LOBSTER TAKES CENTER STAGE DURING THE HOLIDAYS … IN EUROPE

By Melissa Waterman

When Christmas and New Year’s Eve roll around, most New Englanders find themselves sitting down to meals of ham, prime rib, or perhaps steaming oyster stew. The American tradition of serving these items as the centerpiece of a holiday meal continues mostly unchanged from centuries past. But in Europe, holiday dinners are a little different. In Italy, Spain and France, seafood, including lobster, takes the lead role on the table. That means a sharp uptick in sales during December for lobster dealers.

“Let’s put it this way,” said Dave Madden, vice-president of the Massachusetts-based Lobster Trap Company, “in August we typically close [the facility] for six hours each day. But in December we run 24 hours a day for two weeks straight. Every day there’s a huge order, all the time. “The company runs two lobster buying and storage areas in Machiasport and Steuben.

“November tends to be really slow,” Hugh Reynolds, president of Greenhead Lobster in Stonington, Maine, explained. “Then demand increases because it has a cultural significance for the French and Italians. It’s a big month for us.”

In France, lobsters are a star attraction of the extended holiday between Christmas and New Year’s. In 2012, $32.4 million of lobster was shipped from the United States to France, according to the Fisheries of the United States (FUS). 2012. The main Christmas meal, called Réveillon, takes place on Christmas Eve, after midnight Mass. The meal may feature a roast goose, fresh oysters, foie gras, or lobster to dine on. And it’s not the typical American-style boiled lobster drowned in butter that the French serve. The French version may be roasted, stuffed, or poached and served with a delicate sauce.

Italy imported $53.6 million of lobster from the United States in 2012; Spain purchased $47.7 million in lobster alone that year, according to FUS statistics. Unfortunately, at this time of year many Maine lobstermen have pulled in their traps, Reynolds said that in December, Canada supplies approximately 80% of the foreign demand. So how are all those thousands of pounds of lobster reaching the hungry Europeans this month? By air, packed in the belly of as many passenger and cargo planes as possible.

“Different countries need different packing systems,” Madden explained. How the lobsters are transported depends on the dimensions of the airplanes themselves. Madden said that the narrow-bodied passenger planes that fly to Italy, for example, require the lobsters to be packed in slot boxes or insulated Styrofoam. The wide-bodied cargo planes, by contrast, allow lobsters to be shipped in large crates loaded on pallets.

When the lobsters reach their destination, the young guns of Cutler, Kathy Pickering, Belfast, and others will be working hard to make sure the lobsters arrive safely.

By Patrice McCarron

In November, the report of the Maritime Lobster Panel tasked with addressing issues regarding lobster markets and pricing was released. The report was commissioned in response to weak boat prices for lobster and to the large-scale tie up across the Canadian provinces in the spring. The Maritime Lobster Panel Report looks in depth at the Canadian Maritime lobster fisheries and provides an excellent synopsis of both the Canadian and U.S. lobster fisheries, management approaches, shoreside infrastructure and market context. While there is not a lot of new information or ideas in this report, it contains a tremendous amount of information that enriches our understanding of the challenges our industries currently face. And it’s worth noting that this report clearly put the responsibility for solving these issues on the lobstering industry, not on federal or provincial agencies.

While this report is focused on the Canadian Maritimes, it is clear that attitudes among fishermen, buyers and processors are similar everywhere; many of the recommendations provide strong guidance for the Maine lobster fishery.

The report’s introduction will sound familiar to us all: “Throughout the Panel’s discussions with industry ... we saw a distinct set of messages emerging. These messages portray an industry that has been struggling instead of cooperating, fishing for quantity instead of value, fighting over pennies and losing dollars and asking others to solve their problems.”

The report does an excellent job delving into each of these questions.
The world keeps changing but along the coast of Maine some things remain constant: hard work, good cheer, and the pleasures of family and community. Photo by Robert Dennis, York County Coast Star.

As our nation commemorated the 50th anniversary of John F. Kennedy’s death last month, we remembered the great leadership, vision and sense of hope that he represented. Kennedy was a gifted leader able to move our country to think outside of its comfort zone. He once said “Change is the law of life. And those who look only to the past or present are certain to miss the future.”

These wise words remain as true today as they were then. This December issue of Landings provides readers with a snapshot of where the people and communities along the coast of Maine are right now, and pushes us to think about where we want to go. Landings explores some of the key findings of the Fisheries of the United States 2012, which shows us of the staggering success of Maine’s lobster industry, and how critical Maine’s seafood industry is to our coastal economy. The town of Stonington, Maine, with just over 1,000 residents, was ranked 22nd most valuable port in the nation, with $46 million in seafood landings last year. Vinalhaven, with approximately 1,200 year-round residents, was ranked 38th most valuable port, landing $28 million in seafood, primarily lobster. These figures underscore the critical importance of lobstering to our coastal communities.

Fishermen in the Canadian Maritimes are also very dependent upon the success of the lobster industry. Last month the Report of the Maritime Lobster Panel released its findings, which called for structural changes in the industry led by politicians, government agencies, fishermen and the on-shore lobster processors. But the report said loudly and very clearly that the lobstermen themselves have the responsibility to see these changes through. One of the key recommendations is for the Canadian Maritimes to coordinate a generic marketing campaign. Maine, by contrast, is starting such a campaign in January. The Maine Lobster Marketing Collaborative will officially convene in early December, with a board of 10 individuals. Landings provides a summary of who will be leading this new organization and its plans for the next year.

We also provide the latest figures on the North Atlantic Right Whale population, which continues to see slow positive growth, with a population now estimated at 510 whales. The species continues to be impacted, however, by ship strikes and entanglements as well as changing ocean conditions which have resulted in major distribution shifts.

Finally, Landings meets Kathy Pickerell, long-time harbormaster in Belfast, who continues to oversee the city’s working waterfront and its bright future. December is the month of holiday celebration so it seems natural that Landings takes a look at the European demand for all things lobster. During this month live dealers of Maine lobster put their operations into full swing, running 24-hour shifts in order to fill the huge demand for lobster overseas. Landings also explores the love that many of New England’s accomplished chefs have for Maine lobster, and the lengths they go to to source it locally and ensure a high quality, fresh product.

As the year draws to a close, we should all reflect on our many blessings. Due to the bounty of the sea, we are able to live in Maine, work on the water, and as business owners, we keep our families and our communities afloat. Life is never without challenges, but for Maine’s lobstering communities, our blessings continue to be many. Merry Christmas!

Patrick McCarron
MLCA President

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NEW MAINE LOBSTER MARKETING COLLABORATIVE TAKES SHAPE

By Melissa Waterman

In late November, Department of Marine Resources Commissioner Patrick Keliher announced the board members of the new Maine Lobster Marketing Collaborative (MLMC). The Collaborative was created by the Legislature this past spring to replace the now defunct Maine Lobster Promotion Council.

“I feel really good about where we are now,” said Keliher in a November interview. “There are lots of moving pieces, of course.” The new board will meet twice in December to review information about the Maine lobster industry and global markets and conduct administrative business. The MLMC’s first milestone is in January, 2014, when it must present to the Joint Committee on Marine Resources a long-term work plan focused on improved marketing and promotion of Maine lobster.

“There’s a big educational component,” Keliher noted. “Everyone has to get on the same playing field. There will be a review of domestic and international markets [at the December meetings] as well as organizational items.” Keliher emphasized that he is truly happy with the composition of the new board. “This board, because of the way it was created by the Legislature, is a wealth of knowledge. We sought out a board of leaders, innovators, marketing experts, harvesters, processors, dealers, small business owners and people who are eager to re-energize the Maine Lobster brand,” he said. “The diversity is fantastic.”

The actions of the new MLMC will be viewed carefully by lobstermen and by seafood processors in light of the report on the Provincial lobster industry released in November. That report emphasized the need for the three Maritime provinces to improve generic marketing of their lobster in global markets in order to improve the price paid to fisherman.

According to Keliher, Maine is in better shape than the industry in Prince Edward Island, New Brunswick, and Nova Scotia. “We are going forward to specifically improve the marketing component and promote awareness of the Marine Stewardship Council (MSC) certification,” he said. The Maine lobster fishery received the coveted MSC certification of sustainability this spring after a six year review process.

The formation of the MLMC board is the first step in a five-year, multi-million-dollar investment that the industry has committed to marketing Maine lobster. The MLMC board is composed of 11 members; to date, 10 of those members have been appointed. “Throughout this transition process [from the old Maine Lobster Promotion Council] and development of a draft promotion and marketing plan, the goal has remained clear: to increase profitability for the industry. I know we will have an active campaign going in the next fishing season.”

MLMC Board of Directors

Karan Cushman, President of Cushman Creative, a cross-media branding company

George Gervais, Commissioner of the Maine Department of Economic and Community Development

Frank Gotwals, lobsterman, board member of the Stonington Lobster Coop

Patrick Keliher, Commissioner of the Maine Department of Marine Resources

Luke Holden, President and Founder of Luke's Lobster and a Managing Partner and Co-Founder of Cape Seafood LLC

Emily Lane, Vice-President of Sales, Calendar Island Maine Lobster, former MLPC board member

Peter Miller, lobsterman, owner of Miller's Wharf Lobster, former MLPC board member

Paul Paradis, Bar Harbor town councilor and owner of Paradis True Value in Bar Harbor

Hugh Reynolds, owner of Greenhead Lobster in Stonington, one of Maine’s largest purveyors of live, fresh lobster

Vaughn A. Stinson, Chief Executive Officer of the Maine Tourism Association, former MLPC board member.

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DMR press release

In an effort to continue rebuilding Maine’s scallop fishery, the Department of Marine Resources (DMR) has established management measures for the 2013-2014 harvesting season that feature limited access areas and targeted closures within three management zones. The goal of this management approach is to continue rebuilding the resource while providing a reliable source of income for harvesters.

The scallop fishery experienced an historic low in 2005, landing just over 33,000 pounds of scallop meats (276,000 pounds of whole scallops including the shell and viscera) from Maine waters. In 2009, 20 percent of Maine waters were closed to scallop fishing to begin restoring the fishery. In 2012, three scallop zones were put into place to ensure a targeted management approach. Limited access areas, in which harvesting is allowed one day per week and closed when a percentage of the available resource is removed, were also implemented, as were rotational closures, an approach similar to crop rotations used in agriculture, which promotes increased landings.

After three years of the rebuilding, the closure areas were reopened in 2012 as limited access areas. Maine harvesters landed over 280,000 pounds of scallop meats (2.4 million pounds of whole scallops).

“The conservation measures put in place in 2009 are working, and we’re starting to see the benefits,” said DMR Resource Management Coordinator Trisha De Graaf. “Not only did we see an increase in the landings last year, the limited access areas were producing more valuable, larger sized scallops.”

“The rebuilding of this fishery is the result of successful cooperation between industry and the state,” said DMR Commissioner Patrick Keliher. “The new management approach has been challenging for industry, but their commitment to make necessary sacrifices and to work with us is now paying off.”

This year, the season begins on December 2. The season will last 70 days in Zone 1, which extends from Kittery to Penobscot Bay, and in Zone 2, from Penobscot Bay to the Lubec-Campobello International Bridge. In Zone 3, Cobscook Bay, the season will last 50 days, six days more than last season. The daily limit in Zones 1 and 2 was reduced from 20 gallons to 15 gallons, while it remains at 10 gallons in Zone 3. “We decided to reduce the daily limit in Zones 1 and 2 rather than reduce the length of the season to improve the likelihood of a reliable source of income and access to the resource for harvesters over the course of the season,” said De Graaf.

Limited access areas for draggers in both zones open on January 6; they will be open Monday each week beginning January 8 through March 19. Limited access areas will be monitored and closed to harvesting when 30 to 40 percent of the available resource has been removed from the area. Targeted closures will also be in place during the season to protect areas that are rebuilding or have significant populations of sub-legal size or juvenile scallops.

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NEW RECRUITS:  The young guns of Cutler

by Tim Cox

As the 32-foot Young Guns lobster boat made its way back into Cutler Harbor shortly after noon on Aug. 30, the crew made ready to unload their catch under a blue sky. There was barely a ripple in the harbor.

Jordan Drouin, 17, brought Young Guns alongside the float at the Little River Lobster Co. wharf, and he and his stepbrother, Colbath Warner — Maine’s youngest commercial lobster fishermen — busied themselves unloading the morning’s catch. A visiting cousin from out of town had joined them on the boat that day. “Could have been better,” said Drouin, noting the 200 pound catch of the day.

The teens have grown up in Cutler, a Washington County coastal fishing village noteworthy for Little River Lighthouse on Little River Island. They are the sons and grandsons of fishermen.

Warner, 16, whose distinction as the state’s youngest commercial lobsterman was confirmed by a spokesman for the Department of Marine Resources, first spent time on a boat when he was about age 7 or 8. He recalled that he was probably around 10 when he began lending a hand. The stepbrothers have helped on their grandfather’s boat and also their father’s boat.

The brothers are students at Washington Academy in East Machias; Warner is a junior, and Drouin is a senior. Beginning the season in late spring, the two fish through September, working after school and on weekends. The season will often determine the location of the traps, with lobsters moving closer to shore as the water warms in the spring and summer. During the summer, they normally fish Monday and Tuesday, take off Wednesday, and haul again Thursday and Friday. In the winter, they take their traps and gear out of the water.

They obtained the boat, Young Guns, powered by a John Deere 220 hp diesel engine, in spring 2012 for $64,000. They are the third owners of the boat, built in 2002. They painted the bottom and added a stern table. This is their second boat. The brothers received their first one when they began working together about five or six years ago. They obtained student lobster fishing licenses as boys, eventually fulfilling the requirement for 1,000 hours of sea time working under other fishermen in order to qualify for a commercial license. Maine has about 5,300 commercial lobster fishermen.

“I like the money part,” said Warner, the more reserved of the two brothers, after their work at the wharf was done. “It’s good money, I guess, if you like, work at it … It’s kind of fun being out on the water all the time.” After expenses — about $26 for a bushel of bait and diesel fuel nearly $4 a gallon for 69 gallons on a week’s worth of work — the brothers split their earnings 50-50. Depending on the type of lobster, the seafood company would pay $1.75-$4.75 per pound.

Drouin normally runs the boat, snagging the buoy, running the line through the pot hauler and retrieving the trap, although both brothers are equally qualified. Warner helps empty the trap, bait it, and returns it to the water. He also is responsible for the engine.

Continued on page 12

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MAINE LOBSTERMEN’S ASSOCIATION UPDATE

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Tad Miller, Matinicus, 372.0491
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Brad Parady, Kittery, 337.3141
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Jay Smith, Nobleboro, 563.5208
Craig Stewart, Long Island, 846.3158
Elliot Thomas, Yarmouth, 846.6201
John Williams, Stonington, 367.2731
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BOARD OF DIRECTORS’ MEETING SCHEDULE
All meetings take place at Darby’s Restaurant, Belfast.
Dec. 3, 5 p.m. Jan. 7, 5 p.m.

The 126th Legislature is scheduled to reconvene for its second session on January 8, 2014. Bills introduced in the second regular session are limited to primarily budgetary and emergency bills. Therefore, there are generally far fewer bills heard in the second session compared to the first session.

Two bills from the first session are expected to come before the Marine Resources Committee this winter.

LD 486, which established the new lobster season, entered into force as the Maine Lobster Marketing Collaborative to report by January 15 to the Marine Resources Committee its three-year marketing plan complete with a detailed work plan and budget for the Collaborative’s programs and activities.

LD 1544, which created a temporary marine administration and gave zone councils the authority to base exit ratios on either license or tags, includes a provision which allows the Marine Resources Committee to report out a bill regarding lobster licenses and methods for maintaining opportunity in the lobster fishery. The Department of Marine Resources (DMR) was asked to get feedback from the lobster industry prior to creation of the bill on ways to expand options for entry. Marine Resources Committee Chairman Rep. Kumiega and Sen. Sen. Davis (who attended the October Lobster Advisory Council meeting and reiterated their hope that recommendations will come from the industry on ways to improve the existing system. In the absence of industry recommendations, the Committee will consider taking action on its own. DMR met with all seven zone councils this fall on how the councils could build stronger working times for apprentices on the lists. Zones A and B are moving forward on changing their exit ratios to licenses instead of tags. Zone C is considering changing its ratio from 5:1 to 4:1 based on tags retired. Zones F and G did not support any changes, but have requested additional data from DMR to aid their discussions. Zone D voted to maintain status quo for a few years. Zone C voted to remain open.

A bill to establish a commission to study the effects of ocean acidification (LR 2511) will be considered following a successful appeal.

Finally, the DMR has submitted several bills on its own: LR 2543, An Act To Clarify Maine’s Elver License, LR 2542, An Act To Amend Maine’s Aquaculture Statutes, LR 2541, An Act To Improve Enforcement of Marine Resources Laws, LR 2540, An Act To Make Technical Changes To Maine’s Marine Resources Laws, and LR 2544, An Act To Create Parity for Proprietary Information.

DMR is proposing changes to the exit ratios in Lobster Zones A and B. In Zone A, the proposed rulemaking would change the 3:1 exit-to-entry ratio currency from the number of trap tags not renewed to the number of licenses not renewed. At the Zone A Council meeting on September 24, an affirmative vote by the Council recommended this currency change from tags to licenses. The Zone A waiting list currently has 61 names on it. Under the current system in Zone A, only three new lobster licenses were issued in each of the last two years.

In Zone B, the proposed rulemaking would change the 5:1 exit-to-entry ratio currency from the number of trap tags not renewed to the number of licenses not renewed similar to the system taken in Zone A. At the Zone B Council meeting on September 25, an affirmative vote by the Council recommended this currency change from tags to licenses. The Zone B waiting list currently has 15 names on it. Under the current system in Zone B, only one new lobster license was issued in each of the last two years.

Public hearings are scheduled on Dec. 9 at 6 p.m. at Ellsworth City Hall and Dec. 10 at 6 p.m. at University of Maine-Machias, Science Building. Written comments are due Dec. 23, mailed to DMR. Attn: Kevin Rousseau, 21 State House Station, Augusta, Maine 04333-0021 or emailed to dmr.rulemaking@maine.gov.

NORTH ATLANTIC RIGHT WHALE CONSORTIUM

The North Atlantic Right Whale Consortium (NARWC) consists of a number of US and Canadian organizations and agencies that study and conserve North Atlantic right whales. The NARWC holds an annual meeting in November of each year to discuss research, new techniques, management strategies, and other facets of right whale conservation. MLA Director, Patrice McCarron, and Board member, Bobby Ingalls, attended the meeting.

Each year, the annual Right Whale Report Card is presented as an update on the status of the whales. The 2013 report card estimates that there are 510 North Atlantic right whales. Scientists estimate that they observe 83% of all right whale sightings.

There was much discussion about the change in distribution of right whales over the past few years. In 2012, nearly 50% of all right whale sightings were in Cape Cod Bay, while only 6.5% were in the Bay of Fundy. Bay of Fundy sightings were even lower in 2013. Researchers continue to build a database of right whale DNA samples, which now has samples from more than 600 whales. Over the past year, four new right whale entanglements were discovered, plus two ongoing entanglements. Of the four new entanglements, two whales are likely free of gear now, one is still carrying gear and one died. The gear removed from the deceased whale contained ‘a fishing buoy, swivels, and seven segments of rope totaling 189 meters.…” two segments of the rope contained red marks similar to those required from the Northern Inshore and Nearsboat Trap/Pot Fisheries under the ALWTRP noted the report.

There is interesting new research underway to determine what right whales can see and if they are able to detect various colors ropes fished. Preliminary results indicated that they are likely unable to see green, blue or white ropes, and are more likely to see and respond to red, orange or black ropes. It is unknown what they may be able to see when swimming in deep waters where light penetration is limited.

MLA DIRECTORS’ MEETING

The MLA Board met in early November and reviewed then approved the financial statements and the revised profit share proposal from Smithwick & Mariners. In addition, the MLA has reinstituted work with its attorney to request dissolution of the Department of Justice consent decree. The Bylaws and Nominating Committee (Tad Miller, Elliott Thomas, Arnie Gamache, Jim Dow) provided an update of their work to date. The Committee is reviewing the MLA...
bylaws, including board nomination and election procedures, and is brainstorming ideas on how to attract new members to the MLA Board. The Committee will provide a full set of recommendations at a future meeting.

The Board did not support joining a coalition to push for implementation of Marine Mammal Protection Act (MMPA) provisions which would require other countries which compete in U.S. markets to implement bycatch reduction requirements similar to those imposed on U.S. fishermen. While the MLA supports a more level playing field among fishermen, the association is not in favor of tactics which could interfere with lobster markets or lead to litigation.

The Board received copies of the Maritime Lobster Panel report which presented 33 recommendations in three categories: improving relationships within the industry, changing harvesting operations to match onshore capacity, and restructuring the industry. MLA has been invited to bring three people to a harvester meeting on Prince Edward Island in January. Several MLA directors expressed interest in attending.

The Board reviewed lobster export data from the Fisheries of the U.S., 2012 report. While the U.S. has expanded its volume of lobster exports by 43% since 2010, the majority of those exports went to Canada. On the other hand, the U.S. expanded its exports of American lobster to overseas markets by 9 million pounds in 2012 compared to 2010. Despite that increase, the U.S. continues to have a negative trade balance for American lobster with more than 167 million pounds imported. This translates into U.S. lobstermen supplying only 25% of American lobster to the U.S. market in 2012.

The MLA directors briefly reviewed the list of bills expected to move forward during the Legislature’s second session. In addition to the Maine Lobster Marketing Collaborative’s report to the Legislature in January, the Marine Resource Committee may be considering recommendations to expand opportunities for entry into the lobster fishery via LD 1544. The MLA has invited Marine Resource Committee chairs to a future meeting to help talk about this important issue. MLA continues to work with lobstermen to help them understand health insurance options under the Affordable Care Act. MLA’s Navigator, April Gilmore, is holding a series of informational meetings along the coast, and MLA will sponsor a half-day seminar at the Maine Fishermen’s Forum in March. MLA will be mailing a postcard to all lobstermen to let them know they can call the MLA for help, and will be distributing posters in coastal communities to help get the word out. The MLA Board will meet on December 3 at 5 p.m. at Darby’s in Belfast.

**ADJUSTMENTS TO 2014 HERRING CATCH LIMITS**

NOAA Fisheries is proposing to reduce the 2014 quotas in three Atlantic herring management areas (Areas 1B, 2 and 3) to account for overages that occurred during the 2012 fishing year. The 2014 quotas are due on Dec. 9.

**2014 Proposed Adjustments**

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**NEW ENGLAND COUNCIL CONSIDERS MIDWATER HERRING TRAWLING BAN**

During its November meeting the New England Fishery Management Council heard testimony to consider an emergency action which would effectively close the Atlantic midwater trawl fishery.

Many groundfishermen and environmental advocates believe that the midwater trawl fleet catches and discards large amounts of groundfish, particularly small haddock, in the course of catching Atlantic herring. Herring fishermen argue that they are not catching large amounts of haddock and they support additional at-sea observer coverage. While data indicate that levels of groundfish bycatch have been relatively low, there are concerns that the current level of observer coverage does not provide adequate information to document the extent of bycatch in the large volume herring fishery.

Council members concluded that while there are problems with the Atlantic herring fishery, they do not meet the strict requirements for an emergency action. The Council voted to address this issue at a meeting to be scheduled as soon as is possible, when it will focus on the most pressing problems in the fishery, including requirements for observer coverage. The meeting also will address development of an action to reconsider measures that were adopted by the Council in Amendment 5 to the Atlantic Herring FMP, but disapproved by NOAA last month, including net slippage provisions (dumping of unwanted catches) and dealer weighing requirements.

**MAINE DREDGE TEAM**

The dredge team met in Portland in early November. Staff from the offices of Rep. Michaud, Rep. Pingree, and Sen. Collins provided an update on the reauthorization of federal legislation which could affect dredging projects. The legislation considers allowing additional use of the Cape Arundel disposal site, as well as funding for future projects.

Craig Martin of the Army Corps of Engineers (ACOE) provided an overview of maintenance dredging projects.

Portland Harbor: maintenance dredging is expected to begin in January 2014 and to be completed by the end of March 2014.

Wells Harbor: maintenance dredging is underway; ACOE is also dredging two town mooring areas.

Scarborough River: the maintenance dredging project is out for bid.

Kennebunk River: ACOE is seeking to begin maintenance dredging in early 2014.

Royal River: ACOE will submit its request to Maine for water quality certification and coastal zone management act concurrence so that it can begin work if dredge funding becomes available.

Beals Island and Pig Island Gut: ACOE is waiting for funding for maintenance dredging.

Saco River: ACOE plans to develop a maintenance dredging proposal to coordinate with ACOE’s project to reconfigure the jetty at Camp Ellis.

York Harbor: No funding has been made available for this project.

Biddeford Pool: ACOE has begun to assess the need for maintenance dredging needs.

ACOE is in the preliminary stages of assessing the need for maintenance dredging at Cape Porpoise, Peppermill Cove, Josias River, and Stonington.

Active ACOE improvement dredging and other projects are as follows:

- Camp Ellis: The ACOE is nearing completion of its feasibility study. It anticipates publishing the final report in April. The next step would be execution of an agreement with the local project sponsor. Construction and beach nourishment may be completed in three to four years.

- Searsport: The ACOE is conducting a general investigation for a navigation improvement and maintenance dredging project. It is reviewing the many public comments on the draft feasibility study and Environmental Assessment that closed in May as it prepares a final draft feasibility study for the project. The final Environmental Assessment report, feasibility report and draft Chief of Engineer’s report must go through review by headquarters, the Governor and federal agency heads. Filings for state water quality certification and federal consistency concurrence are planned for December, 2013.

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Lighting of the Christmas tree in Seal Harbor. Photo by Earl Brechlin, courtesy of the Mt. Desert Islander.

Santa Claus arrives by lobster boat in Kennebunkport. Photo by Robert Dennis, courtesy of the York County Coast Star.

Cape Porpoise lobster trap Christmas tree. Photo by Robert Dennis, courtesy of the York County Coast Star.

Illuminated lobster boat in Boothbay Harbor. Photo by Mike Leonard, courtesy of The Boothbay Register.

New recruits continued from page 5

for handling multiple traps on a trawl from the back of the boat. While they are working, the brothers often keep a radio tuned to a country music station.

Warner is undecided about making a career out of being a fisherman, though. Drouin, however, has his heart set on it. “I think I will [do this job for a living],” Drouin said. “I like the lifestyle. I love the water. ... I think the only thing that would stop me from lobstering is if all the lobsters went away.” He has no desire to hold a white collar job or work in an office building.

Drouin acknowledged that there are risks associated with lobster fishing. One is when a line from sinking traps gets tangled in the feet or legs of a fisherman as it plays out from the boat. When they set a group of traps or trawl further off shore, the depth may be 300 feet, he noted. “You’re not really going to survive [if you get pulled down],” said Drouin.

Asked about his father’s willingness to help them obtain financing to purchase the boat, Drouin said, “We’ve been doing this so long, and he knew we wanted to keep fishing.”

“Th is was their choice,” said their father, John Drouin. Th e teens gained experience — and traps — since boyhood fishing with their grandfather or with him, he added.

The teens were even younger when they got their first boat, he acknowledged. “We could see the maturity in them, and they were able to handle their end of it,” he added.

“Living in this area, the employment opportunities are far between,” noted Drouin, “so this is something we were hoping to set up if they wanted an opportunity for the future.”

For the older teen, his vision for the future is grounded in the life of a fisherman. “I just like the water,” said Jordan Drouin. “I love being on the wa- ter. I like the lifestyle and just being out there. It’s fun to me, so. I guess. It’s in my blood,” he added with a laugh.

5TH ANNUAL MLA PHOTO CONTEST

PHOTOS SHOULD ANSWER THE QUESTION:
Lobstermen, what do you do when you are NOT fishing?
Categories:
- On land or on sea
- At home or away
- With your friends or by yourself.

Rules for submission: Please email your photos by February 15 to melissa@mainelobster-men.org or mail a print to 33 Grove St., Rockland, ME 04841. We will return all photos at the end of the contest.

2013 winners are not eligible to enter in the 2014 contest; Winning photos will be reproduced in color OR black & white; Contestants may submit ONE picture in each category for a total of THREE entries; do not submit multiple images in individual categories.
The harbor's upgrade has been attracting increasing numbers of boaters for the past fifteen years. Many of the recreational boaters who once left the Camden area and headed directly Downeast no longer skip Belfast, but stop in and stay awhile. "It attracts them like bees to honey. They love it because they can walk everywhere in town. There are restaurants, nice shops, a movie theater, everything they need," said Pickering. "When the dock was rebuilt, we kept the costs down to attract boaters. We have many people returning year after year now."

But Belfast is still a working harbor. The tugboats add ambiance but also are "a big part of what Belfast is. It's fun having them here," she said. And now there's another large presence on the harbor: Front Street Shipyard, located on the site of the former Stinson sardine cannery. The new and ever-growing boat yard builds, repairs, stores and docks power and sailing vessels and has become a draw for many high-end yacht owners.

There's a symbiosis between Front Street Shipyard and the tugs as well, Pickering explained, because the tugs sometimes transport the products of Kenway Corporation of Augusta, one of the yard's owners and a manufacturer of large composite products. Plus the yard's new 485-ton hoist means the tugs can be hauled out for repair in Belfast, instead of leaving the state as they used to.

Of course, Belfast also has its resident lobster boat fleet. Belfast has around 25 licensed lobster harvesters, and they now have a new town float. "We set up a new hoist for them last year and expanded their space. Now they can get up to three boats in here," said Pickering. "The hoist is good because it's a long way to haul stuff up and down a steep ramp when the tide is out." Pickering keeps her eye on the harbor from her small office at the town wharf's edge with windows all around and a hat-wearing bear effigy. "It's a good thing Katherine Pickering's grandparents went to the hospital. The grandparents went to the hospital," she continued. "We had a 16-foot boat meant to be in a lake that went out with eight people, including little kids, in it. The tide swamped the boat and it went down. A guy at his mooring saw it and called us. He helped rescue them. The grandparents went to the hospital with hypothermia." "If someone is drowning, the rescue services like the Coast Guard or Marine Patrol are an hour away ... So if no one else is available for any kind of emergency response, we go," Pickering explained.

"We get people who don't have a lot of experience on the ocean," she continued. "We had a 16-foot boat meant to be in a lake that went out with eight people, including little kids, in it. The tide swamped the boat and it went down. A guy at his mooring saw it and called us. He helped rescue them. The grandparents went to the hospital with hypothermia." "If someone is drowning, the rescue services like the Coast Guard or Marine Patrol are an hour away ... So if no one else is available for any kind of emergency response, we go."
FROM TRAP TO PLATE: Restaurant chefs develop local sources for their lobster

By Nancy Griffin

Even in the highly traditional world of lobster fishing, things are changing rapidly. Not only is the ocean altering, becoming more acidic and warmer decade by decade, but ways of selling lobsters are changing as well. To help lobstermen better understand the market mechanisms that affect the price paid for their catch, we continue this series focusing on the movement of lobster from the trap to the plate.

The lobster plucked from a trap off Cape Porpoise or Stonington on a Tuesday may find itself on the center of a plate in a Portland or Boston restaurant by Thursday. That’s because many high-end restaurant chefs have developed close connections with individual lobstermen in order to ensure a consistent supply of good quality Maine lobster. Those connections are highly prized, benefitting both the restaurant owners and the lobstermen alike.

Max Miller, executive chef at The Landings restaurant on the harbor in Rockland, gets his lobster just a few miles away, in Spruce Head. He usually drives to the dock to meet the lobsterman who supplies most of his lobster, buying critters that were hauled that day. “If I can’t meet him directly, I can pick up his lobsters from the guy at the wharf and he will get the money to him,” said Miller. “That doesn’t work at every wharf.”

During the summer, Miller uses two crates every three days. “It’s hard to keep up with. I’m going to cook half of them immediately and keep half of them live. If I can process 25 pounds of meat myself in half an hour, it’s a better product, a lot cheaper and I can pass the savings along to my customers.” He also uses the lobster bodies to make stock for other dishes.

“I was lucky—I grew up around lobstermen,” said Miller. When he needed a lobsterman to supply the restaurant, he called his cousin, who hooked him up. His supplier fishes almost year-round, so Miller isn’t worried about having an adequate supply.

Max graduated from the New England Culinary Institute in Montpelier, Vermont, and worked at such well-known restaurants in Boston as Cliq, Aquitaine, Salty Pig and Radius. Locally, he cooked at the former Marcel’s Restaurant in the Samoset Resort and Lily Bistro in Rockland. His menus contain dishes such as lobster risotto and lobster bisque, as well as more conventional lobster fare.

Arlin Smith is manager and co-owner of Eventide Oyster Co. and Hugo’s on Middle Street in Portland. He and his partners—both chefs at the restaurants—source all their lobsters from Maine Lobster Direct on Union Wharf. “We get deliveries on time, in the numbers and perfect specs we need,” said Smith. Like Miller, these chefs pick the lobster meat themselves, daily. They are very aware of what constitutes a quality lobster.

“We know Maine Lobster Direct keeps the lobster in upwells, so the product is the best,” Smith said. If he could improve anything, Smith said it would be to have a consistent year-round price for the lobsters. “That way, we’d get a bit of a break when prices are high and they’d get a bit more when prices are lower,” he explained.

Unlike many seafood restaurants, Eventide doesn’t offer a boiled lobster. Their most popular lobster item is a lobster roll, not an unusual item on a Maine menu, but Eventide’s lobster rolls come in a choice of three styles, served with Hollandaise, homemade mayo, or hot with browned butter, all on a homemade bun.

Even in Massachusetts, which has its own lobster fishery, some Boston chefs source directly from the coast of Maine. Jeremy Sewall is executive chef and owner of three Boston restaurants specializing in seafood. Sewall gets all his lobster directly from his cousin, Mark Sewall of York. “We have a couple of refrigerator trucks we use. We make trips every two or three days,” Sewall explained.

Sewall opened his first restaurant, Lineage, seven years ago on Harvard Street in Brookline. It’s named for the Sewall family’s historic connection to New England. Samuel Sewall, son of Judge Sewall of Salem witch trial fame, provided use of his “Brooklin” lands when Boston was incorporat- ed in 1705. The present-day Sewall opened a second restaurant, Island Creek Oyster Bar, in the Common- wealth Hotel near Kenmore Square three years ago. A third restaurant, Row 34, in the Fort Point area of South Boston, opened this November.

“Mark catches them [the lobsters], calls them, and seasons them for a night in the York River to clean them out,” said Sewall. He doesn’t like to tank lobsters for his restaurants because he thinks that, like oysters, they taste better if they retain the flavor of the bottom they came from. “I pick them up the next morning, I cook half of them immediately and the rest the next day,” he explained.

While lobster harvesters and dealers depend on a big surge in their business before the holidays, most of those lobstermen are exporting to European countries, where lobster is a highly-priced meal for Christmas or New Year’s Eve. “Lobster’s not a traditional meal for holidays in the U.S.,” said Howard “Corky” Clark, recently retired chef-instructor who ran the seafood kitchen at the Culinary Institute of America (CIA) in Hyde Park, New York, for many years. Clark trained many of the country’s top chefs, including Sewall. Before teaching at the CIA, he also worked in many restaurants. “In all my years, we never really noticed much of an uptick in lobster. Total fish sales go up, including lobster, but there’s not really much of a spike in lobster demand.” U.S. restaurants generally see increased demand for lobster around Valentine’s Day and Mother’s Day. Top chefs want a quality product, and are willing to take extra time to work directly with lobstermen. They take pride in ensuring their customers know where their food comes from. Maine lobstermen harvest one of the world’s most sustainable products, and with proper handling, can consistently provide the quality these chefs need.

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By April Gilmore, MLA Navigator

The new Health Insurance Marketplace has had a rough start, and the media coverage has left most people very confused. Through my work as MLAs Navigator, I am regularly in touch with federal officials, and I can assure you that things are moving full steam ahead. I’ve heard that some lobstermen are convinced that the Affordable Care Act (ACA) is going away so there is no need to look at the Health Insurance Marketplace. I can assure you, it is not going anywhere and lobstermen need to pay attention.

The healthcare.gov technical team continues to work to fix the Web site glitches that have been so frustrating to so many. The fixes can’t come soon enough, of course, but fortunately we are seeing some progress. Some people are finding success with applications on the Web site, and have enrolled in a health insurance plan providing them with better coverage at an affordable price.

The ACA brings changes that could benefit many lobstermen. Under the new requirements health insurance plans must cover ten essential health benefits such as preventative services and primary care visits. Providers are no longer able to turn people down who have pre-existing conditions, and plans must cover a certain percentage of claim costs. Particularly important for lobstermen, out-of-pocket expenses are now capped at an affordable price.

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The decision by Maine Insurance Superintendent Eric Cioffe affects at least 8,500 Mainers who buy their health insurance from Anthem BlueCross BlueShield in the “individual Market.” This decision is meant to give sever-al thousand Maine policyholders another option for 2014, Maine Bureau of Insurance Superintendent said in a prepared statement. Anthem’s director for small group sales, Eric Jernyn stated that this decision means that consumers no longer need to respond to letters sent to groups and individuals that Anthem must now replace the non-compliant plans with ACA compliant plans. Consumers may now keep those non-compliant plans for another year. “This decision will give our members more options in 2014,” Rorry Sheehan, spokesman for Anthem Blue Cross Blue Shield of Maine, said in a written statement.

Those who have had their plans in place with no changes since March23, 2010 were already grandfathered and likely did not receive a letter that their policy is being discontinued. Grandfathered plans are exempted from many changes required under the ACA. A health plan must disclose in its plan materials whether it considers itself to be a grandfathered plan and must also advise consumers how to contact the U.S. Department of Labor or the Department of Health and Human Services with questions.

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Consumers may still want to shop in the Health Insurance Marketplace to see what other plans might be available before making a decision. "In some cases, after the initial frustration of learning their plan was not being renewed, those same people are finding that they qualify for a better plan at a lower cost, usually after exploring their options through the marketplace," said Mitchell Stein, policy director for Consumers for Affordable Health Care, a non-profit consumer advocacy group. "Health reform was designed to solve a number of problems, like making affordable coverage available to people who don’t have insurance. But it was also designed to help the people who have insurance that doesn’t cover important services or significant costs of their medical care, the underinsured. Getting rid of the plans that don’t comply to make way for new, higher quality ones is about protecting folks from being taken advantage of."

Stein also urged people to look at the big picture. "Although it might be inconvenient to look for a new health insurance plan, we can agree that it’s better than spending time fighting with your insurance company to pay for the most basic health care services or ending up with thousands of dollars in unpaid medical bills."

Be sure to check with your insurer if you have any questions on the "grandfathered" rule. And remember that if you don’t have health insurance in 2014, you will pay a penalty of up to 1% of your household income when you file your 2014 taxes.

As MLAs Navigator, I am available to help you with these and other questions about the ACA and your own insurance needs. Contact me at 967-4555 or aprill@mainelobstermen.org.
The authors conclude that lobster prices paid in 2013 were representative of market conditions, and that any single sector of the industry can unduly influence price at the wharf, depending on market conditions. As a result, the authors identify three broad areas for change, and 33 specific recommendations.

The first area where "wholesale change" is needed is industry relationships. The panel points out that the lack of transparency in the marketplace fuels the age-old system where rumors dominate and mistrust strains relationships across all sectors. It states, "A key contributing factor to this situation is the lack of strong and effective representative organizations across key sectors of the industry."

The report makes a persuasive case that each region should establish strong industry groups for each sector — harvesters, dealers and processors. They note that "better organization will lead to exchanges based on facts instead of innuendo; a well-structured, well organized and well informed industry that consistently interrelates in a professional manner will go a long way towards clearly defining issues, finding solutions, and moving forward; it will make the industry more efficient and more viable."

The report points out that "Fishermen need to take a broader perspective, and find solutions that take the bigger picture into consideration."

It goes on to say, "If a segment of a group within an organization fails to convince the majority on a certain position on an issue, too often they tend to want to walk out and create a new group. The same thing happens when personalities clash or old disputes are allowed to override real issues. This constant splitting and fragmentation just creates more division."

The report recommends that fishermen join well-established organizations where they exist, and form region-wide and industry groups when they don't exist. They also urge the industry to move away from the notion that consensus is possible, and establish a clear process for making changes based on a majority vote.

Industry operations is the second area identified for change. The report explores how the industry is structured for fishing, buying and shipping lobster. The report recognizes the new trend where "Volume-based fishing has become the norm with low prices driving fishermen to fish harder to make up for lost revenues by catching more. High landings are also coupled with intense fishery openings where catch rates are so high that the onshore industry cannot handle the volumes and losses pile up either at the processing plants or in some cases the landfill. A further victim of this race for the fish is overall quality. Lobsters are often rushed into less expensive product forms or devalued due to poor handling at sea or on land." The report makes several recommendations to address these issues including shifting the harvest to match onshore capacity in order to increase the chances that each lobster achieves its full value potential. Potential tools include temporary trap reductions during season openings, individual quotas, days out of the year and the week and adjusting seasons to match marketability of lobsters.

It also recommends implementing programs and standards to improve lobster quality, noting "estimates of loss should be worrisome to everyone... the resulting magnitude of loss in Canada and the U.S. through damage, weak and dead lobsters would be more than the total production of many of the world's lobster producers." Methods to reduce shrinkage include developing a quality training program and an industry grading system. The report highlights the fact that crate-run lobster, which they call "blended pricing," produces the lowest possible price because it accounts for most of the losses which occur in handling and transportation and the lobster is transformed into the lowest value product forms. The panel recommends developing "industry grading standards" to define the criteria for specific markets and have fishermen grade to those standards at sea (no more "mystery crates"). Finally, the report identifies industry structure as a key area for change. The report recommends putting several new institutions in place to address the gaps contributing to value devaluation.
loss. Specifically, they recommend establishing an Independent Maritime Lobster Market Intelligence Institute to monitor market and supply data, establish a comprehensive generic marketing campaign for Canadian lobster, develop a price setting mechanism to determine lobster prices pre-season and collect an industry levy of a penny a pound from both harvesters and onshore sectors to pay for these actions.

In recommending that the industry develop a price setting mechanism, the panel noted that current pricing is done largely in response to market conditions, but they clearly recognize the need for each sector in the value chain to be viable, especially the harvesters. The panel comments, “Saying a fisherman needs a certain minimum price per pound to be viable would not hold true across the industry, as it would depend on the situation of the individual enterprise.” They continue, that “Nevertheless, the Panel has concerns that the importance of the cost of the harvest-

ing lobster is being sacrificed in the current pricing model… No player in the value chain… should expect the primary producer to operate at a loss in order to provide them the product that they sell to realize their profit margin, no matter how narrow that margin might be. To this end, it is essential that those working in the industry begin to look at the cost of harvesting as a key consideration for determining final market value.”

While this report may not provide an exact roadmap for Maine to follow, it does an excellent job of explaining the issues in the Maritimes and sets a course of action that the Maine lobster industry should take seriously. The panel does not mince words in its concluding statement: “The Maritime lobster industry came to our Panel with a sense of frustration that we were just another group doing what so many had done before us; but also with a sense of cautious hope that we might find new direction for the industry. What we found is an industry that has been challenged time and again to make important changes. Changes that would see its inherent value grow to full potential. For many reasons these changes have not been realized. We repeat this challenge for change, with the added message that the industry is itself “responsible” for seeing it through… The only question is, what is the industry willing to do to make this happen? With leadership from across all sectors, real change is possible!”

Report continued from page 16

From all of us at Purse Line Bait
32 Baker’s Wharf Rd.
Sebasco Estates, ME
207-389-9155

Happy Holidays to all Maine’s hardworking fishermen
ELVER HARVEST WILL BE REDUCED

Federal regulators have agreed to delay taking action on possible new management rules for the American eel fishery until next spring, which means Maine's annual spring elver fishery will be allowed to proceed next March. In exchange for the delay, however, Maine must develop a plan to reduce the 2014 statewide elver harvest by 25 to 40%. That plan must be in place by January 1, 2014.

According to state and federal regulators, preliminary totals indicate that more than 18,000 pounds of elvers were harvested in Maine this past spring. A 25 to 40% reduction in the catch would result in a 2014 harvest of between 11,000 and 13,700 pounds.

DMR held hearings in November on several new regulations to meet that target. Foremost among those was a proposal to institute a swipe card reporting system. The swipe card reporting system would track licensed elver fishermen’s transactions and enter their catch totals into a statewide database. State officials say the system would allow them to keep better track of landings as they occur and make it harder for anyone to sell or buy poached elvers.

GREEN CRAB SUMMIT IN DECEMBER

In August, the Department of Marine Resources organized a one-day green crab trapping effort along the Maine coast to provide a snapshot of the presence and relative abundance of green crabs. Almost 40 trips were made by volunteers from 29 towns ranging from Biddeford to Lubec, some of whom were teamed up with scientists from DMR and Maine Sea Grant. A total of 221 traps were fished and every participating town reported catching at least some green crabs. Ninety-four percent of the traps had at least one green crab. The peak catch in one trap was 575 crabs; 75% of the traps had 20 or more crabs. Stockton Springs had the highest average catch per trap (191 crabs) followed closely by Freeport, Waldoboro, Biddeford, Scarborough, Trenton and Brunswick.

DMR will present the results from the trapping effort at the Maine Green Crab Summit on December 16 in Orono. This summit is free to the public and structured to provide resource harvesters and managers with tools to combat the devastating impacts of the non-native and invasive green crab on Maine’s valuable bivalve shellfish industry and nearshore marine habitat.

FISHERIES AND TOURISM WORKSHOPS IN DECEMBER

Maine Sea Grant, University of Maine Cooperative Extension, the Lobster Institute, the Island Institute, and the Maine Aquaculture Association will hold workshops on how commercial fishermen and aquaculturists can tap into the tourism industry and diversify their income. Entitled “Fisheries, Aquaculture, and Tourism Workshops: Combining Fisheries or Aquaculture, and Tourism, for a Little More Cash in Everyone’s Pockets,” the workshops focus on important legal issues, the ways in which seafood producers can build relationships with tour operators, restaurant owners and innkeepers to enhance their respective businesses, and more. Maine fishermen and shellfish farmers will talk about their experiences, good and bad. The free workshops will be held in Belfast on Dec 11, at Hutchinson Center; Machias on Dec 12, at Machias Savings Bank Community Room; and Portland on Dec 13, at USM’s Abromson Building.
December 2
Confused about your Health Insurance Options?, 5 p.m.-7 p.m., Yarmouth Log Cabin. FMI: 967-4555.

December 3
MLA directors’ meeting, 5 p.m., Darby’s restaurant, Belfast. ASMF Northern Shrimp Meetings, 9 a.m. and 1 p.m., Portland.

December 5
NERACOOS Annual Meeting, 9 a.m. to 3 p.m., Holiday Inn, Portsmouth, NH. FMI, email: Cassie@neracoos.org

December 9
Exit ratio changes for Lobster Zones A and B public hearing, 6 p.m., Ellsworth City Hall Auditorium. NEFMC groundfish committee meeting, Providence, RI.

December 10
Exit ratio changes for Lobster Zones A and B public hearing, 6 p.m., Portland.

December 12
Fisheries, Aquaculture, and Tourism Workshops, 5-8 p.m., Machias Savings Bank Community Room. Registration required. FMI: www.seagrant.umaine.edu/fisheries-tourism.

December 13
Fisheries, Aquaculture, and Tourism Workshops, 1-4 p.m., USM Abromson Building, Portland. Registration required. FMI: www.seagrant.umaine.edu/fisheries-tourism.

December 16
Green Crab Summit, 9 a.m.-5 p.m., Wells Conference Center, Orono. FMI: http://seagrant.umaine.edu/green-crab-summit.

December 16-18
NEFMC meeting, Danvers, MA.

December 17
Confused about your Health Insurance Options?, 5-7 p.m., Vinalhaven Town Hall. FMI: 967-4555.

December 25
Merry Christmas!

December 31
Happy New Year!

UPCOMING
January 7
MLA directors’ meeting, 5 p.m., Darby’s restaurant, Belfast.

January 8
Second session of the 126th Maine Legislature convenes.

January 28-30
NERACOOS Annual Meeting, 9 a.m. to 5 p.m., Portland. Registration required. FMI: www.seagrant.umaine.edu/fisheries-tourism.

January 31
Conservation Board meetings, 1-4 p.m., Machias Savings Bank Community Room. FMI: 967-4555.

February 4
UPCOMING
Merry Christmas!

LOBSTER LANDS STONINGTON IN TOP TIER FOR VALUE

The National Oceanic and Atmospheric Administration released its summary of 2012 fish landings for the United States in October. The report, Fisheries of the United States 2012, ranked fishing ports around the country by volume and by value. It came as no surprise that New Bedford again came in first for value, based on its standing as a major fishing port in the nation for the quantity of fish landed. Nor did it surprise anyone by value. It came as no surprise that Dutch Harbor, Alaska, once again ranked first in the nation for the quantity of fish landed for the United States 2012, ranked fishing ports around the country by volume and by value. It came as no surprise that New Bedford again came in first for value, based on its standing as a major fishing port in the nation for the quantity of fish landed. Nor did it surprise anyone by value. It came as no surprise that Dutch Harbor, Alaska, once again ranked first in the nation for the quantity of fish landed.

U.S. landings, lobster, 2012

<table>
<thead>
<tr>
<th>Rank</th>
<th>Port</th>
<th>2011</th>
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<tr>
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<td>706</td>
<td>752</td>
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<td>21</td>
<td>Portland, ME</td>
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<td>38</td>
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U.S. landings, lobster, 2012 (continued)

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The Canadians are also busily packing lobster and sending them off to Europe this month. At the Halifax Stanfield International Airport in Nova Scotia, the Gateway Facilities ULC keeps those lobster in cold storage until the moment they are moved onto an aircraft. The 40,000 square foot building has 7,000 square feet of temperature-controlled space located right on an airport runway designed for wide-bodied cargo planes. It is the only such facility on the east coast other than one in Miami, Florida. It is the only such facility on the east coast other than one in Miami, Florida.

American Lobsters 2012, by distance from shore

<table>
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<tr>
<th>Distance</th>
<th>Thousand lbs</th>
<th>Metric tons</th>
<th>Thousand dollars</th>
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<tr>
<td>0-3 miles</td>
<td>96,232</td>
<td>43,651</td>
<td>271,297</td>
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<tr>
<td>3-200 miles</td>
<td>53,318</td>
<td>24,185</td>
<td>157,983</td>
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US Imports, American Lobster, 2012

<table>
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<tr>
<th>Thousand lbs</th>
<th>Metric tons</th>
<th>Thousand dollars</th>
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<tr>
<td>85,605</td>
<td>38,830</td>
<td>67,284</td>
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US Exports, American Lobster 2012

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<td>107,377</td>
<td>48,706</td>
<td>508,956</td>
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All this activity, however, is contingent on the weather. “You get a big snowstorm and that means no movement, you are grounded,” said Reynolds. He and many other lobster dealers are keeping their fingers crossed that the weather this month allows those planes to take off on schedule, bringing thousands of pounds of Maine’s iconic seafood into the homes of celebratory Europeans.

LOBSTER LANDS STONINGTON IN TOP TIER FOR VALUE on the pallet, wrap them, and then off they go on to the plane,” Reynolds said. Because Maine does not have an airport at which the wide-bodied cargo planes can land, Reynolds, like many other Maine lobster dealers, uses a freight forwarding company to fly his products out of Boston or New York City.

A freight forwarder is a company that moves goods from a producer to wherever the product’s buyer may be. The companies handle the logistics of finding space on a plane, compiling documentation, and making sure that all import and export regulations are complied with. With the advent of Transportation Safety Administration requirements after September 11, 2001, those requirements have become even more stringent, leading more seafood companies to use freight forwarding services.

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As Doug McRae, co-founder of the facility, noted “The advantage of that is we receive the cargo from the exporters, we immediately build the loads in air containers or on pallets in the refrigerated space. When the cargo is ready, it is moved to the aircraft just two minutes away.” Gateway Facilities handles perishable cargo for five carriers each day. During the December holiday season, additional carriers are brought in to handle the demand from Europe for Canadian seafood.

All this activity, however, is contingent on the weather. “You get a big snowstorm and that means no movement, you are grounded,” said Reynolds. He and many other lobster dealers are keeping their fingers crossed that the weather this month allows those planes to take off on schedule, bringing thousands of pounds of Maine’s iconic seafood into the homes of celebratory Europeans.

Holiday lobster continued from page 1
Happy Holidays
from the MLCA board and staff
Fostering thriving coastal communities and preserving Maine’s lobstering heritage.

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LOBSTER COMMUNITY INDICATORS REPORT

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A HAPPY NEW YEAR
TO MAINE’S LOBSTERMEN!

from
D.C. Air & Seafood

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