

From: [Michael Minton](#)
To: [Katha Kissman](#); [Megan Davis-Hodgkins \(MDavi105@fau.edu\)](#)
Cc: [Colleen Brennan](#); [William Stewart \(Wstewart@rosswayswan.com\)](#)
Subject: FW: Great meeting you
Date: Wednesday, April 27, 2016 10:15:49 AM
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FYI

Let's circulate at the Board meeting.

From: Nicole Kirchhoff [mailto:nkirchhoff@gmail.com]
Sent: Tuesday, April 26, 2016 11:15 AM
To: Michael Minton
Subject: Great meeting you

Good Afternoon Mr. Minton;

Thank you so much for meeting with us last week. I appologize for my delayed Email, between my sisters wedding and an unexpected family illness, time just got away from me. After meeting with you and the other staff at HBOI, I am very excited about the potential for expanding my business in association with HBOI.

The first thing that struck me when I moved back to the U.S. from Australia, was the lack of cooperation and organization among aquaculture business owners, especially in the marine sector of Florida. I know in Australia this cooperation as well as associations with research institutions is what makes their Aquaculture Industries so rhobust and successful. Even in Maine, working at the Center for Cooperative Aquaculture Research, I could see how important collaboration among commercial entities and close association with a University research institution was to commercial success. Aquaculture is such a new industry, with techonology, production, and marketing advancing at such alarming rates, collaboration is essential. Myself, Joe, and several other marine aquaculture business owners have since started a little coffee group and are in constantly communication about our businesses, our needs, struggles, etc. One of the main struggles is finding a piece of land suitable with permitting and regulations to undertake commercial size marine aquaculture activities. Naturally the conversations have progressed into collaborating on a piece of property together. As we were discussing in the meeting last week, it makes economical and environmental sense for several aquaculture companies to utilize the same property as we all have common infrastructure requirements, such as water intake and discharge, air, oxygen, security, energy back-up supply, etc. In addition, locating several different trophic level species on the same property could also allow us to leverage multitrophic aquaculture technology to increase economic and environmental efficencies, something FAU HBOI research and expertise could help tremendously to harness to its full potential. Finally, as you well know, we all can have production hicups, and having so many other commerical facilities and expertise located at the same facility can help tremedously ease these pains. For example, when a fellow fish farmer had their plankton crashed during one of her recent egg collections I was able to supply her with several hundred million plankton on short notice, saving her batch of fish, something other non-commercial sized operations would not be able to assist with. As a farmer yourself, I am sure you completely understand how essential it is to have many other commercial sized friends to assist in times of emergancy as well as in leveraging state/federal assistance.

When I was told about the potential to unify this aquaculture collaborative park with FAU I was instantly very excited. As you may already know, I value the staff expertise at FAU, being a collaborating industry partner on several grants, applied and in process and getting advice from staff on several occations as questions about my production arose. In addition I intend to apply for adjunct status to allow for easier collaboration including student mentorship, etc. I therefore believe, a commercial park located just nextdoor would make a logical and very effective fit for all of us involved.

Thank you again for meeting with us. I am excited to hear how these discussions with the Foundation Board progress. Please let me know if you have any questions or comments, as I would be happy to elaborate.

Best regards

Nicole

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Nicole Kirchhoff, PhD

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