

# ARGYLE AQUACULTURE DEVELOPMENT AREA: PROPOSAL AND APPLICATION DEVELOPMENT RESOURCES

## Business Development

### Western REN

**Rob Stephenson**  
Business Now Lead

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[www.westernren.ca](http://www.westernren.ca)



The first point of access for business services in the Western REN is our professional, confidential, free-of-charge BusinessNow programs. The cornerstone of client services at the Western REN. Whether your business is a start-up, in the process of expansion, or looking ahead to business succession, we can help you navigate through the multitude of programs available. We provide information and connections on access to capital and labour markets, business expansion supports, marketing, export, networking and mentoring.

### CDÉNÉ

**André LeBlanc**  
Manager Business and  
Entrepreneurship Services

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902-769-3902  
[cdene.ns.ca/](http://cdene.ns.ca/)



The CDÉNÉ provides services to existing and potential businesses and entrepreneurs to support them in the development and success of their business or entrepreneurial initiatives. Whether you want to start up a new business, launch a new product or access and explore a new market, we can help you bring your ideas to life. The CDÉNÉ's Business and Entrepreneurship Services team provides business consulting services, training and advice to entrepreneurs, businesses and social enterprises. Take advantage of our team's expertise to reach your business goals.

### Community Business Development Corporations (CBDC)

**Michelle Amirault**  
Executive Director

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902-742-5364  
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As Community Business Development Corporations we assist in the creation of small businesses and startups, and the expansion and modernization of existing businesses by providing financing in the form of repayable loans as well as business training and resources.

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## Funding

### Fisheries and Aquaculture Loan Board

**Brennan Goreham**  
Director, Crown Lending  
Agencies



[fab@novascotia.ca](mailto:fab@novascotia.ca)  
902-896-4800  
[nsfishloan.ca/](http://nsfishloan.ca/)

The Nova Scotia Fisheries and Aquaculture Loan Board builds on the success of Nova Scotia's fishing, aquaculture, and seafood industry by providing lending opportunities to business enterprises seeking to expand, grow, innovate, and succeed.

### Farm Credit Canada

**Jordan McManus**  
Relationship Manager



[jordan.mcmanus@fcc-fac.ca](mailto:jordan.mcmanus@fcc-fac.ca)  
902-599-2657  
[www.fcc-fac.ca/](http://www.fcc-fac.ca/)

Farm Credit Canada is a federal crown corporation that supports growth and prosperity in the Canadian agriculture and food industry. FCC is the only lender that is 100% invested in Canadian agriculture and food via credit lines and other financing related to infrastructure and equipment.

## Funding for commercially licensed operators

*In order to apply for AFF funding, and the NS-ITAP program, companies must be commercially licensed for the activities that they are applying for. ADA applicants could not apply to these funds while in the application phase for leases in the ADA, but these funds may be available to operators if they are granted a lease.*

### Nova Scotia Seafood Innovation and Technology Adoption Program (NS-ITAP)

**Sarah Lowe**  
[slowe@perennia.ca](mailto:slowe@perennia.ca)  
902-930-1022  
[www.perennia.ca/nsitap/](http://www.perennia.ca/nsitap/)



The Nova Scotia Seafood Innovation and Technology Adoption Program (NS-ITAP) provides non-repayable financial assistance to Nova Scotia's fishing, aquaculture, marine plant harvesting and seafood buying/processing sectors. NS-ITAP is offering up to \$99,900 in non-repayable assistance per project inclusive of all operations per fiscal year at a maximum assistance rate of 70 percent depending on the nature of the project.

### Atlantic Fisheries Fund

NS Department of Fisheries and Aquaculture  
[AFF@novascotia.ca](mailto:AFF@novascotia.ca)  
1-902-424-3036

Fisheries and Oceans Canada  
[RegionalAFF-FPARegional@dfo-mpo.gc.ca](mailto:RegionalAFF-FPARegional@dfo-mpo.gc.ca)  
1-844-795-9718

The Atlantic Fisheries Fund supports innovation in the fish and seafood sector. It helps the sector meet growing market demands for sustainably sourced, high-quality fish and seafood.

The Atlantic Fisheries Fund is a cost-shared partnership between Fisheries and Oceans Canada and the Atlantic provinces.

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## Technical Support

### Merinov

**Flora Salvo**

Industrial Researcher-Project Manager



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418-361-2639

[merinov.ca/](http://merinov.ca/)

Merinov is an integrated industrial research center specializing in fisheries, aquaculture, processing and marine bioresources technologies. We put the talent and creativity of our experts at the service of companies to help them be more competitive in the market. We offer services including research and development, technology transfer, process optimization, development of food products and development of industrial applications.

### Sustain Aqua

**Melissa Rommens**

President



[Melissa@sustainaqua.ca](mailto:Melissa@sustainaqua.ca)

902-314-6937

Sustain Aqua provides consulting services for aquaculture companies including design, funding procurement and management of R&D for private companies. Sustain Aqua specializes in working directly with producers, government and industry associations to help develop or integrate new technologies or processes to improve productivity while minimizing environmental impacts.

### Ecology Action Centre

**Shannon Arnold**

Associate Director, Marine Programs



[sarnold@ecologyaction.ca](mailto:sarnold@ecologyaction.ca)

[kelp.kurious@ecologyaction.ca](mailto:kelp.kurious@ecologyaction.ca)

[ecologyaction.ca/our-work/marine/seaweed-farming-training-centre](http://ecologyaction.ca/our-work/marine/seaweed-farming-training-centre)

The Ecology Action Centre's Kelp Kurious project is helping folks learn about opportunities in the seaweed sector. Through this project, we are supporting small-scale, regenerative seaweed farming and small-scale seaweed product entrepreneurs to help develop community-based economic opportunities and sustainable sources of income.

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## Equipment Sourcing

### Dockport Ltd.

**Ernie Porter and Phil Docker**  
Owners / Operators



[ernie@dockportltd.com](mailto:ernie@dockportltd.com), 902-471-3696  
[philip@shandaph.com](mailto:philip@shandaph.com), 902-902-928-8581  
[dockport.ca/](http://dockport.ca/)

DockPort Ltd focuses on solving the most challenging issues oyster farmers must overcome. Farm efficiency, productivity, product quality, gear security, the physical effort required, staff recruitment, inclusiveness and retention are some of the key issues in play. The BOBR mechanized growth system provides oyster farmers the means to be more productive with less effort.

### DSA Ocean

**Brett Wagner**  
Ocean Engineer



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902-701-3812  
<https://dsaocean.com/>

DSA Ocean is an ocean engineering and environmental consultancy with a mission to protect the marine environment. We provide clients in Nova Scotia with engineering analysis and design services for finfish, shellfish and seaweed aquaculture systems. Our experienced team can assist with mooring design, site layout, metocean studies, water quality assessment, baseline environmental monitoring and more. We are ISO9001 certified and experienced with NS9415 and Scottish Technical Standard.

### Entreprises Shippagan Ltee.

**Jonathan Gagné** Sales & Marketing Executive

[jonathan@entship.ca](mailto:jonathan@entship.ca)  
506-336-2213  
[www.entship.ca/](http://www.entship.ca/)



Entreprises Shippagan Ltd has established itself as one of the major wholesale distributors to the commercial fishing, aquaculture and marine industries in Canada. We provide our customers with products used in the cultivation of oysters, mussels, salmon and other aquatic species, such as buoys and floats, wire and rope, and marine hardware.

### Boucliche Bay Industries Group (BBI)

**Melanie Wall-Field**  
Business Development Manager

[info@bbigroup.ca](mailto:info@bbigroup.ca)  
506-743-5455  
[www.bbigroup.ca/](http://www.bbigroup.ca/)



BBI Group is the inventor and distributor of the floating cage oyster aquaculture system – OysterGro. OysterGro is the industry leader in oyster aquaculture and its products are highly regarded worldwide for their quality, longevity, and ability to consistently grow quality oyster.

### ROMOR Ocean Solutions

**Darrin Verge**  
President

[dverge@romor.ca](mailto:dverge@romor.ca)  
902-456-3406  
[www.romor.ca/Solutions](http://www.romor.ca/Solutions)



ROMOR has 40 years of international marine technology brokerage and advanced application knowledge in Fisheries, Defense, Energy and Science. ROMOR delivers solutions for scientists, engineers, and technology innovators who deploy complex systems in challenging Marine, Freshwater and Ocean environments. At ROMOR, we can help you define the project application, identify the right instruments and equipment, compare ROI of products and solutions, and uncover all the possibilities.

### Go Deep Shellfish Aquaculture

**Tom Snodgrass**  
Sales Manager

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506-633-7850  
[godeepaquaculture.com/](http://godeepaquaculture.com/)



Go Deep Shellfish Aquaculture is a customer focused, innovative Canadian brand located in Saint John, New Brunswick. Incorporated in 1997, Go Deep specializes in product development, shellfish farming techniques, manufacturing and the distribution of shellfish aquaculture grow-out equipment. We work alongside growers and officials to develop products and shellfish farming techniques for the shellfish farming industry. Contact us about your shellfish farming needs and any improvements we can help you make to your growing process.

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## Training

### **NSCC, Department of Communities & Workforce Development**

**Marcel Jean d'Entremont**  
Manager, Communities &  
Workforce Development: Fishing and Forestry



[Marcel.dEntremont@nsc.ca](mailto:Marcel.dEntremont@nsc.ca)  
902-746-0457  
[nsc.ca](http://nsc.ca)

NSCC offers industry training and development, including aquaculture training on demand (Aquaculture Management, Aquaculture Quality Assurance) and training on any subject customized for your organization. Our program developers, curriculum experts and instructors collaborate with start-ups, non-profits, private sector businesses, industry, First Nations and African Nova Scotian communities and others across Nova Scotia to design and deliver a variety of training and development programs.

## Product Distribution

### **Afashionado Fishmongers**

**Mike McGlone**  
General Manager



[mike@afashionado.ca](mailto:mike@afashionado.ca)  
902-788-3474  
<https://afashionado.ca/>

We are community-based fishers and aquaculturists – dedicated to bringing low-impact fishing traditions back to the plates of consumers. We source locally as much as possible and follow Ocean Wise, a classification that ensures responsibility to a fishery's abundance and catch method. For us, knowing the story behind the fish we sell is paramount. We are based out of Bedford and supply sustainable seafood to restaurants and consumers across Nova Scotia year-round.

## Navigation

### **Aquaculture Association of Nova Scotia**

**Kate Collins**  
Research and Development Manager



[rdm@seafarmers.ca](mailto:rdm@seafarmers.ca)  
902-422-6234  
[seafarmers.ca](http://seafarmers.ca)

The Aquaculture Association of Nova Scotia is the non-profit industry association for aquaculture in Nova Scotia. We support members with navigating regulations, funding, partnerships, and mentorship.