

Southern Gulf Snow Crab

A Strategic Approach for the Successful Harvesting, Processing and Marketing of the Resource

“An Ocean to Plate Approach”

January 15th – 16th, 2008

**Delta Beausejour
Moncton, New Brunswick**

Agenda

Day One

- 8:00 am Registration
- 8:30 am Welcome, Introduction & Objectives of the Workshop
Carey Bonnell, CCFI Managing Director
- 8:40 am Welcome Remarks from DFO
Jim Jones, DFO - Gulf RDG
- 8:45 am Overview of DFO’s Evolving Ocean to Plate Policy
Speaker: David Bevin, DFO-ADM
- 9:00 am **Session One**
- Status Report on Snow Crab – Resource Overview and Outlook**
Moderator: Carey Bonnell, CCFI
- 9:00 am Global Supply, Demand and Consumption of Snow
Crab
Speaker: John Sackton, Seafood.com
- 9:30 am Resource Outlook for Southern Gulf Snow Crab
**Speaker: Mikio Moriyasu, DFO Science Gulf
Region**
- 10:00 am Questions & Discussion
- 10:20 am *Break*

10:40 am **Session Two**

Snow Crab Market Opportunities, Challenges and Realities

Moderator: Joseph Labelle, New Brunswick Government

10:40 am Market Demand for Snow Crab in the US – A Buyers Perspective

Speaker: Jennifer Keith, Darden

11:10 am Branding & Value Added Production in the Snow Crab Industry

Speaker: Charles Anastasia, Orion Seafood

11:40 pm Questions & Discussion

12:00 pm *Lunch*

**Keynote Speaker: The Honourable Rick Doucet:
New Brunswick Minister of Fisheries**

1:30 pm Support Options for Market Promotion Initiatives

Speaker: Jane Barnett, Agriculture and Agri-Food Canada

1:50 pm Sustainability, Certification and Eco-labeling

Speaker: Steve Devitt, TAVEL Certification

2:10 pm DFO Perspective on Certification and Eco-labeling

Speaker: Nadia Bouffard, DFO

2:30 pm Questions and Answers

2:50 pm *Break*

3:10 pm *Breakout Session –
Snow Crab Marketing – Current Practices and
Future Opportunities*

4:10 pm Report from Breakout Session

4:40 pm Summation of Day 1 (**Patrick McGuinness,
Fisheries Council of Canada**)

5:00 pm Adjournment

Day 2

9:00 am **Session Three**

**Harvesting: Sector Overview & Options for Addressing
Resource and Market Trends**

Moderator: Linde Greening, Government of Nova Scotia

9:00 am Harvesting Sector Overview within an Ocean to Plate
Framework

Speaker: Peter Norsworthy, Pisces Consulting

9:30 am Industry Panel Discussion on Fleet Viability
(Five snow crab harvesters discuss industry viability
issues.)

- **Brian Adams, CFA 19**
- **Doug Cameron, PEISCFA**
- **Reginald Comeau, MFU**
- **Robert Hache, CFA 12**
- **Cyril Polchies, Elsipogtog**

10:20 am Innovations and Advancements in Onboard Handling
& Holding Practices in Snow Crab fishery

**Speaker: Tom Brown, Assistant Director –
Centre for Aquaculture & Seafood
Development, MI**

10:40 am Questions & Discussion

11:00 am Break

11:20 am **Session Four**

Processing Sector Challenges & Opportunities:

Moderator: Andy Chapman, CCFI

11:20 am Review of Southern Gulf Snow Crab Processing
Sector

**Speaker: Michael Gardner, Gardner Pinfold
Consulting**

11:50 am	<p>Industry Panel Discussion on Processing Sector Viability. (Three snow crab processors discuss industry viability issues.)</p> <ul style="list-style-type: none"> • Bernard Lacroix, E. Gagnon et Fils Ltée, QC • Paul Boudreau, McGraw Seafood's, NB • Clem Benoit, Premium Seafood's Inc., NS
12:20 pm	Questions & Discussion
12:30 pm	Networking Lunch
1:30 pm	<p>Quebec Government presentation on "Forum Québécois des Partenaires des Pêches".)</p> <p>Speaker: Rabia Sow, Ministère de l'Agriculture des Pêcheries et de l'Alimentation du Québec</p>
1:50 pm	<p>Opportunities for by-product utilization in snow crab fishery.</p> <p>Speaker: Julien Albert, St. Laurent Gulf Products Ltd.</p>
2:10 pm	<p>Opportunities for Technology & Innovation to Optimize Benefits from the Snow Crab Fishery: An Industry Driven Approach</p> <p>Speaker: Carey Bonnell, CCFI</p>
2:30 pm	Plenary Session on Challenges and Opportunities in Harvesting & Processing Sectors
3:00 pm	Break
3:20 pm	<p>Session Five</p> <p>From the Sea to the Table: Maximizing Regional Economic Benefits from the Snow Crab Fishery Recognizing Resource, Industry and Market Conditions – A Strategic Analysis</p> <p>Speaker: Peter Norsworthy, Pisces Consulting.</p>
3:50 pm	Plenary Session & Open Discussion
4:20 pm	Next Steps
4:30 pm	Conference Wrap Up