine Lobster and John Hathaway's capacity.

Sincerely,  
KEYBANK, N.A.

Matt Stringer  
Vice President



February 12, 2018

Mr. Tom Valteau  
President  
Portland Fish Pier Authority  
389 Congress Street  
Portland, ME 04101

Dear Mr. Valteau:

I am writing to express my support for Calendar Island Maine Lobster's request for a six month exclusive option on lot J at the Portland Fish Pier. Although I am not a Director nor formally involved with the management of the Portland Fish Pier, I am an interested tenant, and as such, I thought it prudent to lend my voice to this discussion.

The work Messrs. Jordan, Seaver and Hathaway are exploring would be transformational for the Portland Fish Pier, and in addition, I believe it has the power to help further the Maine seafood brand more broadly. I understand that as written it would eliminate one of the points of access to Bristol's facility, and for a collaborative, forward-thinking project such as this I believe it makes sense to be appropriately accommodating.

I strongly support their request for a six month exclusive option to explore this business opportunity. I would be happy to answer any questions that you may have.

Sincerely,

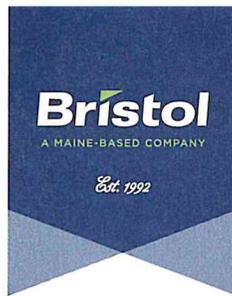
Peter Handy  
President & Chief Executive Officer  
Director  
Shareholder

CC: John Jordan

**Fish Pier Authority  
FY18 Budget Status  
As of May 31, 2018**

**AGENDA #2  
Financial Statement**

	<b>FY18 Budget</b>	<b>YTD</b>	<b>Balance</b>	<b>%</b>	<b>FY17 YTD</b>	<b>FY18 vs. FY17</b>	<b>%</b>
<b>Revenue:</b>							
<i>Miscellaneous</i>	14,490	18,960	(4,470)	130.8%	18,496	464	2.5%
<i>Berthing</i>	29,376	26,928	2,448	91.7%	26,928	0	0.0%
<i>Parking</i>	308,719	272,400	36,319	88.2%	278,991	(6,590)	-2.4%
<i>Ground Rent (Leases)</i>	175,352	165,646	9,706	94.5%	163,259	2,387	1.5%
<b>Total Revenue</b>	<b>527,937</b>	<b>483,934</b>	<b>44,003</b>	<b>91.7%</b>	<b>487,673</b>	<b>(3,739)</b>	<b>-0.8%</b>
<b>Expenditures:</b>							
<i>Admin. and Maint. Services</i>	38,367	30,694	7,673	80.0%	26,489	4,205	15.9%
<i>Travel/Training/Meetings</i>	1,200	791	409	65.9%	10	781	7810.0%
<i>Contractual Services</i>	21,219	11,498	9,721	54.2%	14,104	(2,606)	-18.5%
<i>Engineering Services</i>	23,000	0	23,000	0.0%	0	0	0.0%
<i>Printing/Copying</i>	400	0	400	0.0%	0	0	0.0%
<i>Equipment Repair</i>	10,000	6,190	3,810	61.9%	4,460	1,730	38.8%
<i>Land/Pier/Building Repair</i>	200,000	72,383	127,617	36.2%	70,998	1,385	2.0%
<i>Insurance</i>	12,967	12,850	117	99.1%	12,600	250	2.0%
<i>Supplies</i>	13,500	5,683	7,817	42.1%	4,987	696	14.0%
<i>Electricity</i>	15,000	14,949	51	99.7%	15,658	(709)	-4.5%
<i>Stormwater</i>	19,584	20,304	(720)	103.7%	19,584	720	3.7%
<i>Capital</i>	0	0	0	0.0%	0	0	0.0%
<i>Debt Service</i>	26,973	26,974	(1)	100.0%	18,530	8,443	45.6%
<b>Total Expenditures</b>	<b>382,210</b>	<b>202,315</b>	<b>179,895</b>	<b>52.9%</b>	<b>187,419</b>	<b>14,896</b>	<b>7.9%</b>
<b>Net Revenues Over(Under) Expenditures</b>	<b>145,727</b>	<b>281,619</b>	<b>(135,892)</b>		<b>300,254</b>	<b>(18,635)</b>	<b>-6.2%</b>



Agenda Item 5  
Lot 5  
Bristol Expansion

June 7, 2018

Mr. Nicholas M. Mavodones, Jr.  
President  
Portland Fish Pier Authority  
C/O Bill Needelman – Waterfront Coordinator  
389 Congress Street  
Portland, ME 04101-3509

Dear Mr. Mavodones:

Thank you for taking the time to review our request to add new functionality to our existing plant. We are proud to embark on what will be a substantial and transformative investment in our Portland Fish Pier plant.

At your upcoming meeting on June 11th, Matthew Venezuela, Director of Operations, will share our plans for added capabilities in our existing building footprint (adding a freezer tunnel and packaging line), and request your approval to place a modest amount of supporting equipment on the exterior of our building (a small refrigeration system on an existing concrete pad, and a new transformer to bring additional electricity to the facility).

To be clear, we have no plans to increase the footprint of our building or increase our parking needs (all new hires will be working on a newly-started shift, so our parking lot will have cars in it more often, but the number of cars there at any given moment will not change).

Should you or your fellow Directors have any questions regarding the proposed plan, I encourage you to ask Matt or myself directly. I am proud of the work we have done on the Portland Fish Pier over the last 25 years, and this facility upgrade will position us for additional responsible growth in the future.

Thank you for your continued support.

**Peter Handy**  
President & CEO

cc: Matthew Venezuela



**Portland Fish Pier Lease Management: June 2018 DRAFT**

Lot #	Lease Holder	Term	Expires	Area (Sq Ft)	Rent (\$/year) as of 2018	Rate (\$/Sq ft/year) as of 2018	Parking Spaces	Parking Rate (\$/sp/month)	Notes
#1, South	Vessel Services	30 years	12-31-42 with 10 year extension	10,114, + 5000 exterior pier area, + non-exclusive tank area. +/-900 feet of pier perimeter	\$21,648	\$1.4/sq ft, variable	On site only and informally on pier perimeter for customers and berthed vessels	Included in ground lease	Rent based on ice sales, \$20,000 minimum CPI increase not to fall below 1.5%, If so, the previous year figures are used.
#2, #3(visitor parking lot)	Portland Fish Pier Associates, Marine Trade Center	45 years starting 10-1-84	9-30-29 with 15 year extension to 2044	15,353 sq ft (lot 2) 6229 sq ft (lot 3) plus 198 feet vessel berthing and repair apron (east side)	\$22,063	\$1.44/sq ft on lot 2 alone \$1.02/sq ft (including visitor parking)	80 spaces leased on Rear Lot 4 spaces leased in Front Lot. +/- 16 visitor spaces on Lot 3 included in base lease	\$30/sp/mth or \$300/sp/yr adj by PPI-CE ***** By 4th amend: \$55.62 adj by PPI-CE	Rent based on % occupancy (2nd amendment, 1990) Up tp 30 spaces may be leased in the Front Lot by lease.
#5	Bristol Seafood	25 years with 10-year renewal starting 2012	2/19/2022	31,424 sq ft (by lease) 31,442 sq ft (by plat)	\$44,626	\$1.42/sq ft (\$1.00/sq ft adjusted by CPI 3% minimum escalator since 2012)	Approx 12 spaces on site Approx 25 spaces on adjacent common area	Included in ground lease	Original Lease To "ABBA" assigned to Bristol Lease Mortgage assigned to Key Bank, 2013
#4,6,7,8,9	Portland Fish Exchange	Sept 2014 to May 2030	5/1/2030	99,868 sq ft (including net yard and piers)	\$30,000 plus \$0.75/ton on herring and other fees	Mixed. Periodic escalator - \$2500 increase every 5 years	On site and on adjacent common areas	Included in ground lease	Approved sub-leases to Dropping Springs and Cozy Harbor Management responsibility for Net Yard and Transient berthing.
#10	Douty Brothers	25years starting 10-16-89 with 15 and 10-year exentions upon notice	No record of extension. Apparantly expired since 2014	17,149 sq ft reduced in May 2012 to 15,352 sq ft (by lease amendment)	\$17,090	\$1.11/sq ft (2012 basis) CPI 3% minimum escalator	On site and on adjacent common areas	Included in ground lease	Searching for extension with Finance. Lease amendment 2012 (unsigned,) with MOU (signed.) No mension of extension in amendment.
#11	Tamaki Assoc, DBA, IFS	10 years starting on 6-22-2009 with 4, 10-year extensions	6/22/2019, possible extensions to 2049	16,666 sq ft (by plat) (16,573 sq ft by lease)	\$12,669	\$0.76/sq ft CPI 3% minimum escalator	On site and on adjacent common areas	Included in ground lease	Apparent trailer parking encroachments onto Lot 12a/Lot 12 easement

