



## Semi-Pelagic Doors & Fuel Flow Meter Purchase and Installation Package Loan Offer Sheet

**Introduction:** The Gulf of Maine Research Institute (GMRI), Coastal Enterprises Inc. (CEI), the Alex C. Walker Foundation, and the Northeast Groundfish Gear Conservation Engineering and Demonstration Network (GEARNET) are offering an opportunity for groundfish fishermen to purchase and install semi-pelagic doors in combination with a fuel flow meter to reduce fuel costs and seabed impact. We also offer fishermen the opportunity to additionally purchase acoustic trawl monitoring equipment. A description of the project accompanies this loan information sheet. For fishermen who choose to participate and need convenient affordable financing, CEI offers the following loan terms.

**Lender:** Coastal Enterprises Inc., 36 Water Street, P.O. Box 268, Wiscasset, ME 04578

**Loan Amounts:**

- Up to \$25,000 total to cover the cost of semi-pelagic doors, fuel flow meter, and their installation.
- Up to \$40,000 total to cover the cost of semi-pelagic doors, fuel flow meter, acoustic trawl monitoring equipment, and their installation.

**Interest rate:** 5-6% APR (5% - Maine residents, 6% - non-Maine residents), fixed rate.

**Terms:** 3-5 years, monthly payments equal to or less than the savings predicted by the lowered rate of fuel usage using the semi-pelagic doors (10% per annum), advanced paydown possible with no penalty.

**Rebate:** A one-time \$2,000 rebate off the invoiced price of the gear and installation for a limited number of fishermen (eligibility determined by receipt of purchase invoice for the semi-pelagic doors and installation invoice of the meter). This rebate is made possible by the generosity of the Alex C. Walker Foundation and the Northeast Groundfish Gear Conservation Engineering and Demonstration Network (GEARNET).

**Conditions:** Semi-pelagic doors and fuel flow meter are a joint package unless your diesel engine already has a built-in fuel flow read out. Purchases are to be coordinated with Steve Eayrs (GMRI). Other conditions include agreement to collaborate with GMRI to collect door performance data (see attached project proposal), separate loan application required by CEI (see below for details), and following CEI loan approval the loan principal will be paid to the supplier of semi-pelagic doors and fuel meter upon presentation of invoice(s).

**To Apply:** 1) Contact Steve Eayrs at (207) 228-1659 or email [steve@gmri.org](mailto:steve@gmri.org) to discuss your semi-pelagic door and fuel flow meter requirements, identify suppliers, and determine approximate required loan amount.

- 2) Contact suppliers to confirm size and type of semi-pelagic door and fuel flow meter to suit your vessel, and confirm purchase costs.
- 3) Contact one of the CEI contacts listed below to discuss the loan terms:
  - Coastal Enterprises Inc., 36 Water Street, P.O. Box 268, Wiscasset, ME 04578  
Dick Clime ph. (207) 882-5191, email [rdc@ceimaine.org](mailto:rdc@ceimaine.org)
  - Coastal Enterprises Inc., 2 Portland Fish Pier, Suite 206, Portland, Maine 04101  
Hugh Cowperthwaite. ph. (207) 535-2920, email [hsc@ceimaine.org](mailto:hsc@ceimaine.org)
- 4) Fill out a CEI Commercial Fisheries loan application found on CEI's website ([http://www.ceimaine.org/Apply\\_for\\_Financing](http://www.ceimaine.org/Apply_for_Financing)) or request a copy to be sent to you.
- 5) Mail application to Coastal Enterprises Inc., c/o Dick Clime, P.O. Box 268, Wiscasset, ME 04578. or fax it to (207) 882-7308, attention Dick Clime.
- 6) With your application also submit three years of tax returns - business and personal, a personal financial statement and business balance sheet that's included in the application, proof (a photocopy) of your federal ground fishing permit, evidence of your fishing activities in the past year, and details of your projected fishing activities for the upcoming year.

**Result:** We pledge to answer your request within three weeks of receiving all of the required materials. We will cooperate to make the payback terms as reasonable as possible, and we will work with you to make the purchase of and payment for the gear as smooth as possible.

**FAQ:**

- Q.** What if I do not save 10% using these doors? What if I depart the fishery?
- A.** Like any other financing option with a bank or other lender, you need to consider the risk associated with taking on this financing obligation and the potential implications to your business. Should the expected fuel saving not be realized or you depart the fishery you will still be required to meet your financial obligation to CEI.
- Q.** Am I required to take a loan with CEI or can I establish finance elsewhere?
- A.** You are free to establish your own financial arrangements for purchasing this gear.
- Q.** Can I use this financing option for only semi-pelagic doors? Or just for a fuel meter?
- A.** Unless there is a fuel meter already installed in the wheelhouse, this financing option is a package that includes both the semi-pelagic doors and fuel flow meter.
- Q.** Do I have to use semi-pelagic doors from Trawlworks, Inc. or can I purchase them from another supplier? Can I purchase bottom-tending doors instead?
- A.** No, you can use semi-pelagic doors from another supplier, but you should discuss this with Steve Eayrs at GMRI. Traditional bottom-tending doors are currently not available as part of this financing package.
- Q.** Can I use this financing opportunity to purchase acoustic trawl monitoring equipment as well as the semi-pelagic doors and fuel flow meter?
- A.** Yes, providing you satisfy the loan terms negotiated with CEI.
- Q.** I do not have trawl monitoring equipment so how can I ensure my semi-pelagic doors are working correctly?
- A.** While the use of acoustic trawl monitoring equipment is not essential to set up your semi-pelagic doors, they are highly recommended. While an option to purchase this equipment in addition to the semi-pelagic doors and fuel meter is available, this equipment can also be made available (for a short time) to fishermen as part of GEARNET. A research technician will be required to operate this equipment and this can be discussed with Steve Eayrs (207) 228-1659 at GMRI.