



Enterprise Risk Management Solutions for Shellfish Farmers

This programming built on a previous project funded by USDA/NRAC that developed Best Management Practices (BMPs) for the East Coast Shellfish Aquaculture community. Farmer feedback received during the BMP project, as well as through online forums and industry meetings, indicated that while the BMPs are helpful, they do not go far enough. There is also a need for assistance with farm-specific financial plans. Overall a desire was expressed for assistance with increasing market share, with implementing BMPs via a farm management plan, and with developing strategies for remaining viable in an uncertain business and environmental climate.

A team of shellfish aquaculture experts from 3 different organizations – **Coastal Resource Specialists, Rutgers Cooperative Extension**, and the **East Coast Shellfish Growers Association** – collaborated on a project to provide risk management education to shellfish farmers in the Northeast. They worked closely with a strong network of marine Extension personnel and state resource managers to

conduct 9 workshops throughout the region (**ME, NH, MA, RI, CT, NY, DE, and MD**).

A total of 181 Northeast shellfish farmers attended the workshops to learn how to address some of the economic risks of shellfish farming including recordkeeping, employee management, branding, creating a marketing plan, and incorporating BMPs into individual farm management plans. The farmers were taught to evaluate and implement potential strategies and methodologies for developing both farm management and marketing plans. Templates were provided for individual farm management plans incorporating the East Coast Shellfish Association's BMPs, and for a tri-fold marketing brochure. The curriculum also utilized a new USDA/NRAC publication on recordkeeping, specifically designed for shellfish growers.

Following the 9 workshops, the project team reached out to participants 5 times to offer additional support for developing farm management plans and marketing brochures. In a follow-up survey feedback was overwhelmingly positive, and project participants who had completed farm plans reported an easy experience with permitting because the plans provided the information requested by the regulators.



“Very informative and I look forward to using the templates in the future for my farm.” – New Hampshire Shellfish Farmer





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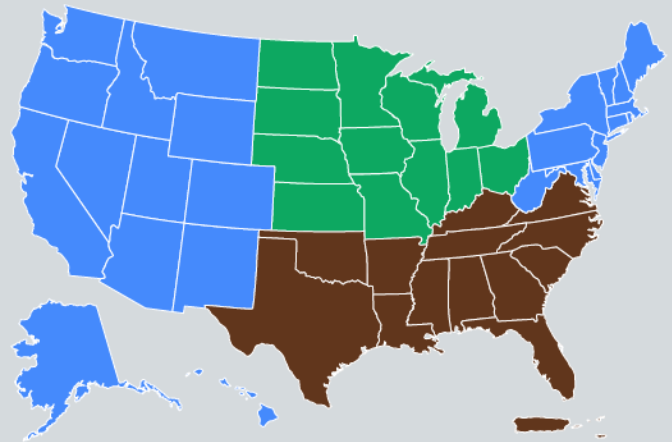
National Institute
of Food and
Agriculture

**“Educating America’s farmers and ranchers
to manage the unique risks of producing food
for the world’s table.”**

Extension Risk Management Education (ERME) is delivered through four regional centers that provide grant funding and leadership within their regions.

Projects are producer-focused, results-based and encourage public-private partnerships. Funded projects must identify targeted results that will help producers manage risk and then describe how the project will measure those results.

Extension Risk Management Education has funded innovative programs that have generated tangible results for producers in every state. ERME is committed to funding results, providing transparent accountability, and encouraging collaboration. View the accomplishments of all funded projects on our website.
<http://ExtensionRME.org>



ERME Regional Centers



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**NORTHEAST
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