



# **BLUEWATER** **FARMS** walleye

*CLEAN PROTEIN PAIRED WITH FRESH PRODUCE*

Bluewaterfarmswalleye.com

Clarence Bischoff, Founder

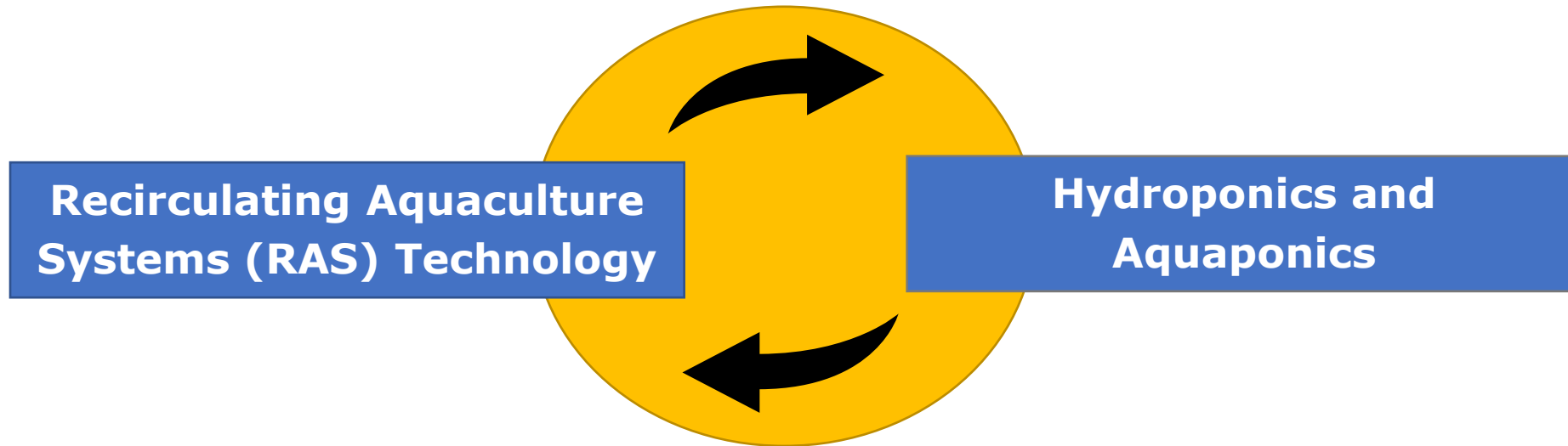
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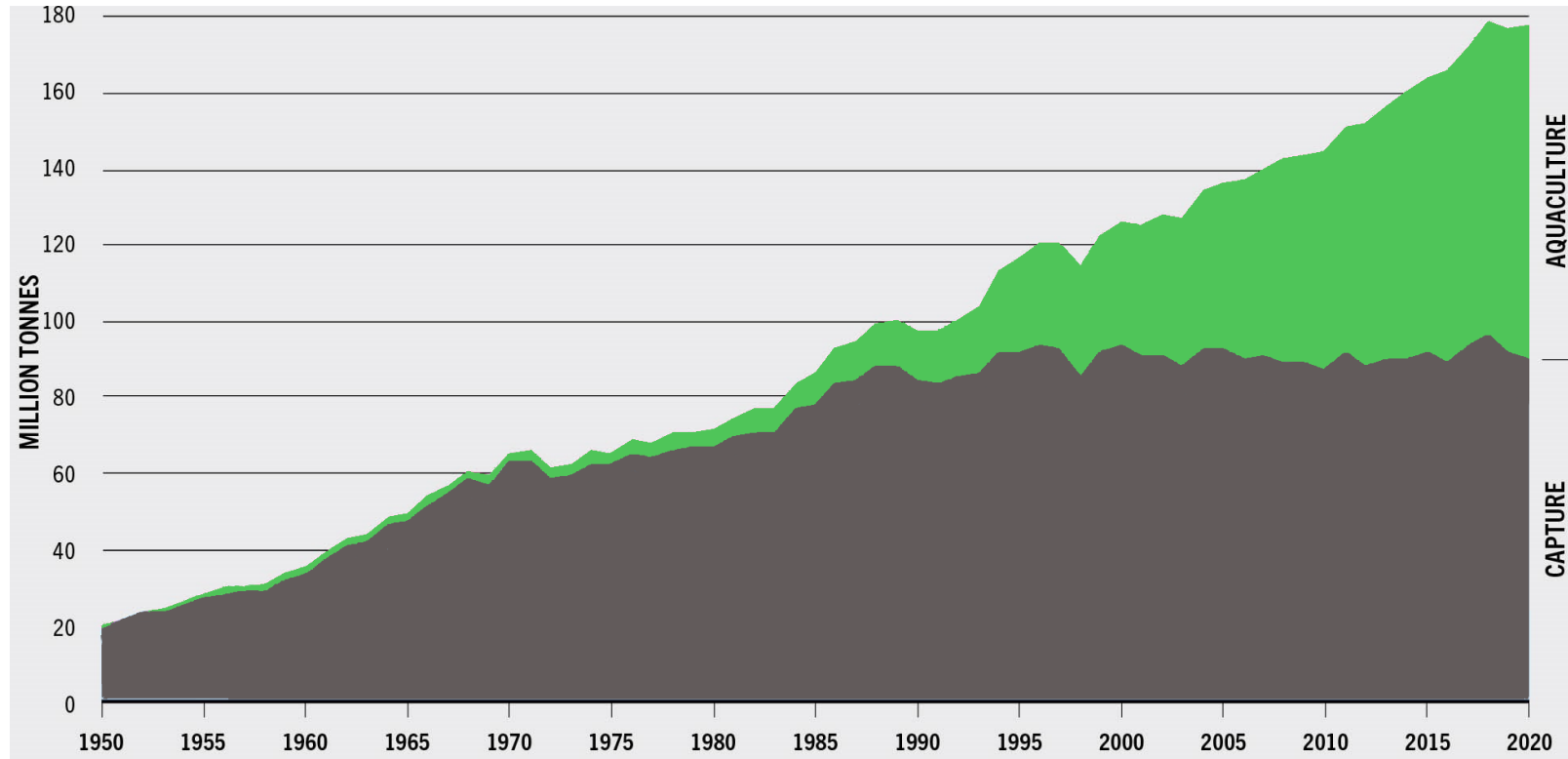
# OUR MISSION

To reinvent global food production through **Controlled Environment Agriculture (CEA) technology** that allows us to produce fresh fish and produce that is local to markets, traceable, sustainable and profitable.



# FEEDING THE WORLD

THE DEMAND FOR FISH CONTINUES TO GROW

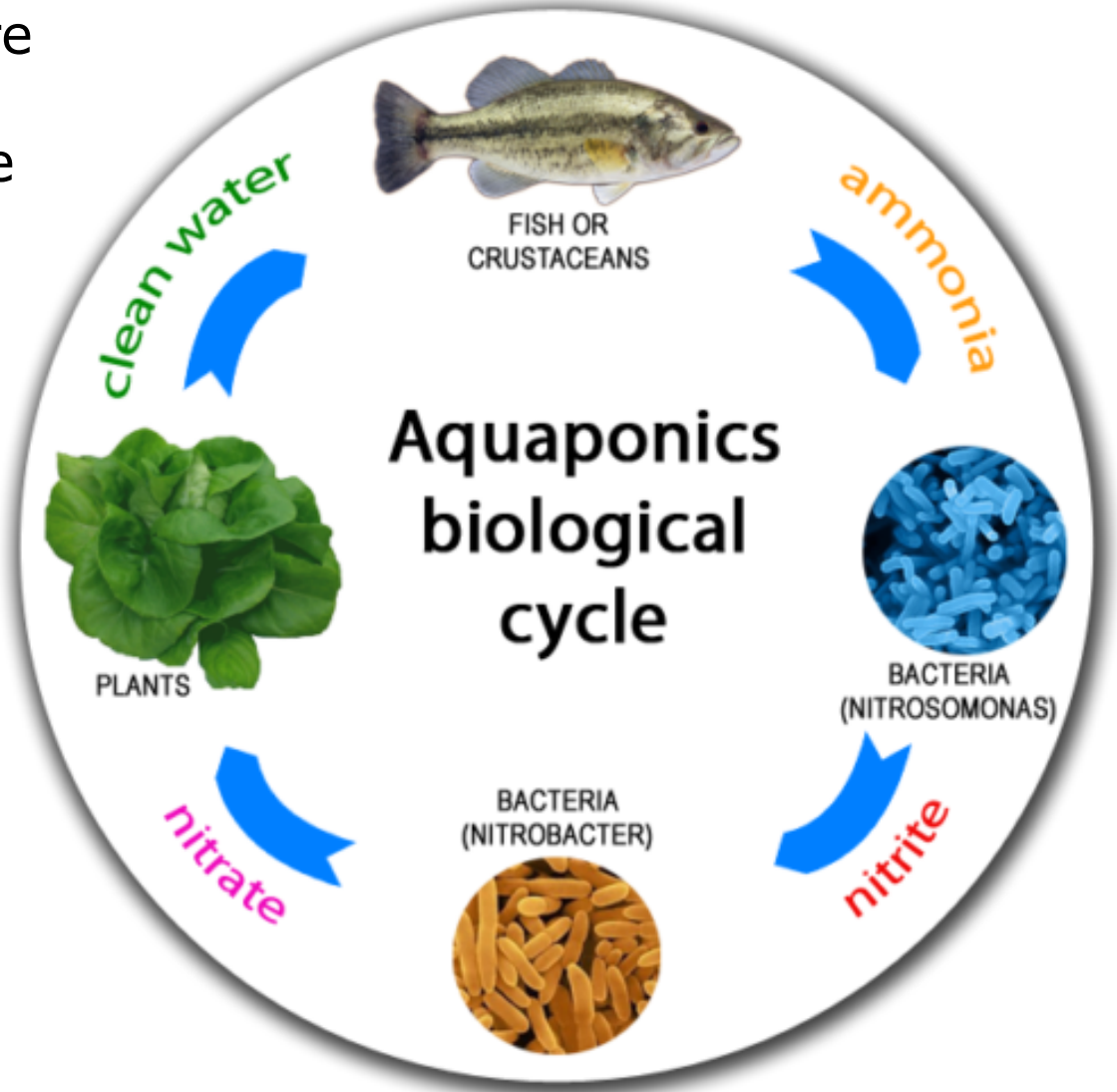


Source: FAO SOFIA 2022

GROWTH COMES FROM AQUACULTURE

# DECOUPLED AQUAPONICS

Recirculating aquaculture allows a fish and plant partnership to utilize the nutrients efficiently.



**Fish are Happy!**

**Plants are Happy!**

**We produce more food!**



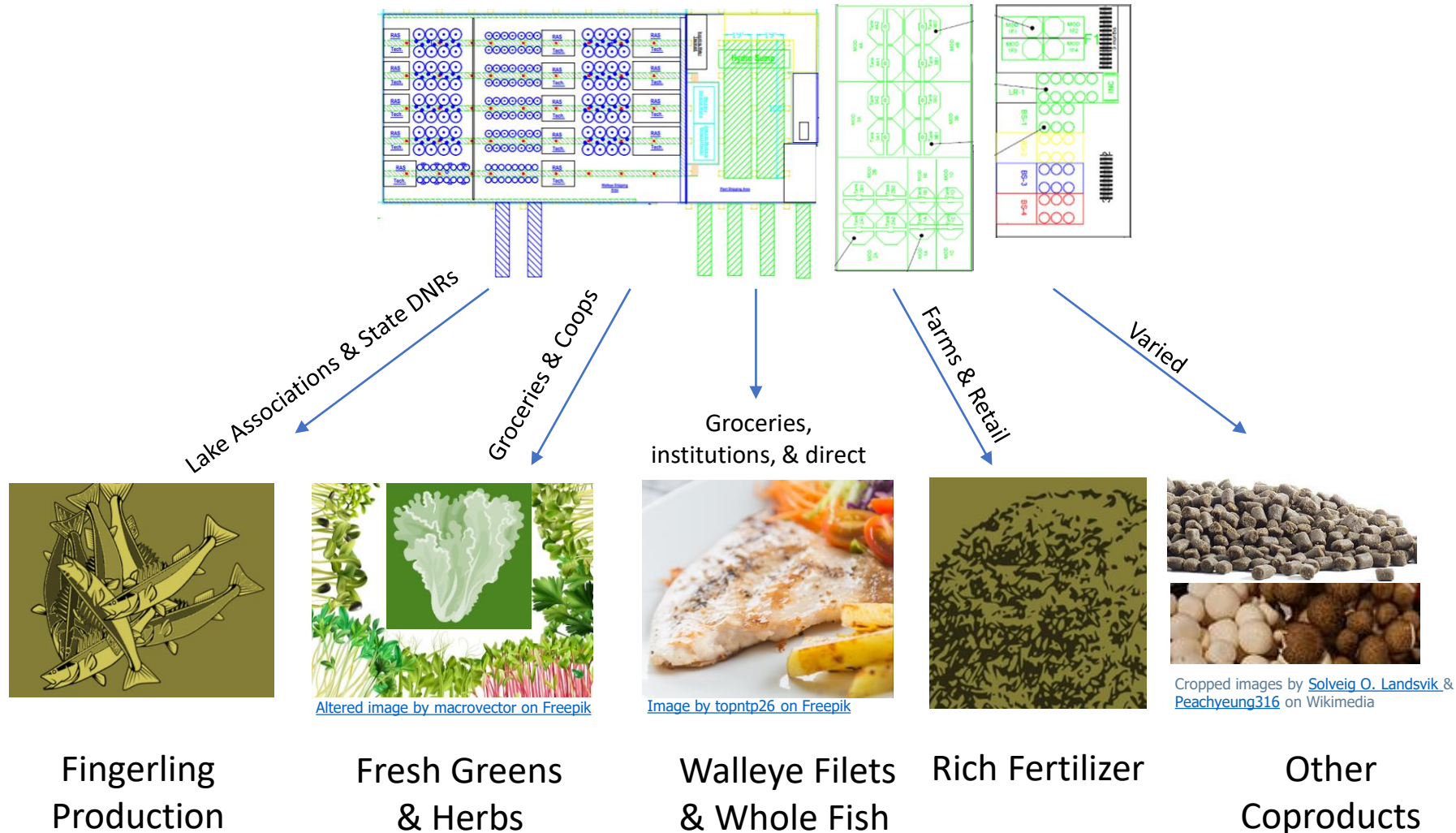
# VISION

Blue Water Farms is a sustainable high-tech vertically integrated aquaponics company producing walleye and high-value plant products at affordable prices.






# Sustainable Business Model

Modular & flexible facility design built on experience

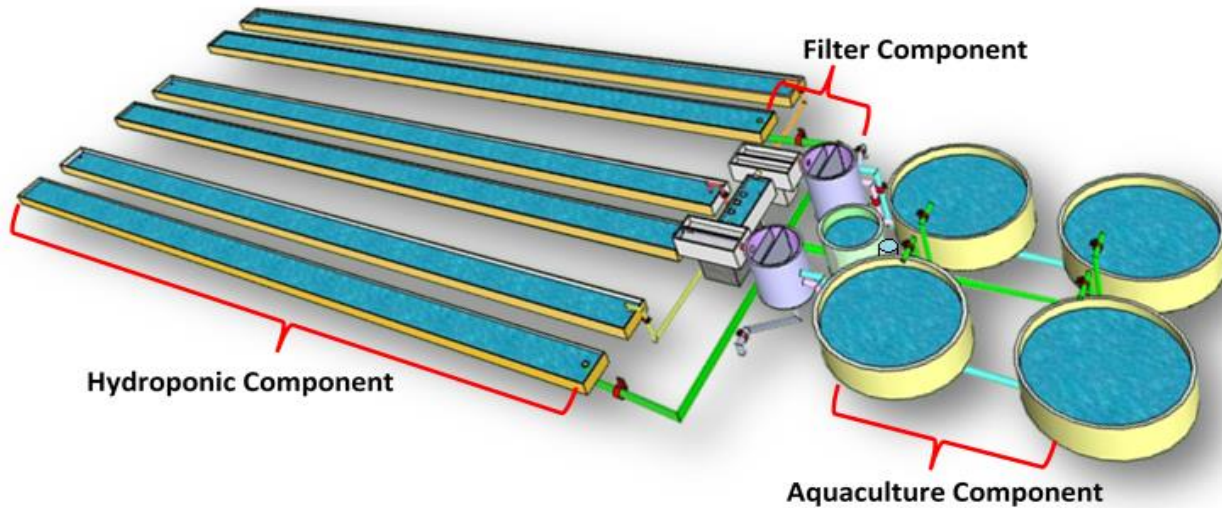


# OUR SUSTAINABLE FARMING PRACTICES

Recirculating Aquaculture Systems (RAS) technology allows us to

-  Utilize high-nutrient fish waste to grow healthy produce
-  Minimize water discharges
-  Avoid hormones, fertilizers, and other contaminants in our closed system

# AQUAPONICS EFFICIENCY



- Near zero environmental impact
- High quality hormone-free fish
- A level higher than organic vegetables
- No artificial fertilizers, pesticides, or herbicides
- 90% less water than conventional vegetable production
- 97% less water than standard aquaculture methods
- Versatile and adaptable
- Less waste than aquaculture and hydroponics alone
- Closed loop system



# BLUE WATER FARMS, LLC BOARD

**Clarence Bischoff**  
Founder & President



**Dean Dovolis**  
Board Chair, Architect



**Ed Aneshansley, MPS, PE**  
Secretary & CTO



**Matthew Lessard,**  
Treasurer



**David Velde**  
Farmers Union Enterprises



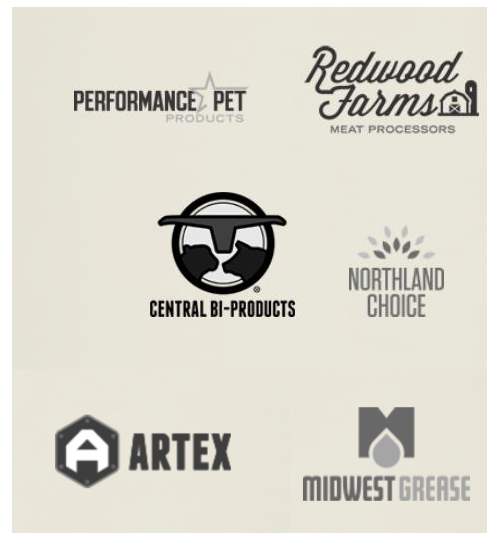
**Gary Wertish,**  
Farmers Union



# Farmers Union Enterprises Partners with Us



We're a company of farmers. And if you know anything about farmers, you know they don't leave anything to waste. That's pretty much what this whole organization is based on: taking what one person can't use and turning it into something someone can.



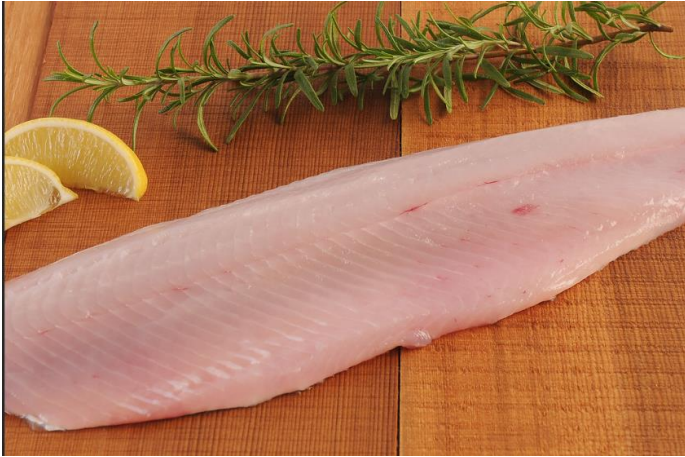
Minnesota Farmers Union works to protect and enhance the economic interests and quality of life of family farmers and ranchers and rural communities. MFU is a nonprofit membership-based organization. Membership is open to everyone.

# BLUE WATER FARMS

## First Farmstead Development



# BLUE WATER FARMS PRODUCTS



## OUR FARM RAISED WALLEYE WILL BE:

- Best practices certified & sustainable
- Fully traceable
- Pollutant free
- Hormone/antibiotic free
- Produced consistently year round

## OUR FARM RAISED PRODUCE WILL BE:

- Ready to eat, clean and fresh
- Pesticide free
- Locally Grown-Traceable
- Produced consistently year round

# FISH SELECTION

We focus on high quality, high value fish species that are underrepresented in the commercial aquaculture industry

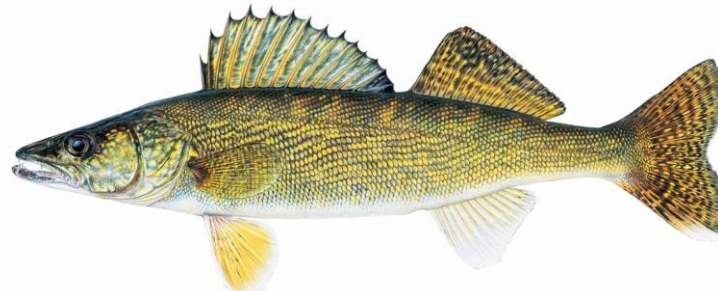
High Value

Locally Recognized

Existing Demand

Limited or  
Compromised  
Natural Fisheries

Undomesticated  
Species  
Brood/Genetics



Source: US National Parks Service

# Market Opportunity

Fingerlings sold to private growers and lake associations across the region

Baitfish market potential in Minnesota (~\$1.2M opportunity)

Interest in aquaponic greens from Co-op Warehouse & local outlets

Robust market for whole fish and fillets in retail, wholesale, and online



# Target Market Demographics

WALLEYE IS WIDELY RECOGNIZED FOR TASTE AND NUTRITION  
– North Central Regional Aquaculture Center

\*\*With 1000 tons of walleye grown annually, we are attempting to capture only 1.8% of the Midwest freshwater fish market.

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slide 15



12 STATES



14 MILLION HOUSEHOLDS

regionally make over \$45K annually of approximately 30 million total

3.5lb/HOUSEHOLD \* 14M HOUSEHOLDS \* \$9/lb



\$435 MILLION

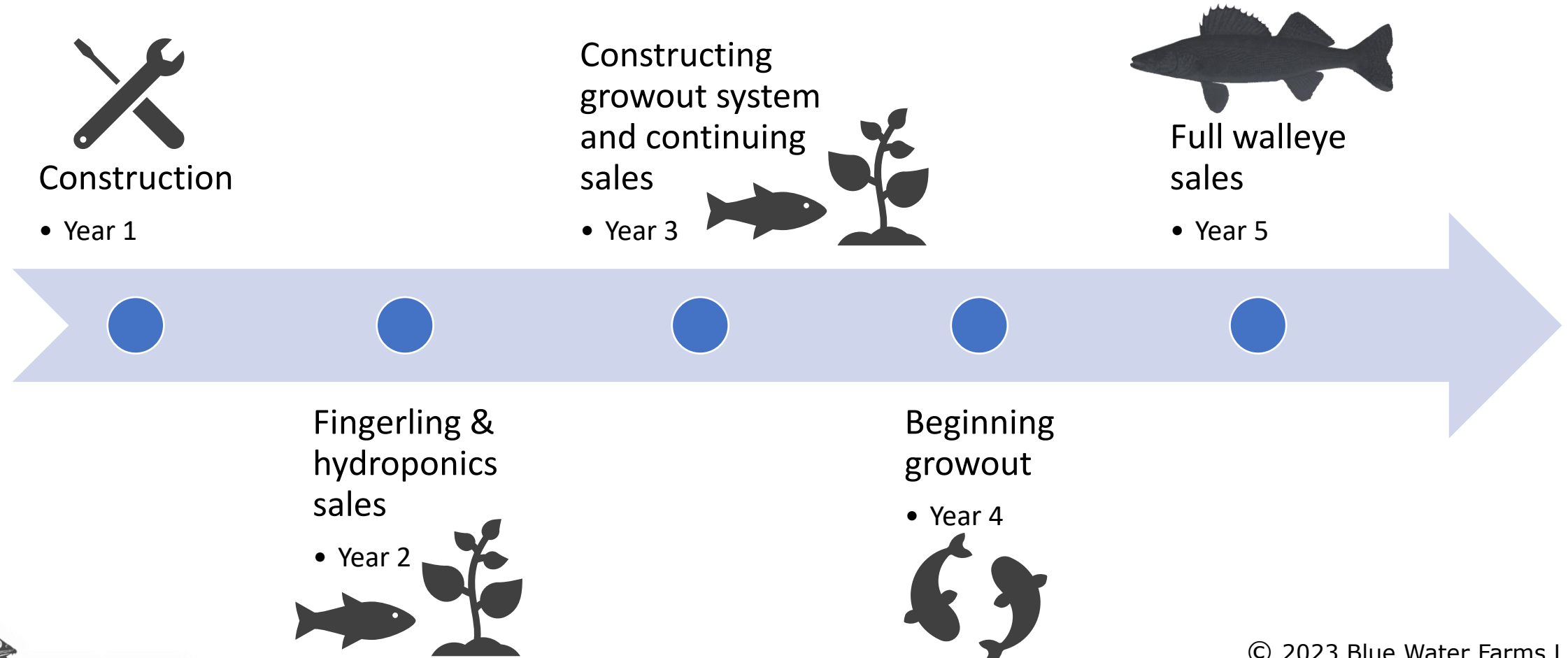
potential market

49lb FISH PER HOUSEHOLD PER YEAR

3.5lb ARE FRESHWATER FISH



# BWF Business Plan Timeline





# Blue Water Farms Development Projects

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Evaluation of restaurant on site



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Close cooperation with Xcel Energy with potential for solar farm at other location to secure low-cost energy



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Potential to create patented feed for fish



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Bait fish production and sales



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Cooperation with schools and colleges



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All waste will be reutilized for mushroom farming or other usage areas



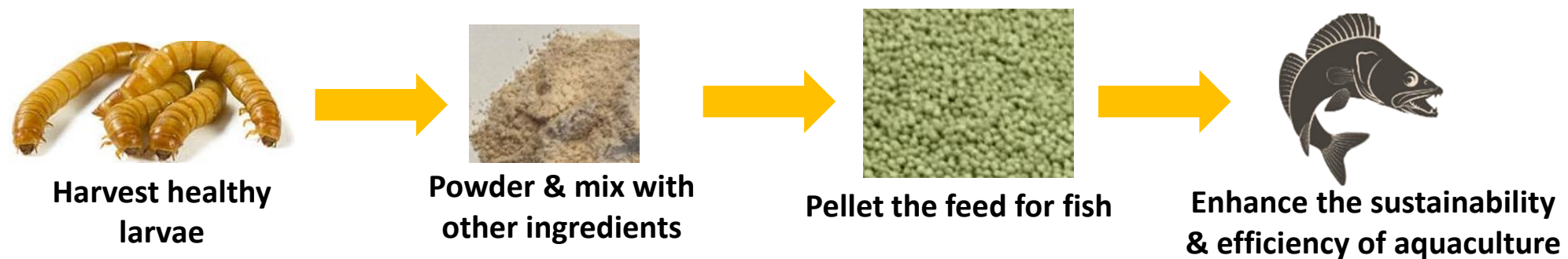
# Blue Water Farms Feed LLC

## Mission of the Feed Group


1. Raise mealworms with a healthy blend of grains and feeds



2. Raise worms that have a nutritional profile set for Blue Water Farms walleye



3. Also sell these worms for other fish and pet feeds



## Hwys 61&19 building

- Solid structure
- Need full renovation , roof, windows electrical etc
- Turn an eyesore into a thriving business and modern facility

Production capacity of this building = State of the art Walleye Genetics Program

- **Two Million Walleye Fingerling per year**
- **330,000 Lbs of produce per year**
- **3X expansion Capacity on existing Site**

# Red Wing - Blue Water Farms

- Time is of the essence – site selection decisions to be made prior to June due to grant opportunities
- What is desired support and assistance to move forward
  - Security of site for 6 months
  - Negotiation of donation, low-cost lease of site
  - Support with permits, grants, financial support from city



# BWF — Benefits for community

- A new modern plant to supply produce, fish, and fingerlings with an estimated cap ex of \$30+M
- Economic benefits for city
- Creation of 12-30 jobs within the project \*jobs multipliers
- Opportunity to cooperate with schools from educational aspect
  - Genetics, RAS, solar power, hydroponics
- Products to be marketed in Minnesota and neighboring states creating earnings and sales multipliers
- Business model to be expanded into other locations in the USA



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# THANKS TO OUR SUPPORTING ORGANIZATIONS





# THANK YOU

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