



### Successes 2020

- Buildout of farm infrastructure capacity  
2nd grid populated with 9 new Evo Pens; 1st grid refurbished to receive Evo Pens & 3rd grid designed & ordered
- Feeding System Project executed: Feed Barge purchased, Feeding System designed and ordered
- Processing Plant SOP's in place with export quality standards and Best Aquaculture Practices Certification (BAP) for the Processing Plant
- Finished installing systems at New Commercial Hatchery
- Moved forward with the Center for Aquaculture Technologies (CAT) on Phase 1 Breeding Program for Huachinango
- Advanced vaccination protocols to 2-5g on both species
- Modified the feeding regime to include feeders onboard, live-aboard surveillance vessel, increasing feeding events from 1-2 per day up to 4-5 feeding events per day for pens with newly stocked fish to increase survivability
- Farm feed vessel secured and undergoing modifications for a single-point mooring to feed 10-cages within each grid

### Challenges 2020

- Ability to maintain the operations of the plant, farm and hatchery under COVID 19 pandemic
- Delays in the construction & operation of the new commercial Hatchery due to COVID 19
- Annual release of Totoaba cancelled due to COVID 19
- Temperature control problems on both hatcheries due to rising temperatures in region
- Farm onshore construction areas postponed

The Cuna del Mar 2020 Sustainability Report has been built using the widely accepted **Global Reporting Initiative** reporting principles and standard disclosures. We are keenly interested in setting goals and measuring our long-term performance in a way that combines social responsibility, and care and protection of the environment with business profitability. The Report is intended as a key platform to describe our approach to managing our social and environmental performance, reflecting the progress we are making and highlighting areas that require additional focus for our company in the future.

We welcome your comments at [info@cunadelmar.com](mailto:info@cunadelmar.com)

Written by Walling and Associates Consulting Ltd

Sustainability  
Report 2020

# Earth Ocean Farms



Earth Ocean  
FARMS



## Cuna del Mar Oversight

Cuna del Mar uses environmental, social, and governance (ESG) criteria to evaluate the continued performance of companies in the CDM farm portfolio. Environmental criteria consider how each company performs as a steward of nature. Social criteria examine how our companies manage relationships with employees, suppliers, customers, and the communities where they operate. Governance deals with a company's leadership, audits, and internal controls. We have developed a set of common benchmarks across all Cuna del Mar farm companies. Using the applicable certification framework, we annually assess through audits led by international auditing experts, how our portfolio performs against a set of rigorous standards.

## Earth Ocean Farms

Nestled in the waters offshore from the arid terrain of the Baja region in Mexico, Earth Ocean Farms, an open ocean aquaculture farm with submersible pens, is barely visible in the deep waters of the Bay of La Paz. The farm is accessed after a drive through rolling hills covered with thorny cactuses and an ecosystem which evolved over thousands of years.

## Innovation & Sustainability

Earth Ocean Farms started in La Paz, Mexico in 2008, determined to create an innovative and sustainable operation that considered all aspects of their enterprise: growing native fish in an environmentally sensitive way, while integrating the hatchery, farm and processing plant into the economy of this remote part of Mexico.

Earth Ocean Farms raises Pacific Red Snapper and Totoaba. The area where the farm is located is in waters where the seas are calm and the winds gentle for eight months of the year. However, from November to February the weather systems in the region bring strong winds and dynamic currents. The farm system, supported by sister company, Innovasea, was specifically designed to flexibly adapt to these conditions. The farm was sited through a careful process which ensures minimal impact to the surrounding ecosystem and the seafloor beneath, and minimizes any visual impacts, which aligns well with the tourism businesses in the area.

The fish species selection was an important part of the company's evolution. Totoaba (*Totoaba macdonaldi*) is native to Mexico and was once abundant only in the waters of the Sea of Cortez. The species has been overfished for years and the commercial fishery was closed in 1975 when it was placed on the Mexican Endangered Species List. The swim bladder is in high demand, believed to be a treatment for longevity, fertility, circulatory, and skin problems and can fetch very high prices in Asia. The species is well suited for aquaculture due to the ease of breeding the fish in captivity and the rapid growth rate. As well, this culture has provided the opportunity for Earth Ocean Farms to release tens of thousands

of fish into the wild in an attempt to rebuild the stocks and save the species from extinction. This restocking program, under the management of the Wildlife Conservation Unit and supported by the Mexican government, is part of an innovative plan for the recovery of the totoaba and in parallel create jobs, and diversify the Mexican State economy. In parallel to this beneficent contribution to the restoration of this fish, Earth Ocean Farms produces Totoaba for the Mexican market who value the nutritive qualities and the mild fresh taste.

The second species raised by Earth Ocean Farms is Pacific Red Snapper, (*Lutjanus peru*) a delightful tasting member of the snapper family, known in Mexico as Huachinango. Since most species of snappers generally grow slowly and have moderately long lifespans, they are vulnerable to overfishing and the populations have declined as demand climbs. Once again, responsible aquaculture provides a solution to this dilemma, the need for healthy tasty fish products for a large group of consumers.

Pacific Red Snapper is a finely textured white fish and matches well with herbs and seasonings. Accompanied with the rich sources of omega-3 fatty acids, specifically EPA and DHA at 1.57 per serving size or higher, this fish is an important part of a healthy diet.



Earth Ocean  
FARMS

**“Like all responsible companies, Earth Ocean Farms ensures a strong connection with its workforce and makes charitable contributions, working with local Food Banks and NGO's, providing fish donations for the most vulnerable populations. In addition, the partnerships with Universidad de Baja California Sur, CIBNOR and CICIMAR make important contributions to increasing local knowledge, and extending opportunities for youth in employment.”**

*Pablo Konietzko, Director General,  
Earth Ocean Farms*

## Goals for 2021

- Achieve production capacity in the newly commissioned commercial hatchery in order to deliver the required Juvenile numbers from the stocking plan
- Have reliable Farming Systems and Infrastructure in place in order to work the farm efficiently and secure the standing biomass
- Expand Production capacity to secure Long-Term Growth
- Achieve regular supply of top-quality snapper juveniles, in order to properly stock and increase the farm biomass

