MARYLAND DEPARTMENT OF NATURAL RESOURCES

Maryland Aquaculture

UNIVERSITY OF MARYLAND EXTENSION
Solutions in your community

MARYLAND 2023 SHELLFISH
AQUACULTURE INDUSTRY STATUS REPORT SURVEY

Please complete the following information about your aquaculture operation. This contact information will not be included or published as part of the industry status report. However, the Department of Natural Resources and the University of Maryland Extension offices maintain directories of shellfish growers, nursery operators, hatcheries, and equipment suppliers in Maryland, and the contact information may be included in marketing publications and/or listed on seafood.maryland.gov.

Contact Information: How do customers learn about your operation?

Company Name: _____

Principal Sales/Marketing Contact: _____

Operation Address: _____

City:_____ State: __ Zip:_____

Telephone: _____ Fax: _____

Email: _____

Company Website: _____

Social Media: _____

☐ Check here if you do NOT want your information to be included in these resources. You can request to be removed from future publications by contacting the Aquaculture Division at aquaculture.dnr@maryland.gov.

Products and Services: What products or services do you provide?

Market Shellfish Production:	Oysters	Clams	Other (Please List)
Year Round:	Yes / No	Yes / No	Yes _____
Seasonal:	Yes / No	Yes / No	Yes _____
Wholesale:	Yes / No	Yes / No	Yes _____
Retail:	Yes / No	Yes / No	Yes _____
Nursery Production:	Yes / No	Yes / No	Yes _____
Hatchery Production:	Yes / No	Yes / No	Yes _____

Do you **manufacture** aquaculture equipment or gear for sale: Yes ☐   No ☐

Please list: _____

Do you produce other specialty products or provide other services (i.e., tools, rigging, transport services, authorized gear retailer, etc.) that you would like listed: Yes ☐   No ☐

Please list: _____

_____

General Information: Tell us a little bit more about your operation.

Number of unique brands under which you sell product: _____

Name(s) of brand(s): _____

_____

Are you certified by the Maryland Department of Health as a shellfish dealer?   Yes ☐   No ☐
If yes, what is your certification number? _____

While acting as a **harvester**, did you ice shellfish product on a vessel this year? Yes ☐   No ☐
If yes, in which month(s) did you ice product on your vessel? _____

Have you ever participated in a MARBIDCO or NRCS/USDA funding program? Yes ☐   No ☐

      If so, which program(s)? _____

      How was the funding utilized? Please check all that apply and provide any relevant
      details:
          ☐ Remote setting: _____
          ☐ Shellfish (seed, larvae, or spat-on-shell): _____
          ☐ Shell: _____
          ☐ Equipment: _____
          ☐ Other: _____

Did you participate in any shellfish aquaculture-related training opportunities or educational
programs offered this year? Yes ☐   No ☐ If so, which course/seminar(s)? _____

_____
*For more information on upcoming training opportunities please visit https://extension.umd.edu/programs/agriculture-food-systems/program-areas/animal-science/aquaculture/educational-programs or https://www.facebook.com/marylandaquaculture/

Do you purchase shellfish crop insurance? (This is different from the water column insurance
required by the state)   Yes ☐   No ☐

If no, would you be interested in shellfish crop insurance in the future? Yes ☐   No ☐

Leases: What leases are part of your operation?

- ◆ This information will be used to compile associated acreage, harvest, and planting
   data that is reported in monthly harvest and annual planting reports.
- ◆ If you have a cooperative agreement with another leaseholder or company, please
   make sure that the data about those leases is recorded on ONLY one survey.

List all of the leases associated with you or your business: (attach a separate sheet if needed)

Do you have a cooperative agreement with another producer? Yes ☐   No ☐
      If yes, what leases are involved in that agreement? _____

      Are the data from these leases included in this survey? Yes ☐   No ☐

Industry Growth: Shellfish Production Information

OYSTERS – If you cultured oysters in 2023, please complete this section:

Shell
Did you purchase shell for remote setting of oysters or bottom stabilization? Yes ☐   No ☐

If yes, how many bushels were purchased: In state? _____ bu   Out of state? _____ bu
      Type(s): ☐ oyster shell   ☐ clam shell   ☐ mixed shell

Spat-on-Shell Oyster Production
Did you utilize a remote setting facility to produce spat-on-shell oysters?   Yes ☐   No ☐
      Type(s): ☐ used own facility   ☐ used remote setting training program facility
            ☐ used other individual's facility (name) _____

For the purpose of remote setting spat-on-shell, how much **eyed larvae** did you:
      Purchase in total?   Diploid: _____mil   Triploid: _____mil
      Purchase in state?   Diploid: _____mil   Triploid: _____mil
      Purchase out of state?   Diploid: _____mil   Triploid: _____mil
      Self-produce?   Diploid: _____mil   Triploid: _____mil

Number of bushels of **spat-on-shell produced** (set by you):
      In total?   Diploid: _____bu Triploid: _____bu
      Sold in-state?   Diploid: _____bu Triploid: _____bu
      Sold out-of-state?   Diploid: _____bu Triploid: _____bu
      Planted on your lease(s)?   Diploid: _____bu Triploid: _____bu

      Average price of spat-on-shell sold by you? (per bushel) $_____

Number of bushels of **spat-on-shell purchased** (set by someone else):
      In total?   Diploid: _____bu   Triploid: _____bu
      Purchased in-state?   Diploid: _____bu   Triploid: _____bu
      Purchased out-of-state?   Diploid: _____bu   Triploid: _____bu

Cultchless Oyster Production (Individual oysters)
Did you utilize a shellfish nursery facility to produce cultchless oyster seed?   Yes ☐   No ☐
      Type(s): ☐ land-based   ☐ on-pier/wharf   ☐ in-water   ☐ other _____
            ☐ used other individual's facility (name/type) _____

For the purpose of cultchless oyster seed production, how much **eyed larvae** did you:
      Purchase in total?   Diploid: _____mil   Triploid: _____mil
      Purchase in state?   Diploid: _____mil   Triploid: _____mil
      Purchase out of state?   Diploid: _____mil   Triploid: _____mil
      Self-produce?   Diploid: _____mil   Triploid: _____mil

Number of individual **cultchless oyster seed** produced by you:

In total?	Diploid: _____mil	Triploid: _____mil
Sold in-state?	Diploid: _____mil	Triploid: _____mil
Sold out-of-state?	Diploid: _____mil	Triploid: _____mil
Planted on your lease(s)?	Diploid: _____mil	Triploid: _____mil

Average price of **cultchless seed** sold by you? (per 1,000) $_____

Number of **cultchless oyster seed (≤ 1")** purchased from someone else:

In total?	Diploid: _____mil	Triploid: _____mil
Purchased in-state?	Diploid: _____mil	Triploid: _____mil
Purchased out-of-state?	Diploid: _____mil	Triploid: _____mil

Did you purchase undersize or market-sized oysters (>1") for resale?   Yes ☐   No ☐
☐ Farm-raised   ☐ Wild caught

Does your operation utilize wet storage of market-sized oysters?   Yes ☐   No ☐

CLAMS – If you cultured clams in 2023, please complete this section:

Did you utilize a shellfish nursery facility to produce seed clams?   Yes ☐   No ☐
Nursery Type(s): ☐ land-based   ☐ on-pier/wharf   ☐ in-water   ☐ other _____
☐ used other individual's facility (name/type) _____

For the purpose of producing seed clams, how much **larvae** did you:

Purchase in total?	Hard clam: _____mil	Soft clam: _____mil
Purchase in state?	Hard clam: _____mil	Soft clam: _____mil
Purchase out of state?	Hard clam: _____mil	Soft clam: _____mil
Self-produce?	Hard clam: _____mil	Soft clam: _____mil

Number of individual **seed clams** produced by you:

In total?	Hard clam: _____indiv.	Soft clam: _____indiv.
Sold in-state?	Hard clam: _____indiv.	Soft clam: _____indiv.
Sold out-of-state?	Hard clam: _____indiv.	Soft clam: _____indiv.
Planted on your lease(s)?	Hard clam: _____indiv.	Soft clam: _____indiv.

Average price of seed clams sold by you? (per 1,000) $_____

Number of individual **seed clams** purchased from someone else:

In total?	Hard clam: _____indiv.	Soft clam: _____indiv.
Purchased in-state?	Hard clam: _____indiv.	Soft clam: _____indiv.
Purchased out-of-state?	Hard clam: _____indiv.	Soft clam: _____indiv.

Did you resell any of the seed clams that you purchased? Yes ☐   No ☐

Resold in total?	Hard clam: _____indiv.	Soft clam: _____indiv.
Resold in-state?	Hard clam: _____indiv.	Soft clam: _____indiv.
Resold out-of-state?	Hard clam: _____indiv.	Soft clam: _____indiv.

Please list similar or attach production/purchase/sales information for other species below:
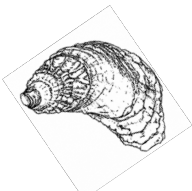
_____

_____

_____

<u>Economics</u>:   **Jobs creation and sales information**

Please complete the table below to show the number of people you employ:

Employees	Year Round	Seasonal	How many of these are TFL Holders?
Full Time			
Part-Time			

Do you expect to hire additional staff (full or part time) in 2024?   Yes ☐   No ☐

If yes, how many employees do you intend to hire? _____ full time _____ part-time

Please complete the applicable tables below to summarize your product sales.

<u>Retail</u> - sales to the public or restaurants   <u>Wholesale</u> –sales to a shellfish dealer

OYSTERS (bu):

Market Type	Total <u>Bushels</u> Market Oysters Sold	<u>Bushels</u> Sold In-State	<u>Bushels</u> Sold Out-of-State	Average Price Per <u>Bushel</u> Market Oysters
Wholesale				
Retail				

OYSTERS (per piece):

Market Type	Total <u>Individual</u> Market Oysters Sold	<u>Individuals</u> Sold In-State	<u>Individuals</u> Sold Out-of-State	Average Price Per <u>Single</u> Market Oyster
Wholesale				
Retail				

CLAMS (please note species):

Market Type	Total <u>Individual</u> Market Clams Sold	<u>Individuals</u> Sold In-State	<u>Individuals</u> Sold Out-of-State	Average Price Per Market Clam
Wholesale				
Retail				

BAY SCALLOPS:

Market Type	Total <u>Individual</u> Market Scallops Sold	<u>Individuals</u> Sold In-State	<u>Individuals</u> Sold Out-of-State	Average Price Per Market Scallop
Wholesale				
Retail				

What was the overall estimated investment in your shellfish aquaculture operation during 2023?

Clam Larvae/Seed $_____   Labor $_____
Oyster Larvae/Seed $_____   Marketing $_____
Other Species Seed $_____   Fuel $_____
Nursery Operations $_____   Vessels $_____
Equipment $_____   Lease Rent $_____
Shell/Spat-on-Shell $_____   Other $_____

What was the total value of your business in 2023? $_____

General Information/Comments: Is there anything else we should know?

What would you change about the way the shellfish aquaculture industry is managed in Maryland in order to help make your business more successful?
_____
_____
_____
_____
_____
_____

Please provide us with constructive examples of what can be considered to facilitate these changes (i.e., regulatory/policy changes, new funding opportunities, different outreach, etc.)?
_____
_____
_____
_____
_____
_____

If available, would you use an online platform to submit aquaculture forms?_____

Which form(s)/application(s) would you be most likely to submit online if available?_____
_____
_____

What would help to increase your interest in participating in the Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) shellfish aquaculture loan programs in order to receive funding for your shellfish business? _____
_____
_____
_____

Are you a member of a local/regional shellfish growers association?   Yes ☐   No ☐
If so, please provide name(s):_____

Have you ever attended an Aquaculture Coordinating Council (ACC) Meeting? Yes ☐   No ☐
Would you like to be added to the ACC meeting email distribution list?   Yes ☐   No ☐
*If yes, please ensure you provided an email address on page one

Thank you for taking the time to complete this important survey!