

case study

KUTERRA

What is the mission behind KUTERRA?

KUTERRA is a for-profit business in British Columbia fully owned by the 'Namgis First Nation. For more than 4,000 years the 'Namgis community has depended on Pacific salmon not only for nourishment, but for survival. There has been a proliferation of aquaculture on our territory, which is killing off the wild salmon.

In recent years, we noticed two market trends: Atlantic salmon have become the salmon of choice for millions of seafood eaters and consumers are increasingly concerned about the health and sustainability of seafood. We started KUTERRA to meet this growing demand. Our land-raised salmon keeps the farm environment on the farm while preserving local ecosystems.

What is your impact?

Our objective is twofold: catalyze the new industry of land-based sustainable fish farming and create a profitable business for the 'Namgis people. KUTERRA dispelled a number of myths about RAS facilities, including the amount of water, energy and land required. Based on this experience, land-based facilities are being built in countries around the world. We actively protect the marine and land environment from contamination. Our facility relies on the latest energy-saving technologies, and we recycle and reuse most of our water using biofilters. We spent \$6 million to build the farm in an economically-depressed area of Northern Vancouver Island; this has had a positive impact on the local community.

How do you achieve it?

We raise our fish on land in a closed containment recirculating aquaculture system (RAS) facility in 'Namgis First Nation traditional territory on Northern Vancouver Island near Port McNeill, British Columbia. We use state-of-the-art energy-saving technologies, reuse water in the facility and create optimal conditions for fish to grow in a stress-free environment.

For over three years we worked hard to understand the best, most efficient operating parameters for growing fish. **Tides Canada and Vancity Community Foundation were instrumental in funding the costs associated with feasibility studies and building the pilot facility.**

In late 2016 the company broke even. We are now looking for growth capital to expand our operations.

"In November 2016, the company broke even after three-and-a-half years of intense activity to determine the best, most efficient operating parameters for growing fish."



In the words of Debra Hanuse,
'Namgis First Nation Chief

Select Investors:

Vancity
Community Foundation

 **Tides Canada**