

Final
VIRGINIA MARINE PRODUCTS BOARD (VMPB)
VIRGINIA INSTITUTE OF MARINE SCIENCE (VIMS)
WATERMEN'S HALL, DIRECTOR'S CONFERENCE ROOM
GLOUCESTER POINT., VA
May 16th, 2017



Call to Order: Vice-Chairman Peter Nixon called the meeting to order at 2:10 PM. Seven board members were present which represents a quorum.

INTRODUCTIONS:

BOARD MEMBERS PRESENT:

Ann Gallivan
Kim Huskey
William Purcell
Peter D. Nixon
Dan Kauffman
Meade Amory
Kevin G. Wade

BOARD MEMBERS ABSENT:

Kelly Lewis Minor
Wayne France
Hannah Kellum
Heather Lusk

STAFF PRESENT:

Mike Hutt, VMPB
Dylan Mills, VMPB

GUESTS PRESENT:

J.C. Hudgins- Watermen's Association
Melissa Ball- VDACS

Approval of Last Meeting's Minutes

Meade moved to approve the minutes from last meeting, this was seconded by Bill and the motion passed after a vote.

UNFINISHED BUSINESS

**SUSTA Fall Conference
Nov. 29-Oct. 2, 2016**

Held in New Orleans, we went over proposals for 2018 calendar year. Mike will be activity manager for Seafood Expo Global as well as the Asian Seafood Show. We are also looking at other opportunities for seafood shows if we can find companies that are interested.

Virginia Marine Products Board, 554 Denbigh Blvd, Suite B, Newport News, VA 23608
(757) 874-3474 Fax: (757) 886-0671
www.virginiaseafood.org – www.virginiaoysters.org

Final
VIRGINIA MARINE PRODUCTS BOARD (VMPB)
VIRGINIA INSTITUTE OF MARINE SCIENCE (VIMS)
WATERMEN'S HALL, DIRECTOR'S CONFERENCE ROOM
GLOUCESTER POINT., VA
May 16th, 2017

booth.

SUSTA Spring Conference (New Orleans)
March 28-31, 2017

Mike: SUSTA brought in their consultants from other countries that will be working with us on various projects throughout the year to talk about these programs and what they can do to help.

Congressional Staff Tour
April 18-20, 2017

Mike: We had 12 staffers come on the tour. Dylan took myself and AJ to D.C. on Monday and we stayed the night in a hotel and met the staffers at the bus in the morning. On Tuesday we went to Bevans Oyster Company for a tour and lunch, after that we went to Tides Inn and got on the boat for a tour of the Kellum facility and saw them planting shells for future harvest. Tuesday night we had a seafood reception at Tides Inn provided by Omega Protein. Wednesday morning, we went to Cowart seafood to look at his bait operation, after that we went to Omega Protein for a tour on one of the Menhaden boats and as well as a reception on the boat. That night we went to Hampton for a reception at Amory's Seafood. Thursday morning, we went on a tour of the Graham and Rollins crab picking plant and then they were on the bus back to D.C. The staffers seemed very interested and overall it was a very successful week. The main issue we addressed with them was H2B seasonal workers and how important it is to have them. At Cowart Seafood we visited a processing plant that he uses H2B workers to process menhaden for chum bait. He had not received his workers at this time and without them he will not be able to process the Menhaden for chum. If he does not inventory and his distributors have to look for other suppliers he does not think, he would be able to get the business back if he gets workers at a later time. If the Virginia seafood processing plants that use H2B workers don't get them, we will lose Virginia processing companies. If we lose them, it will affect the Virginia watermen who harvest the products to be processed.

Seafood Expo Global (Brussels, Belgium)
April 25-27, 2017

Mike: I was a co-activity manager for this show. I flew out Friday and arrived Saturday. Three companies exhibited in the SUSTA pavilion. They hired a chef out of New Orleans who did a phenomenal job preparing the seafood for potential buyers. We came back with about 50 trade leads. SUSTA has renewed floor space for next year, let me know if you are interested in exhibiting.

VA Seafood Outbound Mission to Shanghai/ Beijing, China
VDACS/SMH
June 9-16, 2017

Mike: VDACS approached me about a year ago about doing this mission with their support and help from a consulting firm they have in China. Two companies have signed up to go on this trip and have one on one meetings with companies in China. I will be

Final
VIRGINIA MARINE PRODUCTS BOARD (VMPB)
VIRGINIA INSTITUTE OF MARINE SCIENCE (VIMS)
WATERMEN'S HALL, DIRECTOR'S CONFERENCE ROOM
GLOUCESTER POINT., VA

May 16th, 2017

**Singapore and Bangkok, Thailand
September 8-15, 2017**

Mike: This is a SUSTA event I was approached about while in Brussels this year, we have to get 3 companies from the SUSTA region signed up and interested in this in order for me to participate. This would be a good opportunity for anybody interested in that market.

Social Media

Dylan: We are currently working with VDACS to get a press release sent out about Blue Crabs, hopefully that will be released soon. I am also working on an updated list of VA Seafood festivals this summer to put on the website, so if anybody knows of any please send me the information for the event. As always, if you have any quality seafood photos feel free to send them to me to be posted on our social media outlets.

Interested Party Reports

**VA Institute of Marine Science
No Report**

Virginia Tech

Dan: They have started their campaign for a new building and have a good start in funding.

VMRC

No Report

VA Seafood Council

Kim: We are providing all the seafood through myself and Meade for Tommy Norman's annual golf tournament/clam bake. The 2018 VA Legislative Reception is January 24th at the Hilton Garden Inn in Richmond.

Cooperative Programs

VDACS

Mike: As we spoke about before they are helping us with several projects and we are continuing to get support from them.

Melissa: The Marine Products Board is in our strategic plan so you can continue to count on our assistance.

Aquaculture Oysters Update

Mike: We are seeing that a lot of places are having trouble shucking our oysters, however this can be solved with educating these places.