

Tools for Industry Diversification & Entrepreneurship (TIDE) Webinar Series

Funding Opportunities for Commercial Fishing

Thursday April 17, 10-11am



TIDE Webinar Series, Thursdays 10-11am

- **March 6** -Foundations for Financial Success- Organizing Your Business Finances
- **March 20**- Foundations for Financial Success- Planning & Budgeting
- **April 3**-Tax Prep for Commercial Fishing- Organize, File & Stay Compliant
- **April 17** -Funding Opportunities for Commercial Fishing
- **May 1**-Building Better Credit- Strengthening Your Financial Future





PRIORITIES

STORIES

RESOURCES

ABOUT US

GIVING

GET INVOLVED



We boldly navigate climate and economic change with island and coastal communities to expand opportunities and deliver solutions.

COMMUNITY INNOVATION FOR A STRONGER MAINE COAST

Future of Fishing Toolkit

Toolkit for Enhancing Economic Resilience for Fishing Families and Communities

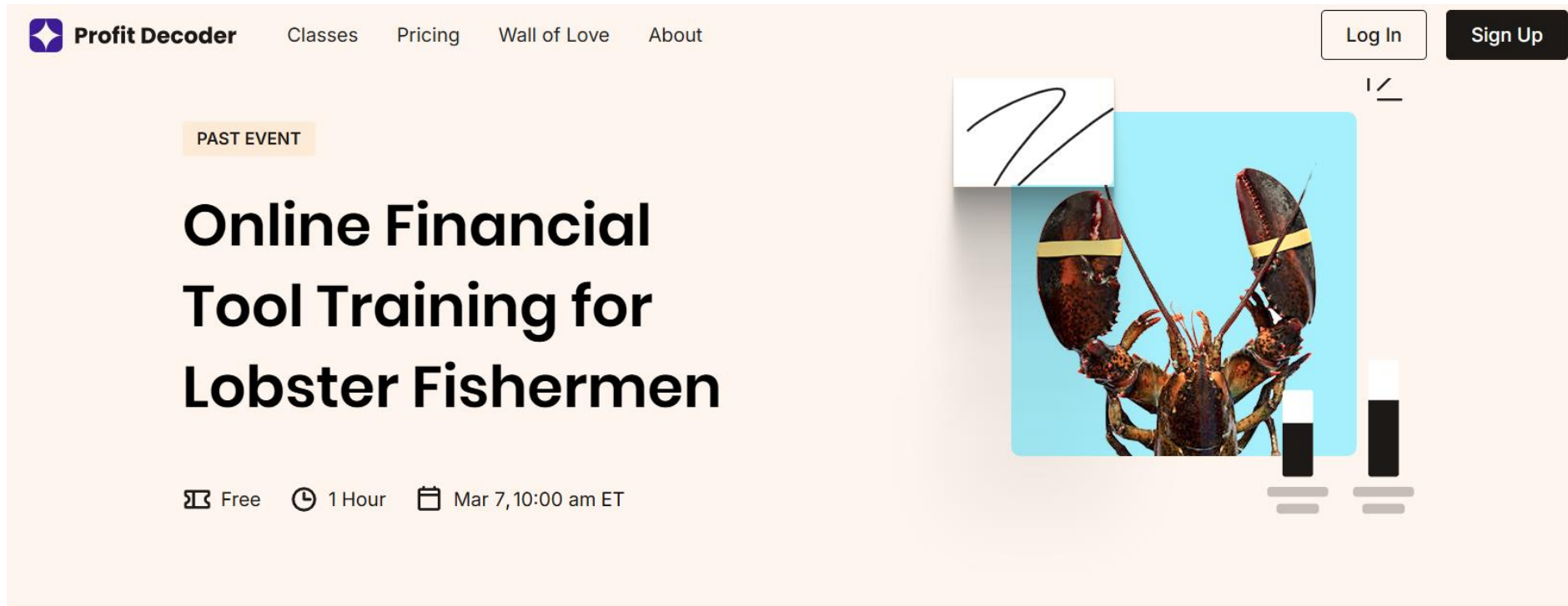
Maine's lobstering communities depend on small business owners to keep their local economies strong, even as they face increasing economic, regulatory and climate pressures. This toolkit helps fishermen build resilient businesses, explore new economic opportunities, and expand their business skills.

Here, you'll find:

- **Webinars and Events:** Educational sessions covering topics from financial management to industry diversification strategies.
- **Business and Financial Resources:** Guidance on accessing grants, loans, and other financial support tools to sustain and grow your businesses.
- **Workforce Resources:** Opportunities to gain new skills and explore career pathways.



Online Financial Tool Training for Lobster Fishermen - Profit Decoder



The screenshot shows the Profit Decoder website interface. At the top left is the Profit Decoder logo, followed by navigation links for 'Classes', 'Pricing', 'Wall of Love', and 'About'. On the top right are 'Log In' and 'Sign Up' buttons. The main content area features a 'PAST EVENT' tag, the event title 'Online Financial Tool Training for Lobster Fishermen', and details: 'Free', '1 Hour', and 'Mar 7, 10:00 am ET'. To the right is a graphic of a lobster with a bar chart overlaid on its body.

About the class

Island Institute, in partnership with Profit Decoder, is excited to offer a customized financial management tool designed specifically for Maine's lobster industry. This tool helps lobstermen gain greater control over their

Closed for sign-ups

Please check back soon or explore our other available classes





Webinar - Diversifying Your Income with Profit Decoder

APRIL 18, 2025 - 10:00 AM - 11:00 AM

About this Webinar: Island Institute, in partnership with Profit Decoder, is excited to offer a customized financial management tool designed specifically for Maine's lobster industry. This tool helps lobstermen gain greater control over their business finances, make informed decisions, and navigate the challenges of an evolving industry. In this online...

LEARN MORE

Register Here:



Welcome & Housekeeping

- Thank you for being here today
- This webinar is being recorded, we will share it later
- We will send you the slide deck
- Please ask questions!
- jfrank@islandinstitute.org
- christina.dodge1@maine.edu or jenn.dobransky@maine.edu

Maine SBDC

No-cost, confidential, statewide, individualized business advising for current and aspiring small business owners

- Business Planning
- Strategy & Growth
- Financing
- Marketing
- Operations & Management
- Buying/Selling / Exit Planning
- And More!

Our mission is to assist Maine entrepreneurs in the creation, growth, and success of their small businesses.



Goals for today

- Why do you need \$?
- Personal considerations
- Creating a strong application- essential documents
- What lenders look for
- Other important information
- Programs/resources available
- Questions

Initial thoughts

- You may not need to borrow money right now- but you may want to in the future
- Develop a relationship with your banker- this relationship is just as important as your relationship with other members of your team

Why?

- **Purchasing or Upgrading Equipment** – Fishing vessels, nets, traps, and other specialized gear can be expensive to buy and maintain. Loans help cover these costs.
- **Boat Acquisition or Repairs** – Whether buying a new boat or repairing an existing one, a loan can provide the necessary funds to keep operations running.
- **Operating Expenses** – Fuel, bait, crew wages, permits, and dock fees all require cash flow, especially during off-seasons when revenue is lower.
- **Seasonal Cash Flow Gaps** – Since fishing is often seasonal, a loan can help cover expenses during slower months until revenue picks up.

Why?

- **Quota or License Purchases** – Some fisheries require purchasing catch quotas or permits, which can be costly but are necessary to operate legally.
- **Regulatory Compliance** – Changing regulations may require investing in new equipment or modifications to meet environmental and safety standards.
- **Expansion** – If a fisherman wants to grow their business by acquiring additional boats, hiring more crew, or expanding into new fisheries, a loan can provide the needed capital.
- **Marketing & Distribution** – Fishermen who want to sell directly to consumers or expand their reach may need funding for branding, packaging, or distribution logistics.

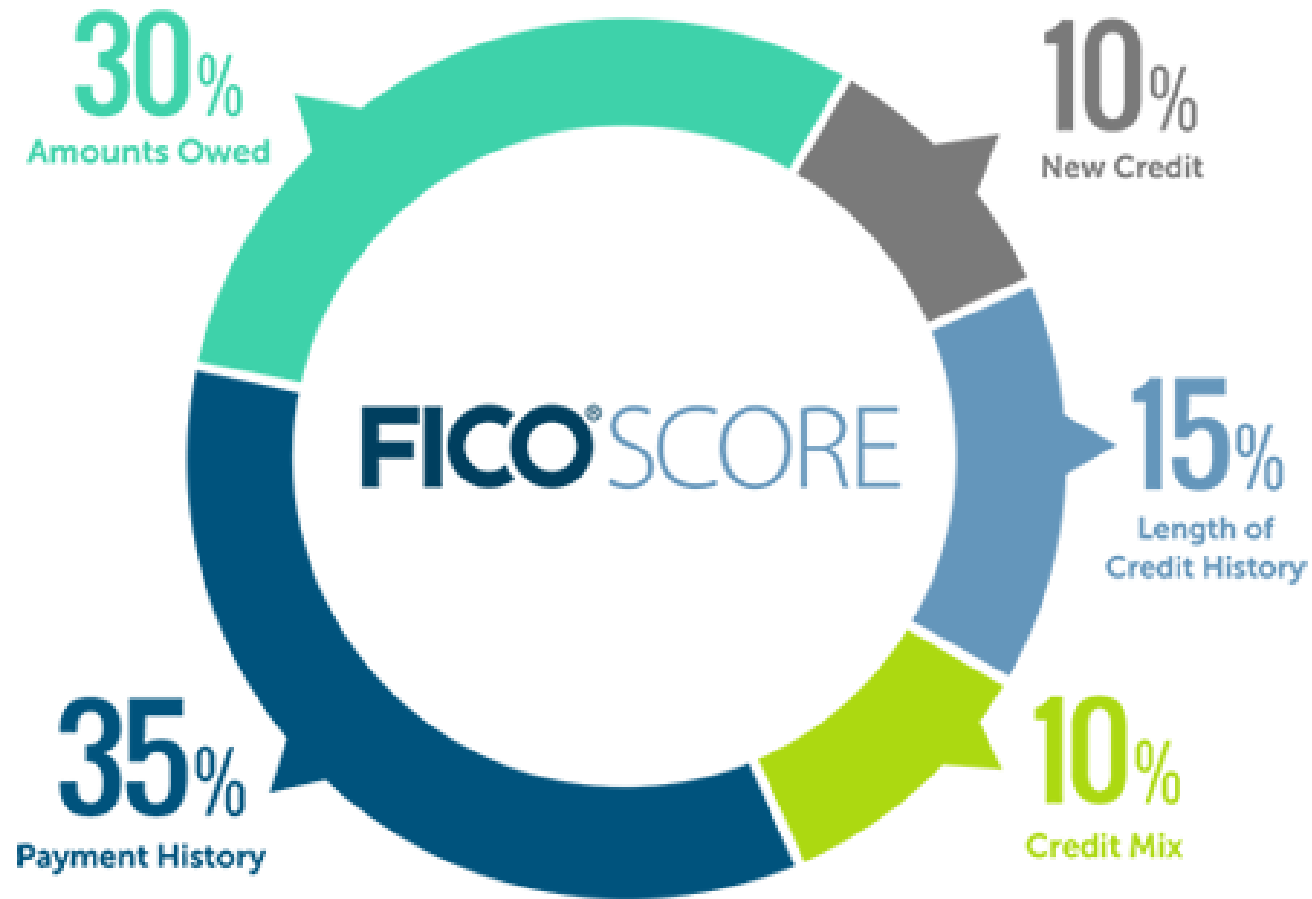
Consider these next 2 questions-

- 1) How is your personal financial situation?
- 2) What does your business plan and financials look like?

Personal Financial Considerations

- Credit history and score
- Collateral
- Personal guarantee
- Personal Financial Statement

How credit score is determined



FICO Credit Score Ranges



Source: FICO

Get your Free Credit Report

Annual CreditReport.com

The only source for your free credit reports. Authorized by Federal law.

Home

All about credit reports

Request yours now!

What to look for

Protect your identity

Frequently asked questions

Contact us



Free weekly online credit reports are available from Equifax, Experian and TransUnion. Credit reports play an important role in your financial life and we encourage you to regularly check your credit history.

Request your free credit reports

You've found your dream house. Are your credit reports ready?

People with good credit should check their credit reports too. Regular checks ensure the information stays accurate. Your good credit will be ready when you need it.

Learn what to look for



PAUSE ||

SPOT IDENTITY THEFT

GOOD CREDIT

DON'T BE FOOLED

MORE THAN A SCORE

NOT LIKE THE OTHERS



ISLAND
INSTITUTE

AMERICA'S
SBDC
MAINE

Creating a Strong Application



The Business Plan & Financials

- A complete and thorough loan request, includes a clearly written business plan to help the lender understand you and your business
- Current business financials (P & L and Balance Sheet)
- 2-3 years of projections
- Assumptions page to accompany financials
- Sources & Uses
 - how much you need and where that \$ will come from
 - what percentage are you contributing

What the lender looks for/Credit Analysis

- The 6 C's of a credit analysis

Capacity

Capital

Collateral

Conditions

Credit

Character

The 6 C's of Credit

- Capacity- most critical, how will you repay?- cash flow and payment history on existing credit relationships
- Capital- how much you have invested. Lenders/ investors will expect you to have contributed from your own assets and to have undertaken personal financial risk to establish the business before asking them to commit any funding
- Collateral-/guarantee-additional forms of security you can give to the lender, your house, cosigner

The 6 C's of Credit

- Conditions-intended purpose of loan (capital, equipment, inventory?) also economic climate, and conditions within the industry
- Credit- your score
- Character- the general impression (subjective) you make on the lender. Are you trustworthy? Education, experience, quality of your references-all taken into consideration

Other important information to consider

- Loan types
- Amount
- Rates
- Terms
- Repayment options
- Collateral
- Eligibility

Loan Types

- Term Loans: Lump sum repaid over a fixed period (used for boats, gear, or big upgrades).
- Lines of Credit: Flexible funding to cover fluctuating expenses like fuel or repairs.
- Equipment Financing: Loans specifically for buying or leasing fishing gear, engines, or boats.
- Working Capital Loans: Short-term loans to cover seasonal cash flow gaps or unexpected costs.
- SBA Loans (U.S.): Government-backed loans with favorable rates for small fishing businesses.

Loan Amounts

- Range
- Depends on size of operation, collateral, and lender

Interest Rates

- Typically between 6.5% – 15% or more
- Depends on-
 - Credit score
 - Loan type
 - Term length
 - Collateral

Loan Terms

- Short-term: 6 months to 2 years (ideal for seasonal needs)
- Medium-term: 2 to 5 years
- Long-term: Up to 10–25 years (for boat purchases or business expansions)

Repayment Options

- Monthly or quarterly payments
- Seasonally adjusted payments (some lenders offer schedules aligned with fishing seasons)
- Balloon payments (smaller regular payments, big payment at end)

Collateral

- Boats, engines, quotas, or gear often used as security
- Some loans may be unsecured (but will have higher interest)

Eligibility

- Business history & financials
- Credit score
- Fishing license/permits
- Vessel documentation
- Catch quotas (if applicable)
- Business plan

Business Plan template

Executive Summary

Remember: the business plan is a company's primary sales tool in raising capital. It must be well-prepared, persuasive, and answer as many questions as possible – before they are asked. Focus on conveying the potential clearly & concisely, and how you will move through the process.

This section can be formatted as either a summary or a letter and should be kept to 1-2 pages. Write this section **last**, as it should offer a compelling summary of your key points. It will likely be the lender's first impression of the plan and is very important.

- If applicable, hook the lender by stating a problem (need) and then introduce the business as the solution
- Purpose of the loan (starting, buying, expanding, etc.)
- Summary of offerings
- Brief explanation of why the business is a success/why the business will be a success
- Summary of borrower's capabilities/experience (why they are qualified to operate business)
- Loan details
 - Structure: Total amount, owner equity, seller financing, term
 - Parties involved
 - Brief uses of funds (5-6 categories)
 - Collateral
 - Contingency plan if applicable
- If in letter format, end with contact information for questions/additional information and signature



Financial Projections

Name					
Source and Use Statement					
Source:					
		Amount		Mix	
Owner Contribution and Cash				#DIV/0!	
Bank				#DIV/0!	
Investor #1				#DIV/0!	
Other				#DIV/0!	
Total Sources:		\$	-		
Use:					
Construction		\$	-	#DIV/0!	
Equipment and Furniture				#DIV/0!	
Bank Fees (Closing)				#DIV/0!	
Startup Costs				#DIV/0!	
Inventory				#DIV/0!	
Seasonal Supplies				#DIV/0!	
Blank		\$	-	#DIV/0!	
Blank		\$	-	#DIV/0!	
Blank		\$	-	#DIV/0!	
Blank		\$	-	#DIV/0!	
Working Capital		\$	-	#DIV/0!	
Goodwill		\$	-	#DIV/0!	
Total Uses:		\$	-		



Personal Financial Statement

Name	Business Phone (xxx-xxx-xxxx)
Home Address	Home Phone (xxx-xxx-xxxx)
City, State, & Zip Code	
Business Name of Applicant/Borrower	
Business Address (if different than home address)	
Business Type: <input type="checkbox"/> Corporation <input type="checkbox"/> S-Corp. <input type="checkbox"/> LLC <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor (does not apply to ODA applicant)	
This information is current as of [month/day/year] (within 90 days of submission for 7(a)/504/SBG/ODA/WOSB or within 30 days of submission for 8(a) BD)	
WOSB applicant only, Married <input type="checkbox"/> Yes <input type="checkbox"/> No	
ASSETS	LIABILITIES
(Omit Cents)	(Omit Cents)
Cash on Hand & in banks.....	Accounts Payable.....
Savings Accounts.....	Notes Payable to Banks and Others..... (Describe in Section 2)
IRA or Other Retirement Account..... (Describe in Section 5)	Installment Account (Auto)..... Mo. Payments _____
Accounts & Notes Receivable..... (Describe in Section 5)	Installment Account (Other)..... Mo. Payments _____
Life Insurance – Cash Surrender Value Only..... (Describe in Section 8)	Loan(s) Against Life Insurance.....
Stocks and Bonds..... (Describe in Section 3)	Mortgages on Real Estate..... (Describe in Section 4)
Real Estate..... (Describe in Section 4)	Unpaid Taxes..... (Describe in Section 6)
Automobiles..... (Describe in Section 5, and include Year/Make/Model)	Other Liabilities..... (Describe in Section 7)
Other Personal Property..... (Describe in Section 5)	Total Liabilities..... \$ 0
Other Assets..... (Describe in Section 5)	Net Worth.....
Total \$ 0	Total \$ 0 Must equal total in assets column.
Section 1. Source of Income.	Contingent Liabilities
Salary.....	As Endorser or Co-Maker.....
Net Investment Income.....	Legal Claims & Judgments.....
Real Estate Income.....	Provision for Federal Income Tax.....
Other Income (Describe below).....	Other Special Debt.....
Description of Other Income in Section 1 (Alimony or child support payments should not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income)	



Programs & Resources

<https://www.islandinstitute.org/2025/01/13/january-2024-storm-resources-for-assistance-and-damage-reporting/>



Business Resilience Grants:

Purpose:

- Diversify household income through new business ventures,
- Or improve the efficiency, profitability, or resilience of existing lobstering operations.
- These grants are designed to strengthen island and coastal communities and help owner-operators build more secure economic futures in the face of shifting market, regulatory, and environmental conditions.

Eligibility:

- Be Maine residents,
- Be part of a household with a currently licensed Maine lobster fishermen.
- Demonstrate that the grant will support either a new business venture for income diversification or improvements to existing fishing operations (e.g., fuel efficiency, business planning tools, or market innovations),
- Participate in at least one business support offering (e.g., webinar, advising session) provided through the Future of Fishing program.



 **APPLY HERE**



Financial Resources

2024 TAX RELIEF

There is an important change to the tax code that makes it easier for individuals and businesses to deduct losses from major storms. If you had property, infrastructure, equipment, or gear damage in either of the January storms, you may be able to take a deduction on your 2024 taxes for that damage under the federal disaster declaration for the coast, [Maine Severe Storms and Flooding DR-4764-ME](#).

Deductions for storm damage apply to both personal and business taxes, and you may be able to take some amount of deduction even if you don't itemize your taxes. You also do not need to have submitted a claim to FEMA to be eligible. **What follows is not tax advice, so please contact an accountant before pursuing this or any other tax deduction.**

To take this deduction, you must be able to prove that you lost something or that something was damaged, along with the value of that damage. How much you can deduct depends on whether you have received anything from insurance, how much you paid for the property, whether you have taken any depreciation on it, and other factors. Whether you qualify and how much you qualify for are very dependent on your specific circumstances. More information is available in [IRS publication 547](#) including workbooks for businesses and individuals.

It is worth considering whether you or your neighbors can take advantage of this part of the tax code. If you have storm damage that you think might be eligible, we suggest working with an accountant to accurately file this deduction and maximize your eligible benefits. If you have already filed your taxes, it may be possible to amend your return. Again, consulting with an accountant can help you here.

GLENN FUND LOANS

Island Institute offers a limited number of loans to coastal and island businesses. For more information, please contact Alex Kravitz: akravitz@islandinstitute.org

MAINE FUNDING NETWORK

If you're looking for funding to start or grow your business, you're in the right place. Welcome to the Maine Funding Network—your gateway to finding alternative funding opportunities from agencies throughout Maine. For businesses at every stage and every size, we make the process seamless. [Learn more and find your funding match here.](#)

GRANTS.GOV

Grants.gov is a gateway for discovering and applying for federal funding opportunities. It's a vital resource for individuals, organizations, and businesses seeking to secure funding for innovative ideas, projects, and programs that can make a meaningful impact. The website provides a comprehensive database of federal grant programs across a wide range of sectors, including economic development, research, small business support, and community-based initiatives. [To search for grants and apply, click here.](#)



THE FAME DIRECT LOAN

The FAME Direct Loan (formerly known as the Economic Recovery Loan Program) provides subordinate or gap financing to businesses affected by their current economic situation. For larger loans, up to \$1 million may be available if substantial public benefit is demonstrated and sufficient funds are available. Most often, however, FAME Direct Loans are less than \$500,000. We now offer a fixed rate: Wall Street Journal Prime plus 2% at time of loan commitment, currently capped at 8%. [Learn more and apply.](#)

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM (CDBG)

CDBG Micro-Enterprise Assistance Grant Program: Grants of up to \$10,000 to existing businesses to be used for working capital, purchase of inventory, supplies and equipment. Existing businesses that have five or fewer employees, one of whom owns the enterprise, and whose household income is Low/Moderate as defined by HUD will meet the project benefit. Request advising appointment with SBDC to review your eligibility for this program: www.mainesbdc.org/

SUNRISE COUNTY ECONOMIC COUNCIL (SCEC): WASHINGTON COUNTY

SCEC oversees various gap-financing microloan programs for qualifying businesses. For more information on loan programs, visit: sunrisecounty.org/business/loan-programs/

Down East Commercial Fisheries Fund: Created to invest in Washington County-based commercial fisheries and marine-related industries.

- The first option is for higher-risk clients looking for loans of up to \$2,500. These clients usually would not qualify to borrow from banks. For these loans, DECFE acts as the primary lender and provides up to 80% of the loan request. The client would provide the remaining 20% from other sources.
- The second option covers loans ranging from \$2,500 to \$10,000. It is set up to assist existing businesses that need financial assistance to grow, expand, hire and sustain their operations. DECFE provides up to 50% of the loan request with the client providing the remaining 50% from other sources.

COASTAL ENTERPRISES INC. (CEI)

CEI and its subsidiaries offer business and project financing and technical support for a wide range of small business, community facilities, renewable energy, affordable housing and mixed used real estate projects and ventures. CEI offers short- and long-term financing from less than \$10,000 to greater than \$500,000.



U.S. SMALL BUSINESS ADMINISTRATION

SBA Lenders: U.S. SBA backs loans from multiple lenders. At sba.gov/lendermatch , you can find lenders who may be interested in working with you.

NOAA FISHERIES FINANCE PROGRAM (FFP)

The Fisheries Finance Program (FFP) provides long-term fixed rate loans for the fishing and aquaculture industries. The FFP provides long-term fixed rate financing for the cost of:

- Refurbishing, modernization or purchasing of existing fishing vessels, fisheries facilities, or aquaculture facilities;
- Harvesting privileges in federally managed limited access systems (Catch Shares); and
- Individual fishing quota in the Northwest Halibut/Sablefish and Bering Sea/Aleutian Islands Crab Fisheries.

The FFP will also refinance existing debt incurred for these purposes. The FFP will not finance a vessel refurbishing project that materially increases a vessel's harvesting capacity. For more information, [visit this link](#) for more information.



Review/ Tips for Success

- Consider why you need funding
- Have your personal and business financial ducks in a row
- Understand the expectations to help prepare a strong application
- Review the checklist!
- Reach out to us with questions

Checklist

Preparing your Business for a Loan Checklist

These are the important items you should create and/or address before you meet with a lender:

- **A completed Business Plan.** This helps to answer the question, “Is your business bankable?” A full plan should include the narrative description of your business along with the financial forms listed below. In some cases, a shorter Executive Summary can serve as your plan:
 - A Cash Flow Projection and Assumptions
 - A Profit and Loss Statement (if you are already in business)
 - A Balance Sheet
 - A Sources and Uses of Funds statement

- **Your personal credit history.** Bankers consider the personal credit history of the borrower when looking at a business loan, so a good personal credit history is a very important factor. You should request a recent credit report so there are no surprises or disappointments when the lender reviews your credit history. You can order a credit report from any one of the three major credit reporting agencies by contacting www.annualcreditreport.com. If you have a low credit score, things you need to clean up on your report, a bankruptcy in the last seven years or other credit problems, then it may be difficult to obtain financing now.

- **Up-to-date tax records.** Some loan programs available are in partnership with a government agency. This makes it important to have current tax records for your business and personal obligations. Be prepared to submit your most recent tax returns.





Webinar - TIDE Series: Building Better Credit - Strengthening Your Financial Future

MAY 1, 2025 - 10:00 AM - 11:00 AM

Island Institute and the Small Business Development Centers of Maine have partnered to host the Tools for Industry Diversification and Entrepreneurship (TIDE) webinar series. From budgeting and bookkeeping to tax preparation, credit building, and financing, each webinar offers practical strategies tailored for lobster fishing families and businesses. Participants will find the...

[LEARN MORE](#)

Register Here:



Questions?



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How did we do?



THANK YOU