Department of Primary Industries and Regional Development

Commercial farm development plan for land-based permits

You will need to address each point in sections 1 to 10 below on a separate document.

If you have already developed a business plan for your proposal it may fulfil the requirements of this section. Please contact the department to discuss this further.

1. Product definition

a. Indicate which species you intend to farm, and to what level you will concentrate on each species.

b. Estimate annual production for each species to be farmed. Base conservative estimates on the full farm area applied for, and not on future expansion. What is your intended product? (e.g. Fingerlings, live or processed fish for human consumption, other) and quantity (e.g. Number of fingerlings, kilograms of product).

2. Operating plan

a. Where will you obtain stock (for example, fingerlings), and is consistent production dependent on stock being accessible at all times of the year? **Note:** A section 37 Broodstock Collection Permit is required if you wish to obtain your own broodstock or culture stock from NSW waters.

b. What stocking rate do you anticipate (for example, Kgs/ha or kgs/M^3)?

c. Give details of husbandry practices you will use, including pond/tank/raceway preparation, stocking, pond/tank/raceway management and feeding techniques?

d. Provide details of the intended production strategy (for example, use of a nursery phase, grading etc.) and other factors as they relate to the production cycle.

e. What is the expected maximum daily feeding rate per unit area (intensive culture only)?

f. How will the product be harvested, for example, seining, drain harvest, traps?

3. Quality assurance program

a. Have you considered all applicable quality assurance or food safety program provisions as required by NSW Food Authority, including quality assurance programs that may apply?

4. Farm development plan

a. Discuss site development potential and future expansion plans (if any) including timetable, facilities for area and anticipated production during the next five years.

b. When is work on the business anticipated to commence

c. What is the expected initial capital investment in this business

d. What is the expected total capital investment in this business?

5. Organisation and personnel

a. 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 the 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 (for example, pond construction)?

b. Do you have adequate husbandry knowledge for the culture of your chosen species or can you employ someone who does?

6. Market analysis

a. What are the current average prices for the product you wish to culture, and what prices do you expect to receive for your product?

b. What and where are your target markets, and what product form/s and volumes does your target market require?

c. 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

a. Discuss your product distribution timing (when can prices be maximized, when can market surplus be avoided). Include an operating schedule and production-timing schedule.

b. Are there any opportunities for value adding of the product you wish to produce, and will you undertake any value adding for your product?

c. What are your marketing strategies to assist you to develop new markets for your product

d. Can you complete against markets for your chosen product, including competition against wild caught product or imported product from interstate or overseas

8. Risk management

a. Discuss contingency strategies you will employ in your farming practices, and strategies for the management of business risks

b. How will you stage your development over a number of years to spread the risk?

9. Financial forecast

a. 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

b. What is the anticipated return on investment at full production capacity?

10. Biosecurity risk management plan

Disease is an inevitable part of aquaculture production. Worldwide, there is increasing risk of significant aquatic animal diseases emerging and spreading.

Your biosecurity risk management plan should describes the systems you will put in place to protect your farm from diseases. These systems will reduce the risk of damaging diseases entering your farm, can prevent health issues emerging within the farm, and can reduce impacts of disease when it occurs.

As a minimum the biosecurity risk management plan should address the following issues:

- Location of the farm;
- Layout of the farm including reticulation plan and unique identifiers for each component of the farm;
- Volumes of water contained within each tank, pond or raceway;
- Risk analysis including:
    - Biosecurity risks associated with water source;
    - Biosecurity risks associated with juvenile (fingerling/spat) stock sources and all stock movements associated with your farming strategy;
    - Biosecurity risks associated with on-farm and inter-farm movement of people, stock, vehicles and farming equipment;
- On-farm water quality analysis
- Waste management, in particular in the event of an disease event;
- Disease identification, surveillance and associated reporting procedures;
- Biosecurity risk treatment options for potential diseases and any associated chemical usage;
- Identification of standard operating procedures;
- Staff training in regard to record keeping, disease identification and disease and pest reporting procedures; and
- An Emergency Disease Action Plan which clearly describes how you will respond should a disease or pest incursion occur on you farm.
- Review and audit procedures
- Reporting details of who to call for suspect pest or disease outbreaks. Include the 24-hour Emergency Animal Disease Hotline 1800 675 888 and your aquatic veterinarian or consultant's contact details.

This is not an exhaustive list of matters to be included and further information regarding the preparation of a biosecurity risk management plan is available at:

1. Biosecurity Planning (https://www.dpi.nsw.gov.au/dpi/bfs/aquatic-biosecurity/aquaculture/biosecurity-planning)

2. Aquaculture Farm Biosecurity Plan: generic guidelines and template.

3. Information regarding some diseases and pests is available on-line at dpi.nsw.gov.au/dpi/bfs/aquatic-biosecurity/aquatic-pests-and-diseases

Note: You may wish to contact your relevant aquaculture sector association as some associations have already developed specific Biosecurity Risk Management Plan for their sector.