

HighEnergy Europe 2018 MARICULTURE Conference



17-19 October 2018 , Corfu Imperial, Corfu, Greece

Conference Programme

Provisional

With depleting wild stocks and increasing global demand, farmed fish is one of the fastest growing food sectors. In the Mediterranean, 1.2 million tonnes of fish are farmed annually, with over 110,000 tonnes in Greece alone, contributing 69% of total fisheries production and 11% of Greek exports.

High Energy Mariculture, the European edition of Offshore Mariculture, will provide an invaluable platform addressing all components involved in a successful medium to high volume production of marine finfish within the European waters.

Presentations from industry experts will cover the entire supply chain right from site selection and finance, to hatchery, farming, processing, certification and distribution.

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WORLD FISHING
& AQUACULTURE
INFORMING THE GLOBAL FISHING INDUSTRY SINCE 1952

Day One - Wednesday, 17 October 2018

- 08:15 Coffee & Registration**
08:55 Chairman's Welcome
09:05 Gold Sponsor Welcome – FITCO
09:15 Keynote Address - Factors of change in the global aquaculture industry
Dr Beyhan de Jong, Associate Analyst Animal Protein, RaboResearch Food & Agribusiness
09:35 Keynote Address - High Energy Open Ocean Aquaculture. Its history and its future
Langley Gace, CEO, InnovaSea Systems, Inc.
09:55 Q&A
10:05 Coffee & Networking

10:35 SESSION 1 – TECHNOLOGY FOR HIGH ENERGY OPERATIONS

Presentations focusing on the technology available to successfully operate within high energy waters, maximising your farm's productivity.

- 10:40 The European Aquaculture Technology and Innovation Platform - preparing technologies and systems for future growth**
Noralf Rønningen, Project and Development Manager, Aqualine and Board Member
- 11:00 Oceanis III, Badinotti's revolutionary submersible cage concept**
Alessandro Ciattaglia, Sales & Marketing Manager – EMEA, Badinotti Group SpA*
- 11:20 An innovative application in aquaculture: Copper Alloy Mess (CAM)**
Dr Panagiotis Efstathiou, Scientific Consultant, Hellenic Copper Development Institute
- 11:40 SmartUnits take husbandry and harvesting of bivalves fully underwater**
Bjørn Aspøy, Co-Founder and COO, SmartFarms AS & Alise Aspøy, Co-Founder and CEO, SmartFarms AS
- 12:00 Aquaculture Analytics – The Future of Aquaculture Production Management**
Kostas Sefereis, Business Development Manager, AquaManager
- 12:20 Q&A**
12:35 Lunch & Networking

14:05 SESSION 2 - IMPROVING PRODUCT VALUE THROUGH MARKETING, CERTIFICATION AND AWARDS

Speakers will highlight the benefits of securing certification and awards, adding value to your operations and maximising your product value.

- 14:10 Benefits of certification and awards**
Speaker TBC, Luckyfish Co.*
- 14:30 BAP Certification**
Mike Berthet, Market Development Manager EU, BAP Certification
- 14:50 The value of certification: connecting responsible farming to people's choice**
Esther Luiten, Commercial Director, Aquaculture Stewardship Council
- 15:10 Q&A**
15:20 Coffee & Networking

15:50 SESSION 3 – SUCCESSFUL HIGH ENERGY OPERATIONS

Hear from farms already operating, learning about their successes and best practices to implement in your operations.

- 15:55 The case study of Open Sea Aquaculture Fish Farm**
Josef (Yossy) Melchner, CEO GiliOcean Technology
- 16:15 Case study: Andromeda Group SA**
Alexis Glaropoulos, Biologist, Andromeda Group SA*
- 16:35 Case study: Corfu Sea Farm**
Yannis Papadopoulos, Partner, Corfu Sea Farm
- 16:55 Q&A**
- 17:10 Conference Round-Up**
17:20 Conference Close
19:30 Conference Dinner

* Speaker Invited

Day Two - Thursday, 18 October 2018

09:00 Day Two Opening Session

09:15 SESSION 4 - BUSINESS DEVELOPMENT & INVESTMENT

Presentations covering how to ensure your profitability by improving your business practices.

09:20 **Price transmission in the supply chain for Seabass in the E.U.**

Dominique Aviat, Associate Expert, A.N.D International

09:40 **Aquaculture Livestock Insurance**

Cédric Audor, Aquaculture Dept, GUIAN SA

10:00 **Speaker to be confirmed**

10:20 **Q&A**

10:30 **Coffee & Networking**

11:00 SESSION 5 – SITE SELECTION

Looking to move or establish a new site? Discussions will focus on selecting the right site, planning considerations and issues that have been overcome while establishing high energy operations.

11:05 **A geospatial analysis of High Energy versus Low Energy Aquaculture Sites**

Tyler Sclodnick, Senior Scientist, InnovaSea Systems inc.

11:25 **Ocean farm site analysis specifics - A deep dive into Manna Fish Farm's careful study and consideration surrounding our off-shore site selection**

Donna Lanzetta, Founder/CEO, Manna Fish Farm

11:45 **The Rational and Integrated Spatial Development of Aquaculture. Legislation and Site Restrictions in Greece**

Ioanna Argyrou, General Manager, NAYS

12:05 **Q&A**

12:15 **Lunch & Networking**

13:45 SESSION 6 - HATCHERIES, BREEDING AND GENETICS

Speakers will present on hatchery and breeding operations, how research is helping create more disease resistant fish and the innovation within the hatchery and breeding feed.

13:50 **Breeding for disease in farmed fish using genotyping by sequencing**

Dr Christos Palaiokostas, Associate Senior Lecturer in Aquaculture selective breeding, Swedish University of Agricultural Sciences

14:10 **How the Selonda hatcheries have become market leaders and benefits on growing fry in-house**

Antonio Coli, Head of Group Hatcheries, Selonda Aquaculture SA

14:30 **Solutions for ensuring hatchery and fingerling health**

Patrick Lavens, Strategy Execution & Business Growth, INVE Aquaculture

14:50 **KILIC Seafood Company Hatcheries**

Serkan Ilgaz, Director of Hatcheries, KILIC Seafood Company*

15:10 **Q&A**

15:25 **Coffee & Networking**

15:55 SESSION 7 – FEED AND FISH HEALTH

Once your fish are in your farm, speakers will highlight how to keep your fish healthy allowing you to maximise your return on your investment.

16:00 **The importance of site selection and feed management for ensuring optimal production performance and survival**

Patrick White, Senior Aquaculture Consultant, Akvaplan-Niva

16:20 **Aquaculture feeds - smarter than ever**

Iannis Karakostas, Product Manager – Marine Fish Species, BioMar EMEA Division

16:40 **Improvement in fish health management through automatic vaccination machines**

Evangelos Kakavoulis, D.V.M., M.Sc, Managing Director, AQUA VET S.A & Alexandros Kakavoulis, B.B.A., Business Analyst, AQUA VET S.A

17:00 **Q&A**

17:10 **Conference Round-Up**

17:20 **Conference Close**

Day Three - Friday, 19 October 2018

Corfu Sea Farm - Processing Plant and Farm tour

* Speaker Invited

Offshore finfish site selection in the Northeast United States of America - A deep dive into Manna Fish Farms site selection process

Lanzetta, D., Wickliffe, L., Jossart, J., Morris, Jr, J.A., and K.J. Rountos



Donna Lanzetta
Founder / CEO,
Manna Fish Farms, Inc.



BIOGRAPHIES

Donna Lanzetta is an attorney and entrepreneur with a passion for sustainable seafood production. Motivated by a concern for our world's growing population, our declining wild fish stocks, and the urgent need to feed our burgeoning numbers, Manna Fish Farms is awaiting permits to operate the first finfish farm in the federal waters off the Eastern Coast of The United States of America (USA).

The Manna Fish Farms team includes top scientists, fish farmers, and educational institutions, including Dr. Konstantine Rountos, a leader in the area of forage fish, as Director of Research and Development, and Mike Meeker of Meeker Aquaculture as Chief Operating Officer. Manna is supported by state, federal, and local, municipal political representatives. Manna Fish Farms is the proud recipient of a grant from NYS Governor Cuomo's LI Regional Economic Development Council through the Empire State Development program.

Ms. Lanzetta received her J.D. from Pace University School of Law, and her undergraduate degree in Business Marketing/Management from LIU-Southampton, where she graduated Magna Cum Laude. Ms. Lanzetta and Manna Fish Farms, Inc., are members of the Ocean Stewards Institute, the World Aquaculture Society, the U.S. Aquaculture Society, the Global Aquaculture Alliance, and the World Ocean Council. Ms. Lanzetta is on the board of directors for the Ocean Stewards Institute. It is the plan of Donna Lanzetta, and her company Manna Fish Farms, to explore new models for offshore mariculture, and to integrate new feed compositions and robotics into Manna's farms.

Dr. Lisa Wickliffe: Lisa Wickliffe, PhD is a marine spatial ecologist developing spatial aquaculture support tools for managers and industry stakeholders to safeguard the environment while planning for a developing industry. Company: CCS, Inc. under contract to NOAA NOS NCCOS MSE.

Jonathan Jossart: Jon Jossart is a spatial scientist focusing on streamlining data analyses and modeling with specific applications to aquaculture. Company: CCS, Inc. under contract to NOAA NOS NCCOS MSE.

Dr. James A. Morris, Jr: James A. Morris, Jr. PhD is an ecologist for the National Ocean Service, National Centers for Coastal Ocean Science, focusing on marine aquaculture sustainability.

Dr. Konstantine Rountos: Konstantine Rountos, PhD is a marine ecologist and conservation scientist specializing in forage fish and sustainable seafood. He serves as the Director for Research and Development for Manna Fish Farms, Inc.

PAPER

1. INTRODUCTION

In the next fifty (50) years, more food will be consumed on earth than has been consumed in all of human history, due to continued global population growth. In order to ensure food security and healthy protein are available, aquaculture production must expand to meet the needed increase in demand. Where is this increased seafood production to take place? Open ocean farming is part of the potential solution, and responsible, intelligent site selection is essential to ensure an ocean farm's success – both from a permitting and sustainability standpoint. Offshore mariculture site selection requires careful consideration of ocean stakeholders, marine resource distributions, and infrastructure as early in the site selection process as possible. Doing this requires a high-level of data availability and confidence, needed screening and alternative siting analyses, and input from the local stakeholders. Here, we address how Manna Fish Farms is using geospatial ocean-planning tools and site selection processes in order to provide needed, objective alternative site selection analysis for coastal managers making permitting decisions.

2. BACKGROUND

Manna Fish Farms (MFF) is working through the final stages of siting an offshore fish farm by carefully navigating the permitting process for aquaculture infrastructure in the federal waters of the U.S. East coast. This process has involved many steps, including a thorough preliminary site screening analysis, conducted by the MFF team. The preliminary screening of potential usable sites is based on an evaluation of three major criteria: 1) environmental compatibility, 2) economic feasibility, and 3) reducing potential conflicts with other offshore stakeholders through avoidance of known major constraints. Environmental compatibility considers numerous biological and physical factors needed for successful aquaculture cultivation in a given area. Economically speaking, an ideal offshore site must carefully balance the necessary proximity to the coast (to allow for wireless communication and easy access to working ports) with the adequate depths and non-sensitive habitats necessary for responsible finfish aquaculture operations. The U.S. Mid-Atlantic Bight consists of a wide continental shelf leading to slow increases in depth as distance from the shore increases. This region has supported commercial and recreational fishing operations for generations, whale watching and wildlife tours, and more recently, a growing interest in offshore wind energy development. Finding a suitable location amongst a variety of ocean stakeholders is imperative and further informs the site selection process.

3. APPROACH

Our approach to selecting a preliminary offshore site began by interacting with and surveying various stakeholders currently operating in the federal waters off the south shore of Long Island, New York (i.e., area of

interest). This included communications with the U.S. Navy, U.S. Coast Guard, the commercial fishing industry, recreational fisheries, offshore wind companies, and the variety of other federal agencies with jurisdiction. From MFF's perspective, the first objective was to produce a list of thresholds critical for our proposed site. These include that the site be 1) ideally >40 to 50 m in depth, 2) be no more than 8 nautical miles from the nearest port, and 3) be less than or equal to 8 nautical miles from the coastline. Adhering to these criteria ensures that the necessary depths required for using submersible cage technology are met, that the farm is potentially economically viable, and that the distances allow for wireless communications with shore-based operations. A major factor in site selection for an offshore fish farm site is to make sure that it is in a location that will allow for the company to make a profit and thrive, providing the USA with a successful example of offshore aquaculture production. Preliminary financial projections and modeling were therefore conducted to assess the costs/benefits and trade-offs between depths and distances of various locations. Balancing these trade-offs to ensure that a farm has the potential to be profitable is therefore a necessary first step. Once potential sites were selected, MFF undertook a comprehensive review and analysis of all publicly available ocean planning map viewers. Map viewer data review included aquaculture-relevant factors in the site selection process (e.g., abiotic factors - bathymetry, granulometry, surface and bottom current speed and direction, wave heights, wind speed and direction, water temperatures, etc.; biotic factors including benthic communities, essential fish habitats, communities, relative abundance of marine mammals, seabirds, fish, etc.). In particular, we utilized the Mid-Atlantic Ocean Data Portal (MARCO) and Northeast Ocean Data portals. These portals focus on ocean planning for the North and Mid-Atlantic regions and have a variety of physical, biological, infrastructure and other industries, military considerations, and stakeholder layers for planning purposes. In addition, these portals include a drawing feature to create and save potential site locations on maps created using the map viewer. This and other spatial planning tools for other regions can be found by accessing the Coastal Aquaculture Planning Portal (CAPP) created by the NOAA National Centers for Coastal Ocean Science (NCCOS) Coastal Aquaculture Siting and Sustainability (CASS) group.

4. ALTERNATIVE SITE ANALYSIS

Upon selection of a preliminary offshore site by MFF, the permitting process dictates that a third party Federal agency conduct an alternative site analysis. The alternative siting analysis was led and conducted by the NCCOS CASS team for the Marine Spatial Ecology division of NOAA's National Ocean Service. The process began with MFF filling out a standardized form developed by the CASS team to determine needed farm parameters, available data layers, background sources, and coordinates for the proposed site. The NCCOS team then researched, obtained, and incorporated the pertinent raw geospatial files along with other files that were not publically available into one integrated geospatial model. The process began with an introductory conference call to acclimate MFF with the NCCOS team, and to describe the project and essential elements. The United States Army Corps of Engineers (USACE), the lead permitting agency for Manna, identified an initial area for a gridded alternative siting analysis. The NCCOS team coordinating with the MFF team created and overlaid a grid on top of the area of interest, which had a cell size of 0.375 mi² so that four grid cells would equal one farm footprint. To be as objective as possible, a proportionally weighted relative suitability analysis, a form of a multi-criteria analysis, was then performed. This examines multiple spatial data layers within the grid, and assigns a score based on the layers suitability with aquaculture (0 = unsuitable, 1 = highly suitable, with 0.1 intervals possible). All data layers were given equal weights and a total proportion was calculated to identify locations with the highest suitability relative to other locations. For example, areas with high vessel traffic and fishing activity would have lower suitability scores than an area with low vessel traffic and no fishing activity. The three clusters of four adjacent cells with the highest mean suitability score were then considered to be most suitable sites relative to the other sites based on needed farm parameters and known constraints.

5. CONCLUSION

Overall, the preliminary site selection analysis by MFF greatly benefited from publicly available and high-quality geospatial data layers collated into one map viewer for the U.S. Mid-Atlantic region (i.e.,

MARCO). Having immediate interactive access to temporally and spatially explicit data, allowed MFF to find an informed preliminary site. Critical to the permitting process is demonstrating that the final selected site has the least impact upon other ocean activities and sensitive ecosystems within the region.

The CASS group's follow-up analytical analysis of a much larger area of interest, uses modeled data (e.g., current speed and direction – FV-COM model), observational data (aerial whale and sea turtle surveys conducted by the state of New York), NOAA buoy data (e.g., wind speed, significant wave height), marinecadastre.gov data (e.g., tropical cyclone frequency), and consulted with universities (Stony Brook University, University of New Hampshire) to acquire the best available data for the analysis. The first step ensures that essential farm parameters are met (determine distance from shore, port, and culture species needs). Numerous constraints to aquaculture permitting were included in the aquaculture analysis representing potential military constraints, transportation and infrastructure constraints, areas of biological consideration, industry constraints, areas with the sediment needed for gear anchoring were considered in the final model output. Three alternative sites were identified based on overall suitability scoring. Each area, although considered suitable, still has conditional constraints that can occur through face-to-face interactions. MFF is currently working with NMFS Regional Aquaculture Coordinator, to ensure these meetings occur in the correct manner for the team. Interestingly, the preliminary site was within kilometers of all alternative sites. This gives confidence to coastal managers conveying information for ocean-planning via map viewers and supports industry utilization of publicly-available information in the decision-making process. This is a testament to the outstanding job by the various Federal, State, academic, and non-governmental organizations that have supported and procured these data for the public in a user-friendly manner. In order for offshore aquaculture to truly establish a foothold in the U.S., sharing of data and collaborations among stakeholders is essential.

6. NEXT STEPS

Upon completion of the alternative site analysis, MFF is working to obtain Federal approval for a site, and will begin environmental monitoring, environmental impact statement research, and NEPA compliance steps. This aspect of the permitting process requires significant economic investment by aquaculture firms, further emphasizing the critical importance of proper siting and alternative site analysis before starting this work. The future of offshore aquaculture in the U.S. is promising, as long as scientifically-based, responsible, and transparent site analysis continues to incorporate all stakeholders.

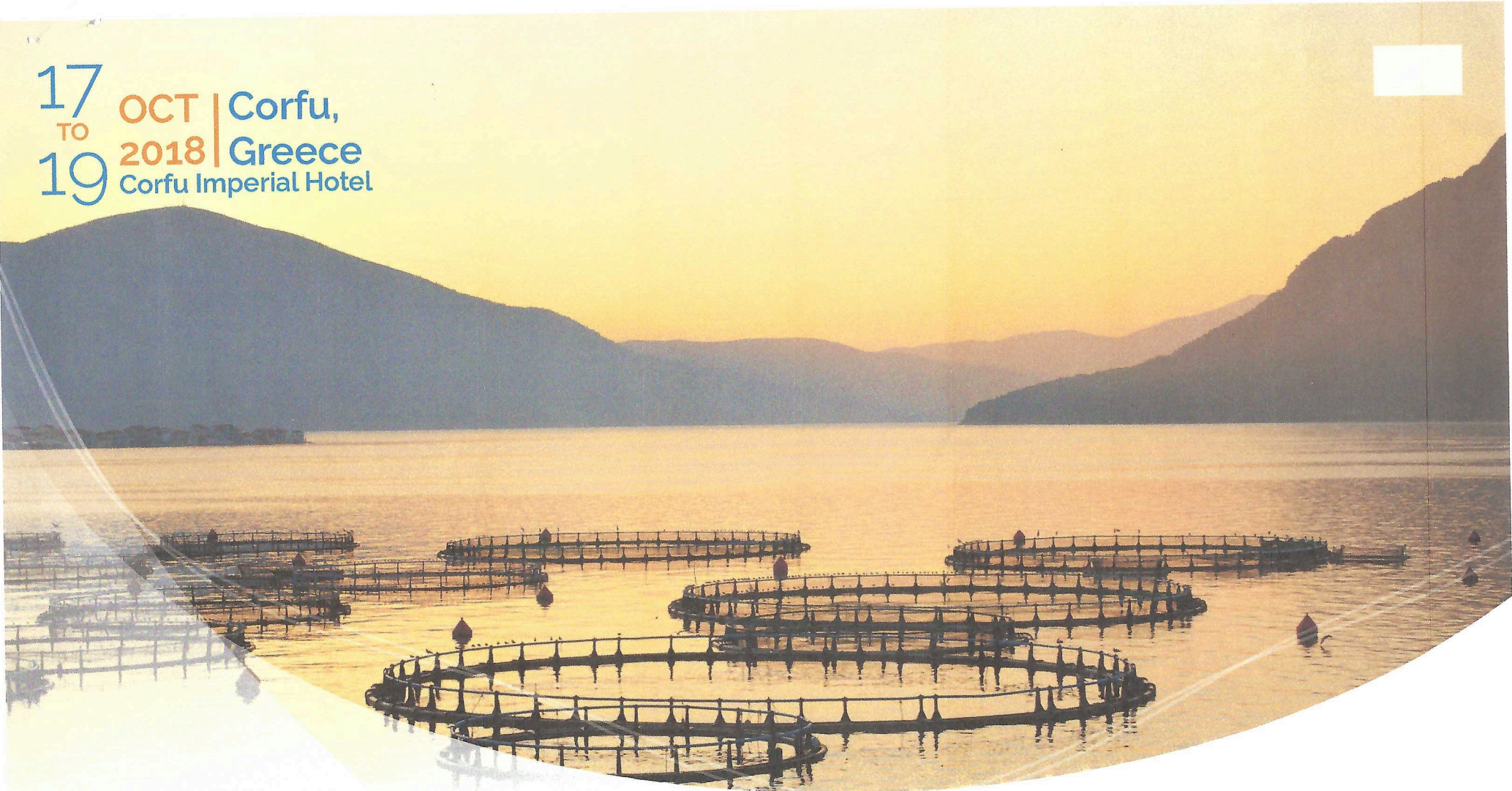
Useful websites:

NOAA National Centers for Coastal Ocean Science (NCCOS) Coastal Aquaculture Siting and Sustainability (CASS) group: <https://coastalscience.noaa.gov/research/marine-spatial-ecology/coastal-aquaculture-planning-portal-capp/>

Northeast Ocean Data Portal: <https://www.northeastoceanandata.org/>

Mid-Atlantic Data Portal: <https://portal.midatlanticocean.org/>

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Building on the foundations of 15 years of **Offshore Mariculture Conferences** in Europe and last year's expansion into the Americas with the successful Mexico edition, the brand is now changing to reflect the industry in Europe. The 2018 European edition of OMC will run under a new title **High Energy Mariculture Europe**, and will take place in Corfu, Greece. The conference last took place in Europe in 2016, with an event held in Barcelona, Spain which focused on the challenges and opportunities for moving to high energy or offshore sites.

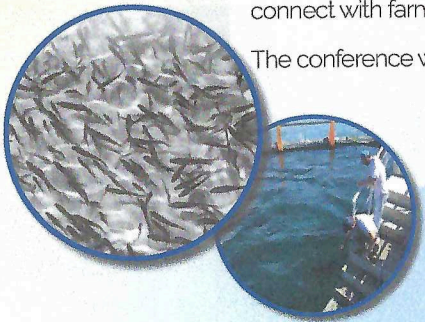
Corfu, Greece has been chosen to host the first **High Energy Mariculture Conference** due to the fact that 69% of total fisheries production comes from farming, which accounts for 11% of total Greek agricultural exports. With the FAO estimating that human consumption of fish is expected to increase by up to 15% by 2030, coupled with depleting wild stocks, these percentages are set to rise in the coming years. Of the 1,045 aquaculture facilities in Greece, 36% are marine fish farm sites, meaning there is an excellent opportunity for suppliers to connect with farmers in this region.

The conference will provide senior stakeholders with a meeting

place to learn. The conference will provide senior stakeholders with a meeting place to learn about and address the vital components of the supply chain of medium/high volume production, ranging from hatchery to farming to the value added and distribution network of the final product. It is a must attend event for equipment and service suppliers, senior executives, development directors and investors in the aquaculture sector as well as operators within the processing and value-added chain through to export associations. Restructuring the aquaculture sector has led to the governmental implementation of various strategies aimed at doubling the Greek aquaculture sector's production by 2030. Efforts to double production will open possibilities for expanding existing operations, creating partnerships and creating new ventures.

High Energy Mariculture Europe will be an invaluable platform for networking and will provide ample opportunities to meet and chat with fellow delegates, sponsors and speakers. Over a 2-day period, attendees will benefit from high-calibre presentations covering the full process from brood stock to consumer. Day 3 will culminate in a technical visit to an offshore farm.

High Energy Mariculture Europe brings all the benefits of your brand being associated with premium content in a face-to-face thought leadership environment.



Offshore Mariculture Conference

	City	Country
2004	Dublin	Ireland
2006	Marsaskala	Malta
2008	Alicante	Spain
2010	Dubrovnik	Croatia
2012	Izmir	Turkey
2014	Naples	Italy
2016	Barcelona	Spain
2017	Baja California	Mexico
2018	Singapore	Singapore
2018	Corfu	Greece

About the Mariculture brand?

Offshore Mariculture Conference started out in Europe in 2004 as a biennial conference and is now supported by its sister title World Fishing and Aquaculture in print, online and regular e-newsletter. In 2017 the **OMC** brand expanded into the Americas with a tremendously successful launch in Baja California, Mexico. The purpose is to provide business information on best practise for large scale production in offshore conditions, Offshore being defined as either deep waters or good currents. At the outset it was aimed at farmers looking to move to offshore production, however with the launch in Baja California it was recognised that the coverage of the entire supply chain is fundamental to the success of any operation.

What is High Energy Mariculture?

Now in its 15th year, **Offshore Mariculture** will launch **High Energy Mariculture Europe** which aims to provide business information on best practise for large scale production in high energy environments, being defined as either deep waters or strong currents. In its infancy, **Offshore Mariculture** was aimed at farmers looking to move to Offshore production, however with the launch in Baja California it was recognised that the coverage of the entire supply chain should be a fundamental part of **High Energy Mariculture Europe** in 2018 as this information is fundamental for the success of any operation.

High Energy Mariculture Europe will provide key decision makers from existing farming operations, suppliers in the nutrition, equipment and initial stages of the supply chain right up to the processing, value added and distribution network with a meeting place to both learn about and discuss where the industry is going and how recent developments overseas can be adapted and implemented in the European region.

In 2017 **Offshore Mariculture Mexico** attracted more than 200 attendees from 18 countries. They represented the full supply chain of how to run successful operations from the setting up of farms in the region right up to the supply of farmed fish to high-end restaurants.



Christy Walton with executives from the Cuna del Mar Group at OMC Mexico 2017

High Energy Mariculture Conference Europe offers a range of Sponsorship Opportunities to suit every marketing objective and budgetary requirement.

All levels of sponsorship include the HEM Corporate Branding & Awareness Package

- Logo included on advertisements and marketing collateral
- Company logo, profile and hyperlink on HEM website, plus an online advertisement, size subject to package chosen.
- Company logo listed in the HEM 'preview' issue of World Fishing & Aquaculture magazine, both in-print and online.
- Logo on 20,000 programmes distributed globally
- Logo on cover of HEM Delegate Handbook and HEM Complete Conference Handbook download, plus a full-page advertisement
- Live announcement of sponsorship by HEM chair
- Logo featured on the conference break holding presentation slide
- HEM App - Online sponsors listing and profile plus an online advertisement
- Acknowledgement postings on HEM social media channels (Twitter, Facebook, LinkedIn)
- 25 % discount on the delegate rate for colleagues and guests to attend

GOLD SPONSORSHIP - EUR€8950

A solus opportunity that brings the brand prestige of being recognised as the major sponsor of Offshore Mariculture.

SILVER SPONSORSHIP X 3 - EUR€6300

Three opportunities for priority branding, just below

CONFERENCE DINNER - EUR€7595

BRANDED DELEGATE BAGS - EUR€5020

BRANDED WATER - EUR€3495

PENS AND NOTEPADS - EUR€3430

Placed on the conference table of all delegates and speakers with constant visibility for the whole of HEM.

NETWORKING LUNCHEAS (2) - EUR€3380 EACH DAY OR EUR€4640 FOR BOTH

COFFEE BREAKS (4) - EUR€3070 EACH DAY OR EUR€4015 FOR TWO

There are two single sponsor opportunities to display your brand or logo prominently during two lunch breaks, and four for Coffee breaks.

LANYARDS - EUR€3330

Exclusive branding worn each day of HEM by all attendees, delegates and speakers.

PRODUCT DISPLAY AREAS - EUR€3935

The exhibition area is an integral part of HEM to ensure maximum delegate and speaker engagement during formal breaks and between sessions. It is an opportunity to visually show your company's competencies and have longer conversations with delegates.



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HEM DELEGATE HANDBOOK AND HEM COMPLETE CONFERENCE HANDBOOK DOWNLOAD

The HEM Delegate Handbook is a Flash Drive guide for Delegates to activities and proceedings at HEM. It is also available post-Conference as HEM Complete Conference Handbook download which includes the actual presentations, PowerPoints, and visuals. It is retained and referred to by delegates and work colleagues as a valuable learning reference.

At HEM - EUR€3245

- HEM Delegates Handbook
- USB Flash Drive
- What's on, Speakers, Papers

Post HEM - EUR€2750

- HEM Complete Conference Handbook download
- What's on, Speakers, Papers, Presentations and PowerPoints, etc

Both - EUR€5090

Visitor Badges - EUR€2755

Official App sponsorship - EUR€2840

The HEM App is an interactive experience that connects delegates, speakers, exhibitors and sponsors.

Delegate Gift (1) - EUR€1410

Delegate Bag Insert - EUR€1410



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GOLD SPONSORSHIP - **SOLD**

A solus opportunity that brings the brand prestige of being recognised as the major sponsor of Offshore Mariculture.

During HEM

- 4 x complimentary delegate passes
- An opportunity to deliver a short speech at the start of HEM
- Complimentary exhibition stand area
- A pop-up banner in the conference room
- 1 x complimentary insert into the delegate bags
- Recognition in the conference proceedings welcome letter
- Sponsorship of live Twitter stream - sponsors link 3x a day

Lead up to HEM

- Top Banner advert on the HEM website (from sign on until 60 days after HEM)
- A 'Sponsored content' article on the HEM website homepage (as above), including text and pictures or graphics.
- 1 x solus sponsorship of a HEM ENewsletter to over 11,000 names industry contacts
- Opportunity to list 1 x White Paper on the HEM website, plus access to leads generated from downloads
- Promotion of the White Paper in 1 x eNewsletter
- Recognition in the HEM Delegate Handbook and HEM Complete Conference Handbook download Welcome Letter
- HEM Corporate Branding & Awareness Package

SILVER SPONSORSHIP - EUR€6300

Three opportunities for priority branding, just below Gold status.

During HEM

- 3 x complimentary delegate passes
- Complimentary exhibition stand area
- A pop-up banner in the conference room
- Promotion literature seat drop on Day 1 or 2 of HEM
- Recognition in the HEM Delegate Handbook and HEM complete Conference Handbook download Welcome Letter

Lead up to HEM

- Left MPU on the conference website from booking to 60 days after
- Sponsorship of 1 x HEM ENewsletter
- HEM Corporate Branding & Awareness Package



Conference Dinner - EUR€7595**During HEM**

- 3x complimentary delegate passes
- Opportunity to hold a short speech during the dinner
- Logo to appear on materials at the conference dinner such as menus, table pennants and napkins
- Opportunity to display up to 4 x pop up posters at the dinner venue

Lead Up

- Left MPU on website
- Corporate Branding & Awareness Package

HEM DELEGATE BAGS - EUR€5020

Branded HEM Delegate bags handed out to all delegates and speakers on arrival and registration at HEM, with the option of inserted brochure and/or gift provided by sponsor.

HEM Bags will bear your company name and logo alongside the HEM brand in 4 colour.

During HEM

- 2 x complimentary delegate passes
- Logo on delegate bags
- 1 x HEM Delegate Bag insert (up to 4 page A4)

Lead up to HEM

- Right MPU on HEM website
- Sponsorship of 1 x HEM eNewsletter
- HEM Corporate Branding & Awareness Package

BRANDED WATER - EUR€3495

Branded bottles with sponsor's logo available on all delegate speakers' tables and replenished during each break

During HEM

- 1 x complimentary delegate pass

Lead up to HEM

- Tile on HEM website
- HEM Corporate Branding & Awareness Package

PENS AND NOTEPADS - EUR€3430

Placed on the conference table of all delegates and speakers with constant visibility for the whole of HEM.

During HEM

- 1 x complimentary delegate pass for each
- Logo on all pens and notepads provided to each delegate on the conference tables (pens can be supplied by organisers for an additional cost)

Lead up to HEM

- Tile on HEM website
- HEM Corporate Branding & Awareness Package.

NETWORKING LUNCHES (1 or 2) - EUR€3380 each day or EUR€4640 for both**COFFEE BREAKS (2 or 4) - from EUR€3070 each day (2) or EUR€4015 for four**

There are two single sponsor opportunities to display your brand or logo prominently during two lunch breaks, and four for Coffee breaks.

During HEM

- 2 x complimentary delegate passes to attend the conference for sponsorship of 1 lunch / 1 x pass for 2 coffee breaks (1 day)
- 3 x complimentary delegate passes to attend the conference for sponsorship of both lunches / 2 x passes for 4 coffee breaks (both days)
- Logo on promotion materials such as table pennants and napkins

Lead up to HEM

- Right MPU on the conference website
- Sponsorship of 1 x eNewsletter
- HEM Corporate Branding & Awareness Package



Sponsorship Detail

LANYARDS - EUR€3330

Exclusive branding worn each day by all attendees, delegates and speakers during the conference

During HEM

- 2 x complimentary delegate passes
- Logo on lanyards, provided to all delegates at the event (lanyards can be supplied by organisers for an additional cost)

Lead up to HEM

- Tile on HEM website
- HEM Corporate Branding & Awareness Package

HEM DELEGATE HANDBOOK AND HEM COMPLETE CONFERENCE HANDBOOK DOWNLOAD - EUR€5090

At HEM

- HEM Delegates Handbook
- USB Flash Drive
- What's on, Speakers, Papers

Post HEM

- HEM Complete Conference Handbook Download
- What's on, Speakers, Papers, Presentations and PowerPoints, etc

HEM DELEGATE HANDBOOK - EUR€3245

During HEM

- 2 x complimentary delegate passes
- Branding and logo on USBs
- Company logo and profile on the inside cover of the HEM Delegate Handbook and HEM Complete Conference Handbook download
- Logo featured on every conference page of the HEM Delegate Handbook and HEM Complete Conference Handbook download
- 1 x full page advert in both the HEM Delegate Handbook and HEM Complete Conference Handbook download

Lead up to HEM

- Sponsorship of 1 x HEM eNewsletter
- Tile on HEM website
- HEM Corporate Branding & Awareness Package

HEM COMPLETE CONFERENCE HANDBOOK DOWNLOAD - EUR€2750

During HEM

- 1 x full page advert in the conference proceedings handbook (USB) and downloads

Lead up to HEM

- Sponsorship of 1 x HEM eNewsletter

- Corporate Branding & Awareness Package

Post HEM

- 1 x company brochure to be added to the Download webpage
- Web banner advert on the Download webpage

VISITOR BADGES - EUR€2755

Exclusive branding worn each day by all attendees, delegates and speakers during the conference

During HEM

- 1 x complimentary delegate pass
- Logo on delegate badges

Lead up to HEM

- Tile on HEM website
- HEM Corporate Branding & Awareness Package

OFFICIAL APP SPONSORSHIP - EUR€2840

The HEM App is an interactive experience that connects delegates, speakers, exhibitors and sponsors.

Lead up and During HEM

- Banner placement on every page in the HEM App linked to your website
- In-App notifications from Sponsor before and during the event
- Opening Splash Screen
- In-app push notifications (says, Thank you to our Sponsor)
- Named on HEM App promotion
- Opportunity to offer personalised message or discount through the HEM App

Lead up to HEM

- HEM eNewsletter announcing HEM App release

HEM DELEGATE GIFT - EUR€11410

A branded gift to be presented to all delegates as a take-away momento. This will be distributed in the HEM Delegate Bags or by other arrangement. Gift can be supplied by HEM if required, by arrangement.

Lead up and During HEM

- Tile on HEM website

INSERT IN HEM DELEGATE BAGS - EUR€1410

- 1 x Company brochure or marketing literature distributed in HEM Delegate Bag (up to 8 page A4). This can be produced by HEM if required by arrangement.

Lead up and During HEM

- Tile on HEM website



ADVERTISE IN THE HEM DELEGATE HANDBOOK AND HEM COMPLETE CONFERENCE HANDBOOK DOWNLOAD

For only EUR€1450 for a full page or EUR€975 for a half page you can place an advertisement in the HEM Delegate Handbook and HEM Complete Conference Handbook download. Includes a tile advert on the HEM website.

SPONSOR AN HEM ENEWSLETTER EUR€825

Solus sponsorship of a HEM ENewsletter including top banner. The HEM eNewsletter is sent to over 11,000 recipients. It includes hyperlinks to the URL of choice, plus sponsored message. Free artwork service available.

ADVERTISE ON THE HEM WEBSITE

The site is a regular reference source for all concerned and involved with HEM. 3 month tenancy.

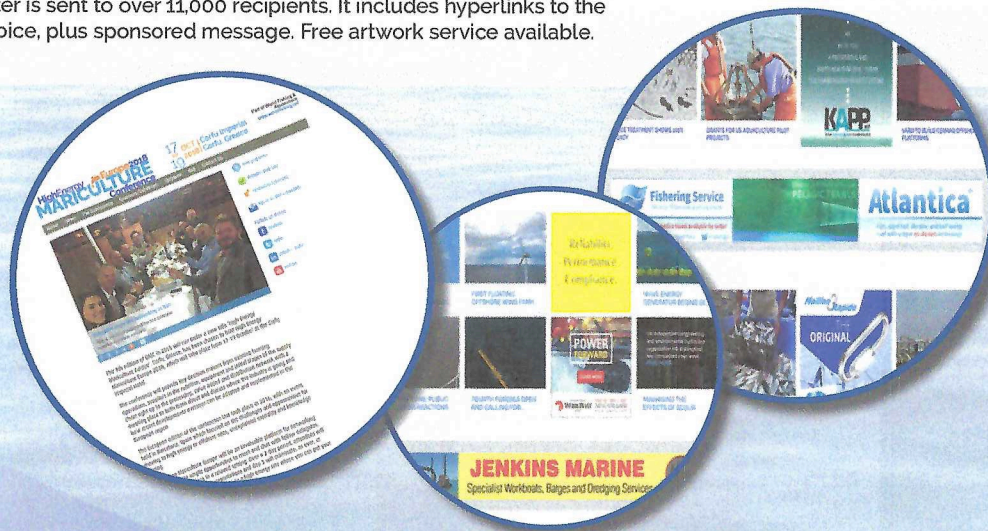
MPU (left or right) - EUR€20

Banner or Dropdown Flyout - EUR€650

Tile - EUR€395

eCast or eBlast - EUR€1560

Your content to the HEM list (exclusive)



Product Display Area - EUR€3935

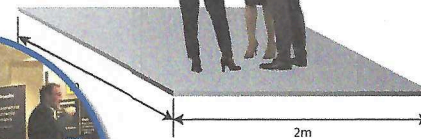
The exhibition area is positioned as an integral part of HEM Asia to ensure maximum delegate and speaker engagement during formal breaks and between sessions.

During HEM

- 2 x complimentary delegate passes
- Exhibition area table, 2 chairs and access to power
- 1 x full page advert in the HEM Delegate handbook and HEM Complete
- Conference Handbook download

Lead up to HEM

- Tile on HEM website
- HEM corporate branding & Awareness Package



Floor area 2m x 3m

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