

# Maryland Shellfish Aquaculture Conference



**April 8, 2013**  
**Doubletree Hotel**  
**Annapolis, Maryland**

University of Maryland Extension  
Wye Research & Education Center  
PO Box 169  
Queenstown MD 21658

## SPONSORS

UNIVERSITY OF MARYLAND EXTENSION  
MD DEPARTMENT OF NATURAL RESOURCES  
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## DIRECTIONS

**Doubletree Hotel, 210 Holiday Court, Annapolis MD 21401 (off Riva Road at Forest Dr.)**  
**Phone: 410-224-3150.**

**From the South:** MD Route 2 North to Left on Forest Drive, straight across Riva Road onto Holiday Court to hotel.

**From North or East:** US 50 West to Route 665 (Aris T. Allen Blvd), get off at Riva Road exit, make a left at light onto Riva Road to left at second light onto Holiday Court to hotel.

**Rooms are available at the hotel for \$109;**  
**call 410-224-3150 by March 25 and ask for the "Maryland Aquaculture Conference" rate.**

# Registration

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

I enclose **\$40 per person** registration fee for \_\_\_\_\_ attendees (please provide names of additional attendees)

Make checks payable to “**University of Maryland**” and send to **Martha Milligan, University of Maryland WREC, P.O. Box 169, Queenstown MD 21658**. Need information? **Call 410-827-8056** or Email [mmiliga@umd.edu](mailto:mmiliga@umd.edu)  
We are sorry but we are not able to take credit cards at this time. Your registration fee includes continental breakfast, lunch, am & pm breaks and conference materials.

Detach registration form and mail with payment

## Building Our New Industry

Maryland made great changes in shellfish leasing in 2009, creating opportunities to raise oysters and clams profitably. We can now rebuild our historically important industry to provide **economic growth** and **increased employment** while **helping the environment** through increased biofiltration and nutrient transfer.

This conference is the third in an education and training project providing information to growers. Evaluations from past conferences and consultations with industry have shaped the program for 2013. We have invited a number of shellfish growers from across the United States and Canada to share their knowledge and experience with us in a **Producer Panel**. They are recognized as some of the best growers in the shellfish industry.

We also feature representatives of shellfish associations to explain why **Finding A Voice** is important to deal with government and provide input on laws, regulations and other policy that affect you.

It has been said that, “You don’t make money by raising shellfish; you make money by selling them”! We have included an session to provide you information on **What Buyers Want** that provides techniques for increased demand to make them more marketable. Wholesale, retail and restaurant purchasers will tell you firsthand what they want from you, how to realistically price your products and build markets for long-term success.

In addition to the speakers, we have exhibits from suppliers of equipment, supplies and services to provide you with information. Feel free to browse them and meet the representatives in the concourse during breaks and lunch.

We hope you will once again join us in Annapolis for this exciting and educational conference. We look forward to seeing you as we work to rebuild our important shellfish industry and return to prominence in the shellfish industry!



## 2013 Program Agenda

### Monday April 8, 2013

**8:00 Registration opens with continental breakfast**

**8:30 Opening and welcoming remarks**

**8:40 Education & Training Upcoming Activities**

- *Don Webster, University of Maryland Extension*

**9:00 Maryland Aquaculture: Moving Forward**

- *Karl Roscher, MD Department of Natural Resources*

**9:20 Maryland Shellfish Aquaculture Siting Tool**

- *Kelly Greenhawk, MD Dept of Natural Resources*

**9:40 Producer Panel: How We Grow**

Moderator: *Karl Roscher, MD DNR*

- *Jim Swartzenberg, J&B Aquafoods, Jacksonville NC*
- *Skip Bennett, Island Creek Oyster Co., Wellfleet MA*
- *Tom Gallivan, Shooting Point Oyster Co, Franktown VA*

**10:40 Break (included in registration)**

**11:00 Producer Panel (continued)**

- *Bill Dewey, Taylor Shellfish Farms, Shelton, WA*
- *Charles Purdy, Bay Enterprises Limited, Malagash, Nova Scotia, Canada*
- *Discussion with panelists*

**12:00 Lunch (included with registration)**

**1:00 Finding A Voice: Producer Organizations**

Moderator: *Peter Bergstrom, NOAA*

- *East Coast Shellfish Growers Association*  
*Bob Rheault, Executive Director*
- *Southern Maryland Oyster Growers Association*  
*Brian Russell, President*
- *North Carolina Shellfish Growers Association*  
*Jim Swartzenberg, Past President*

**2:00 Break (included in registration)**

**2:20 What Buyers Want: Marketing Your Product**

Moderator: *Steve Vilnit, Maryland DNR*

- *Shellfish Marketing for Profitable Sales,*  
*Steve Vilnit, MD DNR*
- *Wholesale, John Rorabaugh, ProFish Ltd,*  
*Washington, DC*
- *Supermarket retail, TBA*
- *Restaurant, Brian McComas, Ryleigh’s Oyster Bar,*  
*Baltimore MD*
- *Discussion with panelists*

**4:00 Conference Closing Remarks and Adjourn**