U.S AQUACULTURE OUTLOOK

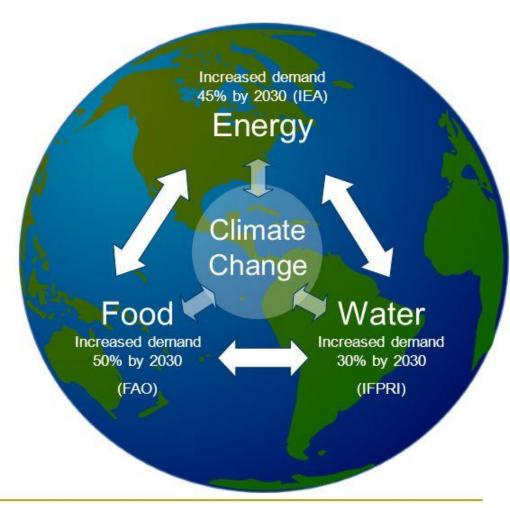
Preserving Working Waterfronts With Healthy Local Food



SEBASTIAN BELLE MAINE AQUACULTURE ASSOCIATION

Global food system – Future projections

- 1. Increasing population
- 2. Changing diets
- 3. Losing land to urbanisation and rising sea levels
- 4. Water limits
- 5. Phosphorous limits



3RD LARGEST SEAFOOD MARKET IN WORLD



>75% OF ALL USA SEAFOOD IMPORTED <2% OF IMPORTS INSPECTED (CONTAMINANTS, RESIDUES) ~59% OF ALL SEAFOOD CONSUMED IN US IS FARMED >20 BILLION \$ CONTRIBUTION TO U.S. TRADE DEFICIT 18th IN WORLD AQUACULTURE PRODUCTION

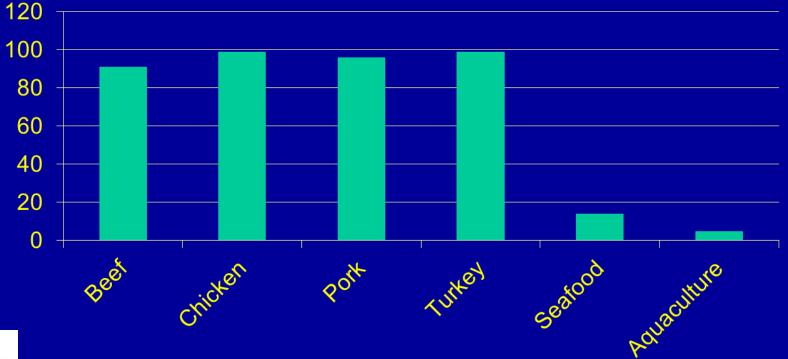


MAINE AQUACULTURE ASSOCIATION

DOC 2022, USDA 2021, FDA 2021, NOAA 2021, UB 2020 UNFAO 2022

SHARE OF CONSUMPTION SUPPLIED BY DOMESTIC PRODUCTION

% Domestically Sourced





MAINE AQUACULTURE ASSOCIATION

Source: USDA2021,USDOC2022

AQUACULTURE IS AGRICULTURE

HUNTERS



HERDSMEN

- DEPENDENT ON WILD STOCKS
- NO CONTROL OVER ENVIRONMENT
- UNPREDICTABLE YIELD
- RELATIVELY INEFFICIENT CONVERSION RATIOS
- NO DISEASE/HEALTH PROTECTION
- NO ANIMAL WELFARE PROTECTION





- INDEPENDENT OF WILD STOCKS
- VARYING CONTROL OVER ENVIRONMENT
- PREDICTABLE YIELD
- EFFICIENT CONVERSION RATIOS
- ANIMAL HEALTH AND WELFARE
 PROTECTION



U.S. AQUACULTURE

- 5350 FARMS
- > 24 DIFFERENT PRODUCTION METHODS
- ≈1500 SPECIES (??) 285,000MT
- FRESH WATER/SALT WATER 86%:14%
- >\$1.78 BILLION FARM GATE SALES
- ≈ 4500 DIRECT EMPLOYMENT



MAINE AQUACULTURE ASSOCIATION

Source: USDA, USDOC

20 YEAR AVERAGE ANNUAL GROWTH RATE





8%

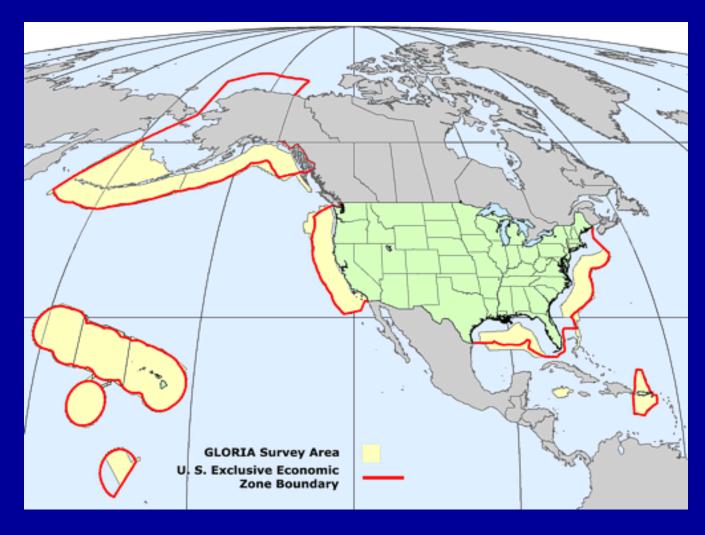
1%



MAINE AQUACULTURE ASSOCIATION

FAO 2021, USDA 2018, DOC 2020

U.S. HAS MORE AREA IN IT'S EEZ THAN LANDMASS



"U.S. ranks first of all nations in offshore potential when considering environmental and economic factors"

KAPETSKY ET. AL. 2013 (UN FAO)



ITS NOT ROCKET SCIENCE....





CURRENT REGULATORY AUTHORITIES FOR AQUACULTURE INDUSTRY

NATIONAL AUTHORITIES

- National Marine Fisheries Service
- U.S. Fish and Wildlife Service
- Army Corps of Engineers
- Environmental Protection Agency
- Department of Agriculture
- U.S. Department of Commerce
- U.S. Coast Guard
- U.S. Department of Labor
- FDA
- ISSC

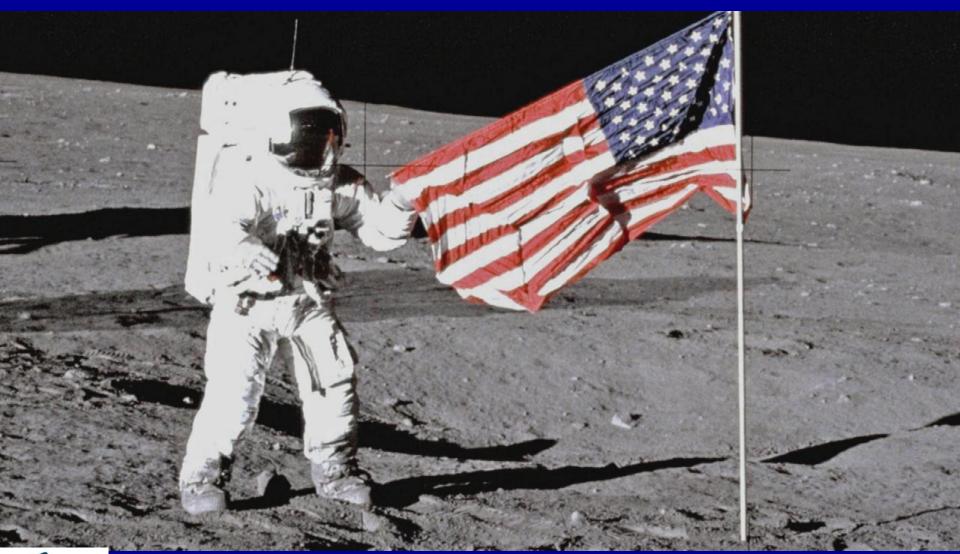
REGIONAL AUTHORITIES

- New England Fisheries Management Council
- Atlantic States Marine Fisheries Commission

STATE AUTHORITIES

- Department of Environmental Protection
- Department of Marine Resources
- Inland Fish and Wildlife
- Department of Agriculture
- Department of Health and Human Services

- FEDERAL OVERSIGHT
- Clean Water Act
- National Environmental Policy Act
- Coastal Zone Management Act
- Rivers and Harbors Act
- Endangered Species Act
- Lacey Act
- Migratory Bird Treaty Act
- Marine Mammal Protection Act
- Magnuson-Stevens Fisheries & Conservation Act
- Sustainable Fisheries Act
- Food Drug & Cosmetic Act
- Nonindigenous Aquatic Nuisance
 Prevention & Control Act
- Federal Insecticide, Fungicide and Rodenticide Act
- Virus-Serum-Toxin Act
- Federal Sanitation Standards (HACCP) Regulations
- National Food Safety Act
- National Marine Sanctuary Act.





.....OR IS IT?

NATIONAL AQUACULTURE ECONOMIC DEVELOPMENT PROGRAM

STRUCTURE

- PUBLIC/PRIVATE PARTNERSHIP
- MULTIAGENCY WITH AG AND COMMERCE LEADERSHIP
- SPECIFIC GOALS AND TIMELINES
- ASSIGNED RESPONSIBILITIES WITH RESOURCES
- REGULAR ASSESSMENT SCHEDULE WITH METRICS
- SCIENTIFIC AND ECONOMIC ADVISORY BOARDS



NATIONAL AQUACULTURE ECONOMIC DEVELOPMENT PROGRAM

CORE COMPONENTS

- INVESTMENT INCENTIVES
- RISK MANAGEMENT PROGRAMS
- FINANCING MECHANISMS
- TRAINING PROGRAMS
- BROODSTOCK AND HATCHERY PROGRAM



INDUSTRY DRIVEN

- COMPREHENSIVE
- **BASELINE SWOT**
- **CLUSTER ANALYSIS**
- FORESIGHT VISIONING 20YR.
- SCENARIO PLANNING
- SPECIFIC GOALS
- **REQUIRED RESOURCES**
- **MEASUREMENT METRICS**



Maine Aquaculture Association



Directing the Future of Maine's Aquaculture Industry: An Economic Development Plan





Sustainable Solutions for Maine's Growing Future

20 YEAR AVERAGE ANNUAL GROWTH RATE







8%

1%

2%



MAINE AQUACULTURE ASSOCIATION

FAO 2021, USDA 2018, DOC 2020, DMR 2022

WHAT IS IT GOING TO TAKE?

SECURITY OF TENURE
REASONABLE <u>NONDUPLICATIVE ENVIRONMENTAL REGULATIONS</u>
DEMONSTRATION/TRAINING FARMS
SUBSIDIZED HATCHERIES & BREEDING PROGRAMS
RISK MANAGEMENT TOOLS
HYPESTMENT INCENTIVES
POLITICAL WILL AND LEADERSHIP



WHERE IS THE SCIENCE NOW?

ESCAPES: MANAGEABLE, GOOD MODELS, CMS NUTRIENTS: MANAGEABLE, BUT DON'T REINVENT WHEEL DISEASE: MANAGEABLE, BREEDING VACCINES, PHAGES USER CONFLICTS: SPACE & MARKETS, OVERHYPED

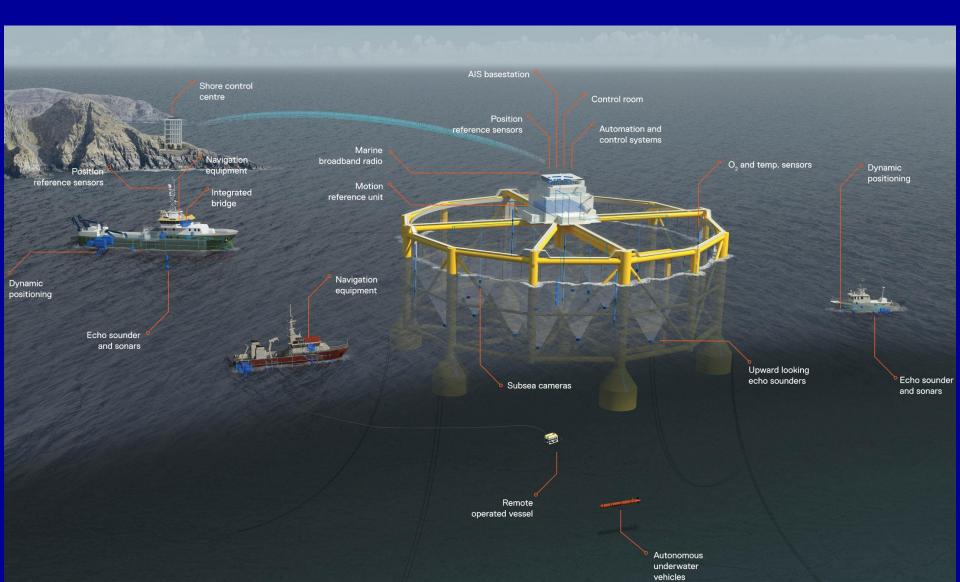


10 KEY FARM BMP COMPONENTS

- SITE SELECTION
- AREA MANAGEMENT AGREEMENT
- SOLID AND LIQUID WASTE MANAGEMENT
- NOISE/VISUAL IMPACT MANAGEMENT
- HUSBANDRY/OPS MANAGEMENT
- ANIMAL/PLANT HEALTH MANAGEMENT
- ESCAPE PREVENTION AND RESPONSE
- PREDATOR DETERRENCE/MANAGEMENT
- COMMUNITY ENGAGEMENT
 COMMUNICATIONS PLAN

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WHAT'S IT GOING TO LOOK LIKE?







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