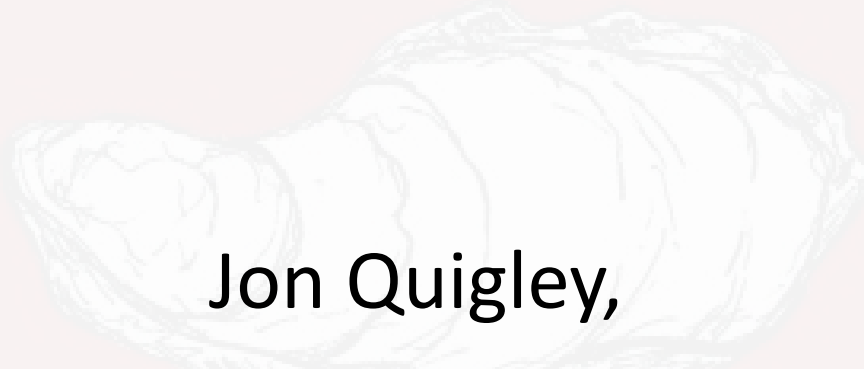


CHESAPEAKE BAY

OYSTER

Farm Management



Jon Quigley,

Sales Manager

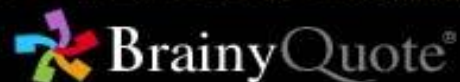
Chesapeake Bay Oyster Company

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CHESAPEAKE BAY

Opportunity is missed by most people because it is dressed in overalls and looks like work.

Thomas A. Edison



THE OYSTER IS OUR WORLD

Working Your Oysters

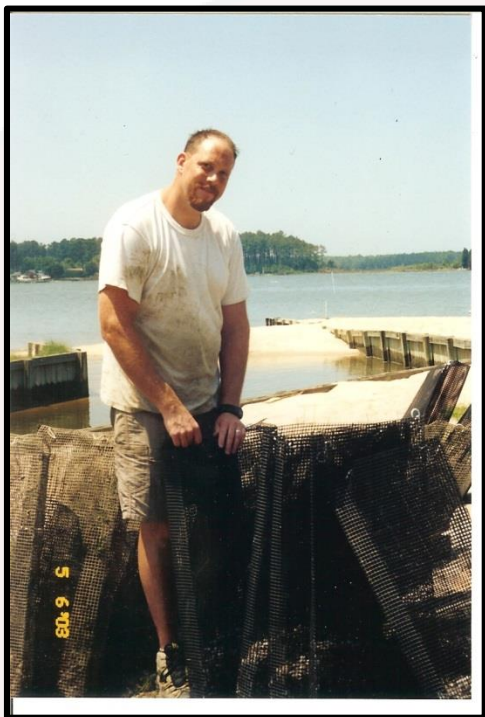
- Which grow out method will work best for me and what I am looking to accomplish? How often will I work my oysters?
- How can I become more efficient in managing my farm?
- What is the difference in material cost and labor intensity in how I choose to work my oysters?
- What do I need to do to achieve my annual harvest goals?



Managing Your Oyster Farm

- Oysters are consumed year-round. The ability to harvest and continually supply oysters is another key to your success.
- In order to achieve a year-round supply of product, you must plan ahead and track your farm.
- How you work your farm will change over time. Be open to being flexible!





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Up-Welling Oysters

- A Tank Up-Weller with a 700k oyster ($\frac{1}{4}$ ") capacity will pay for itself with 250k oysters in the water.
- A Floating Up-Weller System (kit) with a 1 million oyster capacity will pay for itself with 650k oysters in the water.
- Using the tank and floating Up-Wellers in combination allows more careful handling of smaller seed.





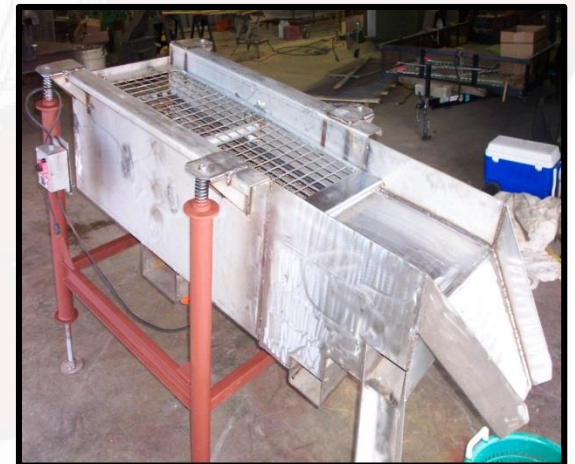
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Sorting Oysters

- Sorting is the grouping together of oysters by size. This creates an organized farm, allowing for quicker harvests.
- Mechanical sorting/grading drastically reduces labor costs, increases efficiency and improves overall oyster appearance.
- A QuickTube Sorter pays for itself with as few as 600k oysters in the water.
- Sorting oysters gives you valuable feedback relating to the condition of your farm and allows you the freedom to confidently make important business decisions.



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