

Opportunities in Aquaculture for Atlantic First Nations

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Ulnooweg Business Development Team (BDT)

- Through the **Atlantic Integrated Commercial Fisheries Initiative (AICFI)** , **Ulnooweg Development Group** works in partnership with the **Atlantic Policy Congress of First Nations Chiefs** to assist communities and entrepreneurs who are interested in developing aquaculture businesses in the Atlantic region.
- Two Aquaculture Business Development Advisors work with the Ulnooweg Business Development Team (BDT) to provide technical and professional advisory services, project management and aftercare support.
- The support helps transform ideas and interests in the aquaculture industry into viable business plans and helps to bring those plans to fruition.

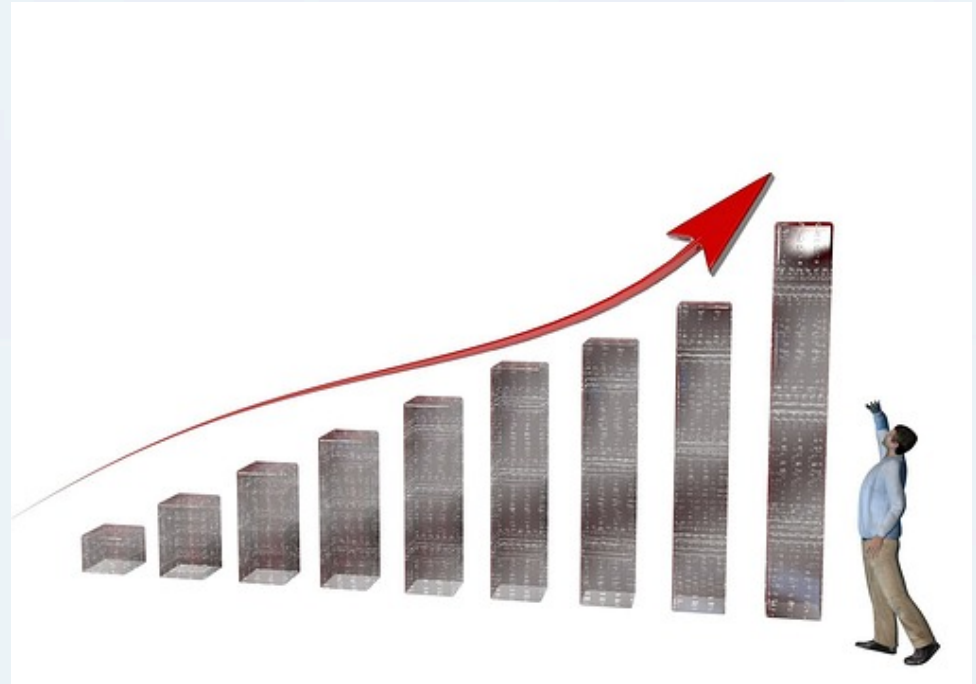
First Nations Aquaculture Economic Impact

- Aquaculture across Canada accounts for a total of \$1.8 billion in economic output.
- First Nations aquaculture accounts for \$102 million or 5.7% of this total national output (Gardner Pinfold, 2015).
- Nationally, aquaculture production is estimated to grow at a pace of approximately 5% per annum over the next five years and 10% per annum over the following five years (Senate, 2015).

Gardner Pinfold, 2015. Aboriginal Aquaculture in Canada Initiative – National Socio-Economic Analysis Report

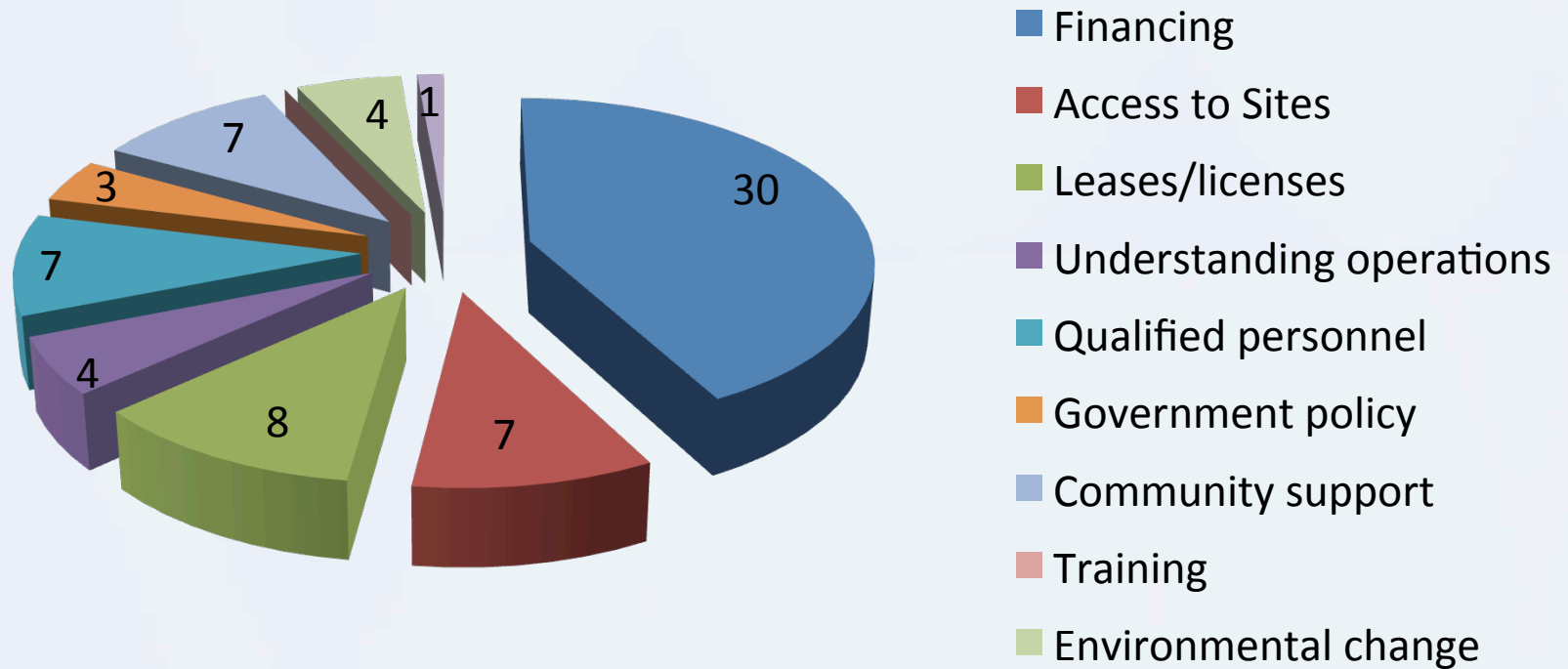
Lots of Optimism for Growth

- First Nations aquaculture production is projected to grow at 16% per year over the next decade (Gardner Pinfold, 2015).
- The future is positive but there are challenges.



Challenges to Growth for First Nations

Ranking of challenges



Gardner Pinfold, 2015 Survey Results

BDT Helps to Address the Challenges

- **Raising Awareness About Aquaculture** – engaging with the communities regarding latest trends, innovations, developments and opportunities
- **Access to Sites** – assisting with application processes to obtain leases and licenses
- **Business Plan Development** – undertaking feasibility analysis and developing viable business plans
- **Access to capital** – addressing the unique challenges to secure financing for fish farming operations
- **Business Plan Implementation** – assisting with application approvals and undertaking project work, including use of PMATs and PMAPs
- **Training and Human Resource Development** – providing training support that is tailored to community needs, including linkages with the TAC
- **Aftercare Support** – providing ongoing advisory support to help ensure project success

Overcoming The Challenges

- Since 2010, the BDT has provided direct assistance to over 20 communities.
- Of these communities, 10 have established aquaculture enterprises with an estimated economic output of \$23 million once they reach maturity.
- These new enterprises which include finfish, shellfish and spin-off have created approximately 50 jobs and are anticipated to create a further 100 jobs in the future.

First Nations Aquaculture in Action



Bideford Shellfish Hatchery – Lennox Island



Abegweit, salmonid hatchery



Waycobah, harvesting trout



Indian Island, grading oysters

Conclusions

- Interest is growing from other communities with the Ulnooweg BDT recognized as a “one stop shop” for technical and business advisory assistance.
- The BDT’s technical and business advisory support has been recognized as a successful model – *Dr. Harvey Johnstone, 2014. The Business Development Team of Ulnooweg: A Review*
- Improvements in access to start-up and working capital and aquaculture sites are considered the greatest on-going constraints to continued growth of this opportunity for First Nations in Atlantic Canada.

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