

**Final Minutes**  
**Informational Meeting Only**  
**VIRGINIA MARINE PRODUCTS BOARD (VMPB)**  
**VIRGINIA INSTITUTE OF MARINE SCIENCE (VIMS) WATERMEN'S HALL, DIRECTOR'S**  
**CONFERENCE ROOM GLOUCESTER POINT., VA**  
**5/15/18**



**Call to Order:** Mike Hutt called the meeting to order at 2:15 PM. 5 board members were present which does not represent a quorum, this is an informational meeting only. The meeting is being held at VIMS in the Director's Conference Room in Waterman's Hall.

**INTRODUCTIONS:**

**BOARD MEMBERS PRESENT:**

John Anthony Hall  
Wayne France  
Hannah Kellum  
Mike Oesterling  
Anne Gallivan

**BOARD MEMBERS ABSENT:**

Kevin Wade  
Kim Huskey  
Peter D. Nixon  
Meade Amory  
Michael Schwarz  
Brian Terry

**STAFF PRESENT:**

Mike Hutt, VMPB  
Dylan Mills, VMPB

**GUESTS PRESENT:**

J.C. Hudgins- Watermen's Association

**Approval of Last Meeting's Minutes**

We do not have a quorum so we will approve last meeting's minutes at the next meeting.

**UNFINISHED BUSINESS**

**Sensible Seafood Card- VA Aquarium**

The Design team at the aquarium is currently working on the first draft of the card. We are expecting it will be ready for public use by the end of the summer.

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**VA Oyster Trail Meeting**  
**February 21, 2018**

Mike Hutt: I sit on the committee meeting for this. The oyster trail is currently looking for ways to raise funds as well as a new director because Sherri had to retire for personal reasons.

**Seafood Expo North America**  
**Boston, MA**  
**March 11-13, 2018**

Mike Hutt: Good show this year with lots of traffic, we produced over 100 trade leads that were sent out to the industry. We brought Deborah Pratt along to shuck Oysters for samples and as always, she was very popular. Our total cost for the show was \$8,879.98. We have already secured our booth space for next year and VDACS has agreed to cover half of the cost of the booth as they have in the past.

**SUSTA Spring Conference**  
**New Orleans**  
**March 20-23, 2018**

Mike Hutt: I did not attend this conference due to it conflicting the VA Food & Beverage Show.

**VA Food & Beverage Expo**  
**Richmond, VA**  
**March 21, 2018**

This is a show put on every other year put on by Virginia's Finest. We were provided with a booth space and sampled Virginia Oysters. The show was slower than the past because of the snow storm that hit that day, we produced about 15 trade leads that were sent out to the industry.

**National Food Safety Reception**  
**Science Museum of Virginia**  
**April 18, 2018**

Mike Hutt: This was held at the Science Museum of VA, Deborah Pratt and myself shucked Oysters and served them to all attendees. It was definitely a struggle getting some food safety people to try raw Oysters, but some of them did and enjoyed them. We served a little over 300 Oysters.

**Seafood Expo Global**  
**Brussels, Belgium**  
**April 24-26, 2018**

Mike Hutt: I was the co-activity manager on this with Paul Bauthrup from Florida. This year there were five different companies in the SUSTA pavilion. Really pushed Virginia

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Blue Catfish this year and there was a lot of interest being shown in it. We produced about 70 trade leads that were sent out to the industry.

**Congressional Staff Tour**  
**May 2018**

This event has been cancelled due to recent events regarding the Jones Act.

**Website Update-Stratum**

Dylan: Our current website is very dated so we are working with stratum to get it updated. This will give the site a more modern look and be more mobile and user-friendly. We will be switching the website platform to wordpress which will allow for easier maneuverability on editing on my end as well.

**NEW BUSINESS**

**Bill Court**  
**Buyer from Japan**  
**May 7, 2018**

Mike Hutt: Bill Court is a buyer who is from Virginia and also lived in Japan for many years that is interested in exporting Virginia products to Japan. He was mostly interested in Illex Squid and underutilized species like Spot and Croaker, however I introduced him to Blue Catfish as well.

**VA Sea Grant Reception**  
**VA Aquarium**  
**May 24, 2018**

Mike Hutt: They do this every year and they provide us with a booth to hand out informational material. We generally work the Virginia Culinary Institute to promote and sample Virginia Products. They sell tickets to the public for this and it generally goes from 7 PM-10 PM.

**Yorktown Farmer's Market**  
**June 2<sup>nd</sup>, 2018 and October 20<sup>th</sup>, 2018**

Mike Hutt: I usually go down to the Yorktown Farmer's Market and do 2 demos regarding a certain Virginia seafood product, I have not been informed what product it will be this time yet however.

**Canada Inbound Seafood Buyers Mission/SUSTA**  
**June 5-8, 2018**

Mike Hutt: We have 5 Virginia companies who have registered for this. Two weeks ago there were 2 buyers registered, but one had to drop because of medical reasons. SUSTA is confident they can get 2-3 more buyers signed up.

**Oyster Education Event**

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**Math Science Innovation Center**  
**June 18<sup>th</sup>, 2018**

Mike Hutt: We have done this for the past few years. They pay Deborah Pratt to come and give a shucking demonstration to the students and I pass out literature and educate them on Virginia Oysters. The students always enjoy it and are very engaged.

**Canada Inbound Seafood Buyer/VDACS**  
**Date TBD**

Mike Hutt: This date was recently changed due to scheduling conflicts. However, a buyer from Canada and the buyer from Loblaws will be coming to Virginia to tour some Virginia companies.

**China Inbound Seafood Buyers Mission/VDACS**  
**July 23, 2018**

Mike Hutt: This is a VDACS sponsored event trying to bring 3-5 companies to look at Virginia Companies.

**Seafood Expo Asia**  
**Hong Kong**  
**September 4-6, 2018**

Mike Hutt: SUSTA has already secured booth space for this and I will be the co-activity manager for it. So far all 5 companies that exhibited in 2017 have verbally committed to exhibiting this year and one has officially signed up. If anybody is interested in exhibiting let me know.

**Southeast Asia Seafood Trade Mission**  
**Ho Chi Minh City, Vietnam**  
**Sept. 8-11, 2018**

**Mike Hutt:** This is a global initiative program that SUSTA and its sister companies are involved in. Last year it was in Bangkok and Singapore, this year it will be in Vietnam and the recruitment flyer was just sent out on May 14<sup>th</sup> at 2:00 PM. I have had 2 Virginia companies contact me already saying they are interested.

**Fancy Food Show**  
**New York, New York**  
**June 30, July 1-2, 2018**

Mike Hutt: VDACS has offered me a 10 foot booth space in their pavilion for this show. I would take up various Virginia products to display as well as sample Virginia Oysters. I am currently working out the details with VDACS.

**Catfish Processing USDA Inspection from FDA**

Mike: The processors inspection program has changed from FDA to USDA as of September 1<sup>st</sup> which means an inspector needs to be on site whenever catfish are processed. If this is outside of normal business hours they will have to pay the overtime

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fee which makes it prohibitive to process at this time. This has had an impact on Virginia processors who are no longer going to process Catfish and has an impact on the watermen's market for selling Catfish. The major processors left in Virginia, Maryland, and North Carolina have not been able to take the overrun of fish since some the smaller Virginia processors are no longer processing Catfish. This is going to have a major impact on the Virginia businesses and watermen who process and harvest Catfish. By not harvesting these Catfish it will have a negative impact other species such as Blue Crab, White American Shad, and Herring which the federal and state government agencies are imposing regulations to try to restore. The wild catfish industry in the gulf and on the east coast formed the American Wild Catfish Coalition and hired a lobbyist to try and have this legislation taken from USDA back to FDA. The industry feels like this USDA inspection is uncalled for and there has not been any food-borne diseases from the wild Blue Catfish.

**Social Media**

Dylan: If anybody has any photos or anything they would like me to share please email it to me.

**Interested Party Reports**

**VA Institute of Marine Science**

No Report

**Virginia Tech**

No report.

**VMRC**

No report.

**VA Seafood Council**

Hannah Kellum: Our membership has started to grow, we are now at 25 members. If you are interested in joining please contact me.

**Shellfish Growers of VA**

Mike O.: Things seem to be going well in the industry overall.

**Cooperative Programs**

**VDACS**

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

**Reports**

**Finance**

Mike Hutt: Carryover balance of \$481,543.95 for FY 2016-2017. Balance as of March 31,

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2018 is \$455,846.51.

**Public Comments**

No Comments

**Expenses for travel to Board Meeting**

If you are interested in getting reimbursed for your travel to this meeting Dylan will email the forms for you to fill out and return to him.

**ADJOURNMENT**

Anne moved to close it was seconded by Mike O. Meeting was adjourned at 3:26 PM.

Respectfully Submitted,

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Mike Hutt  
Executive Director

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Peter D. Nixon  
Chair