

Partnerships in oyster restoration: aquaculture, communities, and outcomes for the public sector

Jon Farrington

Johnny Oysterseed Co.

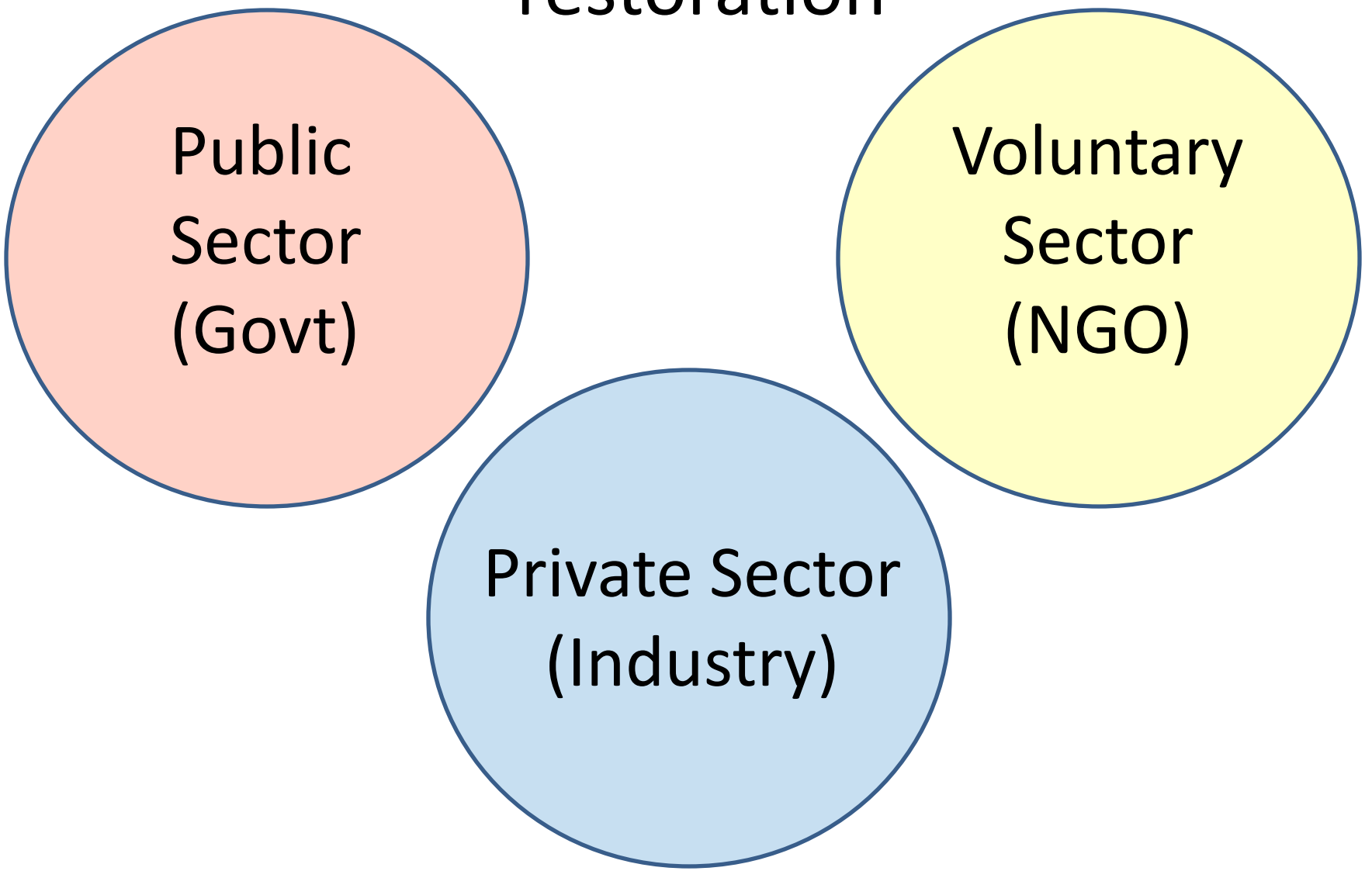
October 17, 2012

Background:

Johnny Oysterseed Company

- 6 years in business
- Initially focused on providing support to NGOs and commercial aquaculture through sales of oyster seed and equipment (non-food products)
- Have provided support to communities such as SMOCS, SMRWA, CBOCS in their efforts to improve local waterways.
- Currently 3 employees
- Launched effort into food production 2 years ago, first animals coming to market this season

Sectors participating in oyster restoration



Public Sector
(Govt)

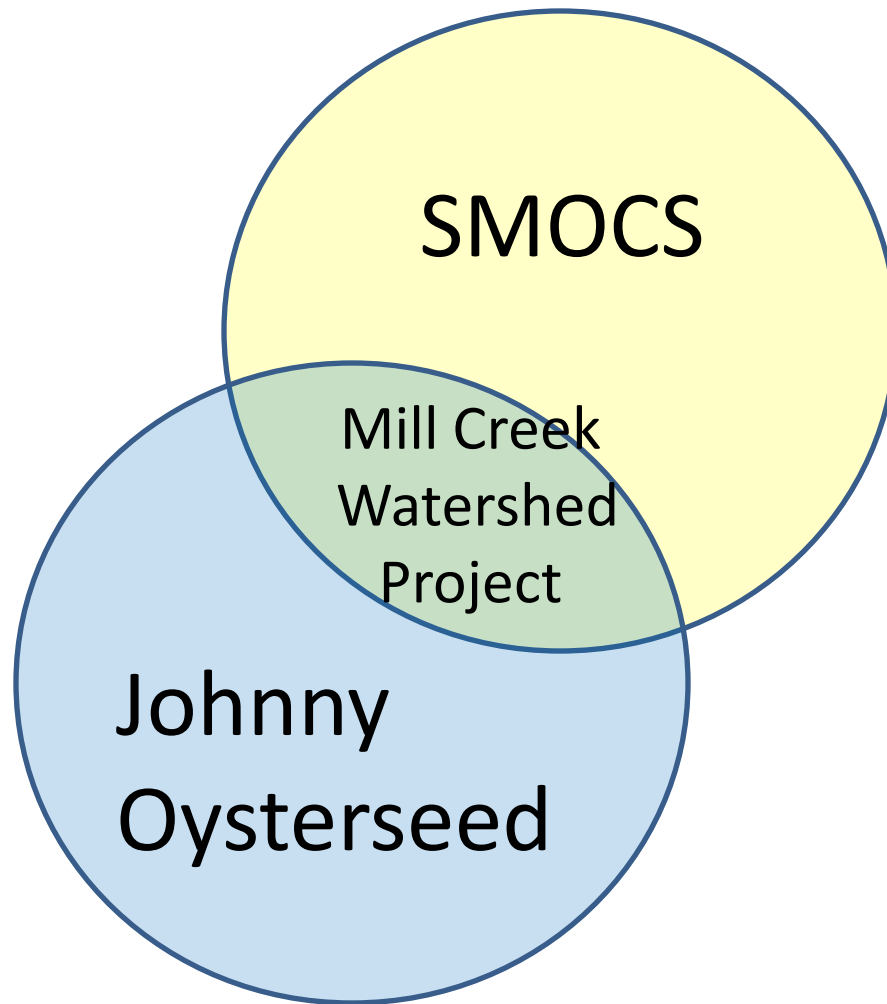
Voluntary Sector
(NGO)

Private Sector
(Industry)

Examples of partnerships between sectors



Industry/NGO partnership: Johnny Oysterseed Co. & SMOCS



Partnership outputs during 2011-12

- 2250 bushels of spat-on-shell planted
- Nearly 5.5M spat
- 2 acres
- Contract cost $\sim \frac{3}{4}$ cent per spat

Planting 750K spat for SMOCS



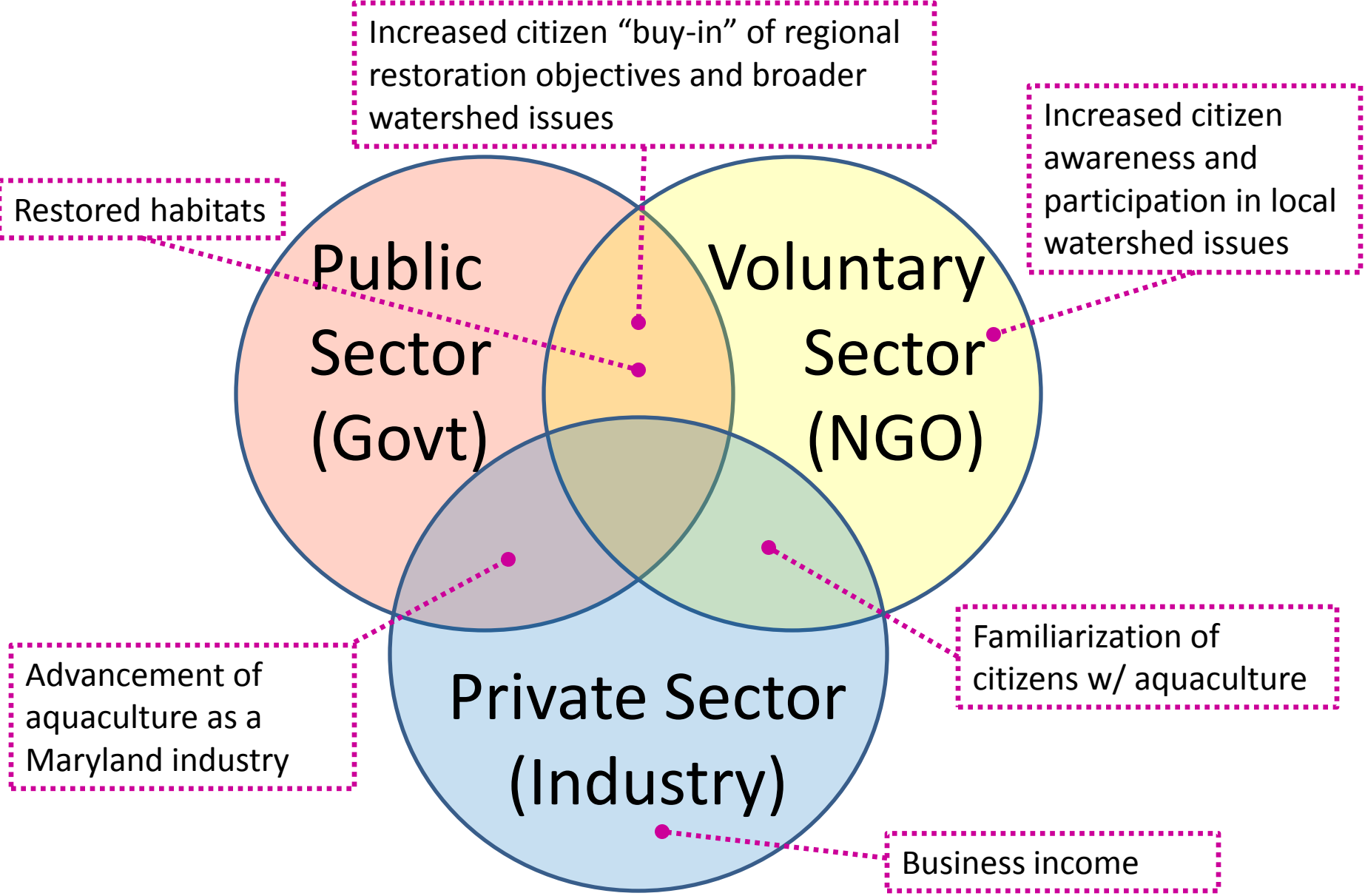
Synergy of Industry/NGO partnerships

- NGOs benefit through:
 - Larger goals and/or accelerated schedule
 - Enhanced credibility among donors
- Industry benefits through:
 - Additional income
 - Public education/support for better water quality
 - Publicity, public relations and community support

Spat-on-shell sales: industry costs, revenue, and profit

	Item	Cost
Industry Cost (per bu.)		
	Bagged shell	
	Trucking	
	Larvae	
	Equipment depreciation	
	Overhead, electric	
	Labor	
	Total cost delivered	
Revenue (per bu.)		
	Sales price delivered	
Net (per bu.)		
	Profit	

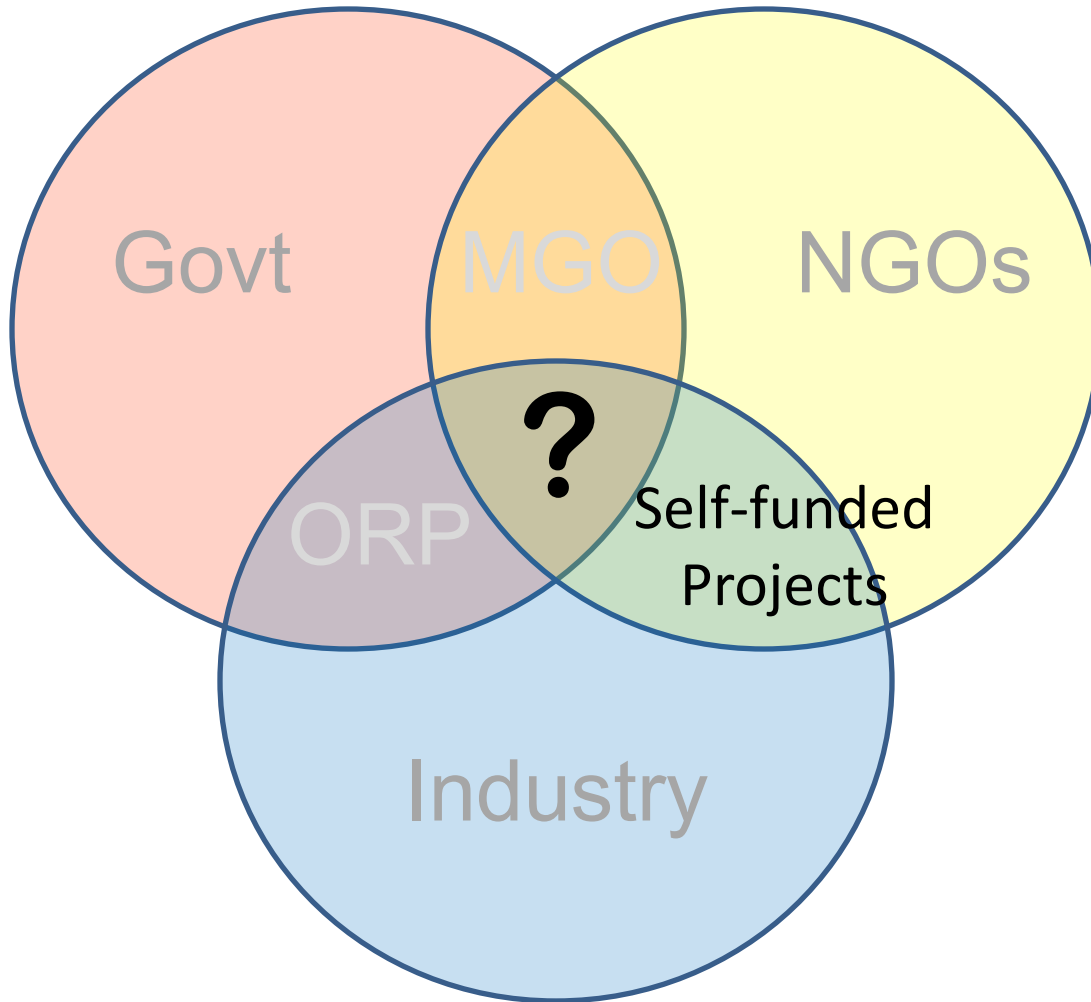
A few examples of objectives



Industry/NGO collaborations yield outcomes of **value to the Govt**

- 1) Implementation and funding of Govt restoration objectives by non-government sectors
- 2) Increase citizen support for regional restoration objectives and watershed issues
- 3) Foster growth and development of a robust aquaculture industry

What activity occupies the 3-way intersection?



Recommendations for the OAC:

In light of the valuable Public Sector outcomes generated by partnerships between Industry and NGOs, I suggest the OAC consider policy proposals that would incentivize these relationships

- Tax deductions and/or credits
- Price breaks on materials used in restoration
- Assistance from govt resources/assets (e.g. bathymetric surveys)