OUR Association
Securing a Future for Responsible & Sustainable Aquaculture in Canada.

About CAIA
Canadian Aquaculture Industry Alliance (CAIA) is the national association that speaks for Canada’s seafood farmers, representing their interests in Ottawa to regulators, policy makers and political leaders.

Vision
A competitive, sustainable, diverse and growing farmed-raised seafood sector that contributes economic, environmental and public health benefits to Canada.

Mission
CAIA is a national forum that is dedicated to advocating and advancing the farm-raised seafood sector in Canada.
It’s been a year since my appointment as President and Chair of Board of Directors of CAIA. A lot has transpired. We have had a change in leadership, with Ruth Salmon leaving us after 10+ years at the helm, and Tim Kennedy coming to us a little over six months ago. I am confident you have all had an opportunity to meet Tim, either virtually through regular updates, or in person, and to discuss our progress towards the National Strategy, as well as our Strategic Plan as laid out in 2015. Great progress has been made on both accounts.

The Executive Committee (Excom) has been fully engaged in this “transition” and the enhanced advocacy led by Tim and CAIA staff. Thanks to my colleagues on the Excom and the Board for their enduring support during this process. Your insight and wisdom are truly helpful and professional. As well, numerous CAIA members - too many to mention here - actively participated in various technical committees (fish health, regulatory, feed, etc.) this past year, providing direction and support to our Executive Director and team to advance our agenda nationally. We are indeed fortunate to have such a professional group of volunteers, and I thank them for their continued support.

The next year will be yet another period of transition as we move to fully implement our Strategic Plan and the National Strategy. I look forward to working with all of you to achieve our common aspirational goals: to grow our businesses, to be recognized as legitimate stakeholders in our aquatic milieu, to provide sustainable employment for Canadians, to provide healthy, nutritious and environmentally sustainable seafood for generations to come, and to contribute through our research and innovation to this wonderful sector – Aquaculture.

Cyr Couturier
President
As I joined in April of this year, this Annual Report will look back on my first six months of time with CAIA.

First, I want to say that the transition into the position was very ably and generously supported by Ruth and I am very appreciative of the time she spent with me. I still am dogged by my only average last name compared to Ruth – and one MP consistently calls me “Mussel” and it seems to be sticking with others on Parliament Hill.

The transition was also aided by our great staff at CAIA – Sheri and Lynn continue to ensure that operations run smoothly. A commitment of us all is to look for ways to constantly improve our operations and service to our members. Your feedback on this is always requested and welcome.

And the CAIA extended team includes Gordon and Phil at Maple Leaf Strategies and Doug Blair, as they continue to provide solid analysis, counsel and action to support CAIA.

Finally, the Executive Committee of the Board has been a particularly important support, and we have been meeting on a monthly basis to ensure solid communication and forward momentum.

I look forward to continuing to serve you and this exciting sector and to identifying and implementing ways and means to help us innovate and thrive as a leading creator of jobs and practitioners of sustainability in Canada. Our future is very promising.

Timothy J. Kennedy
Executive Director
Government relations activities undertaken by CAIA provide members with a greater voice in government decision-making and ultimately protect member interests.

We continue to focus the bulk of our advocacy efforts on the National Strategy, as per the Board’s direction. It is our goal to have an Aquaculture Act tabled in the House of Commons by fall 2018 to give us the best chance of having it passed in advance of the 2019 election. We will be working hard with all of you to achieve this.

We remain cautiously optimistic, but some level of discomfort with a federal Act continues to exist with a few provincial partners. CAIA will continue to communicate that the focus of our interest is in a high-level framework Act that focuses on getting the federal house-in-order, clarifies DFO’s mandate with regards to our sector, defines aquaculture, and enables agreements with the provinces to respect jurisdiction and reduce regulatory complexity. We believe this can be done relatively simply and quickly.

Positive discussions continue on how our sector can also work with existing funds – such as the Atlantic Fisheries Fund – to build an integrated fund for aquaculture. We are also asking for funding for the 2018 Budget, but our focus remains on the current funding envelope, with the possibility of a new round of funding in 2019.

A 2017-2018 Strategy has been prepared to continue our effort to realize a new federal Act and supporting programs.
The Executive Committee of the Board has been strongly and actively engaged with their new Executive Director, and we have had monthly meetings to ensure a high degree of communication. I hope you’ve also seen my monthly update to members that seeks to keep all members informed about CAIA’s activities.

We have hired a part-time Administrative Assistant, Lori Chamberland, to work with the team. It is our longer-term interest to expand the CAIA team to include a full time Policy and Regulatory Manager.

One of our main tasks has been to develop a proposal to take CAIA to the next level of organizational development. The Executive Committee has been reviewing a proposal to increase fees for membership. The basic proposal is to develop a basic annual budget and looks to have membership fees cover that budget. The Executive Committee is considering a two-year approach. A final recommendation will come to the Board before end of year 2017, with a vote early in the new year, with the new structure implemented for April 1, 2018.

We have also welcomed seven new members in the past several months. This has been a push which will continue each year, and I have had a number of other companies indicate their interest in joining. Thanks for all of you who have helped in promoting CAIA and membership.

Finally, CAIA is spending more time having focused discussions on what I see our critical sub-sectors are for engagement and strategy development: Finfish, Feed, Health, Shellfish and Associations. The goal moving forward is that the first four of these sub-groups will have quarterly meetings with the development of specific mini-strategies for each. For Associations, CAIA is hosting a bi-monthly “Associations Roundtable” where we share information and identify opportunities and threats to the broader sector.

We have been doing a lot of work with the Canadian Food Inspection Agency (CFIA) on their new feed nutrient and contaminant proposals. The CAIA Feed Team has been very active and Brad Hicks has done a tremendous job leading the charge. Work continues but CFIA has been open to our engagement.

We have begun to identify the next steps on a MUMS proposal and work, and would like to broaden our membership and engagement with health companies to make this work for our sector.

We continue to broaden our engagement with the broader Agriculture community. The Executive Committee has supported a proposal to join the Canadian Federation of Agriculture for 2018.

Finally, CAIA continues to represent members on the Seafood Value Chain Roundtable (SVCRT). The next meeting will be in January 2018. Topics of discussions included: work towards utilization of biomass from the fisheries sector; letter sent to Minister Bains for two representatives for the Fisheries sector on the Agriculture Economic Advisory Table; discussions of the US Marine Mammal Protection Act. CAIA also represents industry on a sub-committee of the SVCRT on GM labelling.

And, many other committees and engagements, including (but not limited to): Transport Canada, Aquaculture Activities Regulation (AAR) reporting standards, NAFTA input (and other trade interests), 2018 Federal Budget input, Business Risk programs, US Mammal Protection Act (MMPA), Commissioner of the Environment & Sustainable Development, ongoing refinement of CAIA’s management and delivery of the AgriMarketing funding, Canada’s Food Policy, and many more ongoing consultations.
The Board of Directors oversees the management of the activities and affairs of CAIA, while focusing on the areas that are important to members.

Executive COMMITTEE

**President**  
Cyr Couturier, Marine Institute, Memorial University of Newfoundland

**Vice-President**  
Ian Roberts, Marine Harvest Canada

**Treasurer**  
Tom Taylor, Cooke Aquaculture Ltd.

**Secretary**  
Marilyn Hutchinson, Grieg Seafood BC Ltd.

**Member-at-large**  
Brian Yip, Fanny Bay Oysters

**Member-at-large**  
Sue Farquharson, Atlantic Canada Fish Farmers Association

**Directors**
- Tillmann Benfey, Aquaculture Association of Canada
- Susan Cole, Ontario Aquaculture Association
- Cyr Couturier, Marine Institute, Memorial University of Newfoundland
- Terry Drost, Four Links Marketing
- Jeremy Dunn, BC Salmon Farmers Association
- Terry Ennis, Atlantic Aqua Farms Partnership
- Sue Farquharson, Atlantic Canada Fish Farmers Association
- Michael Foti, Phibro Animal Health Corporation
- Marta Gameiro, Elanco Canada
- Marilyn Hutchinson / Rocky Boschman, Grieg Seafood BC Ltd.
- Laurie Jensen / David Kiemelel, Cermaq Canada Ltd.
- Mark Lane, Newfoundland Aquaculture Industry Association
- Rich Moccia, Aquaculture Centre, University of Guelph
- Ian Roberts / Vincent Erenst, Marine Harvest Canada
- John Rose, Icy Waters Ltd.
- Tim Rundle, Creative Salmon Co. Ltd.
- Amédee Savoie, Maison BeauSoleil
- Tom Smith, Aquaculture Association of Nova Scotia
- Trevor Stanley, Skretting Canada Inc.
- Matt Sullivan, PEI Aquaculture Alliance
- Tom Taylor / Nell Halse, Cooke Aquaculture Ltd.
- Kathryn Unger, Cargill Canada
- Darlene Winterburn, BC Shellfish Grower’s Association
- Brian Yip, Fanny Bay Oysters

**Staff**

**Executive Director**  
Timothy J. Kennedy

**Marketing & Communications Manager**  
Sheri Beaulieu

**Coordinator, Finance & HR**  
Lynn Gingras

**Executive Assistant**  
Lori Chamberland
Our MEMBERS

CAIA’s membership reaches coast to coast to coast and is comprised of finfish, shellfish and aquatic plant farmers, feed companies and suppliers, as well as provincial aquaculture associations.

Producer MEMBERS

Salmon
- Cermaq Canada
- Cooke Aquaculture Inc.
- Creative Salmon Co. Ltd.
- Grieg Seafood BC Ltd.
- Marine Harvest Canada
- Northern Harvest Sea Farms

Shellfish
- Atlantic Aqua Farms Partnership
- Badger Bay Mussel Farms Ltd.
- Fanny Bay Oysters
- La Maison BeauSoleil
- Mac’s Oysters Ltd.

Freshwater
- Icy Waters Ltd.

Alternate Species
- Golden Eagle Aquaculture Inc.
- Northern Divine AquaFarms Ltd.

Association MEMBERS

- Aboriginal Aquaculture Association
- Aquaculture Association of Canada
- Aquaculture Association of Nova Scotia
- Atlantic Canada Fish Farmers Association
- BC Salmon Farmers Association
- BC Shellfish Grower’s Association
- Mussel Industry Council
- Newfoundland Aquaculture Industry Association
- Ontario Aquaculture Association
- PEI Aquaculture Alliance

Associate MEMBERS

Feed Companies
- EWOS Canada
- Skretting Canada
- Taplow Feeds

Others
- Alltech Canada Inc.
- Atlantic Veterinary College, University of PEI
- Aquaculture Centre, University of Guelph
- BC Centre for Aquatic Health Sciences
- Bioenterprise Corporation
- Calkins and Burke
- Canadian Aquaculture Systems
- Canadian Centre for Fisheries Innovation
- Coastal Zones Research Institute
- Comox Valley Economic Development Society
- Direct Gourmet Seafood
- Elanco Canada Limited
- Four Links Marketing
- Future Nets & Supplies Ltd.
- Garware-Wall Ropes Ltd.
- Genome Atlantic
- Go Deep International Inc.
- Hoskin Scientific
- Huntsman Ocean Sciences
- Industrial Netting
- Marine Institute, Memorial University of Newfoundland
- Maritime Aboriginal Peoples Council
- Marsh Canada Ltd.
- MasterNet Ltd.
- Oban Ventures Ltd.
- Pacific Organic Seafood Association
- Phibro Animal Health Corporation
- Poseidon Ocean Systems Ltd.
- Powerserve Energy Ltd.
- Sanimax Ltd.
- Sea Agra Seafood Ltd.
MEMBERSHIP DRIVE
Grows Our Footprint

CAIA wrapped up a comprehensive membership drive to expand its nation-wide membership base.

A new brochure was developed in support of the project and was distributed via a variety of direct mail and email to over 85 key contacts with further outreach via social media channels.

Launched under the banner, “Building a Stronger Canadian Aquaculture Industry Starts With You,” the campaign focused on Canada’s timely need for producers, feed companies and suppliers to unite and to demonstrate the breadth and depth of our vibrant industry to government.

Seven new members have since chose to join to demonstrate their commitment to working together to grow Canada’s aquaculture industry.

AGRIMARKETING PROGRAM Management

CAIA marketing project helps Canadian seafood farmers compete in domestic and international markets.

This year saw the launch of the CAIA 2016-2018 International Marketing Project. With funding support of nearly $2.5 million from the AgriMarketing Program of Agriculture and Agri-Food Canada, CAIA is leading this two-year project to help the aquaculture industry increase the domestic and international market share for Canadian aquaculture products.

Through the project CAIA and its Member Partners will conduct market research, attend international trade shows and lead missions to raise awareness of Canadian farmed seafood products and target marketing activities for farmed salmon, mussels, sablefish, oysters, arctic char and caviar/roe. The primary international target markets are Asia, Europe as well as niche sectors in the United States.

The project commenced in August 2016 and will conclude March 2018.

Meet our Newest Members.
Welcome to CAIA!

Bioenterprise Corporation
Oban Ventures Ltd.
Pacific Organic Seafood Association
Poseidon Ocean Systems Ltd.
Powerserve Energy Ltd.
Sanimag Ltd.
Taplow Feeds

CAIA promoted farmed oysters, mussels, salmon, clams and more from its booth at China Fisheries and Seafood Expo, November 2-4, 2016 in Qingdao, China.

CAIA had an excellent show at Seafood Expo North America 2017 in Boston, March 6-8. We handed out information on Canadian aquaculture, seafood suppliers, and lots of delicious Canadian farmed seafood.