

# Aboriginal Aquaculture Association

## Aquaculture Awareness Workshop

April 21<sup>st</sup> - 22<sup>nd</sup>, 2005

Best Western Austrian Chalet  
462 South Island Highway  
Campbell River, British Columbia

## AGENDA

**Thursday, April 21<sup>st</sup>**

- 9:30 Opening Prayer**
- 9:40 Introduction to the Workshop**
  - Purpose / Objectives / Process
- 9:50 Introducing the Aboriginal Aquaculture Association**
  - What is it? What does it do? Where is it going? How can it help you?
- 10:10 DFO's Aboriginal Aquatic Resource and Oceans Management (AAROM) Program**
  - Program overview
  - Integrating the AAA and AAROM bodies
- 10:30 Health Break**
- 10:50 Open Question / Discussion Period**
  - Roles and interaction of the AAA and AAROM
- 11:10 The Maori – A New Zealand Aboriginal Aquaculture Experience**
  - Overview of the Maori Experience in New Zealand
  - Scope of the NZ Shellfish Industry
  - How the Maori Capitalized on this Opportunity
  - Lessons for Canadian First Nations Communities
- 11:30 Market-Driven Aquaculture**
  - Production-Driven versus Market-Driven
    - Practical examples from fisheries and aquaculture
  - Why Market-Driven Models Work
- 11:50 Introduction to Market & Business Opportunities in Aquaculture**
  - Potential Culture Species
  - Supply and Service (Value Chain) Opportunities
  - Value-Addition
  - The 'Cluster' Approach
- 12:15 Lunch**

### **13:15 Market-Based Opportunities in Aquaculture Production**

- Overview of Potential Culture Species:
  - Clams
  - Oysters
  - Scallops
  - Mussels
  - Geoducks
  - Sea Cucumber
  - Sea Urchin
  - Abalone
  - Marine Plants
  - Sablefish
  - Salmon
  - Trout
- Species Market Outlook
  - Product form, pricing, etc.
- Sectoral Overview
  - Industry status (who, where, capacity, etc?)
  - Status of culture technology (recirculation, sea ranching, cage culture, longline etc)
  - Commercial or developmental?
  - Can the technology be obtained?
- An Opportunity for BC?
  - Biophysical capacity
  - Geography

### **14:45 Value Chain Opportunities**

- Supplies and Services Sector
- Infrastructure Support
- Environmental Management

### **15:00 Synopsis and Discussion**

- Areas of interest?
- Needs, challenges, constraints?
- Moving beyond the 'talk'

### **15:30 Health Break**

### **16:00 Preparing to Deal with China**

- The Chinese seafood market opportunity
- Aquaculture development in China
- Access to Chinese Technology
- How the Chinese Operate in Business
- How business is done with the Chinese
- Chinese perspective on Canada
- Potential Joint Venture Business Opportunities

### **16:45 Synopsis – Day 1**

- Open question / discussion period
- Overview of Day 2

### **17:00 Adjourn**

## Friday, April 22<sup>nd</sup>

Building on the information provided in Day 1, and based on the knowledge and experience of Aboriginal peoples, the Day 2 of the workshop will be used to generate a 'vision' for the future of Aboriginal aquaculture development in BC. What will it look like? How big will it be? Where will the ventures exist? Etc. The vision will identify areas of opportunity and challenges specific to Aboriginal aquaculture development. The process, which is designed to find solutions not problems, will be driven by the views and ideas of the meeting participants, reflecting their specific needs and interests. Following the workshop, the Aboriginal Aquaculture Association will use the information provided to identify key priorities that will be taken to governments, industry and other stakeholders to make sure that support is forthcoming to advance Aboriginal aquaculture beyond the talking stage. Your participation in this workshop is important. It will provide an opportunity for you to communicate your vision for Aboriginal aquaculture development and to provide input on the respective roles of the federal and provincial governments, industry and other stakeholders. Working together, we will create those conditions that will allow Aboriginal communities to prosper from sustainable aquaculture development.

### **8:45 Success and Failure in Aquaculture**

- Why aquaculture businesses succeed / fail

### **9:30 Developing a 'vision' for Aboriginal aquaculture development**

- What does the future of Aboriginal aquaculture look like?
- Organize into Work Groups for Brainstorming Sessions
  - Instructions
  - Hand Outs

### **10:10 Health Break**

### **10:30 Brainstorming – Key Issues in Aboriginal Aquaculture Development**

### **12:00 Pre-Sorting Exercise to Identify Strategic Elements**

- Identification of key needs, issues, challenges

### **12:30 Lunch**

### **13:15 Plenary Reporting and Discussion of Strategic Elements**

- Define and summarize key themes & summaries

### **14:30 Prioritization of Key Needs**

- Where are we versus where we need to be?
- Where do we start first?
- Opportunities to leverage results

### **15:30 Closing Discussion**

### **16:00 Adjourn**