



April 22, 2020

William Pulver, P.E., Chief Operating Officer
Maine Department of Transportation
24 Child Street
Augusta, ME 04330

Subject: A Transformative Plan for Commuter Ferry Service on the Coast – Arcadia Alliance

Dear Mr. Pulver,

The Maine Technology Institute (MTI), a private, non-profit organization created and funded by the State of Maine, is pleased to support Arcadia Alliance in its efforts to transfer technology to Maine that will allow it to produce high-speed carbon fiber commuter ferries for public entities like the Maine State Ferry Service. The opportunity could be a game-changer as Maine would be a national leader as the first U.S. manufacturer of the carbon fiber ferries and would derive meaningful economic benefits from it.

MTI funds early stage technology development in companies in the State's seven targeted technology sectors as identified by the Maine State Legislature. Arcadia, and its production partner Front Street Shipyard, has engaged in research, development and commercialization activities that cross several of those sectors including marine and aquaculture technologies and composites & advanced materials technologies.

MTI offers financial and technical support to help companies navigate through each phase of the commercialization process. We provided \$400,000 in loan funding to Front Street Shipyard in 2018 to help facilitate the manufacture of the carbon fiber commuter ferries and provided grant funding to Arcadia in 2017 to help support its efforts.

We are pleased to support Arcadia Alliance and its proven Maine partners in their aggressive commercialization initiatives. Arcadia's efforts are particularly timely and present a unique and extraordinary opportunity to bolster Maine's post COVID-19 economic recovery. As Arcadia and Front Street Shipyard move forward in the technological development of the project, we urge them to continue working with MTI to receive tailored assistance for their project and companies.

Please feel free to contact me with any questions or concerns. Thank you.

Sincerely,

A handwritten signature in blue ink, appearing to read "B. Whitney", is written over a blue circular scribble.

Brian Whitney
President