

Aquaculture Seminar Program 2012

Saturday, January 14

Time	Topic	Speaker	Agency
12:00	What's Happening in Maryland Aquaculture?	Don Webster	University of Maryland Extension
12:15	Keeping Your Lease Active: What You Need To Know	Katie Busch	MD Department of Natural Resources
12:30	Aquaculture Business Management and Finance	Matt Parker	University of Maryland Extension
1:00	Hard Clam Aquaculture Management	Gef Flimlin	Rutgers Cooperative Extension
1:30	Lessons From The Maryland Shell Program	Chris Judy	MD Department of Natural Resources
2:00	Remote Setting Training Program	Stephan Abel	Oyster Recovery Partnership
2:30	PANEL - Connecting Your Product With Buyers		
	Creating Value For Your Oysters	Steve Vilnit	MD Department of Natural Resources
	What The Buyers Want: A Discussion With People	Travis Wright, Chef	The Shark, Ocean City MD
	Who Want To Buy Your Oysters	John Rorapaugh, Sustainability Director	ProFish Ltd, Washington DC
3:30	Adjourn		

Aquaculture Seminar Program

The Aquaculture Seminars are organized by University of Maryland Extension, the Maryland Department of Natural Resources Aquaculture Division and the Oyster Recovery Partnership to bring you information that can be used to build a successful shellfish business. The program will begin with Don Webster covering recent changes in the State designed to make it easier for growers to get into business and start growing shellfish. He has worked with watermen and growers for many years and serves on the Aquaculture Coordinating Council and the Oyster Advisory Commission. Don will be followed by Katie Busch of DNR to discuss what leaseholders must do to keep their leases active. With changes in lease laws in 2009 the State required leaseholders to demonstrate that they are using the bottom they hold and she will go over procedures to make sure they are actively farmed for shellfish production.

Being in business means making a profit and there are many things growers must consider to run a successful operation. Matt Parker, Aquaculture Business Specialist with the University of Maryland Sea Grant Extension Program will cover items that need to be considered. He will provide information on some finance programs available to watermen for low interest loans to get equipment, seed and shell.

Gef Flimlin, a long-time Specialist with Rutgers Cooperative Extension in New Jersey, will cover the important hard clam aquaculture industry by showing how to properly manage growing areas. His years of experience will be beneficial to those deciding whether to invest in this business in our higher salinity waters. Gef has worked with many producers and has a wealth of knowledge in this field.

Maryland has operated a shell and seed program for many decades in propagating oysters on public reefs. Chris Judy, known to watermen for his long involvement in that program, will be on hand to talk about the lessons learned from those activities and how oyster growers can use that to better manage leases for profitable production. Following Chris will be Stephan Abel, Director of the Oyster Recovery Partnership, which operates a program to place setting systems around the Bay which watermen can use to produce hatchery seed for planting. This program, begun in 2011, saw watermen produce an estimated 30 million spat for their leases. Stephan will provide an overview of the year's activities with information on how to participate in 2012. In addition to his presentation, ORP and the UM Horn Point Lab will have an actual setting system on the show floor where watermen can see how they are designed and operated. ORP will also be taking names of those interested in using the systems to learn how to produce seed this year.

It has been said that, "You don't make money raising shellfish – you making money selling them." We'll have a special presentation from Steve Vilnit of DNR who has worked hard to create market opportunities for wild capture and aquaculture products. He will talk about how to get more money for shellfish by making yours stand out from the other guys and how to use that to increase your income. Steve has also lined up buyers to talk about what they want from producers. They will cover current market demands and what they see for the future. Travis Wright is the top chef of The Shark, a very popular restaurant in Ocean City, who uses a lot of shellfish in his restaurant and will provide ideas on how growers and restaurants can work together for better sales opportunities. John Rorapaugh is a wholesale buyer from ProFish Ltd in Washington, DC, one of the principal suppliers of quality seafood in our region. John deals with many growers and can tell you what will make your product stand out and result in more sales and higher income. Steve and the buyers will participate as a panel so you can ask questions of these experts and get a lot of information in return.

We know you'll enjoy the seminars and hope you'll spend time to listen to what the speakers have to say and learn for better business opportunities. And always remember that growing shellfish is good -- for the Economy, for Employment and for the Environment!

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