



GULF OF MAINE  
**VENTURES**

## Blue Venture Investment Summit Ocean Gateway, Portland ME November 9, 2023 Speakers, Moderators and Panelists



**Tim Agnew** has extensive experience in venture capital investing and a long history of using creative financing tools to help grow businesses and create impact. Tim was previously a Principal at Masthead Venture Partners and was the CEO of the Finance Authority of Maine. He has served as a board member and Chair of Maine Venture Fund, Maine Technology Institute, and Portland Development Corporation, as a member of the Governor's Economic Recovery Committee, and is a long-time member of Maine Angels. Tim is a graduate of Vassar College and the University of Virginia School of Law.

**Patrick Arnold** has been an entrepreneur - creating, managing, and consulting on complex ocean related projects for 20 years. He has provided operations & marketing management consulting for ports and transportation companies throughout North America, Central America, and Europe. Patrick was instrumental in transitioning Icelandic steamship line Eimskip to homeport in Portland, Maine in 2013 kicking off a decade of strengthened ties with Portland, Maine acting as a gateway for arctic and high north Atlantic business and trade. He cofounded the New England Ocean Cluster with the Iceland Ocean Cluster in 2014. Patrick's focus on the triple bottom line (people, planet, profit) is apparent in every company and product NEOC works with.



**Brady Borhmann** is Managing General Partner of Bold Ocean Ventures, a Maine-based venture impact fund investing in seed and early-stage companies that are developing innovative solutions for a productive, sustainable, and climate-resilient ocean ecosystem. Bold Ocean Ventures partners with the Gulf of Maine Research Institute (GMRI) to bring science and capital together to build the Blue Economy and find solutions to the climate crisis—in the Gulf of Maine and around the world. Brady is also a General Partner with Avalon Ventures participating in over \$800 million of early-stage investment funds. In addition, he serves on the Investment Committee of the \$200 million non-profit JDRF T1D Fund. Bohrmann and Agnew worked together for 21 years at Masthead Venture Partners, a \$175 million early-stage venture capital fund.



**Dr. Damian Brady** is the Agatha B. Darling professor of marine science at the University of Maine's Ira C. Darling Marine Center in Walpole, ME. Dr. Brady's work broadly focuses on the intersection of oceanography and the Blue Economy spanning shellfish, finfish, and kelp aquaculture, offshore wind, fisheries, and climate. He is particularly focused on developing modeling tools for use in ocean decision-making contexts.





**Struan Coleman** manages all aspects of the investment process within WWF Impact’s seaweed portfolio. He conducts research on emerging markets and innovative technologies and identifies companies driving catalytic change. He works closely with experts across the WWF global network to support the organization’s broader goals. Before joining WWF, Struan managed applied marine science research projects at the University of Maine. In this role, he built an experimental shellfish and seaweed farm and evaluated the biological and economic feasibility of novel aquaculture production methods. Struan also had the opportunity to work closely with early-stage shellfish farmers, helping founders develop business plans and scale operations.

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**Daniel Sortica** is an Operating Partner at Propeller Venture Studio, collaborating with teams from the Woods Hole Oceanographic Institution to transform groundbreaking research into ‘Narwhal’ startups championing climate-positive technologies. He also guides portfolio companies towards achieving their full potential. Formerly a Manager at Bain & Company, Daniel’s expertise spans the realms of copper mining, energy, and private equity, enriched by extensive international assignments in Brazil, Chile, Peru, Finland, Denmark, Australia, and Mongolia. A Harvard MBA graduate, Daniel also holds a Mechanical Engineering degree from the University of Sao Paulo. Raised in the countryside of southern Brazil, he cherishes nature activities like hiking, diving, skiing, and kitesurfing.

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**Jeff Frank** is a Senior Community Development Officer in the Center for Marine Economy at Island Institute. In his role, Jeff provides leadership for our work in creating a more resilient coastal economy. Jeff joined Island Institute after working as CEO at an innovative medical device company, advising investment strategy in renewable energy companies at Elemental Excelsior, serving as press secretary and foreign policy advisor to U.S. Senator Bernie Sanders, and co-founding, building, and selling his first startup, *hearforward.com*.

Jeff spent two years in the U.S. Peace Corps helping Maya villagers in Belize start businesses, and he brings his passion for community development to our team. Jeff is a third-generation Mainer with a family history embedded in Maine’s coastal communities. His grandfather was a lighthouse keeper on Wood Island, Owls Head, and Portland Head Light, and he grew up exploring tide pools along the coast. Jeff holds a M.S. in Community Development and Applied Economics from the University of Vermont and undergraduate degrees in both economics and political science from the University of Maine. He lives in Hallowell, where he spends his winters alpine and cross-country skiing and summers mountain biking and competing in ultra-marathon trail running races.

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**Blaine Grimes** leads Gulf of Maine Ventures, the entrepreneurship and innovation arm of the Gulf of Maine Research Institute, that was launched to leverage private sector market opportunities to accelerate positive social and economic impacts in the Gulf of Maine and beyond. Blaine’s passion is supporting the evolution of a collaborative commercialization platform for blue economy companies at the intersection of our ocean economy and climate change. Blaine is a former board member of the Maine Venture Fund, chair of the Portland Development Corporation, and current trustee of Spinnaker Trust. Blaine received her M.B.A. with Distinction from Harvard Business School.





**Erik Heim** is one of the early pioneers in the international land-based finfish segment. He founded and developed the first salmon land-based facility in Norway, in its time the largest in the world. He led investment and was chairman of the first commercial-scale land-based Yellowtail Kingfish land-based facility internationally in Denmark, also in its time the largest in the world. From 2018, he led development and permitting of two major land-based salmon projects in the US. In 2022, he founded the development company Xcelerate Aqua with Marianne Naess in Maine. Xcelerate is dedicated to smart and sustainable aquaculture development in the US. Xcelerate has spun out two new growth companies that have gone through development and financing in the past year. One is Katahdin Salmon where Heim is Chairman. He is a board member and CEO in second company that has not been announced in media. That has two Walton funds and a tribal nation invested, and collaboration with a wide range of US institutions.

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**Colin Hepburn** is the COO International for Everything Seaweed, a new seaweed biorefining company based at the New England Ocean Cluster in Portland, Maine. He has over 30 years of experience as a senior executive in several seaweed-based businesses, has designed, built, and managed biorefineries all over the world, and is a recognized expert in functional biopolymers for pharmaceuticals, personal care, and food additives. His expertise ranges from harvesting and aquaculture optimization to manufacturing to formulations to customer readiness strategics. He holds a BS in Mechanical Engineering and an MBA from the University of Strathclyde, Glasgow, Scotland.



**Luke Holden** grew up in Cape Elizabeth, ME—a third generation lobsterman. He attended college at Georgetown University, after which he moved to New York to start a career in investment banking. He was remiss to find that every lobster roll available was overpriced, drowning in mayo, and diluted with celery. He craved a real Maine-style roll and simply couldn't find one. In 2009, Luke turned to his roots and longstanding relationship with the Maine lobstering community to cut out the middleman and bring Maine lobster to the heart of NYC, with the help of his father, lobsterman and lobster processor Jeff Holden.

Luke's Lobster has grown beyond New York City, with homes in Washington, DC, Philadelphia, Chicago, Boston, Las Vegas, Miami, San Francisco, Tokyo, Singapore, and Maine. Luke's Lobster chooses partners who uphold their commitment to sourcing superior, sustainable ingredients and strive to support other small businesses. Preserving our fisheries will forever remain at the core of the business. Luke's Lobster is dedicated to the health of the shellfish in our waters and the fisherman who live off them, allowing for the success of future populations and ecosystems, and thus ensuring our oceans continue to exist as a key source of food and livelihood for people all over the world. In March of 2020, Luke's launched an e-commerce business, shipping sustainable seafood direct to consumers across the US, continuing to source directly from fishermen in the Gulf of Maine. Luke sits on the board of the Gulf of Maine Research Institute and the Tenants Harbor Fisherman's Co-op, which he helped found. In 2018, Luke's Lobster furthered its commitment to sustainability and socially conscious business practices by becoming a certified B Corporation®. The same year, Luke's was named the Global Supplier of the Year by Whole Foods Market and received the Purpose Driven Empowerment award by the retailer. Luke's Lobster is also part of the 2018 INC 5000 and Luke Holden has been named one of Real Leaders 2018 Top 100. Over the years, Luke has also been included on the Forbes'30 under 30, Inc 30 under 30, Zagat's 30 under 30, and Crain's 40 under 40, and was most recently interviewed on NPR's How I Built This podcast and The Today Show. He lives in South Portland, Maine with his wife, Laisee and three daughters, Poppy, Banks, and Hadley, and loves sharing his passion for fishing and the ocean with all four of them.

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**Hope Hopkins** - Hope is a leading advocate for growing entrepreneurial and innovative communities globally. She is currently the Development & Outreach Lead for L156 - Underwater and Acoustic Systems at MITRE. Prior to joining MITRE, Hope led the Acceleration Programs for all US-based MassChallenge programs including the Early Stage Program and Industry specific Challenge programs, HealthTech and FinTech. She was also a VP at the RI Commerce Corporation, a quasi-public agency where she worked under the Raimondo administration to advance companies in their growth, expansion, and relocation to the state. Hope has a consumer insights background having spent her early days as a Strategic Planner in Manhattan at BBDO assisting companies develop and refine product lines, rejuvenate brands via a redefined messaging platform and execution. Following her time in advertising, Hope furthered her human-centered design competency working as a Research and Product Strategist for a Medical Device Development Firm.



**Ted Janulis** is founder & principal at Investable Oceans LLC, an ocean investment hub that accelerates market-based sustainable ocean investing across all asset classes and sectors of the Blue Economy. Over a 30+ year business career, Ted has served in various executive positions, including CEO, at financial institutions involved in Capital Markets, Banking and Asset Management. He is President Emeritus of The Explorers Club in New York City and serves on numerous for-profit and not-for-profit boards. [ted@investableoceans.com](mailto:ted@investableoceans.com)

**Chandler Jones** is Managing Director of CEI Ventures, a wholly owned subsidiary of the Brunswick, Maine based Community Development Finance Institution, Coastal Enterprises, Inc(CEI). CEI Ventures finances high impact, growth-oriented companies located in targeted communities in Maine and the Northeast, investing in a variety of sectors and stages. Since 1996, CEI Ventures has raised five venture capital funds and invested in over 70 high growth companies. In addition to his work at CEI Ventures, Chandler assists CEI's Sustainable Food Systems Program with investing in early-stage, high impact food systems businesses. Chandler received a Bachelor of Arts in psychology from St. Michael's College and an MBA from the University of Southern Maine with a concentration in finance.



**Mitch Lench** is the CEO and founder of Ocean's Balance. He has been working on solving problems using market-based solutions before the term impact was popularized. He held senior level positions at large institutions including Fitch Ratings, Credit Suisse, and Bank of America. He also founded Treetops Capital, which was one of the early impact investment management firms that was awarded one of the top 50 global managers by ImpactAssets for 4 years straight.

**Justin Manley** is a technologist and executive with experience in startup, public corporation, academic, and public sectors. After professional roles at MIT, supporting NOAA and in the private sector he founded Just Innovation Inc. in 2015 to support diverse clients with a focus on robotics and oceantech. His primary work is as a Senior Advisor to Oceankind (an ocean tech/conservation philanthropy) and Venture Partner with AiiM Partners (an ocean/climate impact fund). He is also an advisor to numerous oceantech startups. Mr. Manley has demonstrated accomplishments in numerous professional organizations and is currently the President of the Marine Technology Society. He is a member of the NOAA Ocean Exploration Advisory Board and Co-Chairs the Technology & Innovation Working Group for the UN Ocean Decade. [jmanley@alum.mit.edu](mailto:jmanley@alum.mit.edu)





**Julie Niedzwiecki** is a Managing Director of Great Mountain Partners. Prior to this, she was a Managing Director in the Private Equity group at Barings, a \$300+ Billion institutional asset manager. During her time there, she was a member of the group's Investment Committee and headed up the Digital Infrastructure and Media & Entertainment investing efforts. Before joining Barings, Julie was a member of the investment team of Wood Creek Capital Management. Julie began her career at Babson Capital Management where she worked in both the Quantitative Management and the Investment Grade Fixed Income groups with a focus on the credit analysis of asset-backed and mortgage-backed securities. She also served on the Board of MassMutual Federal Credit Union and chaired their Asset & Liability Management Committee. Julie holds a B.S. in Business Management from the University of Rhode Island and an M.B.A. from the Isenberg School of Management at the University of Massachusetts.

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**Sara Rademaker** has built a nearly 20-year career in aquaculture. She earned a degree in Fisheries and Aquaculture from Auburn University and after graduating immediately dove in with Auburn's US-AID aquaculture development in Uganda. For the last decade, aquaculture development has been a focal point of her career. She has been working either in the US or Africa with aquaculture production, R&D, or education with species ranging from microalgae to tilapia. She's run large scale production facilities to micro-aquaculture businesses operated by students. First connecting to Maine as an Americorps volunteer, Sara is now deeply entrenched in Maine's aquaculture and fishing communities. Beginning in 2014, Sara pursued eel aquaculture and founded American Unagi, deploying her aquaculture experience to growing a new US business and producing high quality fish for the US consumer.



**Jake Reznick** is a Senior Associate at S2G Ventures specializing in Oceans and Seafood. He is focused on evaluating new investments and serving the needs of portfolio companies. Before joining S2G Ventures, Jake led commercial strategy and innovation projects for Fortune 500 clients as a management consultant at Fahrenheit 212 (now Frog). Prior to Fahrenheit, Jake advised sustainable infrastructure and technology clients on a variety of M&A transactions as a banker at Greentech Capital Advisors. Jake is a Fulbright Scholar, holds an MBA and a Master of Environmental Management from Yale and a BA in Environmental Studies from Carleton College where he received the Casper Award for academic excellence. In his free time you can find Jake on his road bike, losing golf balls, or cooking with family and friends.

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**Nina Scheepers** is a Principal at Maine Venture Fund. Prior to joining MVF in 2021, she held a variety of roles at Unum leading work to transform technology and operations. She is a Bowdoin (BA) and Tuck (MBA) graduate, and volunteers with Junior Achievement.



**Dr. Tobias (Toby) Stapleton** is a recognized leader in New England's Blue Economy ecosystem. He currently serves as the director of the Blue Venture Forum, the first blue technology focused venture capital forum in the United States, President of the Marine & Oceanographic Technology Network (MOTN) and is the co-founder of the Blue Innovation Symposium. Toby is an experienced executive and entrepreneur who has held senior leadership roles in private, non-profit, and academic organizations. As the managing director of TXX Strategies Group, he works with founders and c-level executives to develop go-to-market and technology commercialization strategies. Toby has also advised policy makers, economic development officials, and legislators on issues related to growing and sustaining blue economy eco-systems.

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**Chip Terry** is a product, marketing and technology leader with a track record of turning great ideas into reality. He has helped companies small and large navigate a world being changed by new technologies-both in the US and internationally. His curiosity and a willingness to embrace new challenges has led him on a career trajectory from PhD in History to management of some of the most sophisticated social media and big data solutions in the world.



**Briana Warner** is the President and CEO of Atlantic Sea Farms (ASF), the leading commercial kelp aquaculture company in the United States. Following a career working overseas as a diplomat for the U.S. Department of State, she saw an opportunity to help create a more resilient and thriving coast by partnering with fishermen seeking to diversify their income in the face of climate change by growing kelp and building an entirely new market for domestic kelp. The ASF team and partner farmers now account for the majority of the farmed kelp grown in the US and are proving that by putting farmers, planet, and people first, a company can drive a market and can do well while doing good.

### Flashtalks

<a href="#"><u>Acel Power</u></a>	<a href="#"><u>Aloft Systems, Inc.</u></a>	<a href="#"><u>Ashored Innovations</u></a>
<a href="#"><u>Axine Water Technologies</u></a>	<a href="#"><u>Cascadia Seaweed</u></a>	<a href="#"><u>Finsulate USA</u></a>
<a href="#"><u>Jaia Robotics</u></a>	<a href="#"><u>LeVanta Tech</u></a>	<a href="#"><u>Littoral Power Systems</u></a>
<a href="#"><u>Ocean Farmr</u></a>	<a href="#"><u>Oneka Water</u></a>	<a href="#"><u>PhytoSmart</u></a>
<a href="#"><u>Salient Predictions</u></a>	<a href="#"><u>Salmonics</u></a>	<a href="#"><u>SeaChange Group, LLC</u></a>
	<a href="#"><u>Shred Electric</u></a>	