Exploring new farming, investment and supply chain opportunities in the Americas

There is little doubt about the ongoing need for growth in the aquaculture sector to feed the human population. The 7th Offshore Mariculture Conference, held for the first time in Mexico, will help to identify and define the opportunities available to fish farmers, investors and producers.

With a Government investment plan of US$ 50-70m for Mexican offshore mariculture, and the US, the World’s 2nd biggest Seafood consumer, on the doorstep, Offshore Mariculture Mexico could not take place at a more opportune time.

The 2 ½ day conference, followed by 1 ½ days of technical visits, will focus on marine finfish and the production of seaweed and bivalves.

Conference chair: Pablo Arenas Fuentes, Director General of The Mexican National Institute for Fisheries, INAPESCA
Welcome address: Francisco Vega de Lamadrid, State Governor of Baja California
Keynote speakers: Jose Eduardo Calzada Rovirosa, Head of SAGARPA; Mario Gilberto Aguilar Sanchez, National Commissioner of Aquaculture and Fisheries, CONAPESCA; Rafael Pacchiano Alaman, Head of SEMARNAT; Árni Mathiesen, Assistant Director-General, Fisheries and Aquaculture Department FAO – via video link

Book online at: www.offshoremariculture.com or complete and return the booking form overleaf
Monday 6 March 2017

19:30 WELCOME RECEPTION
Hosted by INAPESCA, CONAPESCA & SEPESCA

Day 1 – Tuesday 7 March 2017

08:15 COFFEE & REGISTRATION

08:55 Introduction by the Conference Chairman
Pablo Aranzas Fuentes, Director General of INAPESCA

09:00 Welcome Address by the State Governor of Baja California
Francisco Vega de Lamadrid

KEYNOTE ADDRESSES
09:10 Jose Eduardo Calzada Rovirosa, Head of SAGARPA
Mario Gilberto Aguilar Sanchez, National Commissioner of Aquaculture and Fisheries, CONAPESCA
Rafael Pacchiano Alaniz, Head of SEMARNAT

09:30 Ani Mathiesen, Assistant Director-General, Fisheries and Aquaculture Department FAO – via video link

09:50 Q&A

10:00 COFFEE & NETWORKING

SESSION 1 – RECENT DEVELOPMENTS IN OFFSHORE MARICULTURE

10:30 Offshore ventures and developments in US waters in the Gulf of Mexico, off California, the mid-Atlantic, and Western Pacific
Michael Rubin, Director, Office of Aquaculture, NOAA Fisheries
The regulatory framework for aquaculture in the federal waters of the United States took a major step forward in 2016 with the issuance of the NOAA Rule (or regulations) for offshore aquaculture in federal waters of the Gulf of Mexico. Similar regulatory programs are in development for federal waters off California, the Western Pacific, and the Atlantic. Also, three mussel farms received permits for operations in federal waters and several experimental permits for trials off Hawaii have been issued in recent years.

10:50 Offshore Aquaculture in the Americas – Less Jules Verne, More Warren Buffet?
Neil Sims, co-Founder and co-CEO of Kampachi Farms LLC & founding President of the Ocean Stewards Institute
This presentation reviews the regulatory, biological, technological, environmental and market conditions for offshore aquaculture in the Americas, and explores the reasons why the promise remains alluring… seemingly always out of reach. The answer may lie in less Jules Verne, and more Warren Buffet; less emphasis on innovative breakthroughs, and more adaptation of existing, proven technologies, and incremental expansion to more exposed waters, further offshore.

11:10 Small Scale, Multi-Trophic Aquaculture for Coastal Communities
Michael D. Chambers Ph.D., Marine Aquaculture Specialist, University of New Hampshire
Since 1995, the University of New Hampshire (UNH) has been exploring technologies to farm the open ocean. Recently, they have developed a floating integrated multi-trophic aquaculture (IMTA) raft for research, education, and training. The current design cultures steelhead trout (Oncorhynchus mykiss), blue mussels (Mytilus edulis) and sugar kelp (Saccharina latissima).

11:30 Overview on advanced technologies of marine finfish aquaculture in the Americas
Daniel Benetti, Ph.D., Professor & Director of Aquaculture, RSMAS – University of Miami
Modern hatcheries using advanced technologies are beginning to produce mass quantities of juveniles for growout primarily in exposed, high-energy area of the open ocean using both submersible cages such as SeaStations and Aquapods and traditional gravity cages. Recently, progress in Recirculating Aquaculture Systems (RAS) and flow-through methods are allowing the development of land-based commercial nursery and growout operations.

11:50 Q&A

12:00 LUNCH & NETWORKING

SESSION 2 – THE FARMING OF FINFISH IN MEXICO

13:30 Commercial Production of Striped Bass (Morone saxatilis) in Baja California
Eric Pedersen, Co-founder and Director, Pacifico Aquaculture SAPI de C.V
The closed-cycle aquaculture of marine finfish in Baja California is a relatively new industry, dating back less than 7 years. Although a number of temperate-water species are produced, the striped bass Morone saxatilis is a species of relative economic importance. This presentation will cover the advancement in the culture of this species in floating marine cages, covering both hatchery production and farming techniques.

13:50 Farming of marine finfish in Baja California Sur: Experience farming Totoaba (Totoaba macdonaldi)
Pablo Konietzko, General Manager, Earth Ocean Farms
Totoaba has a marine concession and a unit for wildlife conservation (UMA) of Totoaba that represents an alternative way to tackle reproduction, conservation and the sustainable use of this protected and emblematic species of the Sea of Cortez. It implements state-of-the-art farming systems through the use of Aquapod submersible cages and a laboratory for the production of marine fish fingerlings using technology of the highest specification and sophistication.

14:10 The future of complete cycle production of sustainable Baja Yellowtail
Luis Astiazaran, Co-owner, Baja Seas
Baja’s natural resources, work force, regulations and geographic location are the critical factors behind the huge potential for mariculture in Mexico and Yellowtail is one of the high value species poised to be one of the next big players in the world market. Learn how and why Baja Seas completed its full cycle from zero to proof of concept in just two years.

14:30 Aquaculture and the commercialization of Bluefin Tuna (Thunnus Orientalis)
Benito Sarmiento Perez, Director General, Baja Aqua Farms S.A de C.V
Baja Aqua Farms has been operating in Mexico for over 17 years. Our expertise and experience have been focused on aquaculture and the commercialization of Bluefin Tuna (Thunnus Orientalis). Over the years, we have become the leading Mexico Group holding 50% of the available capacity for this activity, which in turn represents 70% of the annual production of this fishery in our country.

14:50 Integral open sea mariculture project in Campeche state waters
Shalom Sagiv, Ing, Maya Fish
A comprehensive mariculture project, for the cultivation and commercialization of Sciaenops Ocellatus (Corvina Red) in floating submersible cages, located in Campeche, covers all stages of the cultivation and commercialization of the Corvina Red: hatchery, larval laboratory, pool for fingerlings and production of food; offshore elements comprising of a system of fattening cages on the high seas a fish processing plant.

15:10 Q&A

15:20 COFFEE & NETWORKING

SESSION 3 – NUTRITION FOR FARMED FISH: TRADITION VS. CHANGE

15:50 Marine fish nutrition and feed development: towards the formulation of more sustainable marine fish feeds
Albert G.J. Tacon, Aquatic Farms Ltd
Session covering recent developments in marine fish nutrition and feed development, with particular reference to the development and increased use of more sustainable feed ingredients sources, including fishery and terrestrial animal byproduct meals and oils, single cell protein and oils, and plant protein concentrates and oils. Emphasis is placed on the need for the resident commercial marine farming community in Mexico to reduce its dependence upon imported commercial fish feeds through the development of its own marine fish feed manufacturing capability.

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16:10 Making the right feed choices: applying nutritional theories to improve profitability
Dr. Adel El-Mowafi, Technology Application Director, Cargill
By modelling and understanding the nutrient needs of fish according to environmental conditions, season and geography, we can now develop feed for any production scenario, anywhere in the world, based on the local environment and conditions, the market value, and the cost of feed materials.

16:30 Nothing to spare
Iannis Karacostas, Product Manager-Marine species, BioMar EMEA Division
Commercial fish feeds, despite lacking in know-how when compared to land animal feed, have come a long way in recent years. The main focus will be to use the required nutrients in the most sustainable way possible, focusing on fish performance without consuming more resources than needed. Key words should be: nutrient availability.

16:50 Development of low fishmeal feed formulations for the California Yellowtail, Seriola dorsalis.
D. Allen Davis, Alumni Professor, School of Fisheries, Aquaculture and Aquatic Sciences.
California yellowtail Seriola lalandi or dorsalis is a top candidate species for ocean farming in southern California and Norther Baja California, Mexico. Typically, this species is reared on commercial diets whose nutrient profile and ingredient composition rely heavily on fish meal and oil. Hubbs-SeaWorld Research Institute has worked co-operatively over the years with a number of institutes to develop culture technologies and nutrient requirement data.

17:10 Biotechnology and Nutrition: Towards the practical feeding of ranched tuna
Alejandro Buentello, Director of Animal Nutrition Research, Archer Daniels Midland Co. (ADM)
Among the main limitations that tuna ranching faces, current feeding practices are not only impractical and largely unsustainable but they pose ecological risks that require immediate attention. A comprehensive and up-to-date overview of tuna nutrition with results of an ongoing research project funded by the Illinois Soybean Association aimed at developing suitable formulations for some of the most commercially important tuna species.

17:30 Q&A
17:40 Conference close
19:30 CONFERENCE DINNER
Hosted by INAPESCA, CONAPESCA & SEPESCA

Day 2 – Wednesday 8th March 2017
08:30 COFFEE & REGISTRATION
09:10 Summary of conference day one and day two introduction by the Conference Chairman
Pablo Arenas Fuentes, Director General of INAPESCA

SESSION 4 – MARKET OPPORTUNITIES FOR OFFSHORE FARMED FISH
09:20 Establishing a market for farmed Finfish in the U.S.
Rex Ito, Founder and President, Primetime Seafood
The opportunity for selling ocean-farmed finfish grown in Mexico is excellent, though it is important that the market be developed properly. From the introduction phase to actually establishing a “staple” item in the market there are a lot of “dos” and “don’ts” along the way…

09:40 Marketing Aquaculture: Successes, Challenges and Changing Tactics
Dave Rudie, President & Owner, Catalina Offshore Inc.
Promoting farmed fish can feel like swimming against the current. Catalina Offshore Products owner Dave Rudie will discuss lessons learned by marketing and selling a new brand of farmed yellowtail. Topics include the benefits of farmed fish over wild, challenges all aquaculture farms face, and how to catch the right customers amid a sea of competition.

10:00 Marketing of farmed fish
Victor Pak, CEO, JWW Marketing Corporation
10:20 Q&A
10:30 COFFEE & NETWORKING

SESSION 5 – THE OFFSHORE FARMING BUSINESS: INVESTMENTS AND CONSIDERATIONS
11:00 The Offshore Farming Business: Investments and Considerations
Omar Alfi, Managing Director, Pacifico Aquaculture
This presentation will recount the experiences and perspectives of a former private equity investor entering the aquaculture industry. It will include a high level discussion of the investment themes considered during the diligence process and the strategy deployed to develop and grow Pacifico Aquaculture into an internationally recognized aquaculture producer.

11:20 Investing in Environmentally and Financially Sustainable Open Ocean Aquaculture: Challenges and Opportunities.
Robert Ort, Managing Partner at Cuna del Mar
The emerging off-shore, open ocean, aquaculture sector faces many challenges, including government policy and regulatory constraints, technology development, learning how to safely and efficiently operate open ocean farms; and attracting investment capital. Notwithstanding those challenges, it is our view, that open ocean aquaculture represents a significant investment opportunity and is an important component of creating a sustainable food future for the planet.

11:40 Mariculture, BioMarine and the Blue Economy
Michael Jones, Founder & President, The Maritime Alliance
The Blue Economy is enormous and growing yet under-studied and appreciated. Mariculture is an important component that also creates the basis of a vast BioMarine opportunity. This talk will provide an overview of the global Blue Economy and Mariculture.

12:00 Q&A
12:10 LUNCH & NETWORKING

SESSION 6 – DEVELOPMENTS IN OFFSHORE TECHNOLOGY
13:40 Potential to Improve Growth Performance in Offshore Sea Pens by Utilizing Vertical Current Velocity Profiles
Tyler Scodnick, Aquaculture Scientist, InnovaSea Systems Inc
It has been well documented that consistent exercise can improve fish growth rates, FCR, condition factor and stress levels, in some cases by as much as 40%, but this effect has received little attention by net-pen fishfarmers. The potential to improve growth parameters by providing suitable current velocities by utilizing vertical current profiles is examined using data collected from tropical farms.

14:00 Pioneering Open-Sea Farming in Greece: Holy Monastery of Vatopedi, Mount Athos.
Darko Lisac, CEO, Refa Med srl
The Monastery of Vatopedi is located on the north-eastern slopes of the Holy Mountain of Athos, a peninsula governed by Orthodox Christian monks for the past 12 centuries. The Coastline and seafloor are extremely steep, with full exposure to the North and East quadrant up to Turkey. These conditions do not allow the application of conventional floating cage systems.

14:20 The integration of new technology to achieve important productive improvements and create new fish farming possibilities: from the improvement of inshore fish production to autonomous fish farming ships
Rodrigo Sánchez Raccaro, International Aquaculture Technology Advisor, EccoSea Farming
Presentation reporting the results obtained from an Innovation Centre producing 3,500 tons of Atlantic salmon, explaining how the integration of copper alloy mesh technology in inshore farming generated possibilities for offshore fish production, allowing the construction of safest submersible rafts and better general performance. This technology has opened the real possibility of building offshore fish farming vessels, able to navigate international seas looking for the best water quality for the fish.
14:40 SmartUnits take husbandry and harvesting of bivalves fully underwater.
Björn Aspöy, Co-Founder and Arquitect, Smart Farm AS
SmartUnits are a sustainable replacement for traditional longlines and take all aspects of husbandry and harvesting underwater, on site, substantially reducing labour costs and addressing safety, while it increases biomass per M2 and allows a harvest of 30 tons per hour. The system is suited for offshore farming and designed for spot-collection and nursery of seed for or on-growing mussels.

15:00 The Case Study of GillOcean Technology Open Ocean Fish Farm
Josef (Yossy) Melchiner, CEO, Subflex
Outlining the final stages of building a 2000t potential capacity, single array submersible net-cage system, in Israel. Scheduled to be in the water in early 2017. To further increase efficiency, complimentary technology’s (e.g. automatic feeding, image processing & mechanical components) have been developed.

15:20 Q&A
15:30 COFFEE & NETWORKING

SESSION 7 – APPLIED RESEARCH AT THE BREEDING / HATCHERY LEVEL

16:00 Totoaba aquaculture development from hatchery to future land and sea based grow out in Baja California, Mexico.
Conal True, Professor in Marine Fish Aquaculture at UABC
Overview of state of the art UABC intensive captive rearing of Totoaba, a giant-endangered sciaenid from the Sea of Cortes that once constituted one of the most important fisheries in the upper Gulf of California, will be presented discussing major technical advances and drawbacks to its development. The scope for developing a genetically sound regional restocking program and further develop aquaculture will also be discussed.

16:20 Commercial-Scale Seriola Fingerling Production
Federico Rotman, Hatchery Specialist, Hubbs Seaworld Research Institute
Fish in the Seriola genus are considered some of the most desirable species of marine finfish within the international seafood market. Historically, fingerling supply has been a critical limiting factor in the commercial production of these animals. But more recently, methods leading to successful commercial-scale Seriola spp. fingerling production have been refined and the aquaculture industry can now count on a consistent supply of high-quality seed.

16:40 Development of Genetics-based Selective Breeding Protocols for Improvement of the Mediterranean Mussel, Mytilus galloprovincialis, and Advancement of Aquaculture
Kelly Stromberg, Director of Aquaculture Operations, Catalina Sea Ranch
The aquaculture industry lags in genetically based selective breeding programs when compared to terrestrial commercial crops. This aggravates our $11 billion dollar seafood deficit, puts U.S. aquaculture entrepreneurs at a disadvantage, and increases risk of bivalve crop degradation from climate change. Catalina Sea Ranch is developing a novel family line system within the emerging model organism Mytilus galloprovincialis, used to generate the framework for a genetics based selective breeding protocol.

17:00 Q&A
17:10 Summary of conference day 2
17:20 Conference close

Day 3 – Thursday 9th March 2017

08:30 COFFEE & REGISTRATION
09:10 Day three introduction by the Conference Chairman
Pablo Arenas Fuentes, Director General of INAPESCA

SESSION 8 – OPPORTUNITIES FOR THE MEXICAN MARKET: WORLDWIDE CASE STUDIES OF ALTERNATIVE SPECIES

09:40 Mussel and Oyster farming in offshore conditions:
Lessons learned
Sergio Guevara-Escamilla
Limited availability of protected areas for the development of bivalve aquaculture in the temperate zone of Baja California, make the use of open ocean or semi protected areas a must for industry growth. However, there are some challenges posed by this high energy environment compared to protected areas. We discuss our experience in mussel and oyster culture in this environment.

10:00 Commercial Offshore Seaweed Mariculture in Mexico
Beau Perry, Founder, Premium Oceanic
The global seaweed sector is booming, projected to grow to well over $20B in the next decade. With its abundant marine resources, Mexico enjoys great natural advantages and an opportunity to gain a strategic share of these promising markets. This presentation will provide an overview of these topics based on our work in mariculture project development, including offshore seaweed cultivation.

10:20 Comparison of abalone production cost between land based farm and cage culture in Korea
Duk-Hyun Yoon, General Manager, Aqua-Int. Consulting Ltd
A comparison of production cost of land based farm and cage culture in Korea is surveyed along with current market trends in China and Korea. The major market for abalone is China and the Chinese community around the world but the balance between supply and consumption is not only the main factor to affect the abalone market.

10:40 Overview of Regional Collaboration for Mariculture Development in Southern California and Mexico
Paula Sylvia, Program Manager of Aquaculture and Blue Technology, Unified Port of San Diego
An overview of regional collaboration toward development of mariculture in southern California, and Mexico for fisheries replenishment and food production purposes. There are several examples of regional collaborations between research, academia, government, and industry to develop improved hatchery, stocking, and grow-out technologies for regionally important commercial finfish species as well as shellfish, and seaweed species.

11.00 Q&A
11:10 COFFEE & NETWORKING

SESSION 9 – PRODUCT UPDATES FROM OUR SPONSORS

11:40 A series of 10 minute presentations
12:30 Q&A
12:40 Summary of conference day 3
12:50 Conference close followed by lunch

TECHNICAL VISITS COMMENCE
Thursday 9th March – Afternoon visits to Pycmar processing facility & UABC facility (University of Baja California)*
Friday 10th March – Sea trip* / land trip*
Option 1 (Sea trip) – Boat tour to offshore facilities: Pacifico Aquaculture
Striped bass, Baja Aquafarms Tuna, Oceanica Mussels and Oysters.
Option 2 (Land trip) – Land tour to Ocean Baja Labs Yellow Tail Hatchery and Abulones Cultivados Abalone farm.

*Limited places available on these excursions, book now to avoid disappointment
Who should attend

The conference is a must-attend event for those looking to move their already established operations offshore or set up from scratch.

Suppliers to the aquaculture and offshore mariculture industry who want to meet with Latin American and international fish farmers to display their products and latest technologies will also benefit from attending the conference.

Furthermore, Offshore Mariculture will be of interest to those involved in all tiers of the fish and seafood supply chain.

Baja California is conveniently located just a 2-hour drive from the United States and the nutrient rich waters ensure products are of an extremely high quality while striving to meet sustainability guidelines.

Previous delegates have said that...

“This conference is a unique gathering of researchers, producers and technology suppliers committed to growing mariculture production”

Four Links Marketing Limited

“OMC is a great opportunity to exchange information and to network with the industry professionals that attend from all over the world”

ARDAG

Cocktail Reception

The welcome reception will take place on the evening of 6th March at the Riviera Cultural Centre in Ensenada.

The Riviera is located opposite the conference venue and within walking distance of various hotels and is bursting with the cultural heritage of Ensenada.

This event offers attendees the opportunity to network with fellow industry professionals before the conference kicks off on the 7th.

Conference Dinner

The conference gala dinner will take place on 7th March after day one of conference proceedings. The dinner will take place at the Riviera Cultural Centre in the old Casino which has played host to many famous visitors over the years.

Sponsorship

If you are interested in attending the conference and increasing your company’s visibility in the arena of offshore mariculture then one of our sponsorship packages could help you achieve this.

A range of packages are still available so don’t hesitate to get in touch with our Events team on +44 1329 825335 for more information.
Date & Venue
The conference will be held on 6-10 March 2017 at the Ensenada Centre of the Arts, Baja California, Mexico. The conference dinner will be held on 7 March 2017. The third and fourth days, 9-10 March 2017, will include technical visits (limited places available).

Venue Information
The Ensenada Centre of the Arts, Blvd. Lázaro Cárdenas, Esquina con Av. Club Rotarios, Col. Ensenada Centro, C.P. 22800, Ensenada, BC
Tel: +52 (646) 173 43 07 / 08

Conference Fee
- Cost per delegate (standard rate) $1,195.00.
- 15% discount for members of official supporters.
- Fish farmers qualify for special rates, contact the organisers for details

Fee includes:
- Conference attendance on all days
- Full documentation in electronic format
- Lunch and refreshments on conference days
- Place at the welcome reception
- Place at the Conference Dinner
- Technical visits (places are limited)

Booking
Book online at www.offshoremariculture.com or fax back booking form to +44 1329 550192

How to Pay
*UK registered companies will be charged the standard rate UK VAT.

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TO BOOK A DELEGATE PLACE, PLEASE COMPLETE THIS FORM AND FAX BACK TO +44 1329 550192 (Please photocopy this form for additional delegates)

Please register me for the Offshore Mariculture Conference 2017. I will attend the following (NO EXTRA COSTS APPLY):
- Welcome Reception (6 March 2017)
- Conference Dinner (7 March 2017)
- Technical visits (9-10 March 2017)

Fish farmers receive preferential rates to attend.

I qualify for the fish farmer’s preferential rates, please contact me with details

Members of supporting associations will receive a 15% discount. I am a member of

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