

PORTLAND FISH PIER AUTHORITY
BOARD OF DIRECTORS
February 14, 2022, 3:00 PM

This meeting will take place remotely using Zoom.

This meeting will be held remotely pursuant to the Remote Meeting Policy adopted by the Portland Fish Pier Authority Board of Directors and as authorized under 1 M.R.S. 403-B because of the existence of an emergency or urgent issue that requires the Committee to meet by remote methods. Allow your computer to install the free Zoom app to get the best meeting experience. If you are not able to attend live, a recording will be available following the meeting.

For public comment, you will need to use the "raise your hand" feature. To raise your hand via the telephone, please hit *9. You will be unmuted by the host when it is time for public comment.

Class A Director: Member of the Portland City Council/Councilor Tae Chong
Class B Director: Representing the fishing industry/Meredith Mendelson, Department of Marine Resources, Vice President
Class C Director: Representing the Commissioner of the Maine DOT/Matthew Burns, Treasurer
Ex-Officio Director: Representing the City Manager/Brendan O'Connell, Finance Director
Ex-Officio Director: President of the Board of Directors of the Portland Fish Exchange/Ellen Sanborn, Vice President

1. Zoom Public Meeting Information

- a. Please click the link below to join the webinar:
<https://portlandmaine-gov.zoom.us/j/81849537828?pwd=bmovQytWOTl3bDRTajhEbDQ2TStkUT09>
Passcode: 961542
Or One tap mobile :
US: +13017158592,,81849537828# or +13126266799,,81849537828#
Or Telephone:
Dial(for higher quality, dial a number based on your current location):
US: +1 301 715 8592 or +1 312 626 6799 or +1 929 205 6099 or +1 253 215 8782 or
+1 346 248 7799 or +1 669 900 6833
Webinar ID: 818 4953 7828
International numbers available: <https://portlandmaine-gov.zoom.us/j/81849537828?pwd=bmovQytWOTl3bDRTajhEbDQ2TStkUT09>

2. Approval of December 13, 2021, meeting Minutes.

- a. Draft Minutes attached.
Action Item - Public Comment

3. Potential Infrastructure and Program Funding through CARES Act Funding - Bill Needelman, Waterfront Coordinator, Jodie York, PFX GM, Meredith Mendelson, Maine DMR Deputy Commissioner

4. Financial update - Statement produced by Tonya Mitchell, Senior Admin Officer II, Finance Department. Presented by Bill Needelman.

a. Financial update attached.

5. Facilities update - Kathy Alves, Facilities Director, Phil DiPierro, Project Manager

a. See attached update.

6. Portland Fish Exchange Update –Ellen Sanborn, PFX President; Jodie York, GM

a. See Portland Fish Exchange landing report.

7. Strategic Planning – Draft Action Items and Next Steps. Bill Needelman, Carole Martin

a. Draft actions and stakeholder feedback on draft actions attached.

8. Home Port Berthing Update - Bill Needelman. Staff is reviewing and updating monthly berthing agreements to ensure insurance coverage and to clarify vacancy turnover procedures.

9. Election of Officers - All - With the departure of former Portland Fish Pier President, Nick Mavodones, the Board will need to nominate and elect a new President of the Board.

a. Vote on election of officers.

Action Item - Public Comment

10. Marine Trade Center Lease Amendments - Greg Davidson, Marine Trade Center Associates

a. Based on direction from the Board during Executive Session at the December 13, 2021, meeting, staff met with representatives of the Marine Trade Center Associates (MTC) to finalize terms for potential lease amendments for Lot 2 of the Portland Fish Pier. At the February meeting, the Board will be asked to review a term sheet generated by the MTC. If the terms are generally consistent with the Board's expectations, the item will return to the Board at a later meeting for public hearing and potential vote.

Note: Consistent with Exec Session statute--1 MRS 405(6)(C) & (E) the Board may go into Executive Session to discuss Agenda Items 9 (Marine Trade Center Lease Amendments).

11. Adjournment

Draft Meeting Minutes

**PORTLAND FISH PIER AUTHORITY BOARD OF
DIRECTORS**

December 13, 2021 3:00pm

**Remote Meeting Format – ZOOM
Platform**

PFFPA Board members present

Class A Director: *Member of the Portland City Council*

Open seat

Class B Director: *Representing the fishing industry*

*Meredith Mendelson, Department of Marine Resources, Vice
President*

Class C Director: *Representing the Commissioner of the Maine DOT*

Matthew Burns, Treasurer

Ex-Officio Director: *Representing the City Manager*

Brendan O'Connell, Finance Director

Ex-Officio Director: *President of the Board of Directors of the Portland Fish Exchange*

Ellen Sanborn, Vice President

Staff present

John Peverada, Parking Manager

Michael Goldman, Associate Corporation Counsel

Mary Davis, acting HEDD Director

Jodie York, PFX General Manager

Bill Needelman, Waterfront Coordinator (note taker)

Public

Approximately 6 members of the public attended at attendees

1. Digital check in to Zoom:

Vice President Mendelson started the meeting at 3:00.

2. Approval of November 8, 2021 Meeting Minutes

Draft minutes were attached in the meeting packet

Motion to approve. Moved by Burns, 2nd by Sanborn

No Public Comment

Motion passes by vote of 4-0 by all present

**3. Potential Infrastructure and Program Funding through CARES Act Funding - Bill
Needelman, Waterfront Coordinator, Jodie York, PFX GM, Meredith Mendelson, Maine**

DMR Deputy Commissioner

Needelman summarized the memo in the packet, providing an update on the status of potential funding as submitted to DMR.

Mendelson clarified that there was an amendment of the request to access available monies from CARES Act I in the short term. DMR was waiting on feedback from NMFS on CARES Act II funding.

Responding to stakeholder input prior to the meeting, Needelman clarified the proposed request of funds for an “open use hoist” noting that location and terms of use were yet to be determined. If funding is available, staff will work with stakeholders and tenants on the details.

4. **Financial update** - *Statement produced by Anne Bilodeau, Deputy Director, Finance Department. Presented by Bill Needelman.*

Needelman presented the statement generated by Finance. No questions.

5. **Facilities update** - *Kathy Alves, Facilities Director, Phil DiPierro, Project Manager*
Needelman presented the *Facilities Update* as written by DiPierro. No questions.

6. **Portland Fish Exchange update** –*Ellen Sanborn, PFX President, Jodie York, GM*
York presented the *PFX Landings Report* as attached in the meeting materials. Ms. York also noted amendments to the CARES I request to DMR to increase the refrigeration request due to continued failures.

Mendelson asked staff to calculate the % of landings generated by the *Fishermen Feeding Mainers* program. York to provide.

Mendelson also noted for the record that the revised CARES I request includes an additional \$1million in funds for the *Fishermen Feeding Mainers* program. Ms. Mendelson clarified that any vessel landing at the PFX could sell to the program, not just the MidCoast Sector.

7. **Strategic Planning** – Fish Pier Tenant Survey Results, draft strategies, and next steps.
Bill Needelman, Carole Martin

Needelman ran through the results of the Tenant Survey with thanks to the participants. 100% of the ground lease tenants and marine use subtenants on the Fish Pier participated.

Carole Martin summarized a list of proposed draft strategies that flesh out the three working goals:

- Goal One – Broaden the range of services and access to a greater diversity of harvesters.
- Strategies –

- Broaden engagement with existing industries served to reach all northern New England.
- Expand services to include lobster, aquaculture and groundfish.
- Work collaboratively to support training/industry expert access to those utilizing Fish Pier services.
- Cultivate a broader base of private leaseholders.
- Adopt methods that reflect a wider array of open hours for the auction and services/amenities.

Goal Two – Maintain stable and robust infrastructure.

Strategies –

- Make storage available for commercial fishing equipment.
- Add central infrastructure needed to accommodate the aquaculture/lobster industries.

Goal Three – Create a public face to demonstrate value to the community.

Strategies -

- Update/brand the Fish Pier and its relevance to the community.
- Develop regionwide awareness of the Fish Pier brand.
- Develop and launch weekly on-site retail presence.
- Develop an annual calendar of well-designed twice-a-year public educational opportunities in collaboration with likeminded partners.

Ellen Sanborn asked if there had been resolution on the definition of “community” for Goal 3? Martin replied that the broader, Northern New England scope was assumed for this purpose.

Needelman noted that action steps would follow.

Public Comment/questions

Ben Martens, MCFA: The Fish Pier is a regional facility. How does this effort fit within state-wide efforts, such as DMR branding and SEA Maine marketing? Carole Martin noted that the recommendation came from the surveys. Needelman and Mendelson clarified coordination with statewide efforts.

Alan Tracy, Vessel Services: Vessel Services is an important part of the Fish Pier community and this is a great process. Fishing has changed dramatically 10-20 years, species shift, aquaculture... As a tenant of the FP, be aware that existing tenants have a lot invested in their businesses. More access can create an operational/safety issues.

Joh Norton, Cozy Harbor: Support Alan T’s comments. Change in the industry. Businesses need to evolve, while we stay centered on the purpose and strategy of the businesses that have invested in and around the Fish Pier. What is the goal (goal 1) within Northern New England context – How broad is the strategy? Is it harvesters? Or Market? Martin clarified that there interest in the intersection between the two.

Needelman used potential Tuna Tournament example. No opportunity is intended to be achieved to the detriment of existing users. There is capacity.

John Norton: This is targeted beyond the Exchange – noted caution.

Ellen Sanborn: This is a Fish Pier Authority process – intended to be broader than the Exchange, recognizing the overlap. Right now, the Fish Pier is largely serving the processor side of the equation. Need to consider relationship between both harvester and processor and their relationship within the context of the Fish Pier.

Mendelson: Catch this in the minutes and make sure this is explored in the actions to be presented later.

Needelman: Used the example of the “Open hoist” project as requested in the CARES Act funding. Intended as a service to the regional fleet, but not at the price of operational interference with existing tenants or undue competition with private operators.

Norton: Look at working waterfront generally in the Portland market. There are many other wharfs. Include implications to other business.

Needelman: Clarified current and past outreach and future input.

Alan Tracy: Good points. Coordinate with GMRI on Union Wharf.

End Public Comment

Sanborn: The questions in the two surveys (regional Seafood Industry Survey and the local Fish Pier Tenant survey) were different. While reaching out in future, make sure that the full range of questions will be addressed – to stakeholders on and off the pier.

Mendelson: At the next meeting, we’ll need a similarly long opportunity to discuss action steps. Are we ready?

Sanborn: Consider - Who will do what? Prioritization? Resources ?

Needelman and Martin: Agreed. Will present actions with responsible party, funding, notes....

Brendan O’Connell: Emphasized Ellen Sanborn’s comments.

8. Marine Trade Center Lease Amendments –
Greg Davidson, Marine Trade Center Associates

Representing the Marine Trade Center (MTC) Associates, Jason Howe had previously provided for the Board’s consideration in executive session a letter summarizing potential amendments to the current Lot 2 ground lease. The terms proposed have been updated and staff has communicated to the Davidsons and Attorney Howe recommendations based on Board guidance provided at the November 8 meeting. Staff is seeking the Board’s continued guidance on specific terms with the hope of returning to the Board with revised lease terms for potential vote in February 2022.

Motion: Consistent with Exec Session statute--1 MRS 405(6)(C) & (E) the Board will go into Executive Session to discuss Agenda Items 9 (Marine Trade Center Lease Amendments.) Moved by Burns, 2nd by O’Connell.

No Public Comment

Motion passed by vote of 4-0 by all present

Motion to come out of Executive Session: Moved by Sanborn, 2nd by O’Connell.

Motion passed by vote of 4-0 by all present

9. Adjournment

Motion to adjourn: Moved by Sanborn, 2nd by Burns.

No Public Comment

Motion passed by vote of 4-0 by all present

Meeting adjourned at approximately 5:15

Attachments that were in the meeting packet:

- Agenda Item 2: Draft Minutes from the November 8, 2021 meeting
- Agenda Item 3: CARES Act Funding Request Summary
- Agenda Item 4: Financial Statements,
- Agenda Item 5: Facilities Update
- Agenda Item 6: PFX Landing Report
- Agenda Item 7: Portland Fish Pier Tenants Survey Results Memo, November 30, 2021
- Agenda Item 8: *Marine Trade Center Negotiations - Under separate confidential cover*

**Fish Pier Authority
FY22 Budget Status
As of Nov 30, 2021**

**Agenda 4
Financial Statements, 12-21 and 1-22**

	FY22 Budget	YTD	Balance	%	FY21 YTD	FY22 vs. FY21	%
Revenue:							
<i>Miscellaneous</i>	14,395	2,188	12,207	15.2%	3,495	(1,306)	-37.4%
<i>Berthing</i>	29,376	12,240	17,136	41.7%	12,240	0	0.0%
<i>Parking</i>	336,670	164,908	171,762	49.0%	159,622	5,286	3.3%
<i>Ground Rent (Leases)</i>	199,833	89,296	110,537	44.7%	81,222	8,074	9.9%
			-				
Total Revenue	580,274	268,632	311,642	46.3%	256,579	12,054	4.7%
Expenditures:							
<i>Admin. and Maint. Services</i>	94,060	27,320	66,740	29.0%	28,623	(1,303)	-4.6%
<i>Travel/Training/Meetings</i>	1,500	0	1,500	0.0%	0	0	0.0%
<i>Contractual Services</i>	20,200	4,382	15,818	21.7%	10,542	(6,161)	-58.4%
<i>Engineering Services</i>	26,000	3,145	22,856	12.1%	3,284	(139)	-4.2%
<i>Printing/Copying</i>	400	817	(417)	204.3%	400	417	0.0%
<i>Equipment Repair</i>	10,000	7,759	2,241	77.6%	3,008	4,751	158.0%
<i>Land/Pier/Building Repair</i>	215,000	19,087	195,913	8.9%	127,802	(108,715)	-85.1%
<i>Insurance</i>	14,369	0	14,369	0.0%	0	0	0.0%
<i>Supplies</i>	13,500	613	12,888	4.5%	7,010	(6,397)	-91.3%
<i>Electricity</i>	15,000	1,581	13,419	10.5%	2,970	(1,388)	-46.7%
<i>Debt Service</i>	11,612	1,139	10,473		1,332	(193)	-14.5%
Total Expenditures	410,029	65,841	355,800	16.1%	184,969	(119,128)	-64.4%
Net Revenues Over(Under) Expenditures	170,245	202,791	(44,158)		71,609	131,182	183.2%

**Fish Pier Authority
FY22 Budget Status
As of Jan 31, 2022**

Agenda 4
Financial Statements, 12-21 and 1-22

	FY22 Budget	YTD	Balance	%	FY22 vs.		
					FY21 YTD	FY21	%
Revenue:							
<i>Miscellaneous</i>	14,395	3,027	11,368	21.0%	4,532	(1,505)	-33.2%
<i>Berthing</i>	29,376	16,436	12,940	56.0%	17,136	(700)	-4.1%
<i>Parking</i>	336,670	222,404	114,266	66.1%	209,381	13,023	6.2%
<i>Ground Rent (Leases)</i>	199,833	117,766	82,067	58.9%	117,095	671	0.6%
Total Revenue	580,274	359,632	220,642	62.0%	348,144	11,489	3.3%
Expenditures:							
<i>Admin. and Maint. Services</i>	94,060	31,621	62,439	33.6%	54,262	(22,641)	-41.7%
<i>Travel/Training/Meetings</i>	1,500	0	1,500	0.0%	0	0	0.0%
<i>Contractual Services</i>	20,200	12,107	8,093	59.9%	10,542	1,565	14.8%
<i>Engineering Services</i>	26,000	3,237	22,764	12.4%	4,904	(1,667)	-34.0%
<i>Printing/Copying</i>	400	817	(417)	204.3%	400	417	104.3%
<i>Equipment Repair</i>	10,000	7,759	2,241	77.6%	3,008	4,751	158.0%
<i>Land/Pier/Building Repair</i>	215,000	28,087	186,913	13.1%	157,904	(129,817)	-82.2%
<i>Insurance</i>	14,369		14,369	0.0%	0	0	0.0%
<i>Supplies</i>	13,500	613	12,887	4.5%	7,605	(6,992)	-91.9%
<i>Electricity</i>	15,000	4,931	10,069	32.9%	5,469	(538)	-9.8%
<i>Debt Service</i>	11,612	1,139	10,473	9.8%	1,332	(193)	-14.5%
Total Expenditures	410,029	90,310	319,719	22.0%	245,427	(155,116)	-63.2%
Net Revenues Over(Under) Expenditures	170,245	269,322	(99,077)		102,717	166,605	162.2%



PORTLAND MAINE

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To: Portland Fish Pier Authority Board
From: Philip DiPierro, Facilities Project Manager
Date: February 10, 2022
RE: Facilities Update
CC: Kathy Alves, Facilities Director

Please find below a listing of the monthly improvements to the Portland Fish Pier by the Public Buildings and Waterfront Department:

Updates for December 2021 & January 2022

- Tech Associates is working on a bid package, including plans and specs, for the pile jacket and pier repair project. The project will be based on the results of the inspection that was completed last year.
- Four camels have been ordered for installation at the net yard and sorting pier 1. One camel will be installed at the roller in the net yard, and three camels will be installed at the PFEX sorting pier 1. Delivery is expected to take place in March, and installation is expected soon thereafter depending on weather and contractor availability.
- Several loose and/or broken piles throughout the facility have been identified. A contractor will be hired to either pull and re-bolt the piles, or to replace the piles.
- Ongoing repairs continue throughout the facility to address a list of maintenance items.

Updates for November 2021

- Tech Associates is working on a bid package, including plans and specs, for the pile jacket and pier repair project. The project will be based on the results of the inspection that was completed in March.
- A local camel vendor was recently contacted to provide pricing for adding camels to various locations around the facility. I met with Fish Pier staff to identify locations to install the camels.
- Ongoing repairs continue throughout the facility to address a list of maintenance items.

Updates for October 2021

- Tech Associates has been directed to develop bid documents including plans and specs for the pile jacket and pier repair project. The project will be based on the results of the inspection that was completed in March.
- Thyng Paving completed the paving repairs to the trenches where the water lines were repaired earlier this year.
- Seabreeze Property Services completed the fall cleanup work included in their maintenance contract. They also completed sweeping along the fleet berthing area, the service piers, and the bulkhead adjacent to the Marine Trade Center.
- A fourth ladder was replaced at sorting pier 1 outside the PFX. One ladder along the bulkhead wall in the net yard is scheduled to be repaired.
- Recent maintenance repairs included welding the lower whaler back into place along the home fleet berthing area, and repairing the fender at the southeast corner of Service Pier #1 by Vessel Services.

- Ongoing repairs continues throughout the facility to address a list of maintenance items. Items include completing the installation of the pile covers for the composite piles that were recently driven, maintenance of camel chains along the transient berthing area, etc.

Updates for August 2021 - September 2021

- Tech Associates developed a basic list that prioritizes repairs that are most needed to the piers and bulkhead in the immediate future. The list is based on the results of the inspection that was completed in March. Staff is also in the process of determining whether or not all the recommendations listed in the report should be bid as one complete project or if work should be completed in phases. A decision will be made once funding sources have been identified.
- Seabreeze Property Services completed the cleanup of the vegetation, installation of rip rap, and loaming and seeding of the fence line between the west parking lot and the GMRI.
- Three ladders were replaced throughout the Fish Pier complex. The City worked with a contractor to install 3 new ladders along the bulkhead outside the Marine Trade Center, and one ladder is scheduled to be replaced at sorting pier 1 outside the PFEX. One ladder along the bulkhead wall in the net yard is scheduled to be repaired.
- Zebra Striping completed the “work limits and access delineation” striping of the repair berth apron adjacent to the Marine Trade Center.
- Waterworks Diving Services spent one day cleaning camels around the service piers and at the transient berthing space along the bulkhead wall.
- Ongoing repairs continues throughout the facility to address a list of maintenance items. The items include repairing the fender at the southeast corner of Service Pier # 1, completing the installation of the pile covers for the composite piles that were recently driven, repair of the lower whaler along the home fleet berthing area, maintenance of camel chains along the transient berthing area, etc.

Updates for June 2021 - July 2021

- Tech Associates is in the process of completing a work scope and RFP based on the results of the inspection of the piers and bulkhead that was recently completed.
- A water leak was discovered last month in the service lateral to the Douty Brothers building. Jimino Plumbing and Heating was hired to replace the line from the PWD water main to the building. Les Wilson & Sons was subcontracted to complete the emergency repair from the main to the meter pit outside the building. High ground water levels were observed during the water line replacement construction.
- The City is working with a local marine contractor to facilitate the repair of a list of maintenance items. The items include repairing the fender at the southeast corner of Service Pier # 1, completing the installation of the pile covers for the composite piles that were recently driven, repair of the lower whaler along the home fleet berthing area, maintenance of camel chains along the transient berthing area, etc.
- Several pier ladders are scheduled to be repaired or replaced throughout the Fish Pier complex. The City is working with two contractors to complete the work.
- The City’s Water Resources Division completed catch basin cleaning and sweeping throughout the facility. The trench drains in front of the PFEX building have also been flushed and cleaned.
- Zebra Striping has been hired to complete the “work limits and access delineation” striping of the repair berth apron adjacent to the Marine Trade Center. Striping is expected to be completed in August.

Updates for April 2021 - May 2021

- Tech Associates completed the inspection, and supplied a report, of the steel and coating conditions for all Sorting Pier piles, Service Pier piles, and bulkhead sheet piles above MLW, including bracing conditions and ultrasonic steel thickness readings. The report indicates that maintenance is needed, and Facilities plans to meet with Tech Associates this week to discuss

a scope of work and the RFP process.

- A water leak was discovered last month in the service lateral to the Fish Pier building. Jimino Plumbing and Heating was hired to replace the line from inside the Fish Pier building back to the PWD water main. Les Wilson & Sons completed the emergency repair from the main to the building exterior wall, and Jimino completed the installation of a new water line from the building exterior wall to the utility room. High ground water levels were observed during the water line replacement construction.
- The fender at the southeast corner of Service Pier # 1 has pulled away from the side of the pier and is scheduled to be repaired.
- Approximately half of the pile covers for the composite piles that were recently driven, have been received and installed. The remaining pile covers will be installed in the near future.
- Several sections of the lower whaler along the home fleet berthing area are disconnected from the bulkhead. A contractor will be hired to repair it.
- Several of the camel chains along the transient berthing area are in need of maintenance. The City is working with a contractor on the scope of work and pricing.
- Several pier ladders are scheduled to be repaired or replaced throughout the Fish Pier complex.

Updates for February 2021 - March 2021

- Tech Associates completed the inspection of the steel and coating conditions for all Sorting Pier piles, Service Pier piles, and bulkhead sheet piles above MLW, including bracing conditions and ultrasonic steel thickness readings. A condition report is expected to be submitted this month.
- The fender at the southeast corner of Service Pier # 1 has pulled away from the side of the pier and is scheduled to be repaired.
- Approximately half of the pile covers for the composite piles that were recently driven, have been received and installed. The remaining pile covers will be installed in the near future.
- Several sections of the lower whaler along the home fleet berthing area are disconnected from the bulkhead. A contractor will be hired to repair it.
- Several of the camel chains along the transient berthing area are in need of maintenance. The City is working with a contractor on the scope of work and pricing.
- The City has renegotiated the grounds maintenance contracts with Seabreeze Property Services for the 2021 through 2023 seasons. Spring cleanup is scheduled to begin this month.
- Trench drain repairs inside the Fish Exchange building have been completed.
- Repairs to several steel columns inside the Fish Exchange building have been completed.
- Several pier ladders are scheduled to be repaired or replaced throughout the Fish Pier complex.

Updates for December 2020 - January 2021

- Tech Associates has been hired to complete the inspection of the steel and coating conditions for all Sorting Pier piles, Service Pier piles, and bulkhead sheet piles above MLW, including bracing conditions and ultrasonic steel thickness readings. A report has not yet been submitted.
- The fender at the southeast corner of Service Pier # 1 has pulled away from the side of the pier and is scheduled to be repaired.
- Approximately half of the pile covers for the composite piles that were recently installed have been received. They are in the process of being installed in the Net Yard area.
- Several sections of the lower whaler along the home fleet berthing area are disconnected from the bulkhead. A contractor will be hired to repair it.
- Several of the camel chains along the transient berthing area are in need of maintenance. The City is working with a contractor on the scope of work and pricing.
- The City is in the process of renegotiating the grounds maintenance contracts with Seabreeze Property Services for the 2021 season.



PORTLAND FISH EXCHANGE

Portland Fish Exchange Management Report for February 2022

Groundfish Landings	<u>Actual</u>	<u>Budgeted</u>	<u>Variance</u>	<u>Avg Fish \$/lb.</u>
October	148K lbs.	280K lbs.	-132K lbs.	\$1.76
November	75.5K lbs.	192.5K lbs.	-117K lbs.	\$2.03
December	132.5K lbs.	122.5K lbs.	10K lbs.	\$2.42
Total Landings YTD (12/31/21)	704K lbs.	1.3Mlbs.	-556Klbs.	\$1.79

Off-auction landings.

October	4.7K lbs.	0 lbs.	4.7K lbs.
November	0 lbs.	0 lbs.	0 lbs.
December	0 lbs.	0 lbs.	0 lbs.
Total Off-auction YTD (12/31/21)	64K lbs.	350K lbs.	-286K lbs.

Pumping

October	0 lbs.	0 lbs.	0 lbs.
November	0 lbs.	0 lbs.	0 lbs.
December	0 lbs.	0 lbs.	0 lbs.
Total Pumping YTD (12/31/21)	74K lbs.	500K lbs.	-426K lbs.

Landings Notes:

- December landings were 10K lbs. better than projected
- No contract unloading in November & December
- The week between Christmas and New Year's Eve large and medium pollock prices rose over \$4/pound.
 - Little to no landings at any of the auctions that week
- Boost in January landings with a vessel pump out

Operations Notes:

- Awaiting response from DMR for CARES funding-DMR submitted revised proposal mid-January
 - Requested funding for PFE compressor/pipe refrigeration replacement, 2 pier camel replacements, & seller fee rebates
- General Manager is leaving position at the beginning of March & the PFE Board is actively hiring for new GM
- Dropping Springs lease is up at the end of April; the owner expressed his intent to renew the lease

Portland Fish Pier Strategic Planning: Potential Action Steps (Un prioritized) February 10, 2021 DRAFT						
Goal # 1: Broaden the range of services and access to a greater diversity of harvesters						
Strategies	a. Broaden engagement with existing industries served to reach all northern New England.					
	b. Expand services to include lobster, aquaculture, tuna, and groundfish.					
	c. Work collaboratively to support training/industry expert access to those utilizing Fish Pier services.					
	d. Cultivate a broader base of private leaseholders.					
	e. Adopt methods that reflect a wider array of open hours for the auction and services/amenities.					
Actions	Readiness	Funding source/status	Responsible party	Governance/decision making	Required stakeholder involvement	Critical path/next steps
i. Establish a low barrier Fisherman's Market in the Front Lot	Spring 2022	In house staff	PFPA Staff	PFPA Board	Harvesters Existing seafood retailers Farmer's Market	Research management options Research regulations (DMR, City inspections, zoning) Conduct harvester outreach Conduct broad industry outreach
ii. Work with the Portland Fish Exchange to add Tuna to the auction	Concept level thinking	In house staff	PFX Staff	PFX Board	Tuna fleet and current buyers/processors/wholesalers	Conduct harvester outreach Establish HCCAP plan Identify equipment and staffing needs Establish budget
iii. Work with Portland Fish Exchange to expand contract unload and cross dock services for aquaculture, tuna, and other species	TBD	In house staff	PFX staff	PFX Board	Harvester and aquaculture industry reps	Conduct harvester outreach
iv. Explore participation in funding or facilitating quota leasing for harvesters landing at the PFX	Concept level thinking	In house staff	PFX Staff, City Staff	DMR, TBD PFPA Board PFX Board	TBD	TBD

Goal #2: Maintain stable and robust infrastructure						
Strategies	a. Make storage available for commercial fishing equipment.					
	b. Add central infrastructure needed to accommodate the aquaculture/lobster industries.					
Actions	Readiness/Priority	Funding source/status	Responsible party	Governance/decision making	Required stakeholder involvement	Critical path/next steps
i. Implement open use hoist installation	Preliminary sites under evaluation	Maine DMR – CARES Act II	PFPA Staff	PFPA Board	Fish Pier Tenants Industry reps	Confirm funding Establish location Contract for design and permitting
ii. Implement TEC Report recommendations for piling, seawall, and bracing repairs	TEC is preparing implementation docs	Maine DMR – CARES Act II	PFPA Staff	PFPA Board	Fish Pier Tenants	Confirm funding Contract with TEC to develop bid docs Procurement
iii. Implement ladder and camel replacement, evaluate remaining	Phased implementation. Ladders underway. Camels evaluated.	Ladders: PFPA Camels: Maine DMR – CARES Act II, Alternatively, PFPA budget	PFPA Staff	PFPA Board	Fish Pier Tenants	Confirm funding (camels.) Continue to evaluate ladders for replacement. Work underway
iv. Establish and formalize infrastructure inspection program and schedule	TBD	PFPA budget	PFPA Staff, possible contractor hire	PFPA Board	None assumed	Research existing documents. Draft inspections manual
v. Evaluate Options for lot reconfiguration and westerly entry road realignment. Issue RFP for LOT 1-1 which may include (above)	TBD Possible consulting support needed	In house staff	PFPA Staff, possible contractor hire	PFPA Board	Fish Pier Tenants	Contract for design and permitting
vi. Explore berthing expansion west of monthly berths	Concept level thinking	PFPA budget	PFPA Staff, possible contractor hire	PFPA Board	Fish Pier Tenants Industry reps	Contract for preliminary design
vii. Analyze, build business case, determine the market niche for a gear yard expansion and gear storage options for Lobster and Aquaculture	Concept level thinking	In house staff PFPA Engineering budget	PFPA Staff	PFPA Board	Fish Pier tenants Lobster and Aquaculture industry reps	Contract with design firm, if needed Prepare site plan, regulatory review

Goal #3: Create a public face, to demonstrate value to the community						
Strategies	a. Update/brand the Fish Pier and its relevance to the community.					
	b. Develop region-wide awareness of the Fish Pier brand.					
	c. Develop an annual calendar of well-designed twice-a-year public educational opportunities in collaboration with likeminded partners					
	d. Develop and launch weekly on-site retail presence.					
Actions	Readiness/Priority	Funding source/status	Responsible party	Governance/decision making	Required stakeholder involvement	Critical path/next steps
Improve the logo and sign for the Fish Pier (complementary to current PFX branding)	Concept level thinking	PFFA budget	PFFA staff	PFFA Board	Fish Pier Tenants	Contract with a graphic arts/marketing firm
Participate in Walk the Working Waterfront and similar events moving forward	Depending on status of the event post pandemic	NA	PFFA and PFPX staff	None needed	Fish Pier Tenants PFX staff	Wait on event decision making
Work with buyers on the PFX to use a “Landed at the Portland Fish Exchange” label for retailing traceable product	TBD	PFX Budget Possible funding through SeaMaine process	PFFA and PFPX staff	PFX Board	PFX buyers and sellers	Determine interest from PFX Board
Expand social media presence for the PFX - Promote hailings and landings on the PFX to prompt buyers	TBD	In house staff Possible consultant assistance	PFX staff	PFX Board	PFX staff	Determine interest from PFX Board
Continue to plan, design, and find funding for a fisherman’s monument or memorial	Concept design complete	TBD	PFFA and City Staff	PFX Board Possible inclusion of City Public Art Program	Fish Pier Tenants Creative Portland and Public Art Staff	Pending direction from the PFFA Board
See Fisherman’s Market in the Front Lot above						
Create Calendar of events for Portland Fish Pier	No barrier to implementation	NA	Needelman	PFFA Board	City Staff	Pending direction from the PFFA Board, create calendar for posting on the Portland Fish Pier page on the City Website

Actions for future consideration, not recommended at this time						
<i>Actions</i>	<i>Readiness/Priority</i>	<i>Funding source/status</i>	<i>Responsible party</i>	<i>Governance/decision making</i>	<i>required stakeholder involvement</i>	<i>Critical path/next steps</i>
i. Explore a lobster Auction Continue bait transfer and storage	Concept level thinking	In house staff	PFX staff	PFX Board	Harvesters, buyers, industry reps	Conduct harvester outreach Establish HCCAP plan Identify equipment and staffing needs Establish budget
<u>Additional Goals for Consideration</u> 4. Support and Retain the Ground Fishing Fleet in the Port of Portland (strategies and actions listed above support this goal, but it requires affirmative statement) 5. Expand PFPA Board Membership to include both DMR and broader industry representation						

Comments received by Portland HEDC staff regarding the circulated Strategic Actions

Good morning, Bill

Thank you for your thoughtful exhibit on next steps regarding your stated goals for the Fish Pier. My only comment concerns Additional Goals #5. To me this needs to be an immediate action item. The organizing by-laws of the FPA require the board to have a representative of the fishing industry. Over the years a DMR representative has filled this role. Without industry representation I believe it will be more difficult to achieve your goals and you will lose the opportunity to gain from industry knowledge. Industry representation will give it “skin in the game” and the responsibility that comes from it.

Presently I think overweighting tenant ideas and concerns though important should be balanced with broader industry views. Also, the inevitable pull of the status quo is a drag on progress. The Fishing Industry’s current structure and future is very different than when the FPA was formed and should be recognized.

My first suggestion would be to make permanent DMR’s seat at the table. The DMR role in state fisheries management and aquaculture is far greater than in the past and needs to be an integral part of future Fish Pier opportunities. Second, I would recommend adding two industry seats. There are different criteria that could be used to define these positions but broadly speaking I think representation from the fish/lobster community and representation from the aquaculture community is important.

Finally, to reiterate my first point these changes should not be viewed as goals but as necessary action to bring the FPA in compliance with its original board make up.

Best, Roger
Roger Woodman, by email

Hi Bill, I read with interest the Goal #1 of the Strategic Plan, in particular the Low Barrier Fishermen’s Market (LBFM). This is the first I have heard of this operation and it may be too early to have lots of details but I have some comments

1). I object to a city sponsored retail operation, first off because it directly competes with our retail operation just several wharfs away along with other retailers in Portland.

Harbor Fish does not mind competition but not if it is presented on an unequal platform. We (HFM) buy products from many harvesters from all over the state and other places.

We employ 50 employees and pay taxes to the City and support many other services in the city (PWD, legal services, paper suppliers, snow removal, and a myriad of support companies.

2) The PFE was established to help the Boats and Dealers to have access to each other in a display auction. It was always an unwritten plan that the exchange would not engage in practices that would

Compete with it's own customers , the dealers that support the auction and the boats. (sell or process fish fillets or deal with the general public). This Market LBFM directly undermines the dealers that buy fish

From the PFE To produce fillets and sell to retailers , like supermarkets, specialty markets other fish markets and restaurants etc. Our role along with the other dealers is to produce and distribute to those institutions

3) The harvesters that I imagine that the City would invite , for the most part do not live in Portland and pay no taxes to the City. They will be from Freeport , Yarmouth , Bath etc.

4) To me , The City LBFM, will be selling products from my suppliers and selling to my customers , on a low overhead , uncompetitive basis just yards from my front door. It is a slap in the face to those of us that pay taxes and serve the public in a fair and responsible manner.

5). "We are very concerned that the city would consider establishing a marketplace that would directly compete with well established retailers that have been supporting the PFE from its inception. If the city wants to expand services for income purposes, those service should not negatively impede customers that the PFE is servicing, and financially undermine Commercial street established seafood retailers. If the city Does Not consider this to be a conflict, it would be very disturbing."

Please pass this email on to other members of the PFFA , BOD. Thanks Bill, Nick
Alfiero
co-owner Harbor Fish Market
member of the PFE BOD

Harbor Fish Market
9 Custom House Wharf
Portland, Maine 04101

(207) 775-0251 (retail)
(207) 772-6557 (wholesale)

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(With the agreement of Joe Ray, Freedom Fish)

Wow , considering putting a retail like operation at the fish pier , that competes with your current customers, if that happens I'll bet the fish exchange folds up fast. *Joe Ray, Freedom Fish*

Bill Needelman
Waterfront Coordinator
Housing and Economic Development Department
City of Portland, Maine
389 Congress Street



2/10/2022

Dear Bill

The Maine Coast Fishermen's Association (MCFA) is an industry-based nonprofit that identifies and fosters ways to restore the fisheries of the Gulf of Maine and sustain Maine's iconic fishing communities for future generations. Established and run by Maine fishermen, the objectives of MCFA are to provide a voice for our fishing communities, to rebuild the Gulf of Maine ecosystem, and to support diverse fishing businesses throughout Maine. As part of our programmatic work, MCFA created and manages the Maine Coast Community Sector which is comprised of 60 members owning a combined 100 permits with 19 active groundfish vessels landing in Maine, New Hampshire, and Massachusetts in 2020/2021. In addition to our work supporting the Maine Coast Community Sector, MCFA also launched our Fishermen Feeding Mainers Program in response to the pandemic and rising food insecurity in our state. Since October of 2020, MCFA has been able to work with partners on the Portland working waterfront to purchase and cut 255,000 pounds of local seafood which has created over 400,000 donated meals to those in need in Maine.

MCFA is also actively involved in working to protect, preserve, and reinvest in the working waterfront of Maine. We passionately believe that the Portland Fish Pier and the Portland Fish Exchange are some of the most important pieces of infrastructure along Maine's coast and as such we are closely monitoring the strategic planning process currently taking place. To that end, we would like to offer the following comments to the "Draft Action Steps (2-2-22)" document.

Goal #4 Support and Retain the Ground Fishing Fleet in the Port of Portland

- While the groundfish fleet has waned in recent years, I want to share a few thoughts on this goal.
 1. Over the past two years, MCFA has helped more fishermen identify and purchase groundfish, monkfish, and scallop permits to diversify their fishing businesses than we have over the previous 10 years combined. Fishermen in the lobster fishery are looking to find ways to invest in their future, and with increasing uncertainty in lobster, the groundfish, monkfish, and scallop represent security and an opportunity. This past year we had four new fishermen in our sector take fishing trips who had never groundfished before.
 2. Fish is good food and good food matters more than ever. People care about what they eat and the flaky white fish we harvest and move across the floor of the Portland Fish Exchange is some of the best food for your brain, your body, and the environment. There are no added hormones, no antibiotics, very little freshwater use, the carbon footprint for these fisheries is low, and it is "local" to major markets in the Northeast. Human population growth, rising incomes and preference shifts will considerably increase global demand for nutritious food in the coming decades and seafood is Maine's opportunity to help meet that demand.
 3. The past decade has been a difficult one for the New England groundfish fleet as management has shifted and some important fish stocks have declined. I believe that we are poised to see a rebound in our fish stocks over the next five years as we get better data

into our stock assessments and better accountability on the water. Now is the time to be making investments to take advantage of that future.

4. With that being said, the big-boat fleet is gone and is not coming back to Maine. The focus must be on lower volume, higher quality seafood offerings and making Portland fish the gold standard for seafood.

Goal #5 Expand PFP Board Membership to include both DMR and broader industry representation

- While this is listed as an additional goal for consideration, this should not be a goal, this should have already been done. Harvesters need more and better representation on the Portland Fish Pier Authority Board. MCFA sent a letter to the Fish Pier Authority and the Department of Marine Resources two years ago outlining the lack of appropriate representation on the Board. It was acknowledged by Commissioner Keilher that DMR filling the harvester seat was inappropriate, yet no action has been taken to rectify this problem. Instead, we have undertaken a strategic planning process *without adequate representation from the fishing community in the final say of that strategic plan*. We recognize that their ideas and opinions are being brought in as a part of this process, but they do not have any standing in the final decision and in our view that is inappropriate considering the nature of the board and the scope of this process. This should be addressed before a final vote is taken on the strategic plan.

Goal # 1 Broaden the Range of Services and Access to a Greater Diversity of Harvesters

- Harvesters need more and better representation on the Portland Fish Exchange Board of Directors. The current makeup of the board does not have adequate representation of a diversity of active harvesters or those who represent active harvesters. The appointment process for that board, term limits, and the makeup of the board, should all be reviewed and updated.
- The potential of a Fishermen's Market in the Front Lot is an interesting concept. A lot of time and energy would need to go into the creation and implementation of this scale of project and bluntly coordination would be a nightmare. Instead, we would suggest a once or twice a year event in the Front Lot that celebrated local seafood in Portland. It could bring together the Portland Fish Exchange, buyers, processors, fishermen, fishmongers, restaurants, nonprofits, and the people of Portland around seafood and the working waterfront in a fun, engaging, and uplifting way. Maybe an outside "public" auction on the first fish of the season, local fish mongers could set up stalls to sell local fish, there could be gear out and cutting demonstrations, and a focus on seafood. Not just the working waterfront.
- Instead of a frequent Fishermen's Market, MCFA would like the Fish Exchange and the Portland Fish Pier Authority to find ways to reduce the barrier to entry for small businesses to participate on the auction. For small start up businesses, and particularly minority owned businesses, having to escrow a significant sum of money to participate in the auction is a barrier that we do not believe should exist.
- Increase the focus on quality. Invest in a culture of low volume, high-end seafood, and find ways to help fishermen get paid more for their seafood.
- We appreciate the idea and concept behind quota leasing for harvesters landing at PFX, but quota is complicated, prices fluctuate, and bluntly it is not access to quota driving many business decisions in Portland. MCFA is happy to do a presentation on permits, quota, and how the sector system works if that would be helpful to the both the Portland Fish Pier and Portland Fish Exchange Boards.

If you are looking for ways to create opportunity, a revolving low-interest or no-interest loan fund for fishermen to invest in gear, permits, or lease quota could be impactful.

Goal # 2 Maintain Stable and Robust Infrastructure

- We fully and completely support the actions focused on the installation of a hoist, implementation of the findings from the TEC Report, and establishing a formal infrastructure inspection program.
- We need to stress the need for ladder and camel replacements. There are numerous safety issues on the Portland Fish Pier that must be a priority regardless of the findings of this strategic plan.

Goal # 3 Create a public face, to demonstrate value to the community.

- The Portland Fish Pier and the Portland Fish Exchange need to find more ways to engage in the discussions taking place around the state when it comes to working waterfront and seafood. There is a SEAMaine economic accelerator program taking place that may create opportunities for the Fish Exchange or the Fish Pier to take advantage of and we encourage the creation of a process facilitate a better transfer of information and opportunity if increased engagement is not an option.
- Creating a label or a brand is very expensive and time consuming to maintain. The State of Maine created a brand last year for local seafood and a review of the success or lack thereof should be completed before this idea is pursued. An analysis product flow out of the Portland fish exchange should also be conducted to determine if a label has value to the end users.
- If the Portland Fish Exchange isn't going to be selling fish to the public and doesn't want to be inviting the public into the space to see the exchange in action, then a social media presence takes a lot of time and money to create and maintain and might not have any real benefit.
- We encourage the Portland Fish Pier to find safe ways to invite the public and tourists onto the working waterfront. Chatham Massachusetts has recently approved a town budget that includes \$1,000,000 in funding to repair their raised viewing platform where tourists can come to watch fishermen unload their catch. The reason for the investment was because it is the highest trafficked tourist spot in the town and when tourists leave that space, they go to local restaurants looking to buy local seafood. It must be done safely, and in a way the respects those working on the waterfront, but inviting the public into this space can have positive impacts.

Thank you for your work on this process. Please let me know if we can be of any assistance.

Sincerely,

Ben Martens
Executive Director

