

# SEED Awards 2009

for entrepreneurship in sustainable development

# Sustainable Shrimp Farming: The Gulf of Morrosquillo

Destructive marine exploitation is transformed into sustainable fish and shellfish production

## **Project description**

The initiative, established in 2006, farms and harvests shrimps by utilising a unique ecological production process. Fishermen are trained in shrimp farming which provides an alternative to marine exploitation. It also demonstrates to the worldwide shrimp industry that sustainable production is possible and economically viable.



### **Business model**

The heterotrophic "Zero Wastewater" technology optimises the shrimp farming process. The aim is for it to be adopted by fishermen and small-scale producers in the shrimp industry worldwide.

The initiative helps to produce gourmet quality fresh shrimps, one of the few products on the market produced through sustainable farming. The shrimps, sold to individuals and restaurants, are not frozen but come in specialised packaging.

The product targets local people, tourists, and restaurants and is offered to selected markets and supermarkets that are interested in a clean and fair product.



The initiative, financed by Coveñas and the Instituto Morrosquillo, is currently constructing the first tank to further validate its technological approach. It seeks to:

- validate the minimum production unit required to attain economic sustainability
- reach 50% growth per unit each year by reinvesting the sales
- add another production unit each year
- train a new group of fishermen each year; each group will be supported for two years to gain the skills required for leading a unit.





#### Immediate needs

- Support in networking with national/international partners and relevant NGOs
- Support in market research
- Support with the training of fishermen in business administration



## **Partnership**

- The Corporación instituto Morrosquillo promotes marine farming as an alternative to overfishing and directs sales from producer to consumer as a means of fair trade.
- ECOMAR O & V. Ltda. gives technological support to sustainable production and processing and opens sales channels.
- Two fishermen associations from Punta Bolívar, Asopescarbol and Coveñas Asopegolm, manage and distribute the marine products.



### Social, environmental and economic impacts

Social impact: The initiative offers fishermen an alternative way of generating a sustainable income and employment while replacing marine exploitation and overfishing. Additionally, the value chain includes fishermen's families, thus maximizing the project's impact on the community.

**Environmental impact:** The initiative uses a clean production system in which zero waste water is created.

Furthermore, it offers an alternative to conventional fishing, thereby protecting marine ecosystems and contributing to environmental protection.

**Economic impact:** The initiative will develop five small production units, creating employment and income through a sustainable value chain of shrimp farming. This will improve the coastal population's quality of life in the Morrosquillo Gulf, a region where few work opportunities are available.

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#### **SEED Partners**

SEED is hosted by the United Nations Environment Programme (UNEP). Other current partners are the United Nations Development Programme (UNDP); IUCN (International Union for Conservation of Nature); and the governments of Germany, India, the Netherlands, Norway, South Africa, Spain, the United Kingdom and the United States of America.







## **About the SEED Initiative**

The SEED Initiative identifies and supports promising small scale social and environmental entrepreneurs around the globe, entrepreneurs that while working towards a greener economy also tackle poverty, marginalisation and social exclusion.

SEED provides these social entrepreneurs with know how and networks, taking the lessons learnt at local level up to decision-makers to promote evidence-based policy making.

More information: www.seedinit.org

#### **SEED Secretariat**

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