

INVESTMENT OPPORTUNITY

Shellfish Aquaculture Producers and Industry Services

Comox Valley, British Columbia, Canada



Opportunity:

Investor opportunities in the local shellfish industry range from purchases of smaller scale operating farms, to capital investment in growing corporations to develop seed nurseries, produce new species, processing and supplying inputs throughout this value chain.

Current Situation:

In 2012, the BC shellfish industry produced 8678 tonnes of shellfish (on 508 tenures with a total area of 3535 ha) with a wholesale value of \$31.4 million. Over 50% of BC's cultured shellfish is produced in Baynes Sound, in the southern part of the Comox Valley. Global demand for shellfish from the clean waters of British Columbia is increasing rapidly; local producers cannot keep up to this demand. The primary products, at this point, are clams and oysters although there are emerging opportunities to produce other species such as geoducks, sea cucumbers and urchins, among others. The industry is working with all levels of government to facilitate expansion. The following table shows the growth in volume and sales in the BC production of cultured shellfish from 2008 to 2010.



SPECIES	HARVEST (TONNES)			FARMGATE VALE ('000 TONNES)		
	2008	2009	2010	2008	2009	2010
ALL SHELLFISH	7500	7700	10000	\$16.2	\$17.3	\$21.7

Source: <http://www.env.gov.bc.ca/omfd/fishstats/aqua/>



*Comox Valley,
Vancouver Island,
British Columbia,
Canada*

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Investment Opportunities:

There is a wide range of opportunities to invest and participate in the growth of the shellfish aquaculture industry:

- Purchase an existing shellfish farming operation. There are a number of productive operating forage properties for sale as long-term producers want to retire.
- Purchase and upgrade smaller scale or underutilized tenures.
- Purchase an established and integrated farm and processing operation.
- Apply for tenure and develop a start-up farm which could include potential to add new species in the future.
- Invest capital in existing shellfish production and processing companies or partner and or joint venture with existing shellfish businesses.
- Develop a seed nursery to provide oyster and clam seed to the industry.
- Develop new input supplies. The industry is changing quite rapidly, trying to increase production to meet global market. This is a potential opportunity for existing local businesses to add new products for the sector or as an opportunity for outside investment to research and develop technologies that will benefit the industry.



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Agriinvestment Support Services:

Services include:

Foreign Direct Investment and Export Information
Immigration Resources and Provincial Nominee Program
Market Research and Economic Indicators
Soil Mapping and Gap Analysis

John Watson Executive Director

Comox Valley Economic Development

00-1-250-792-0375

john@investcomoxvalley.com



Foreign Affairs, Trade and Development Canada

Affaires étrangères, Commerce et Développement Canada

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