



Seafood / Aquaculture and Agri-food

Cape Breton is rich in seafood / aquaculture and agri-food raw products which can be utilized in value-added manufacturing.



Investment Opportunities

► **Launch a new agri-food, seafood or aquaculture business**

An abundance of seafood resources, quality agricultural land, and aquaculture leases and infrastructure are available throughout the region.

► **Niche and value-added partnerships**

Niche and higher-end value-added products have great potential. Fish processing companies and First Nations communities with large fishing quotas are actively pursuing the development of more value-added products and harvesting underutilized species, allowing companies to partner for unique business opportunities.



Top Reasons to Invest in Cape Breton

► **Skilled workforce**

With 58,000 people in the workforce, Cape Breton has the second largest

pool of workers to draw from in Nova Scotia. The bilingual workforce is known for its dedication, loyalty and hard work. Cape Breton's long history in the fishery has nurtured a skilled and experienced workforce.

► **Seafood resources**

We are known for our strong seafood resources, particularly lobster and crab. Nova Scotia lobster has a strong brand in the marketplace for being safe, clean and well managed. Hardshell lobster is fished from May through July with product available year-round at large, state-of-the-art lobster pounds. Sector-wide Marine Stewardship Council certification for shrimp and crab is now a reality.

► **Aquaculture**

Cape Breton has access to significant aquaculture resources including area licenses and infrastructure.



► **Agri-food**

Cape Breton offers affordable, high quality land. The region boasts a stable growing climate with very low risk of drought, well suited for vegetable growing and biomass production.

► **Strategic markets**

Our inclusion in the North American Free Trade Agreement provides access to 440 Million consumers living in Canada, the U.S. and Mexico while the new Comprehensive Economic and Trade agreement will maximize significant trade opportunities with 508 Million consumers in the EU.

► **Infrastructure**

Because of our long history in the seafood and aquaculture sectors, a strong infrastructure exists including wharves, piers, processing plants and a vibrant transportation network.



**Key Infrastructure/
Resources**

► **Business support**

The Atlantic Canada Opportunities Agency plays a significant enabling role

in the seafood /aquaculture and agri-food sector by providing financial and other support services. Nova Scotia Business Inc. attracts new companies to the province, and works directly with companies to help them meet their growth potential through international business development, financing and venture capital. Other programs are available through Agriculture and Agrifood Canada, and the Province of Nova Scotia.

► **Industry support**

The agri-food sector enjoys a supportive and collaborative environment for growth. The trend to eat local has led to the establishment of seven farmers markets in Cape Breton. Industry-based partnerships and ventures are common. The Seafood Processors Association of Nova Scotia promotes the interests of local fish and seafood producers through representation to the federal and provincial governments. The Lobster Council of Canada provides industry-based research, advocacy and marketing support. The Cape Breton/Richmond and Inverness/Victoria Federations of Agriculture offer equipment rental

programs that allow farm operations to share expensive equipment that would be cost prohibitive to purchase individually.

► **Research support**

From researching ways to use seafood shells to investigating the transport of some live seafood species around the globe, Université St. Anne is helping local seafood companies to develop new products and find new markets and savings in their value chain. Cape Breton University conducts marine research and builds the capacity for ecosystem-based management of natural resource use in the academic, public and private sectors. Atlantic Food and Horticulture Research Centre in Kentville provides research focused on horticulture, functional foods, and post-harvest processing of horticultural products. Perennia Innovation Centre in Truro conducts research to transform underutilized land and marine-based bioresources into high-value products like nutraceuticals, functional ingredients and non-food based bioproducts.



**Seafood / Aquaculture and
Agri-Food Success Stories**

► **DSM Mulgrave**

In 2012 Ocean Nutrition Canada was purchased by Dutch multi-national Royal DSM. The company is the largest producer of Omega 3 in the world. New research being done by DSM will expand to include processing other marine and plant life.

► **Galloping Cows**

Galloping Cows has a contract with Walmart to supply the world's largest retailer with gift packages of its gourmet pepper jellies, fruit sauces and jams. Its products have been featured at the Toronto International Film Festival, Golden Globe Awards and the Academy Awards.

► **Glenora Distillery**

Glenora Distillery's Glen Breton Rare is the first single malt whisky in Canada. Its 10-year-old whisky has been given

an 'Excellent' rating by the International Review of Spirits and its 15-year-old Glenora Battle of the Glen was awarded "Best Rest of the World Single Malt Whisky" in 2011.

► **Big Spruce Beer**

Big Spruce Beer is only the second organic brewery in Canada. Its Ontario and west coast owners fell in love with the beauty and opportunities of Cape Breton and so started operations in the community of Nyanza. Their first year of operations well surpassed its sales projections.

► **Coldwater Fisheries Inc.**

Coldwater Fisheries Inc., a large aquaculture company in Ontario, has been partnering with Waycobah First Nations on a number of joint venture projects using existing Bras d'Or lakes aquaculture sites. The success of ventures means new investment in the local communities.



Invest in Cape Breton Today!

► www.InvestInCapeBreton.com

► 902-562-6059

► Toll Free: 1-844-868-0967

Visit the website or call to find out more about financial support and investment opportunities.