



**Prepared for the Maryland Aquaculture Conference**

Jon Farrington, 11/09/10

# 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



# Support equipment: larval setting tank for spat-on-shell

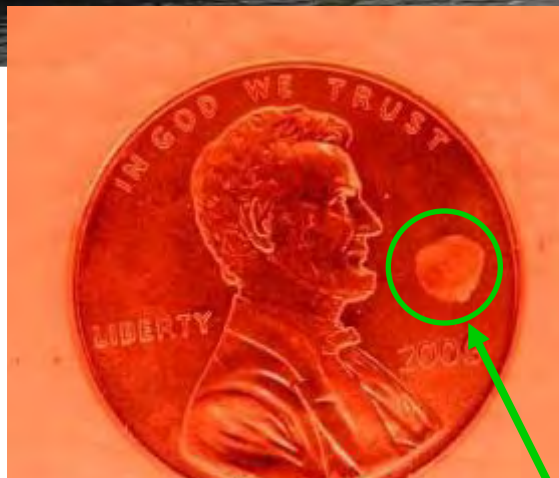
Tank measures 16' dia, holds 350 bu. shell,  
generates ~1 Million spat per run



# 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