

In terms of the water source used, the most popular types of water sources are wells, springs and surface runoffs. Public water source and streams are the least used type of water source.

Type of Water Source	
Water Source	%
Streams	15%
Springs	34%
Wells	43%
Impoundments	28%
Surface Runoffs	30%
Public Water Source	6%

When asked about future plans, forty-four percent of the businesses do not have any plans for expansion, while fifty-six of them indicated that they are going to expand their businesses one way or another.

Business Expansion	
	%
No	44.1%
Yes	55.9%

More than half of the businesses have pond owners as their customers. Farmer's markets have a great potential for growth since only 9.5% of the businesses currently sell at farmer's markets.

Customer Types	
Type	%
Bait Shop	12.7%
Restaurant/Club Owners	14.3%
Pond Owner	57.1%
Other Fish Farmers	27.0%
Wholesaler	25.4%
Retail to Farmer's Market	9.5%
Retail to Grocery Stores	11.1%
Direct Retail	31.7%
Processors	14.3%
Sportsman Club	22.2%
Fee Fishing	22.2%
Other Customers	14.3%

A majority of the businesses market their fish product seasonally. However, twenty-nine percent of the businesses are not currently marketing their products. This provides a great opportunity for the producers to work together in marketing aquaculture products.

How Often Do You Market Fish Product	
	%
Seasonal	46.2%
Year-Round	24.6%
Not Currently Marketing	29.2%

### Summary

There is little evidence to show that the aquaculture industry in Ohio is concentrated. The industry is comprised of mostly small family operations all over the state. The industry is still young with half of the businesses having less than five years of experience.

The aquaculture business is not the primary source of income for the majority of the operations. This leads to relatively low profit among the businesses. The survey estimates a total annual net profit of \$1,340,000 for the Ohio aquaculture industry.

A willingness to cooperate in production and marketing is present among half of the businesses, especially among family operations with fewer years of experience. There might be an opportunity to explore development of cooperative marketing ideas with the industry.

Ohio Cooperative Development Center  
1864 Shyville Road, Piketon, OH, 45661  
Phone: 740-289-2071  
Fax: 740-289-4951  
<http://ocdc.osu.edu>

# Ohio Aquaculture Status Report (2002)



A Joint Project by  
OCDC, OSU, and  
OAA.

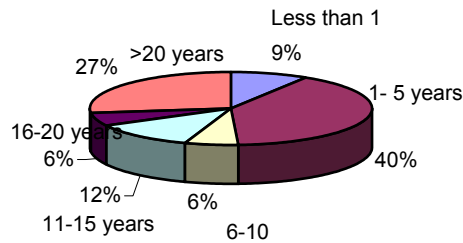


## Introduction

The Ohio Cooperative Development Center, with the assistance from the Aquaculture Program at the OSU South Centers, and the Ohio Aquaculture Association, conducted a mail survey to assess the aquaculture industry in Ohio. The survey was conducted from March to June, 2002. Surveys were mailed to two hundred and two businesses holding aquaculture permits from Ohio Department of Natural Resources. Seventy-nine valid surveys were returned, resulting to a response rate of the 39%.

## Results

The industry is in its infancy in Ohio with forty percent of the businesses having one to five years of experience. Twenty-seven percent have more than twenty years of experience.



Three quarters of the aquaculture businesses in Ohio are family operations. Only about a quarter of the businesses are not family operations.

Family Operation	
	Percent
No	25.8%
Yes	74.2%
Total	100%

For eighty-seven percent of the businesses, the venture is not their primary source of income, but for thirteen percent of them, it is.

Primary Source of Income	
	Percent
No	86.6%
Yes	13.4%
Total	100.0

More than three quarters of the aquaculture businesses surveyed have a net profit of less than \$5,000 annually.

Only about four percent of the businesses have a net profit from \$30,001 to \$40,000.

Net Profit	
	%
<\$5000	75.5%
\$5001-\$10000	7.5%
\$10001-\$20000	7.5%
\$20001-\$30000	5.7%
\$30001-\$40000	3.8%

Regarding types of production, the two most popular types are food fish production and game fish production.

Fingerling production runs third, fish wholesaler ranks fourth, and fee fish operation stands in fifth. Bait Distribution, egg production, live hauler and ornamentals are engaged in by the fewest respondents.

Types of Aquaculture Activities	
	%
Food Fish Production	37%
Egg Production	9%
Fingerling Production	21%
Game Fish Production	34%
Bait Fish Production	10%
Bait Distribution	6%
Fish Wholesaler	15%
Live Hauler	9%
Fee Fish Operations	13%
Ornamentals	9%
Others	24%

The most popular production method is ponds. More than a half of the businesses use ponds. Cage or net pens are the least popular method of production.

Production Methods	
Methods	% of Businesses
Ponds	65.7%
Tanks	43.1%
Raceways	15.9%
Cage or Net Pens	13.1%

Below is a list of the species produced in terms of the number of producers in Ohio. Yellow perch ranks first with twenty out of fifty-eight producers engaged in its production. This consists of about thirty-five percent of the total number of producers. Rainbow trout comes next in line and largemouth bass comes third. Shrimp production is just beginning in Ohio, with only two producers in freshwater shrimp and one in marine shrimp.

Fish Species Produced in Ohio			
Rank	Species	Yes	%
1	Yellow Perch	20	34.84%
2	Rainbow Trout	19	32.76%
3	Largemouth Bass	17	29.31%
4	Bluegill	17	29.31%
5	Channel Catfish	14	24.14%
6	Fathead Minnows	11	18.97%
7	Grass Carp	10	17.24%
8	Goldfish	9	15.52%
9	Koi	9	15.52%
10	Black Crappie	8	13.79%
20	Freshwater Shrimp	2	3.45%
21	Brown Trout	2	3.45%
22	Other Trout	2	3.45%
23	Hybrid Striped Bass	1	1.72%
24	Other Minnows	1	1.72%
25	Northern Pike	1	1.72%
26	Other Shiners	1	1.72%
27	Marine Shrimp	1	1.72%
28	White Crappie	1	1.72%
29	Other Sunfish	1	1.72%
30	Chub Minnows	0	0%