

New markets for live and processed seafood



Blue Crab

FLAG financial support in Greece facilitated the creation of Blue Crab P.C., a seafood conditioning and processing enterprise which processes a variety of fish, crustaceans and shellfish on a newly constructed and equipped site in the town of Chalastra.

Two local specialists in aquaculture and fish pathology spotted an opportunity to develop a new business following the expansion of blue crabs in their area. Although there were some local fishermen who would catch and sell the species, the market for blue crab was poorly developed.

With Axis 4 support, Blue Crab P.C. was set up and premises equipped in an old fish tavern in the town of Chalastra. The site itself is comprised of three departments: a fish, crustaceans and shellfish conditioning department; a deep freeze department for octopus, cuttlefish and crabs; and a preparation unit for sauces and light seafood dishes. Their flagship product is live blue crab which is caught using traditional methods and supplied to Asian communities in 7 different EU countries. Blue Crab P.C. works with approximately 25 fishermen who are now catching this local sea-species, as well as fish and other shellfish, which they bring to be conditioned and processed. In a second phase, Blue Crab P.C. is developing sauces and ready-made seafood dishes, largely for the Greek market.

THESSALONIKI FLAG, GREECE

RESULTS (AFTER 18 MONTHS):

- > Market for live blue crabs developed in 7 countries (GR, ES, IT, FR, BE, DE and CZ)
- > 3 jobs created
- > Turnover of approximately €250 000 in the first full year of operations

SUCCESS FACTORS:

- > FLAG support and encouragement
- > Willingness to take risk

TOTAL PROJECT COST: €451 776.00

- > EFF Axis 4: €203 299.20
- > National / Regional co-financing: €67 766.40
- > Other/ Private: €180 710.40

Project promoter

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