Where it began

• Desire to develop oyster gardening from hobby into business
• Realization that “need for seed” is a core element of all aquaculture enterprises
• At launch, business plan centered upon assisting homeowners with oyster gardens, with eye towards expansion into other more conventional forms of aquaculture
• Strong customer-base emerged from citizen organizations desiring to restore oysters within their local waterways
My products: seed oysters

- Cultchless: 2010 production ~ 1M seed

- Spat-on-shell: previous 3 summers have totaled ~ 4M spat on 1200 bu.
Our products: “The Revolution” buoyant oyster cultivation system

Tide-powered revolving drum; immersed volume ~ 4 bu.
Support equipment:
larval setting tank for spat-on-shell

Tank measures 16’ dia, holds 350 bu. shell, generates ~1 Million spat per run
Loading/unloading larval setting tank
Support Equipment:
Floating Upweller System (FLUPSY) for cultchless seed

Single oyster @ 2mm length (partially transparent at this size)

Same oyster after 28 day in FLUPSY system
Support equipment: motorized deck-barge
Future growth/direction

• Restoration products
  – Continuing support for citizen-based restoration efforts
  – Advocating for public-private partnerships: govt restoration objectives achieved with assistance of nascent industry (two birds w/ one stone)

• Food products
  – Extensive plantings of spat-on-shell for shucked product
  – Cage-culture of cultchless animals for either half-shell trade or shucking

• Seed production
  – Planning significant expansion of both cultchless seed and spat-on-shell production to meet expected demands (external and internal)
Lessons Learned

• Start slow, there’s plenty for you to learn - gain a feel for your business, govt regulations, and industry partners before going “all in”

• Be agile and ready to capitalize on opportunities

• Collaboration is key: industry is the sum of many businesses working together

• You will NOT get rich quick - expect plenty of hard work in developing and marketing your products