THE UNICORN IN THE ROOM:
DEVELOPING A SUCCESSFUL PRIVATE SHELLFISH HATCHERY

A Virginia Perspective
Mike Congrove - OSH, Inc.
FIRST DECADE IN THE BOOKS

OSH Seed and Larvae Production

- 5.5B eyed larvae
- 750M seed
THE UNICORN

• A successful, independent oyster hatchery?
  • Depends on your definition of success…

• Why pursue it?
  • Maintain diversity in the market
  • Alternative to pervasive co-oping and a few large vertically integrated companies
  • We need a mix of big and small companies for a strong, diverse, and lasting industry
HOW TO ACHIEVE IT

- Location, location, location
- Staff
- Slow return on investment
- Diversity, redundancy, backups, contingencies
- Production efficiency
- Exceptional product
- Consistency
- Academic partnerships
- Perseverance
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DIVERSITY, REDUNDANCY, BACKUPS...
EXCEPTIONAL PRODUCT

• Nothing more important to building a customer base
• There is no secret to achieving this - husbandry
• Improved broodstock
  • Gives the grower the best competitive advantage
PARTNERSHIPS


- Rigorous WQ monitoring
- FRGP-recirculating
- Prelim OA monitoring
- Rigorous OA monitoring
- Hosted grad-student
- Investigate prolonged failure
- HAB training
- Broodstock winter lipids
- Larval stress carryover
- Triploid mortality
- Triploid mortality
PARTNERSHIPS

- 2009: Hosted grad-student
- 2010: Rigorous WQ monitoring
- 2011: Prelim OA monitoring
- 2012: Rigorous OA monitoring
- 2013: FRGP-recirculating
- 2014: Investigate prolonged failure
- 2015: HAB training
- 2016: Broodstock winter lipids
- 2017: Larvae stress carryover
- 2018: Triploid mortality