Maryland Shellfish Aquaculture Conference

April 8, 2013
Doubletree Hotel
Annapolis, Maryland

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.
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

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!