



NSW DEPARTMENT OF
PRIMARY INDUSTRIES

COMMERCIAL FARM DEVELOPMENT PLAN

These guidelines are applicable for hatchery, fish-out, grow-out and lease based operations.

Please answer all questions and attach extra pages, if necessary

OVERVIEW OF BUSINESS

FULL NAME or REGISTERED COMPANY NAME _____

BUSINESS ADDRESS _____

BRIEF DESCRIPTION OF AQUACULTURE FACILITY _____

AQUACULTURE PERMIT APPLIED FOR: _____

1 PRODUCT DEFINITION

- Indicate which species you intend to farm, and to what level you will concentrate on each species.
- Estimate annual production for each species to be farmed. Base conservative estimates on the full farm area applied for, and not on future expansion:
 - Grow-out volume (oysters in dozens, other bivalves and finfish/crustaceans in kilograms)
 - Other (specify: e.g. fish-out in kilograms, fingerling or post-larval production in hatcheries, spat production in bivalve hatcheries)

2 OPERATING PLAN

- Where will you obtain seed stock, and is consistent production dependent on seed stock being accessible at all times of the year?
- What stocking rate do you anticipate (kg/ha for finfish and crustaceans, bags/ha for oysters)?
- Give details of husbandry practices you will use, including pond or tank preparation, stocking, pond or tank management and feeding, or, stick, tray or basket culture techniques?
- Provide details of the intended production strategy (e.g. use of a nursery phase, grading etc) and other factors as they relate to the production cycle.
- What feeds and feeding procedures will be used (intensive culture only)?
- What is the expected maximum daily feeding rate per unit area (intensive culture only)?
- How will the product be harvested e.g. seining, drain harvest, traps?

3 QUALITY ASSURANCE PROGRAM

- If produce is for human consumption, describe applicable handling procedures (e.g. harvesting, purging, slaughtering, cooking, processing, live transport or cold storage facilities, depuration for bivalves etc).
- Have you considered all applicable Quality Assurance or Food Safety Program provisions as required by NSW Food Authority, including access to a registered depuration plant where shellfish such as oysters are concerned, and the provisions of any local shellfish quality assurance programs that may apply?

4 FARM DEVELOPMENT PLAN

- Discuss site development potential and future expansion plans (if any) including timetable, facilities for area and anticipated production during the next five years.
- When is work on the business anticipated to commence?
- What is the expected initial capital investment in this business?
- What is the expected total capital investment in this business?

5 ORGANISATION AND PERSONNEL

- How many people will be directly employed in this operation? (excluding workers developing site but including yourself and other family members working on the farm):

- At commencement of work on the business?
 - Over the next 12 months?
 - Ongoing?
- How many extra people other than normal employees will be employed developing the site only e.g. pond construction?
 - Do you have adequate husbandry knowledge for the culture of your chosen species, or can you employ someone who does?

6 MARKET ANALYSIS

- What are the current average prices for the product you wish to culture, and what prices do you expect to receive for your product?
- What and where are your target markets, and what product form/s does your target market require?
- What are the distances between your farm and your markets, and is there available to you the necessary infrastructure to transport across these distances?

7 MARKETING AND SALES STRATEGY

- Discuss your product distribution timing (when can prices be maximized, when can market surplus be avoided). Include an operating schedule and production-timing schedule.
- Are there any opportunities for value adding of the product you wish to produce, and will you undertake any value adding for your product?
- What are your marketing strategies to assist you to develop new markets for your product?
- Can you compete against existing markets for your chosen product, including competition against wild caught product, or imported product from interstate or overseas?

8 RISK MANAGEMENT

- Discuss contingency strategies you will employ in your farming practices, and strategies for the management of business risks.
- How will you stage your development over a number of years to spread the risk?

9 FINANCIAL FORECAST

- Provide a cash flow analysis on your production estimates for a minimum of 3 crops, and indicate what assumptions this analysis has been based upon.
- What is the anticipated return on investment at full production capacity?
- Have you analysed your business on one of the computerised economic models available for aquaculture industries (for more information contact NSW Department of Primary Industries on 02 4916 3867)?

For further information on the completion of the commercial farm development plan contact 02 4916 3867.

Other information can be obtained from the NSW dpi website at www.dpi.nsw.gov.au.