

# RAMBLINGS NASAC NEWSLETTER

## PRESIDENT'S MESSAGE

May 2011

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NASAC,

I hope you all are doing well. It seems everyone I talk to is busy wearing multiple hats. We have been busy as well and have several updates to share in this edition of the newsletter.

The coordinator list has been updated. There seems to have been a steady stream of minor changes but one significant one is that Lindsey Mandau is no longer working for the Ohio Department of Agriculture. She joined us for the first time at the NASAC meeting this fall. I will miss her and read enough emails to know she will really be missed by Ohio producers. She obviously did a great job in the short time she was there. Thankfully, Gary Stansberry, is still there and will continue to serve as Ohio's coordinator.

The aquatic animal health list has been updated. There were a number of minor changes to it as well plus a couple larger ones. One major change is that it now also includes APHIS contacts. Thanks to Debra Sloan for thinking to include this in the document she created in 2007 and to Dr. Janet Whaley for her help in providing updates. An additional item that has been included in this edition of the aquatic animal health list is a link to the list of laboratories that have been approved by APHIS to conduct diagnostic testing for export health certifications. The final change to the list was the addition of bookmarks which make it much easier to navigate.

I am disappointed to tell you there will not be a NASAC annual meeting this year. Based on the responses Robins Buck received to his inquiry in the last newsletter, we have made the decision not to move forward with planning. It is the first time we have not had an annual meeting since NASAC was begun but budgets just aren't where they need to be to allow for travel. There were enough people who definitely knew they would not be able to attend that it didn't make sense to continue with tentative plans knowing we likely would have to cancel later. That said Robins is open to Virginia hosting us in 2012. Those who want to see what the state has to offer may want to join the Virginia Aquaculture Conference in Williamsburg the afternoon of Friday, November 18 and all day on Saturday, November 19, 2011. It sounds like a great meeting.

Thanks for keeping us posted on updates to your contact information and what is happening in your state. It helps us stay connected and coordinate the way we need to.

Bart

## VICE PRESIDENT'S MESSAGE

From the mountains of WNC...

Change seems to be the mode of operation for all of us. That is not new news - state and federal budgets are tight, programs are shrinking or vaporizing, grant dollars are fewer and many of us are left wondering - what's next?

I have struggled for over 30 days trying to figure out how to write the NASAC message I wanted to **convey - I continue to stymied**. So I will be left to ponder the subject since I don't need to hold up the presses.

But I do have a favor to ask of everyone who reads the NASAC newsletter - please send me an email, [debrasloan@earthlink.net](mailto:debrasloan@earthlink.net), and let me know how NASAC has or could serve you. For example, has the Aquatic Animal Health State Contacts Directory been helpful? It's a living document with a plethora of information and contacts - if you had to find those folks on your own it would be tough! We know ... just keeping it current is a labor of dedication - thank you Matt and Bart! It's a tool that NASAC put together per the request of USDA APHIS. Is it something you use as well? NASAC is a network ... what type of network would be most valuable to your colleagues and you? Please give this some critical thought, talk about it with others and then send me your thoughts... without your input NASAC cannot truly serve your needs!

Debra

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LYNNE CANTER, Editor

[nasac@nasac.net](mailto:nasac@nasac.net)

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## AQUACULTURE NEWS

### **NASAC Extends Support State Marketing Initiatives in Aquaculture**

The Board of Directors of the National Association of State Aquaculture Coordinators (NASAC) will make \$2,000 available over the next four years to financially support eligible projects that address challenges in marketing aquaculture products and that are approved for funding through the Federal-State Market Improvement Program (FSMIP). The goal of this initiative is to strengthen the NASAC network and support marketing and business development initiatives in US aquaculture.

Criteria for financial support are defined as follows:

States that have paid Executive member dues for the current year are eligible for \$500.

The application to aquaculture must be clearly defined in the title of the grant proposal. This criterion will be evaluated by the NASAC Board by a majority vote.

The grant proposal must receive funding from FSMIP in order to receive financial support from NASAC.

NASAC will support a maximum of two projects per year.

Each payment will consist of a one-time payment for each unique grant project, regardless of the duration of the project.

Each state will only be eligible for one award from NASAC for the duration of this program.

If more than two requests are received in a given year, or if more requests are received than the amount of funds available, requests will be honored in the order that the NASAC President receives the written request.

In the case of multiple institutions as collaborators, only one award will be given per original project.

The first FSMIP award cycle eligible for consideration for funding will be 2012.

This program will terminate after the total funds for the program (\$2,000) are exhausted, or upon the completion of the 2015 FSMIP award announcement, whichever comes first.

The application process will be as follows:

The FSMIP application deadline is typically mid-February. For any requesting institution, NASAC

Executive Membership dues must be paid by December 1 prior to the FSMIP application deadline.

The NASAC member requesting consideration for funding must make a written request to the NASAC President. This request must be received by January 1 prior to the FSMIP application deadline.

The NASAC President will request that the NASAC Treasurer report the membership status of the requesting State.

A letter of support will be provided to the requesting institution for inclusion in the submission packet to FSMIP, detailing the eligibility criteria above. This letter will be provided to the requesting institution by February 1 prior to the FSMIP application deadline.

Those projects that do not receive a FSMIP award will not receive funding from NASAC.

For those projects that do receive a FSMIP award, payment in the amount of \$500 will be made to the requesting institution. Funds may only be used by the requesting institution for work related to the grant project in question, identified by the unique FSMIP award number.

About the Federal State Marketing Improvement Program (FSMIP)

The Federal-State Marketing Improvement Program (FSMIP) is a competitive grant program managed by the USDA Agriculture Marketing Service. FSMIP provides matching funds to State Departments of Agriculture, State agricultural experiment stations, and other appropriate State agencies to assist in exploring new market opportunities for U.S. food and agricultural products, and to encourage research and innovation aimed at improving the efficiency and performance of the marketing system.

**Ted McNulty**  
**Arkansas Agriculture Department**  
**870-575-8111 (Office) 870-575-7627 (Fax) 870-692-1698 (Cell)**

The Arkansas Aquaculture Division website has a new tab entitled, "For Sale." It is our hope that this site is utilized not only within the State of Arkansas, but nationwide as well. During these economically hard times, we feel it necessary to create such a page.

We are requesting that you send this link to your State Aquaculture Coordinators and ask that they share this information with their aquaculture producers. If anyone would like to list items on the site, they will need to contact Deputy Director, Laura Wise via email (llwise@uaex.edu) or telephone (870)575-8126 with the information to be listed. We would like the listings to be as detailed as possible; with pictures, model numbers, age of equipment, contact information, etc.

If you have any questions, please do not hesitate to contact our office.

**Joe Myers**  
**New Jersey Department of Agriculture**  
**609-984-2502 609-633-7229 FAX**  
**joseph.myers@ag.state.nj.us**

### **US Seafood Trade Deficit Surpasses \$10 Billion for the First Time.**

The seafood trade deficit is an often quoted, sometimes misconstrued figure central to the justification for domestic aquaculture development. I've shared my views in previous issues of this newsletter that drawing the proper message from the data is important to helping to shape the realities and expectations on domestic aquaculture development. As you are well aware by now, the data does not support the "#2 behind crude" postulate. I suspect that I am hearing that argument less and less, but I am unsure if it is a function of spreading the right message, or if it is because my travel restrictions keep me from the venues where the domestic aquaculture story is told. The NASAC network is very influential in helping others get the message right because we have access to the key officials and advocates that have a shared interest and responsibility in communicating messages about the status and potential of aquaculture.

Let's talk about the data. The seafood trade deficit just nudged above the \$10 billion (\$10.067 billion) mark in 2010. This is the first time this figure has moved above this benchmark. This figure is derived from subtracting the net export value of the trade category (\$4.566 billion) from the import value (\$14.633 billion). These figures are reported by US Census Bureau, Foreign Trade, reported by end-use code. The previous years' figures are adjusted when a new year is reported, so it will be interesting to see if the 2010 trade deficit for fish and shellfish remains above the \$10 billion mark when 2011 numbers are released.

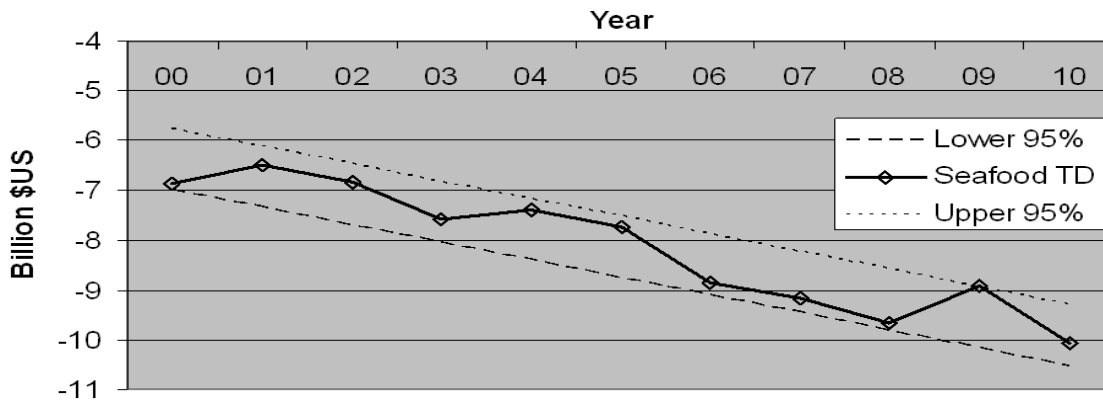
Passing the \$10 billion mark itself is really only interesting because I had to widen my Excel column to accommodate the extra digit. Ten billion to should really be no more significant than any other number. What is interesting is comparing the trend in the seafood trade deficit to other information in the broader trade deficit analysis. Aside from the significant reduction ( $R^2=0.8965$ ,  $p=0.000$ ) in the seafood trade deficit figure in 2009 (\$8.922 billion) due to the recessed economy, the trend continued toward a growing deficit (see figure). Seafood remains the largest contributor to the trade deficit among all food items, with wine and wine products at #2. Although these ranks fluctuate among all trade categories, seafood and wine have been the largest and second largest trade deficit contributors among food items since 2000. Green coffee and cocoa beans also reached record imports in 2010. Since no exports are reported for either of these products (which I find hard to believe given coffee production in Hawaii), imports equal deficits. Seafood alone exceeds raw coffee and cocoa deficits combined by nearly double.

Conversely, trade surpluses are a common fixture of certain agricultural products. Feedstuffs and food grains are again the largest contributor to the trade surplus in 2010, having been edged by civilian aircraft and parts in 2008. Also showing record surpluses are other sectors of agriculture: meat products, poultry, and edible animals; nuts and preparations, and dairy products and eggs. This provides an interesting contrast to seafood and shows terrestrial agriculture, where we see record trade surpluses; and aquatic agriculture, where we see record trade deficits are headed in opposite directions. This indicates that we have the physical capacity to lead the world in food production sectors. The same is true for aquaculture, but the barriers are not technical in nature. The barriers that exist for aquaculture occur largely off of the farm and include political, social, business issues that have not been adequately resolved like they have been in terrestrial agriculture.

One final piece of information, which emerged as a topic of discussion at Aquaculture America '11 in New Orleans, adds to the likelihood that we may see a growing divergence in trade figures between terrestrial and aquatic production. Although China produces roughly two-thirds of the World's seafood, China is projected shift from a net seafood exporter to a net seafood importer in the not too distant future. The emergence of the economic middle-class in China is creating demand for seafood as their economy grows and disposable incomes rise. Since imports constitute roughly 85% of the seafood consumed in the US, this China shift will likely present significant supply and pricing challenges to the US and to the world. Given these emerging developments in global seafood, I plan to keep an eye on future trade deficit figures to see if we see a significant trade deficit figure, only on the other side of the confidence limit than in 2009.

|   | Value 2005                                 | Value 2006                                    | Value 2007                                    | Value 2008                            | Value 2009   | Value 2010                                 |
|---|--|---|---|---------------------------------------|--|--|
| <b>Fish and Shellfish Rank</b>                    | 25   | 24  | 23  | 22                                    | 17   | 18   |
| <b>Fish and Shellfish Value (billion)</b>         | \$ (7.736)                                 | \$ (8.852)                                    | \$ (9.172)                                    | \$ (9.649)                            | \$ (8.922)   | \$ (10.067)                                |
| <b>Next Largest Food Item Deficit Contributor</b> | (00190) Wine and related products #36      | (00190) Wine and related products #37         | (00190) Wine and related products #31         | (00190) Wine and related products #31 | (00190) Wine and related products #23                    | (00190) Wine and related products #25      |
| <b>Largest Food Item Surplus Contributor</b>      | (00200) Feedstuff and foodgrains #2        | (00200) Feedstuff and foodgrains #3           | (00200) Feedstuff and foodgrains #2           | (00200) Feedstuff and foodgrains #1   | (00200) Feedstuff and foodgrains #2                      | (00200) Feedstuff and foodgrains           |
| <b>Largest Deficit Contributor</b>                | (10000) Crude                              | (10000) Crude                                 | (10000) Crude                                 | (10000) Crude                         | (10000) Crude  | (10000) Crude                              |
| <b>2nd Largest Deficit Contributor</b>            | (30000) Passenger cars, new and used       | (30000) Passenger cars, new and used          | (30000) Passenger cars, new and used          | (30000) Passenger cars, new and used  | (40000) Apparel, household goods - textile               | (40000) Apparel, household goods - textile |
| <b>Largest Surplus Contributor</b>                | (21320) Semiconductors and related devices | (22000) Civilian aircraft, complete-all types | (22000) Civilian aircraft, complete-all types | (00200) Feedstuff and foodgrains      | (22090) Civilian aircraft, engines, equipment, and parts | (00200) Feedstuff and foodgrains           |

**USA Seafood Trade Deficit (billion \$US) from 2000 to 2010**



**NASAC is Now on LinkedIn.**

LinkedIn is the preferred professional social networking site. If you already have a LinkedIn profile, request to join NASAC. Creating an account takes a little time, but is a great way to stay in touch.

[http://www.linkedin.com/groups?gid=3128950&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=3128950&trk=myg_ugrp_ovr)



Membership in NASAC is important. The stronger our association is the louder our voice will be heard when testifying or commenting on aquaculture issues. Membership form is included with this newsletter and available at [http://www.nasac.net/Member\\_Application.pdf](http://www.nasac.net/Member_Application.pdf). Dues are good from July 1, 2010 to June 30, 2011. Questions concerning dues contact Joseph Myers, NJ Department of Agriculture, Fish and Seafood Development, PO Box 330, Trenton, NJ 08625, (609) 984-2502, (609) 633-7229 FAX, email [joseph.myers@ag.state.nj.us](mailto:joseph.myers@ag.state.nj.us).

**2010-2011 NASAC OFFICERS  
AND BOARD MEMBERS**

**PRESIDENT:** Bart Hawcroft, MO  
**VICE PRES:** Debra Sloan, NC  
**SEC/TREAS:** Joe Myers, NJ

**NORTHEAST BOARD MEMBERS**  
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Sean Bowen, MA

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Ron Johnson, WI

**WESTERN BOARD MEMBERS**  
Todd Low, HI  
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**PAST PRESIDENT:** Jimmy Carlisle, AL

NATIONAL ASSOCIATION OF  
STATE AQUACULTURE COORDINATORS  
(NASAC)

[www.nasac.net](http://www.nasac.net)

INVOICE/MEMBERSHIP FORM  
DUES 2010/2011

(Please print or type)

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

Agency/Institution \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Business phone \_\_\_\_\_

FAX number \_\_\_\_\_

E-Mail Address \_\_\_\_\_

| Type of Membership (check one)            |       | Total |
|---|-------|-------|
| <input type="checkbox"/> Executive Member | \$100 | _____ |
| (State, Province, Territory Coordinators) |       |       |
| <input type="checkbox"/> Associate Member | \$ 50 | _____ |
| (Industry, Federal agencies, others)      |       |       |

**NASAC's Federal Employer Identification Number: 54-1589538**

This application is also available as a fillable form at [http://www.nasac.net/Member\\_Application.pdf](http://www.nasac.net/Member_Application.pdf).

Please remit annual membership dues for **fiscal year July 1, 2010 through June 30, 2011**. Please remit payment by the end of the first quarter, September 30, 2010. MAKE CHECKS payable to NASAC and remit to:

Joseph Myers  
New Jersey Department of Agriculture  
Fish and Seafood Development  
PO Box 330  
Trenton, NJ 08625  
(609) 984-2502 (609) 633-7229 FAX  
[joseph.myers@ag.state.nj.us](mailto:joseph.myers@ag.state.nj.us)