



## The Blue Pipeline Overview

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### Blue Pipeline Incubator (BPI)

**Program Overview:** The Blue Pipeline Incubator is a 7-month business “incubator” program designed to grow and develop aspiring ocean-related ideas into businesses.

In 2019, BPI graduated four companies hailing from a range of ocean industries, including mariculture, coastal tourism, seafood processing, and ocean energy. During the program, member companies raised \$1.6M. Key successes included, but were not limited to:

- **Blue H2**, led by Andrew McDonnell, Associate Professor of Chemical Oceanography at the College of Fisheries and Ocean Sciences (UAF). Professor McDonnell filed a provisional patent for the invention of a novel process to produce hydrogen from seawater, which also holds promise for reversing ocean acidification in localized environments. The breakthrough was awarded UAF faculty invention of the year.
- **Saltwood Smokehouse**, which continued to impress with banner sales growth in 2020, in spite of the logistical challenges presented by the pandemic. Led by Jim Woodside and his wife Michelle Saltz, Saltwood's premium smoked fish products have earned an ever-growing following, for which they were awarded the Anchorage Press Pick for Best Seafood Processor late last year. Their flagship smoked black cod is in demand around the United States.

### Blue Pipeline Venture Studio (BPVS)

**Program Overview:** In 2020, the Alaska Ocean Cluster founded the Venture Studio as a nexus for Alaska-based entrepreneurs, early-stage outside companies, industry leaders, and researchers to address opportunities of significance in Alaska's ocean economy. BPVS is currently beta-testing its first cohort of companies, including:

- **Blue Ocean Gear**, a growth-stage manufacturer of smart buoys that save fishers time, money, and fuel, while also reducing gear loss.
- **Polarctic**, an Alaska Native, Women, and Service-Disabled Veteran owned oceanographic and data science company harnessing the power of Artificial Intelligence and Machine Learning to solve business and policy challenges in the global Arctic.
- A project working closely with executive-level stakeholders to address bottlenecks in shoreside processing plants through the application of emerging technologies.