



**Department of Economic  
& Community Development**

**Economic Development Incentives  
for Land-Based Aquaculture**

**August 2022**

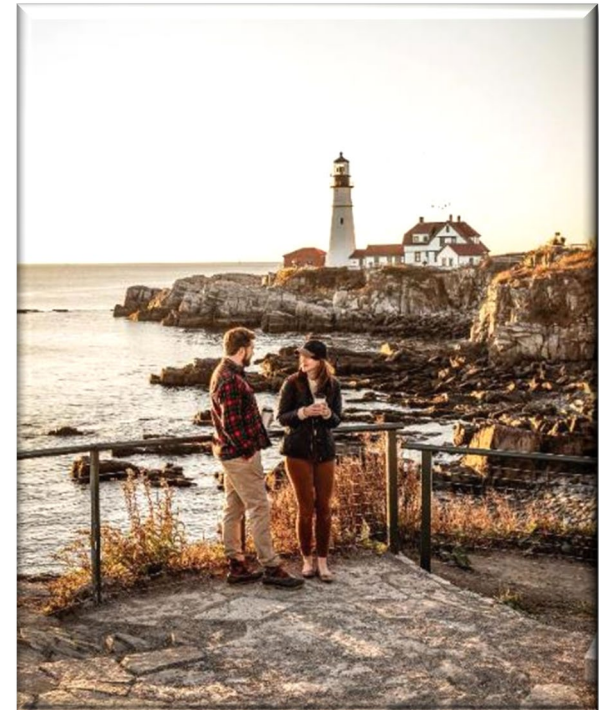


# Welcome Home to Maine

Maine's depth of talent, world class research institutions and premier undergraduate colleges, as well as its unparalleled quality of place and work-life balance make it a choice location for manufacturing businesses at any stage of their business cycle. Maine's 3,500 miles of coastland and convenient access to the world's largest consumer markets offer unlimited opportunities both domestically and internationally. Maine's higher education institutions and trade organizations have made it clear they are eager and excited to partner with companies to deliver the talented workforce that will support your growth.

We hope to formally welcome you home to Maine in the coming months.

- ✓ Proximity to largest consumer markets (Portland is 1.5 hours from Boston and 5.5 hours from NYC).
- ✓ Maine is one of the Top 10 Safest States in the U.S., with a crime rate 37% below the national average.
- ✓ Maine is a place where employees want to work, live, and raise their families.
- ✓ **In Maine, location is a top benefit for employees, both on-site and remote workers.**

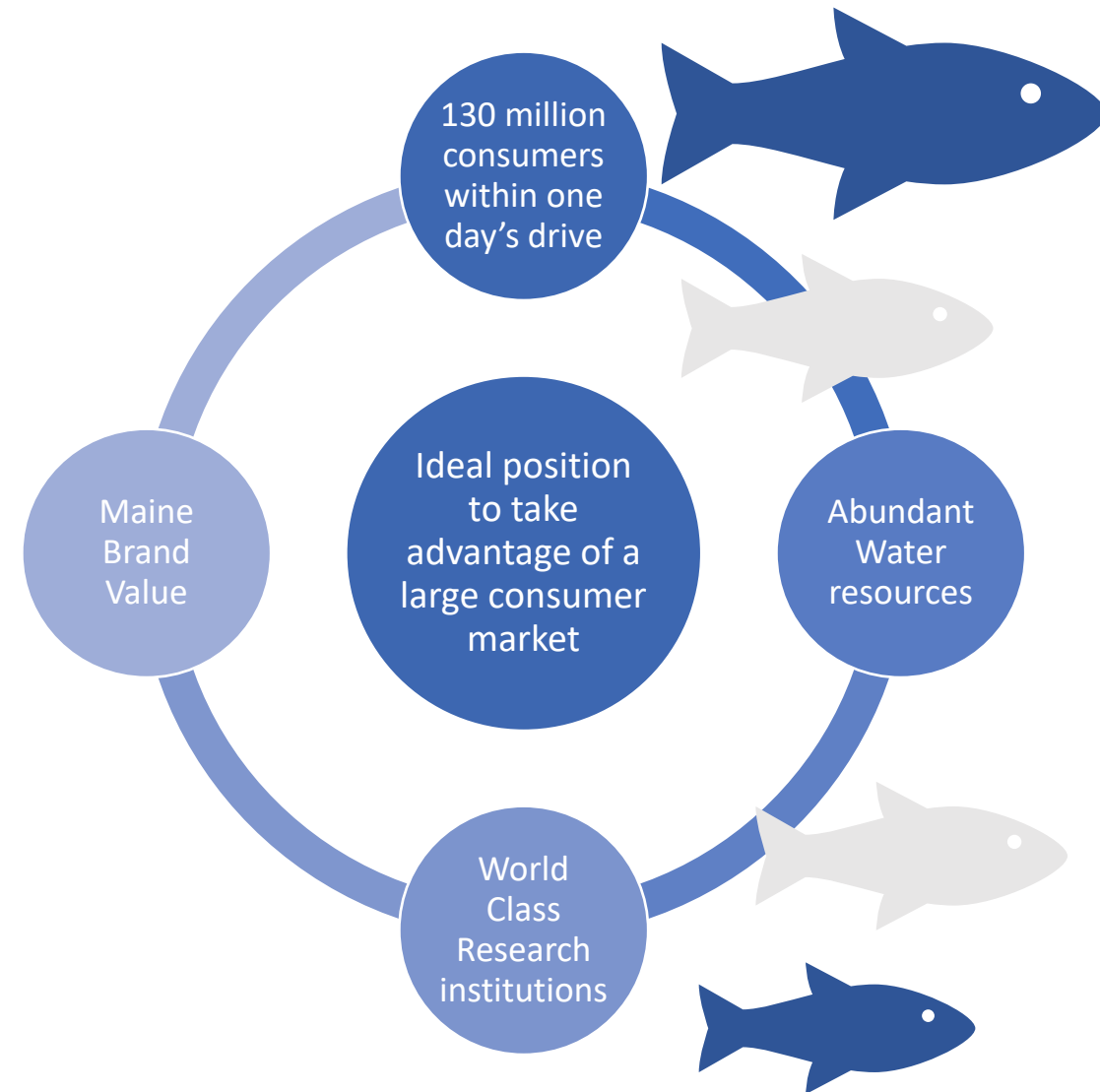




# Land-Based Aquaculture in Maine

## VALUE OF THE MAINE BRAND:

- ✓ Fishing is a vital heritage industry in Maine, and the Maine brand carries with it an intrinsic value stemming from the justified perception of Maine seafood as some of the best anywhere in the world.
- ✓ Maine's aquaculture products currently fetch one of the highest market values anywhere in the U.S., and the state has the clear potential to take advantage of its geographical and environmental position to further augment this value.





# Maine's Commitment to the Marine Economy

- ✓ January 2022: Maine releases [The Maine Aquaculture Roadmap, 2022–2032](#), a 10-year plan that proposes four major goals and identifies over \$15 million in estimated resources needed to strengthen Maine's aquaculture sector and working waterfronts over the next decade.



Image courtesy of Joseph Conroy III for the [Maine Aquaculture Association](#)

- ✓ Maine's aquaculture sector has been steadily growing and its total economic impact has nearly tripled — from \$50 million in 2007 to \$137 million in 2014, according to the [Maine Aquaculture Economic Impact Report](#).
- ✓ May 2022: [Maine](#)'s fishing industry set a state record for the value of seafood species brought to the docks in 2021. Maine is one of the most important commercial fishing states in the country, in part because it's home to by far the largest lobster fishing industry. The value of commercially harvested species in 2021 was more than \$890 million.

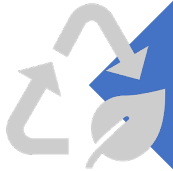


# MAINE CURRENT PROJECT

## Belfast, ME: Nordic Aquafarms



\$500 million project, will create at least 100 jobs



Constructed with environmentally-friendly and renewable technologies, including electric vehicles, solar panels, green roofs, and more



Designed to blend into the surroundings via green buffers, low sound emission, etc



Will eventually produce 33,000 metric tons of fish per year, and thus produce 7% of all salmon consumed in the U.S.



### **UPDATE:**

- ✓ March 2022: land purchase closed
- ✓ August 2021: Last permit obtained (Army Corps of Engineers)



# MAINE CURRENT PROJECT

## Jonesport, ME: Kingfish Maine



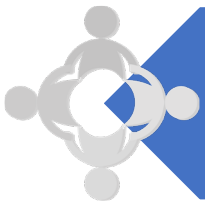
\$110 million project, will create 70-100 jobs



Constructed with environmentally-friendly and renewable technologies, including solar panels, high efficiency heat exchangers, aquaponics, RAS and more



Will eventually produce 6,000-8,000 metric tons of Dutch Yellowtail per year, a species popularized by Asian and Italian cuisines



July 2022, Jonesport community voted 201-91 against a moratorium on large aquaculture projects, moving Kingfish Maine closer to construction.



### **UPDATE:**

August 2022: Planning Board Public Hearing for Kingfish project scheduled for 8/25/22



# Maine Colleges and Universities



**Bowdoin**

**Bates**

**Colby**



Maine has 20+ top tier  
Colleges, Universities,  
and Institutions of  
Higher Education





# Workforce Development Incentives

## MAINE DEPARTMENT OF LABOR:

- ✓ **On-the-Job Training Funds:** reimbursement of up to 50% of wages per worker for up to 480 hours in on the job training support, depending on eligibility
- ✓ Apprenticeship support: **\$500 per worker** accepted to apprenticeship program, depending on eligibility
- ✓ A Workforce Development Liaison will be assigned to your business to access State workforce training resources
- ✓ Access a Maine DOL Career Center, which can provide designated outreach events, virtual job fairs, and workforce recruitment services specific to your business's needs
- ✓ **Free worker training** for various programs, including OSHA 10 training, OSHA Hazard Communications training, substance abuse training, and other training.







# Workforce Development Incentives

## MAINE QUALITY CENTERS:

- ✓ Offers customized workforce training programs tailored to specific industry needs, through the Maine Community College System. Specializes in upskilling workers entering or advancing in the manufacturing industry. In some cases, cost of instructional training for apprentices is covered.



Eastern Maine Community College

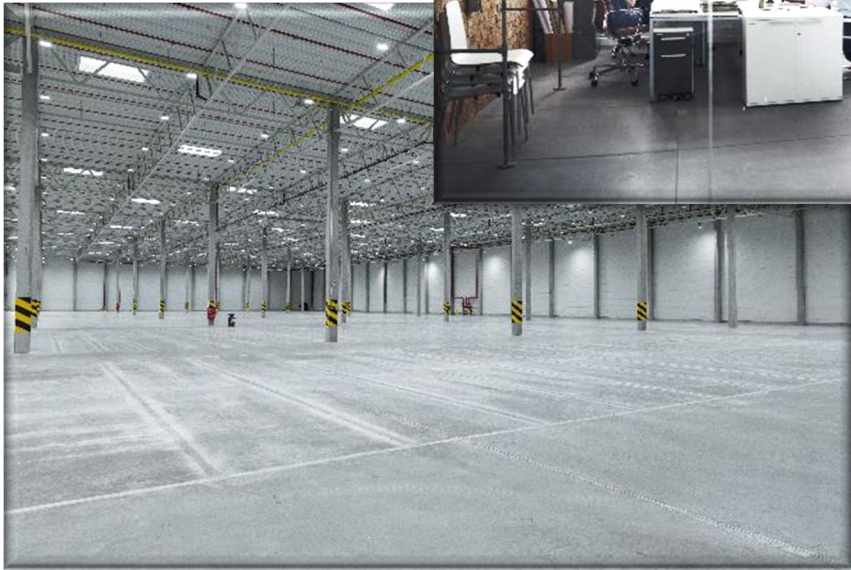
## WORKER RECRUITMENT:

As soon as possible, DECD can help you access the workforce recruitment resources that the State of Maine has to offer.





# Site Selection with Maine Department of Economic & Community Development



## Site Selection Assistance with Maine DECD:

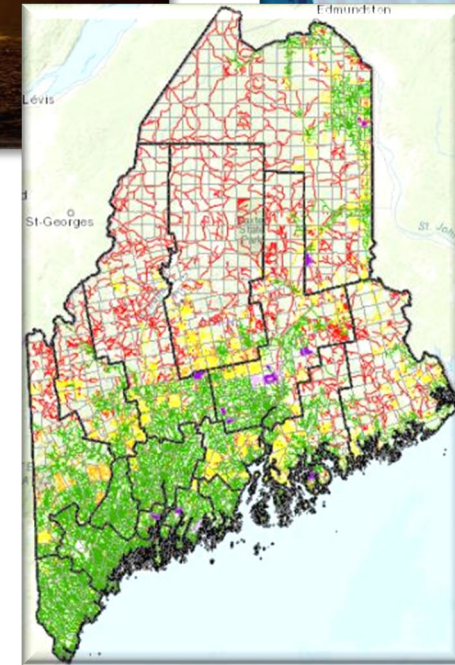
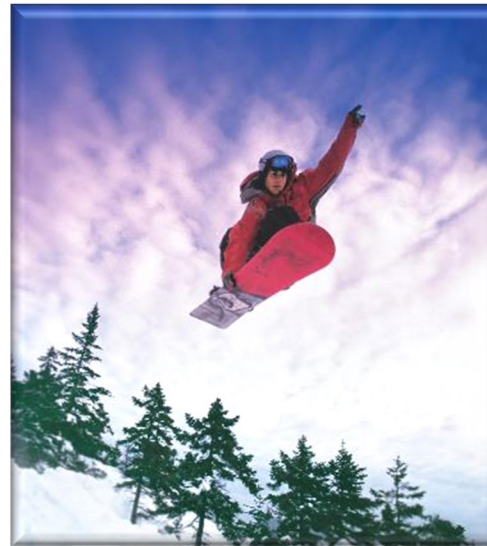
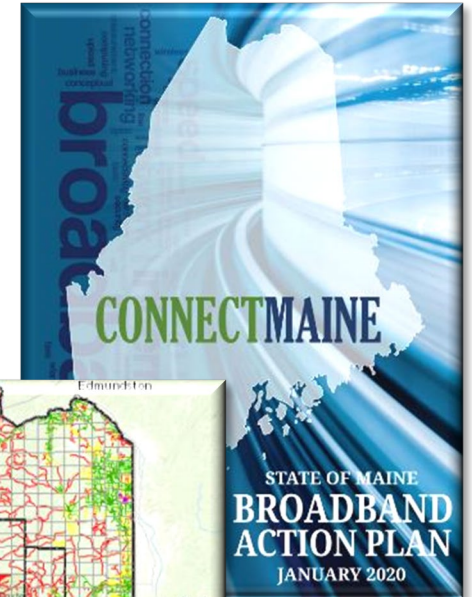
- Matchmaking with available industrial sites
- Transportation and Workforce Profiles by site
- Searchable Site Selection Database ([selectmainesites.com](http://selectmainesites.com))
- Regional/Local Contacts
- Incentive profiles: economic development incentives specific to each site.
- Coordination of site visit: let us help you determine who to meet with when you arrive
- Brainstorming potential housing options (including temporary for transition team)

# State of Maine Broadband Access

With access to high-speed broadband all across Maine, you can roll straight from your Board Meeting to another type of board meeting.

- ✓ Maine is at the cutting edge with its broadband assets and a 5 petabyte line that encircles the state, providing significant backhaul options.
- ✓ Strong history of public private partnerships, and innovative internet service providers eager to help with solutions.
- ✓ Maine's goal to bring high quality broadband to 95% of the State by 2025.

**Maine's broadband access enables you to work where you want to live!**



# Tax Incentive Benefits

## Pine Tree Development Zones\*

- ✓ State corporate income tax credits: 100% for first five years; 50% for next five years, in eligible municipalities
- ✓ 100% sales and use tax exemptions for both real and personal property
- ✓ Get an estimate of the value of PTDZ and other key tax incentive programs for your business [here](#)

## Employment Tax Increment Financing\*

- ✓ Annual payments to the company based on employees' earnings
- ✓ PTDZ participants get the maximum payment rate: 3.6% of earnings

## Business Equipment Tax Exemption

- ✓ 100% property tax exemption on business equipment

We can develop a competitive incentive package for you once the site has been identified.

*\*Eligibility dependent*



# Tax Incentive Benefits

## Commercial Agricultural and Aquacultural Sales Tax Exemption

- ✓ Sales of feed hormones, pesticides, antibiotics, and medicines used in commercial agricultural or aquacultural production are exempt from sales or use tax. Sales of fertilizer, seed, defoliants, insecticides, weed killers, fuel, electricity, and depreciable machinery and equipment are also exempt from sales or use tax. The sale of breeding stock and other activities existing under animal agricultural production are also exempt from sales tax.

## Education Opportunity Tax Credit

- ✓ Opportunity Maine is available to individuals who have continued to live and work in Maine after graduation from an eligible post-secondary school as a possible tax credit on their income tax returns.
- ✓ The credit is also available to Maine businesses that make their employees' educational loan payments directly to the lending institution on behalf of an employee.



*\*Eligibility dependent*



# Electricity Benefit for PTDZ-Eligible Businesses

For eligible PTDZ companies,\* Central Maine Power can provide a credit based on additional power use from an expansion:

<b>Year 1</b>	\$0.015/kWh
<b>Year 2</b>	\$0.010/kWh
<b>Year 3</b>	\$0.005/kWh
<b>Year 4</b>	\$0.005/kWh



Companies make arrangements with Central Maine Power directly to receive the discount.

*\*Eligibility dependent*



# Tax Incentive Eligibility for Land-Based Aquaculture Project on Coastal Maine

Eligibility	Project Eligible?
✓ PTDZ: Only certain locations in Maine	<b>TBD</b> – coastal counties that are eligible include Lincoln, Waldo, Hancock, and Washington Counties
✓ PTDZ: Only eligible industry sectors	<b>YES</b> – Project fits into eligible sector, Aquaculture and Marine Technology
✓ PTDZ: Hire one new employee that meets county income requirements <i>with</i> benefits	<b>YES</b> – if project plans to hire at least one new employee that fits the income/benefits requirements
✓ ETIF: Five net new employees must be hired over a two-year period	<b>YES</b> – if project plans to hire at least five new employees that fit the income/benefits requirements

# Maine Seed Capital Tax Credit



## Eligible Equity Investor (Individual or Venture Fund)

- Must own less than 40% of the eligible business and may not otherwise control the business (as determined by FAME).
- Must not be a principal owner or immediate relatives.
- May provide up to \$500,000 per business, in any consecutive 3-year period.
- Investment into private venture capital funds must be at risk and principal may not be paid without FAME consent for five years. Dividends, royalties, interest, stock options or warrants and other forms of return, which are not in the nature of return of principal, are allowed.

## What is it?

The Maine Seed Capital Tax Credit offers Maine state income tax credits to investors for up to 40% of the cash equity provided to eligible Maine businesses. Investments may be used for fix assets, research, or working capital.

## Eligible Business

- Located in Maine at time of application and maintain Maine based operations 4 years following investment.
- Annual gross sales of less than \$3,500,000
- At least on principal owner is operating the business as a professional, full-time activity
- Must be one of the following:
  - be a manufacturer;
  - provide goods or services with 60% of sales derived from outside the state or to out-of-state residents, but with a majority of company employees in Maine;
  - develop or apply advanced technologies;
  - be a value-added natural resource enterprise; or
  - be certified as a visual media production company.
- Cannot receive investments of more than \$3.5 million lifetime or more than \$2 million annually from a qualified investor receiving credits. May receive more without credits associated.



# Municipal Tax Increment Financing (MTIF)

## Municipal Tax Increment Financing (MTIF):

MTIF is used by municipalities in Maine to leverage new property taxes generated by a specific project or projects within a defined geographic district. Any portion of the new taxes may be used to finance projects for up to 30 years.

### MTIF Example: Bucksport, ME & Whole Oceans

Whole Oceans will pay taxes on the value of its land at the time of the purchase — \$1.4 million. The company will not pay taxes on any new value added by improvements to the property for the first five years. During this time, 100% of the taxes they pay on development of the land would be returned to them. After the first five years, 75% of the new value added to the Whole Oceans property will be sheltered from taxes for the ensuing five years. Finally, 50% of the value will be sheltered for the last ten years of the 20-year agreement. [Source: Ellsworth American](#)



**WHOLE OCEANS**™  
MAINE SUSTAINABLE SALMON



# Maine Technology Institute (MTI)



To support a business's innovative project, the Maine Technology Institute can offer **\$25,000 to \$100,000 in grant funding and up to \$500,000 in patient, low-cost debt.**

MTI offers grants, loans, equity investments, and services to support Maine's innovation economy. MTI focuses its investments on specific targeted sectors, including Marine Technology & Aquaculture.



Shared  
Goals



Innovative  
& Forward  
Thinking



Maine-based  
Organizations



7 Targeted  
Technology  
Sectors



Access to  
Matching  
Funds

Marine Technology & Aquaculture is one of MTI's Targeted Technology Sectors for investment.

# Maine Jobs & Recovery Plan



## The Maine Jobs & Recovery Plan

Investing in Maine's Families, Businesses,  
Communities and Future

MAY 4, 2021



## Maine's implementation of the American Rescue Plan Act of 2021

- **\$58 M** to the Finance Authority of Maine (FAME) for Forgivable Loans via [Thrive Maine](#)
- **\$62 M** to FAME for SSBCI funding via loan guarantees, direct loans, and equity capital via [Grow Maine](#)
- **\$39 M** to support Technology R&D and Innovation Funding via the Maine Technology Institute's [PRIME Fund](#)
- **\$15.85 M** awarded to Maine seafood dealers and processors in infrastructure grants via [Seafood Dealer and Processor COVID-19 Response and Resilience Program](#)
- **\$5 M** to support Talent and Workforce Attraction
- For more information on the Maine Jobs & Recovery Plan:
  - <https://www.maine.gov/jobsplan/>
  - <https://www.maine.gov/decd/economic-recovery-grants>



# Other Financing Options



- ✓ **Direct Loan:** Up to \$500,000 loan. Larger amounts may be available, with 5-year term and a lower interest rate depending on the project and if substantial public benefit.
- ✓ **Grow Maine:** will provide \$62M through FAME and its intermediary partners via loan guarantees, direct loans, and equity capital.
- ✓ **Thrive Maine:** Up to \$2M in forgivable loans to small businesses in Maine to support their continued economic recovery from the COVID-19 pandemic



## Commercial Development Program:

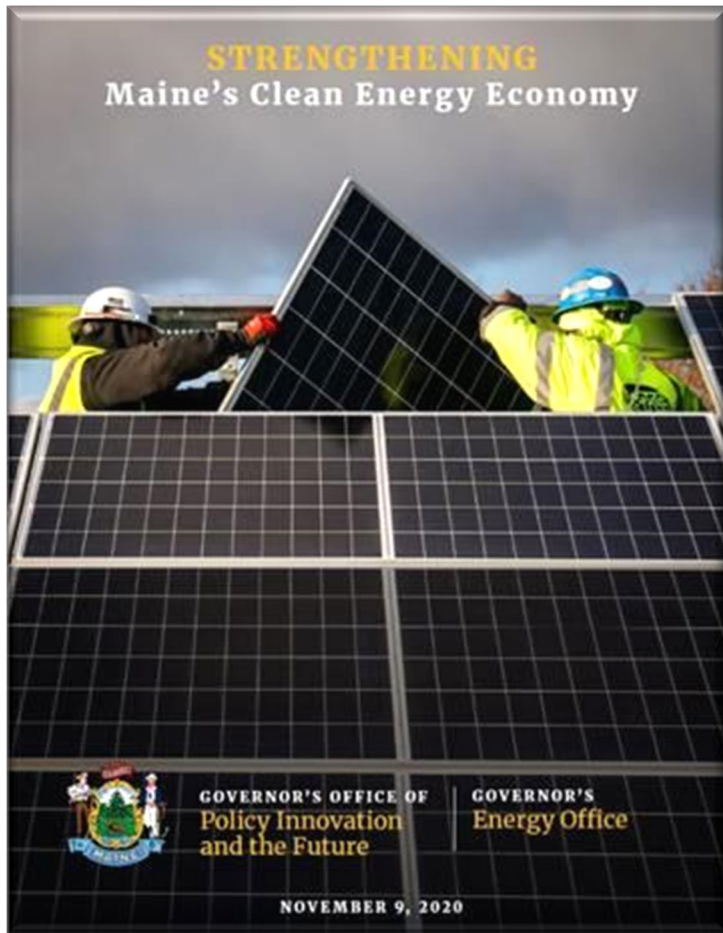
Up to \$500,000 loan; a business can request patient debt.



**The USDA Rural Development Business and Industry (B&I) Loan Guaranty Program** offers loan guarantees to lenders for their loans to rural businesses.

- Lenders need the legal authority, financial strength and sufficient experience to operate a successful lending program. This includes lenders that are subject to supervision and credit examination by the applicable agency of the United States or a State.

# Maine's Clean Energy Profile



- Maine's energy rates are lower than the other New England states, including MA, CT, RI, VT and NH.
- Maine's Renewable Energy Tax Credit reimburses local property taxes for solar and wind installations used for production of energy used on-site.
- As of 2019, Maine had approximately 14,000 workers in clean energy fields with 8,900 working in energy efficiency alone.
- To meet Maine's ambitious Renewable Energy goals, the Maine Public Utilities Commission (PUC) is required to procure 14% of Maine's electrical load via long-term 20-year contracts for renewable energy resources. The first of these contract selections were announced in September 2020, with more than 500 MW of renewable resources selected at highly competitive prices, leading the way for **renewable energy to lower energy cost burdens for Maine ratepayers.**
- The Efficiency Maine Trust provides up to \$1,000,000 in funding for energy conservation measures through their Commercial and Industrial Custom Program.

# Potential Site: Former Mason Station, Wiscasset



Mason Station

## Mason Station: Wiscasset, ME

- 33-acre property with intact pier (see left)
- 45 miles from Portland
- On Sheepscot River
- 2 miles from historic downtown Wiscasset (see below and right)
- [Visit Wiscasset](#)



Contact: Lincoln County Regional Planning Commission, Mary Ellen Barnes: [mbarnes@lcrpc.org](mailto:mbarnes@lcrpc.org) or (207) 882-5983

# Wiscasset, ME Transportation Profile

## Roads

- ✓ <1 mile to US Route 1
- ✓ 20 miles to Interstate 295

## Rail

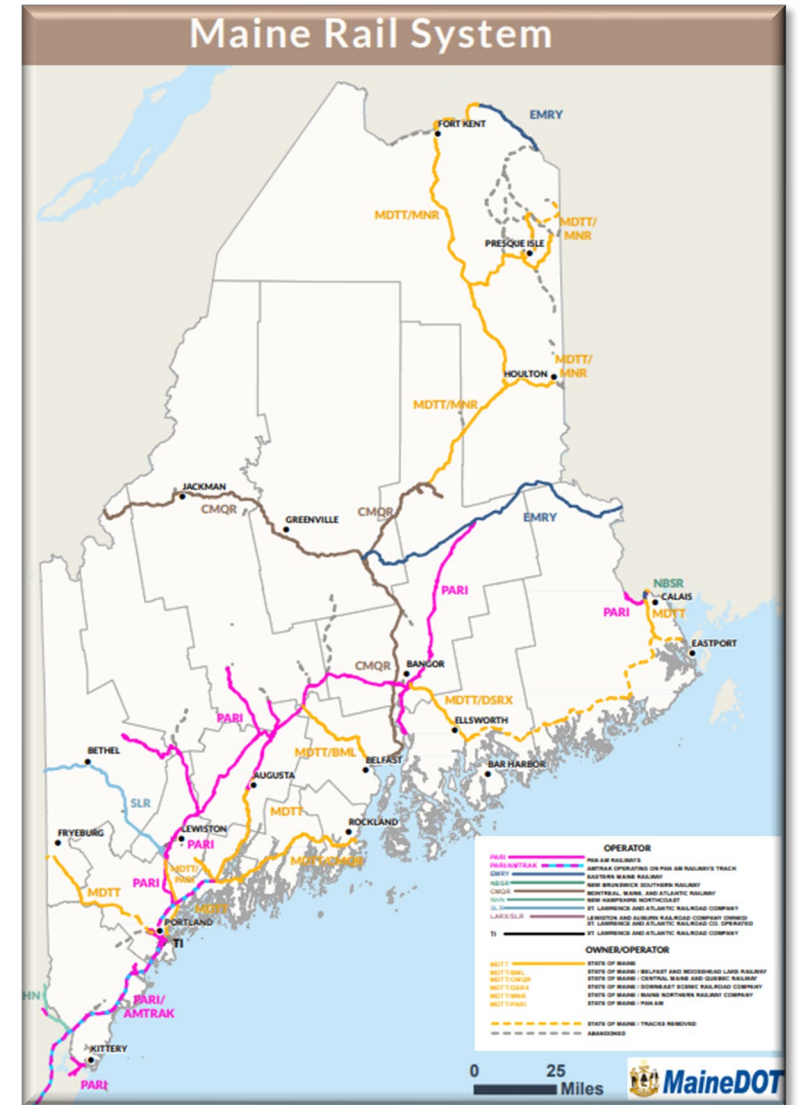
- ✓ Access to rail

## Ports

- ✓ 47 miles to Portland International Marine Terminal (Container Port)
- ✓ 220 miles to RO/RO Port, Davisville, RI
- ✓ 270 miles to RO/RO Port, Montreal, QC
- ✓ 530 miles to RO/RO Port, Halifax, NS

## Airports

- ✓ 26 miles to Augusta State Airport
- ✓ 41 miles to Auburn-Lewiston Airport
- ✓ 47 miles to Portland International Jetport



# Wiscasset, ME Labor Profile



## Wiscasset, ME Labor Profile 2021:

### Wiscasset:

- Civilian Labor Force 1,802
- Employed 1,695
- Unemployed 107

### Towns w/in 50 miles:

- Civilian Labor Force 389,463
- Employed 365,817
- Unemployed 22,661





# Potential Site: Bucksport

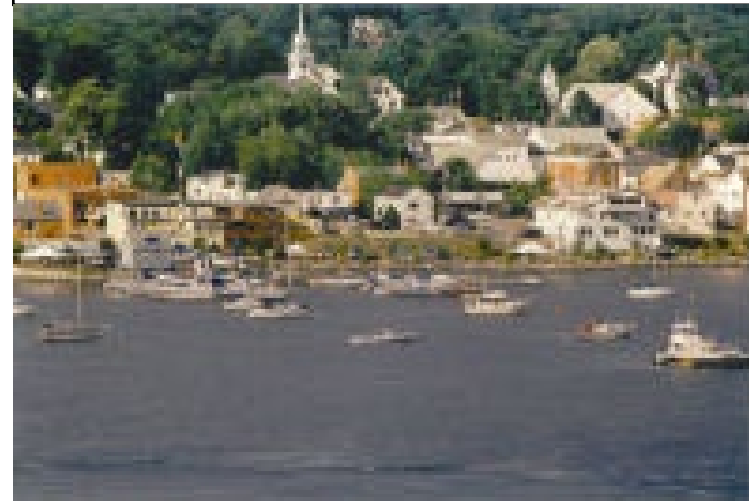
## **Sprague Energy's North Terminal: Bucksport, ME**

- 14-acre property with intact pier (see left)
- On Penobscot River
- 1,000 ft real spur on Guilford rail line
- Deep water dock facility
- Remediated Brownfield site
- Welcoming community
- [Visit Bucksport](#)



Sprague Energy's North Terminal

Contact: Richard Rotella  
Bucksport Community & Economic Development Director  
[rich.rotella@bucksportmaine.gov](mailto:rich.rotella@bucksportmaine.gov) 207-469-7368



# Bucksport, ME Transportation Profile

## Roads

- ✓ 2 miles to US Route 1
- ✓ 15 miles to Interstate 95

## Rail

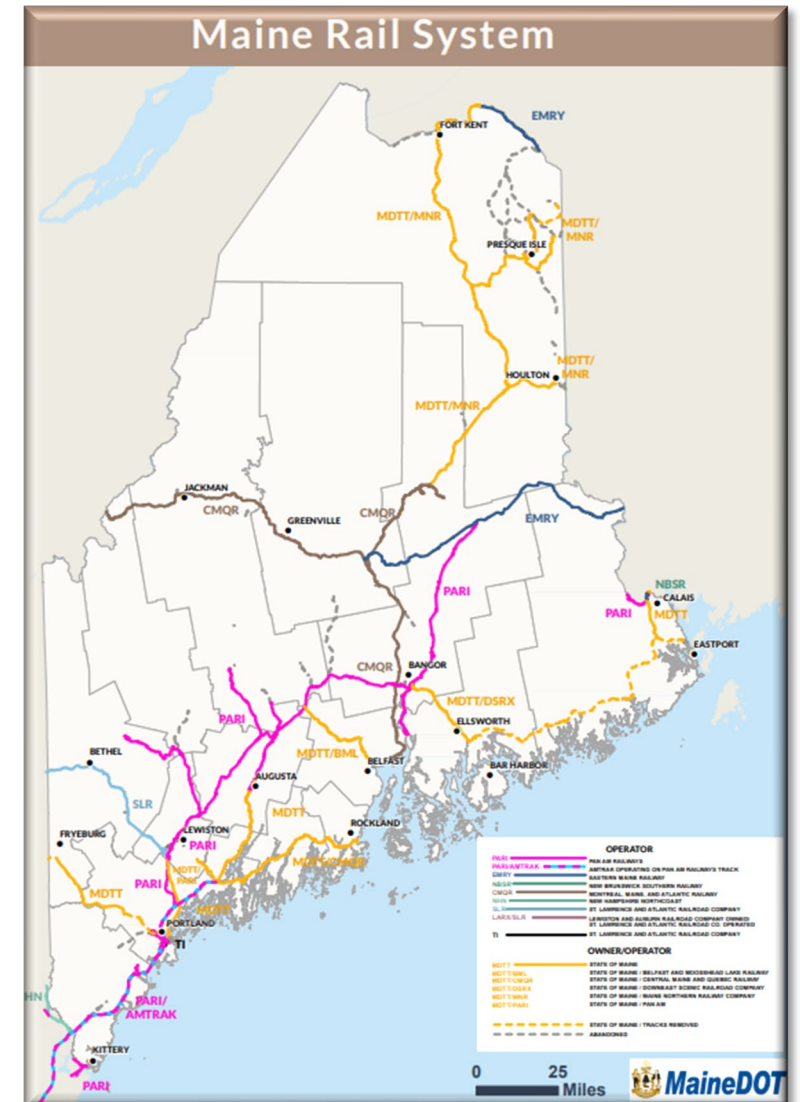
- ✓ Access to rail on site

## Ports

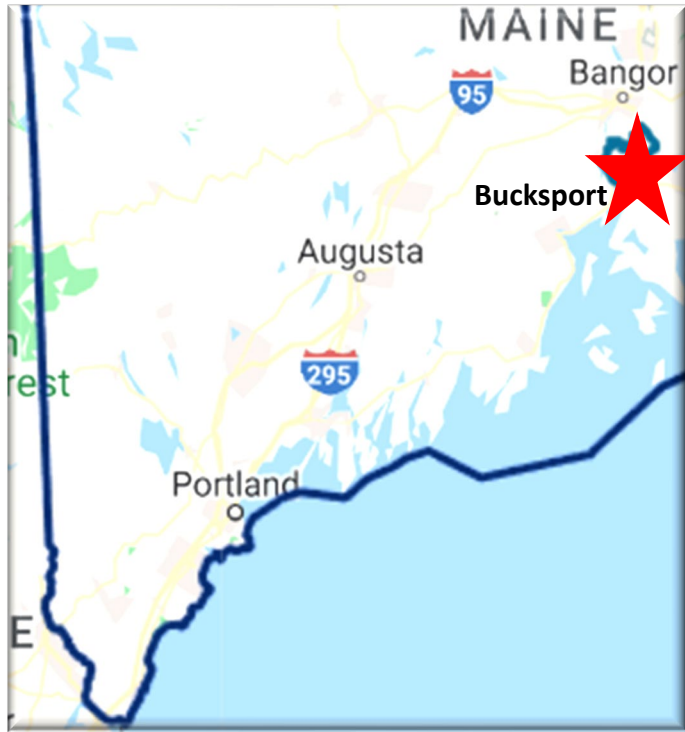
- ✓ Deep water pier onsite
- ✓ 130 miles to Portland International Marine Terminal (Container Port)
- ✓ 320 miles to RO/RO Port, Davisville, RI
- ✓ 300 miles to RO/RO Port, Montreal, QC
- ✓ 430 miles to RO/RO Port, Halifax, NS

## Airports

- ✓ 18 miles to Bangor International Airport
- ✓ 90 miles to Augusta State Airport
- ✓ 125 miles to Auburn-Lewiston Airport
- ✓ 145 miles to Portland International Jetport



# Bucksport, ME Labor Profile



## Bucksport, ME Labor Profile 2021:

### Bucksport:

- Civilian Labor Force 1,917
- Employed 1,749
- Unemployed 168

### Towns w/in 50 miles:

- Civilian Labor Force 186,572
- Employed 173,664
- Unemployed 12,435





# Potential Site: Searsport



Sprague Energy

## Sprague Energy: Searsport, ME

- Deep water port, on the Atlantic Ocean
- Connected to the Canadian Pacific, Canadian National, Pan Am Southern and NBS Railways
- [Visit Searsport](#)



### Contacts:

- James S. Gillway, Searsport Town Manager, 207-323-3250, [manager@searsport.maine.gov](mailto:manager@searsport.maine.gov)
- James Nelligan, Sprague Energy, Director of Business Development, [jnelligan@spragueenergy.com](mailto:jnelligan@spragueenergy.com), 207-772-3254

# Searsport, ME Transportation Profile

## Roads

- ✓ <1 mile to US Route 1
- ✓ 50 miles to Interstate 95

## Rail

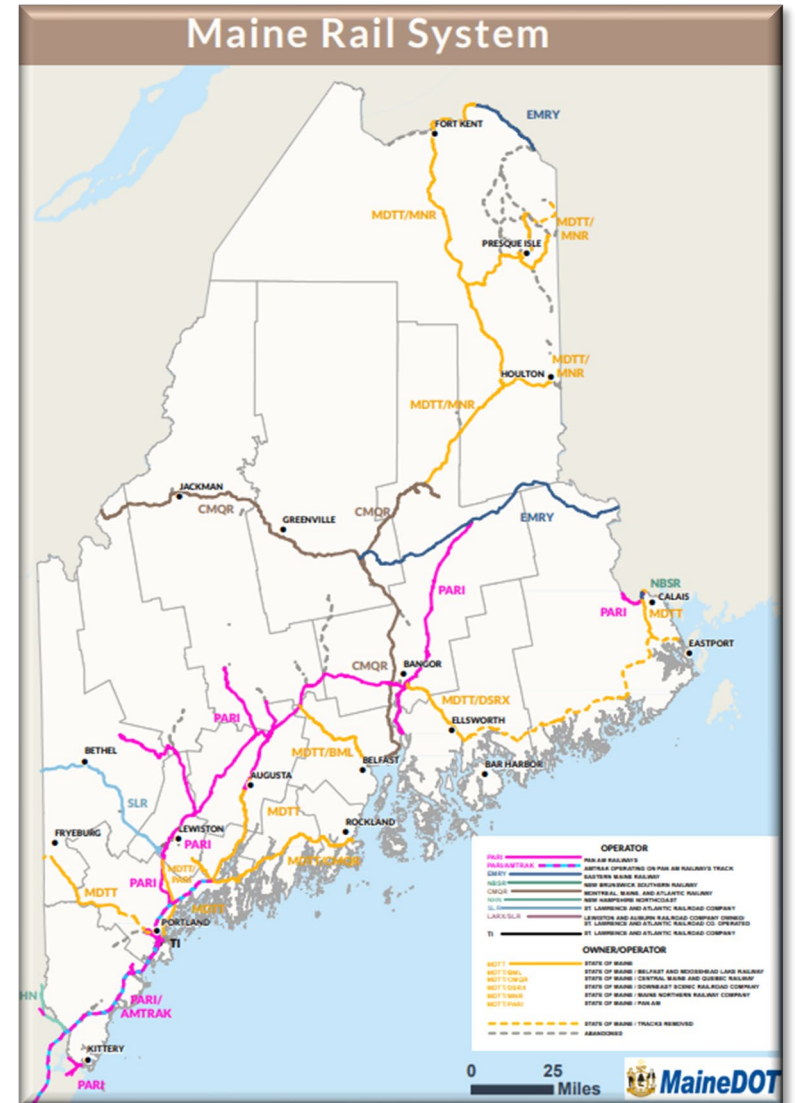
- ✓ Access to rail on site

## Ports

- ✓ Deep water pier onsite
- ✓ 115 miles to Portland International Marine Terminal (Container Port)
- ✓ 280 miles to RO/RO Port, Davisville, RI
- ✓ 290 miles to RO/RO Port, Montreal, QC
- ✓ 440 miles to RO/RO Port, Halifax, NS

## Airports

- ✓ 30 miles to Bangor International Airport
- ✓ 50 miles to Augusta State Airport
- ✓ 90 miles to Auburn-Lewiston Airport
- ✓ 115 miles to Portland International Jetport



# Searsport, ME Labor Profile



## Searsport, ME Labor Profile 2021:

### Searsport:

- Civilian Labor Force 1,347
- Employed 1,243
- Unemployed 104

### Towns w/in 50 miles:

- Civilian Labor Force 218,830
- Employed 203,904
- Unemployed 14,313



# Potential Site: Eastport



## Eastport, ME

- Deep water port (deepest on the East Coast, in fact)
- Rail access
- Easternmost city in the U.S.
- [Visit Eastport](#)

Contact: Kate Devonshire, Eastport City Manager,  
[citymanager@eastport-me.gov](mailto:citymanager@eastport-me.gov), 207-853-2300

Jennifer Peters, Director of Community Development,  
Sunrise County Economic Council, [scec@sunrisecounty.org](mailto:scec@sunrisecounty.org),  
207-255-0983

# Eastport, ME Transportation Profile

## Roads

- ✓ 8 miles to US Route 1
- ✓ 115 miles to Interstate 95

## Rail

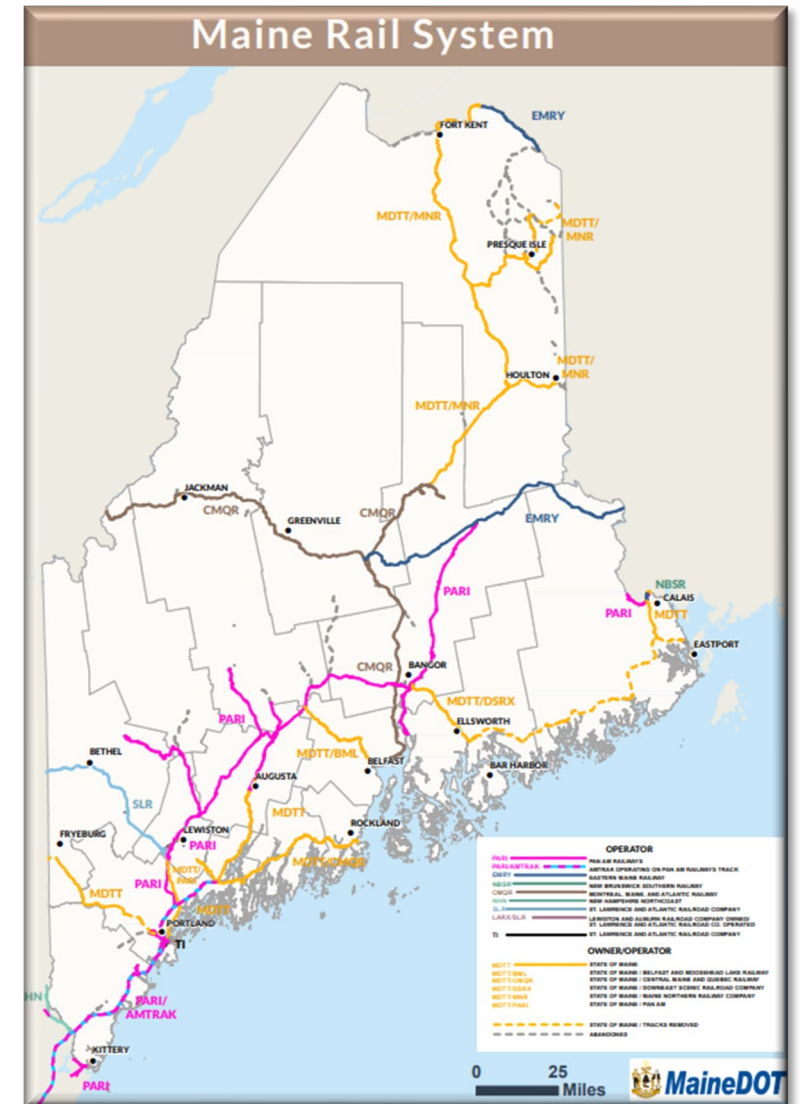
- ✓ Access to rail on site

## Ports

- ✓ Deep water pier onsite
- ✓ 250 miles to Portland International Marine Terminal (Container Port)
- ✓ 420 miles to RO/RO Port, Davisville, RI
- ✓ 400 miles to RO/RO Port, Montreal, QC
- ✓ 350 miles to RO/RO Port, Halifax, NS

## Airports

- ✓ 120 miles to Bangor International Airport
- ✓ 250 miles to Portland International Jetport





# Eastport, ME Labor Profile



## Eastport, ME Labor Profile 2021:

### Eastport:

- Civilian Labor Force 530
- Employed 459
- Unemployed 65

### Towns w/in 50 miles:

- Civilian Labor Force 12,616
- Employed 11,493
- Unemployed 1,045





**Department of Economic  
& Community Development**



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