



Impacts of COVID-19 on U.S. tilapia farms: Quarter 1 Results

March 23, 2020 to April 10, 2020

Authored by Carole R. Engle, Engle-Stone Aquatic\$ LLC, Adjunct Faculty, Virginia Seafood AREC, Virginia Tech, Jonathan van Senten, Assistant Professor and Extension Specialist Department of Agricultural and Applied Economics, Center for Coastal Studies Affiliate Faculty, Virginia Seafood AREC, Virginia Tech; and Matthew A. Smith, Extension Specialist, The Ohio State University; Charles Clark, Virginia Seafood AREC, Virginia Tech; Shannon Fluharty, Department of Agricultural and Applied Economics, Virginia Tech; Michael H. Schwarz, Virginia Seafood AREC .

Introduction

On March 23rd, 2020 Virginia Tech Seafood AREC and The Ohio State University Extension initiated an online survey of the U.S. aquaculture, aquaponics, and allied businesses. This survey was designed to capture and quantify the effects of the coronavirus disease (COVID-19) on the aquaculture, aquaponics, and allied industries. The survey closed April 10th, 2020 at 11:59 pm. The survey will be distributed at the conclusion of every quarter for 2020, to attempt to capture the evolving impacts of COVID-19 over time.

Survey methods are detailed in the Virginia Cooperative Extension Fact Sheet VCE-AAEC-218, available at:

https://www.arec.vaes.vt.edu/arec/virginia-seafood/research/Impacts_of_COVID19.html. This report is a supplemental report to the overall survey that summarizes results of **tilapia farm** respondents.

Methods

For a detailed description of the methods for this study, please consult the factsheet summarizing the Q1 results (AAEC-218NP). Data for this study were collected through an online survey distributed through Qualtrics. It should be noted that respondents self-selected for participation in the study and there was no specific sampling protocol followed due to time constraints and challenges with obtaining contact lists. It is therefore possible that responses are skewed towards those farms and businesses that have been more affected by the coronavirus (COVID-19) disease pandemic. This

study is being conducted for the duration of 2020, with a survey being administered quarterly to capture the evolving effects and impacts of the coronavirus diseases (COVID-19) pandemic on U.S. aquaculture, aquaponics, and allied businesses. The responses summarized in this fact sheet were collected during the Q1 survey, between March 23rd and April 10th, 2020.

Results

Characterization of Respondents

Quarter 1 survey results showed that there were **36 tilapia farm participants**. Thirty-nine percent of tilapia respondents sold their fish directly to customers, 19% sold to grocery stores/supermarkets, 19% sold to distributors, 11% to “other”, un-categorized channels, 8% to restaurants, and 3% to other aquaculture farms (Table 1). No respondents reported selling to processors.

Table 1. Primary marketing channel for tilapia respondents.

Category	Percentage
Direct to customers	39%
Grocery stores/supermarkets	19%
Distributors	19%
Other	11%
Restaurants	8%
Other aquaculture farms	3%
Processor	0%

Scale of farms/businesses

Tilapia farms vary in terms of their production scale. Respondents to the survey included those with scales of production from sales of \$1 to \$1,000 a year up to those with annual sales greater than \$1 million (Table 2). The greatest percentage (17%) of respondents had sales from \$250,001 to \$500,000; \$100,001 to \$250,000 (14%); \$1 to \$1,000 (14%), \$1,001 to \$5,000 (11%); \$5,001 to \$10,000 (8%); \$50,001 to \$100,000 (8%); \$25,001 to \$50,000 (3%); \$10,001 to \$25,000 (3%); and 3% reported sales of more than \$1 million. No respondents had sales than \$500,001 to \$1 million. Nineteen percent did not respond to this question.

Table 2. Scale of tilapia respondent farms/businesses.

Category	Percentage
No response	19%
\$250,001 - \$500,000	17%
\$100,001 - \$250,000	14%
\$1 - \$1,000	14%
\$1,001 - \$5,000	11%
\$5,001 - \$10,000	8%
\$50,001 - \$100,000	8%
\$25,001 - \$50,000	3%
\$10,001 - \$25,000	3%
> \$1 million	3%
\$500,000 - \$1 million	0%

Aquaculture Regions

The greatest percentage of tilapia farm respondents (57%) were located in the Southern Aquaculture Region, followed by the North Central Aquaculture Region (23%), the Tropical and Sub-tropical Aquaculture Region (11%), and the Western Aquaculture Region (9%) (Table 3). There were no tilapia respondents from the Northeast Aquaculture Region.

Table 3. Participation by aquaculture region.

Region	Percentage of survey respondents
Southern	57%
North Central	23%
Tropical and Sub-tropical	11%
Western	9%
Northeastern	0%

Key Findings

Eighty-one percent of tilapia respondents reported that their farm or business had been impacted by the COVID-19 pandemic. A few respondents who reported not having been affected by COVID-19 indicated that they were either in a construction phase without sales, that they grew aquaponic crops only for family consumption, or that they were a university, not a commercial program.

When asked whether their farm or business would survive the next 3 months without external intervention (such as government assistance), 50% said, “yes.” Thirty-four percent reported that their farm would “maybe” survive 3 months without external assistance, and 13% said that their farm or business would not survive 3 months without external assistance. When asked the same question, but for the next 6 months, 31% said that it would survive, 41% said “maybe,” and 25% said that their farm/business would not survive the next 6 months without external assistance. Responses related to 12 months without external assistance were that 22% indicated that they would not survive, 28% said that their farm or business would “maybe” survive, and only 47% said that they would survive.

Lost Sales

Sixty-nine percent of tilapia farm respondents indicated that they had lost sales due to the COVID-19 outbreak. In addition, 17% of tilapia respondents indicated that they had lost sales to international or export markets outside the U.S. In terms of the volume of sales that had been lost, 21% reported losses in the range of \$5,001 to \$10,000. An additional 17% of respondents reported that they had lost either \$1,001 to \$5,000, \$10,001 to \$25,000, or \$25,001 to \$50,000. Eight percent of respondents reported sales losses of either \$1 to \$1,000, and 4% reported losses of \$50,001 to \$100,000 and \$100,001 to \$250,000. No respondent reported losses greater than \$250,000. Thirteen percent of respondents indicated that they could not estimate the losses at the time the survey was administered.

The lost sales reported included canceled contracts of various sorts. Seventy-nine percent of tilapia respondents reported losing private contracts for sales, and 14% reported losing government (state or federal) contracts for sales.

Respondents were further asked what challenges they expected to experience on their farms or businesses as a result of the coronavirus pandemic in 2020. Seventy-five percent of tilapia respondents indicated that they expected to lose sales, with 13% expecting to lose international markets. In terms of the volume of sales expected to be lost, 21% expected to lose from \$5,001 to \$10,000, 17% expected to lose from \$25,001 to \$50,000, 13% each expected to lose from \$1,001 to \$5,000 and \$50,001 to \$100,000, 8% expected to lose \$10,001 to \$25,000 and from \$100,001 to \$250,000, with 4% expecting to lose from \$1,001 to \$5,000. Seventeen percent indicated that they could not estimate the amount of losses at the time of the survey.

When asked how long tilapia respondents thought their farm or business could survive without sales before suffering longer term cash flow effects, 41% said 1 to 3 months, 19% said 4 to 6 months, 16% said less than 1 month, and 6% each said 7 to 10 months and more than 10 months. Thirteen percent did not respond. It should be noted that some respondents completed the survey four weeks prior to the preparation of this report.

Labor

Twenty-one percent of respondents reported that they had laid off employees as a result of the COVID-19 pandemic and another 24% indicated that they “will have to soon.” Fifty-five percent had not laid off employees. In terms of the number of employees laid off, 33% of tilapia respondents who had laid off employees indicated that they had laid off 1 to 3 employees. Another 17% had laid off from 4 to 6 employees, 7 to 10, 11 to 15 employees, or greater than 20 employees.

Respondents were further asked how many weeks it would be before they would have to lay off employees. Seventy-one percent of tilapia respondents indicated that they would have to decide within 1 to 3 weeks whether to lay off employees and 29% said 4 to 6 weeks. It should be noted that data collection for the survey was open for a period of 3 weeks. Tilapia respondents were further asked how many employees they would need to lay off at that time. All tilapia respondents indicated that they would have to lay off from 1 to 3 employees. Of those employees who had been laid off, 38% of tilapia respondents indicated that these were “Short-

Time” or “Shared-Work” employees. Twenty-three percent did not respond to this question.

Fifty-six percent of tilapia respondents had experienced some type of labor challenge. Twenty-eight percent of tilapia respondents indicated that employees had missed work due to COVID-19, while 72% reported that employees had not missed work due to the coronavirus. Employees who missed work did so mostly due to self-quarantine. Another respondent reported that those who feel sick must be tested before returning to work, but testing was difficult to find and the availability issues with testing resulted in extended work absences. Of those respondents who reported employees missing work, 38% reported 1 to 3 days, 25% 11 to 14 days and more than 14 days, and 13% reported that employees missed 7 to 10 days.

In addition to employees missing work, other respondents commented that work time was lost due to implementing COVID-19 safety measures on arrival and during the work day. Other respondents reported that reduced shipments of product made it more difficult to find work to keep employees employed. Another respondent reported having to cut back on labor hours to minimize the number of employees in the greenhouse at one time; therefore, only essential tasks were being completed and other tasks were lacking the proper attention. One respondent indicated that the respondent was put at risk each week as he/she delivered product. Respondents expected the challenges of labor shortages due to employees missing work due to illness, childcare, or self-quarantine to continue. One respondent expected to lose all labor for the farm.

Challenges to the farm/business

Tilapia respondents reported a variety of different challenges to the business that included production challenges not related to labor. Respondents reported delays in repair contracts and services, delayed supplies and challenges related to receipt of the quantity of supplies and delivery times, delays related to expansion of facilities, and delivery challenges. One respondent from a school-based enterprise reported liquidating all harvest size fish since the school has closed. Another respondent reported several system leaks, alternative energy conversion efforts, delays in stocking, and

transitioning to alternative media in beds. One respondent reported being unable to get fish to the farm from other farms in the area, because no one was coming to work and no one was pulling fish to complete orders. Thus, this farm was low on inventory and could not receive any new inventory of fish for at least the next 30 days. For this particular farm, this was the high season, and the business was at a standstill.

Forty-seven percent of tilapia respondents expected to experience continued production challenges not related to labor. Contractors were expected to continue to be unavailable and limited personnel on site had halted or slowed several ongoing projects. Delivery challenges were expected to continue. One respondent reported the potential loss of the business.

Sixteen percent of tilapia respondents reported having experienced increased costs of production, including feed, and 34% expected to experience increased costs of production in the coming months. Respondents reported increased costs of materials that are used for manufacturing processing, including those to meet FSMA regulations.

Forty-four percent of respondents indicated that they could hold market-ready product for less than 1 month, 38% said 1 to 3 months, and 6% said 4 to 6 months. A respondent reported that fish could not be sold and had to be held in tanks, thereby increasing the total cost of harvest size fish for every additional day. Holding fish longer was also reported to create challenges related to maintaining health of the fish as the density increased. Holding market-ready fish also requires more oxygen, electricity, gas for heat, and feed in addition to creating additional stress on the fish that will likely increase mortality and risk.

Challenges related to production inputs (feed, therapeutants, etc.) were reported by 44% of tilapia respondents. One respondent reported problems with the availability of seed for aquaponics. Problems getting deliveries of feed and therapeutants were reported as a challenge by some respondents. Thirty-nine percent of tilapia respondents reported challenges with repair, construction, consultant, or engineering services. One respondent reported making necessary upgrades and repairs while the aquaponics system was down, but other respondents reported having to put all repair work on hold.

Another respondent reported that consultants were unable to come in when the farm staff was in the greenhouse so hours and scheduling had been a challenge, especially when other offices were closed.

Financial services challenges were mentioned by 22% of respondents. Obtaining agriculture loans for expansion was reported to be difficult. Another respondent mentioned challenges with making payments on loans, but that a finance company was going to work with them. The primary financial challenge was covering operating expenses. Respondents reported problems in obtaining responses from SBA and FSA, especially with the agricultural offices closed. One respondent reported that financial services were not doing SBA loans but were working on it.

In terms of expectations for the coming months, 75% of tilapia respondents expected additional lost sales, 47% continued production challenges, 34% increased costs of production, 50% labor challenges, and 19% expected increased demand for products. Respondents expected feed costs and costs of supplies to increase as well as the cost of shipping. Other respondents expected all variable and fixed costs to increase due to holding the fish longer than expected. Labor costs will increase due to increased inefficiencies due to social distancing and to markets that have closed forcing them to hold fish longer. One respondent reported that the price of fingerlings has increased by \$0.01/inch, with increased air freight costs from Florida. Feed costs have increased by \$21/ton, but sales were half what they had been. Holding fish longer in RASs cost more power, oxygen, and, most importantly, time.

Marketing of products

Extended holding of product that is ready to be sold can cause a variety of problems. Forty-four percent of tilapia respondents indicated that holding market-sized product would make it less marketable. More specifically, 57% of tilapia respondents said that holding product would reduce the quantity of tilapia sold and 50% said that it would reduce the price received. Respondents reported backlogs of market-ready fish with expectations that this will introduce stress and disease and result in greater production costs across the board.

Respondents reported other effects from holding market-ready fish. One respondent expected lower

demand for the larger fish. Another respondent said that they sell leafy greens, herbs, microgreens and edible flowers, but if restaurants cannot buy them when they are ready, they will have to throw the produce away. Respondents reported that markets had either closed or were very slow with more competition. One respondent reported that they can sometimes sell older crops to the zoo, but at a 50% discount. Others also reported the possibility of selling into secondary markets, but at a discounted price. Fresh produce, however, cannot be preserved and will have to be thrown out. Others reported market saturation with fish.

Increased Demand for Products

Sixteen percent of tilapia respondents reported increased demand for their products and 19% expected demand for their products to increase. The amount of increased sales expected were reported to be from \$1,001 to \$5,000 (50% of those who expected increased sales) and \$1 to \$1,000 (17% of those respondents who expected increased sales). One-third of those who expected demand to increase were not able to estimate the amount of sales expected to be lost.

Assistance to Farms/Businesses

The survey included questions on the types of assistance that might be helpful to the farm or business of respondents. Thirty-one percent of tilapia respondents indicated that federal assistance would increase the likelihood of survival of their farm or business. Another 28% said that assistance from the state, 28% from local government, and 13% from associations would be helpful.

When asked more specifically what types of assistance would be helpful, 28% said that assistance with identifying new markets, 25% said that loan guarantees, 19% said waiving or delaying state fees, 13% said specialty crop insurance, and 9% that tariff relief would be helpful. Six percent of tilapia respondents indicated that there were existing programs that their business did not qualify for, although 75% did not respond to this question.

Additional comments by tilapia respondents included a variety of suggestions on the type of assistance that would be of greatest help (Table 4). The most frequently mentioned type of assistance (42%) mentioned by tilapia respondents was the need for very immediate assistance in the form of

cash payments or grants. This was followed by financing assistance (26%) that included debt forgiveness, government purchases of fish (16%), and other (16%), that included market assistance and tax breaks.

Table 4. Additional comments related to types of assistance reported by tilapia respondents that would be most useful.

Type of assistance	Tilapia fish respondents (%)
Cash payments, grants, credits, for expenses	42%
Financing assistance (guaranteed loans, debt forgiveness, deferred loan payments, exemption of interest, low-interest loans)	26%
Government purchases of tilapia	16%
Other (Marketing assistance, tax breaks)	16%

Discussion and Conclusion

Responses by tilapia farms to the Quarter 1 survey show that the U.S. tilapia farmers have been impacted severely by the COVID-19 pandemic. Seventy-nine percent of tilapia respondents had had sales orders from private customers canceled and 14% had had government (state/federal) orders canceled. While lost sales were the immediate impact, other challenges were mentioned related to increasing production costs, financing, and other essential services that are critical to survival of the farm or business. Effects on the tilapia industry will be felt more in the coming months if sales continue to be reduced, with only 31% indicating that they would survive over the next 6 months without external assistance. Given that survey results showed that there will be longer-term effects on the U.S. tilapia industry, it will be important to continue to monitor changes throughout the year. Key findings from tilapia farm and business respondents include:

- *81% have been impacted by COVID-19*

- *79% have had private orders/contracts canceled*
- *45% have or will soon have to lay off employees*
- *69% have experienced lost sales*
- *50% can survive 3 months without external intervention*

References

van Senten, J., Smith, M.A., and Engle, C.R. 2020. Impacts of COVID-19 on U.S. aquaculture, aquaponics, and allied businesses: Quarter 1 Results. AAEC-218NP. Available at: https://www.pubs.ext.vt.edu/content/dam/pubs_ext_vt_edu/AAEC/aec-218/AAEC-218.pdf

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2020

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Appendix

Summary of COVID-19 impacts on U.S. tilapia

Quarter 1 Results

Carole R. Engle, Engle-Stone Aquatics, LLC, Virginia Tech

Jonathan van Senten, Virginia Tech

Matthew A. Smith, The Ohio State University

Charles Clark, Virginia Tech

Shannon Fluharty, Virginia Tech

Michael H. Schwarz, Virginia Seafood AREC



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Q4. Has your farm or business had to lay off any employees due to the coronavirus disease (COVID-19)? 6

Q4.1. Are any of the employees that your farm or business had to, or will have to, lay off due to the coronavirus disease (COVID-19) designated as "Short-Time" or "Shared-Work" employees? 6

Q4.2. How many employees has your farm or business had to lay off in response to the coronavirus disease (COVID-19)? 7

Q4.3. How many weeks before your farm or business will have to make a decision to lay off employees, in response to the coronavirus disease (COVID-19)? 7

Q4.4. How many employees do you estimate your farm or business will have to lay off in response to the coronavirus disease (COVID-19)? 8

Q5. Has your farm or business had any employees miss work due to the coronavirus disease (COVID-19)? 8

Q5.1. In total, approximately how many days have any employees in your farm or business missed work due to the coronavirus disease (COVID-19)?..... 9

Q6. Does your farm or business make use of H2A or H2B workers?..... 9

Q6.1. Has your farm or business been able to secure H2A and H2B workers during the coronavirus disease (COVID-19) pandemic?..... 10

Q6.2. Is your farm or business currently at risk of losing H2A or H2B workers due to the coronavirus disease (COVID-19) pandemic?..... 10

Q7. Has your farm or business experienced any of the following as a result of the coronavirus disease (COVID-19) in 2020? Please select all that apply..... 11

Q7.1. Has your farm or business experienced lost sales to international or export markets (outside of the United States), as a result of the coronavirus disease (COVID-19)?..... 11

Q7.2. If your farm or business has experienced lost sales as a result of the coronavirus disease (COVID-19), please estimate the value of lost sales? 12

Q7.3. If your farm or business has experienced production challenges (not related to labor) as a result of the coronavirus disease (COVID-19), can those challenges be specified? Please select all that apply. 13

Q7.6. If your farm or business has experienced increased demand for products as a result of the coronavirus disease (COVID-19), please estimate the value of those effects on sales? 14

Q8. Does your farm or business expect to experience any of the following as a result of the coronavirus disease (COVID-19) in 2020? Please select all that apply 15

Q8.1. Does your farm or business expect to experience lost sales to international or export markets (outside of the United States), as a result of the coronavirus disease (COVID-19)? 15

Q8.2. Does your farm or business expect to experience lost sales as a result of the coronavirus disease (COVID-19), please estimate the value of lost sales? 16

Q8.3. Does your farm or business expect to experience production challenges (not related to labor) as a result of the coronavirus disease (COVID-19), can those challenges be specified? Please select all that apply. 17

Q8.6. Does your farm or business expect to experience increased demand for products as a result of the coronavirus disease (COVID-19), please estimate the value of those effects on sales? 18

Q9. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 3 (three) months? 19

Q10. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 6 (six) months?..... 19

Q11. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 12 (twelve) months?..... 20

Q12. How many months can your farm or business survive without sales, as a result of the coronavirus disease (COVID-19), before suffering longer term cash flow effects? 20

Q13. Will holding market ready product, as a result of the coronavirus disease (COVID-19), make it less marketable?..... 21

Q13.1. Will holding market ready product, as a result of the coronavirus disease (COVID-19), result in: Please select all that apply. 21

Q14. How many months can your farm or business hold market ready product, as a result of the coronavirus disease (COVID-19), before it becomes an issue for new crops or planting?..... 22

Q16. Are there specific steps or types of assistance that would increase the likelihood for your farm or business to survive? Please select all that apply. 22

Q17. Would assistance with any of the following be helpful to your farm or business right now? Please select all that apply. 23

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Q19. What is the primary product that your farm or business produces? 24

Q19.1. Please indicate which is the major species of foodfish raised by your farm or business: 25

Q20. How does your farm or business primarily market or sell aquaculture / aquaponics products? 26

Q21. Please indicate the scale of your farm or business by annual sales volume before the effects of coronavirus disease (COVID-19): 27

Q22. In which USDA defined Aquaculture Region is your farm or business located? 28

Overview

On March 23rd, 2020 Virginia Tech Seafood AREC and The Ohio State University Extension initiated an online survey of the U.S. aquaculture, aquaponics, and allied businesses. This survey was designed to capture and quantify the effects of the coronavirus disease (COVID-19) on the aquaculture, aquaponics, and allied industries. The survey closed April 10th, 2020 at 11:59 pm. The survey will be distributed at the conclusion of every quarter for 2020, to attempt to capture the evolving impacts of COVID-19 over time.

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This report is a supplemental report to the **Tilapia Report Summary, Quarter 1** that summarizes results of **tilapia farm** respondents.

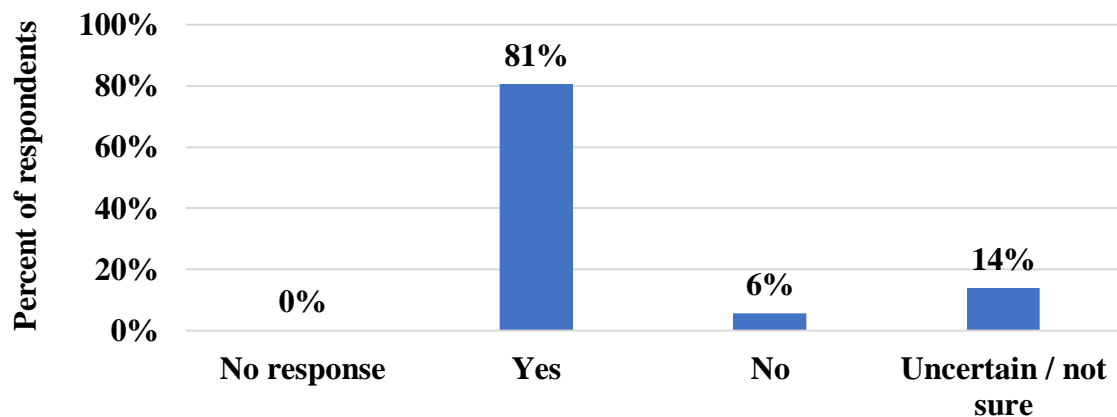
Survey results for each question

The number of respondents to each question presented in this summary is denoted as (n =).

Q1. Has your farm or business been impacted by the coronavirus disease (COVID-19)?

(n = 36)

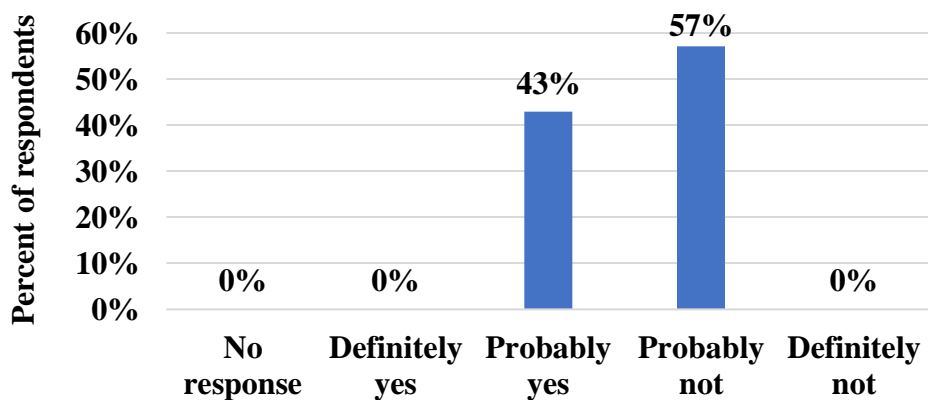
- No response : 0%
- Yes : 81%
- No : 6%
- Uncertain / Not Sure : 14%



Q1.1. Does your farm or business expect to be affected by the coronavirus disease (COVID-19) in 2020?

(n = 7)

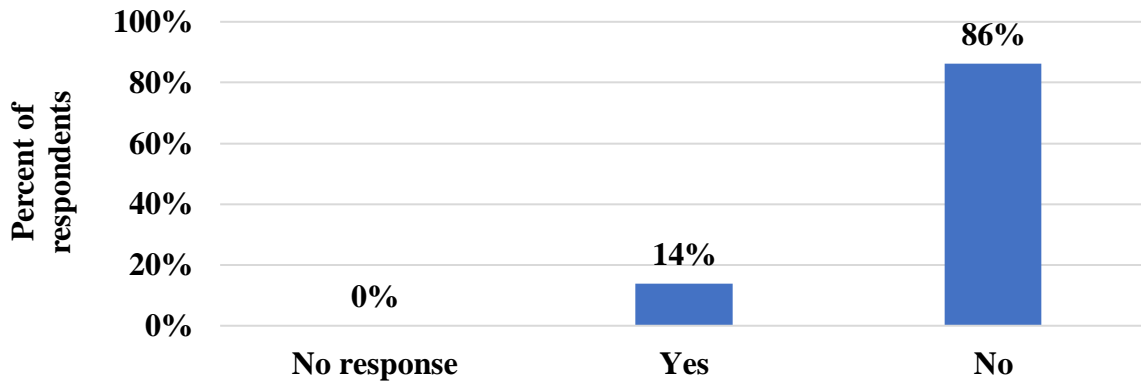
- No response : 0%
- Definitely yes : 0%
- Probably yes : 43%
- Probably not : 57%
- Definitely not : 0%



Q2. Has your farm or business had government (state or federal) contracts canceled for 2020 because of the coronavirus disease (COVID-19)?

(n = 29)

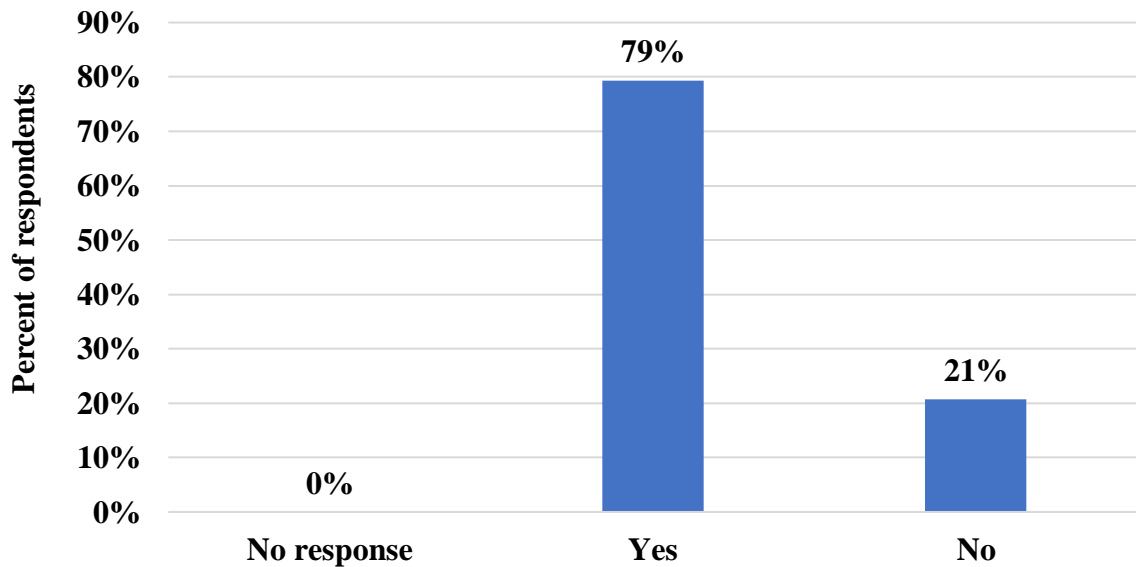
- No response : 0%
- Yes : 14%
- No : 86%



Q3. Has your farm or business had private contracts / orders canceled for 2020 because of the coronavirus disease (COVID-19)?

(n = 29)

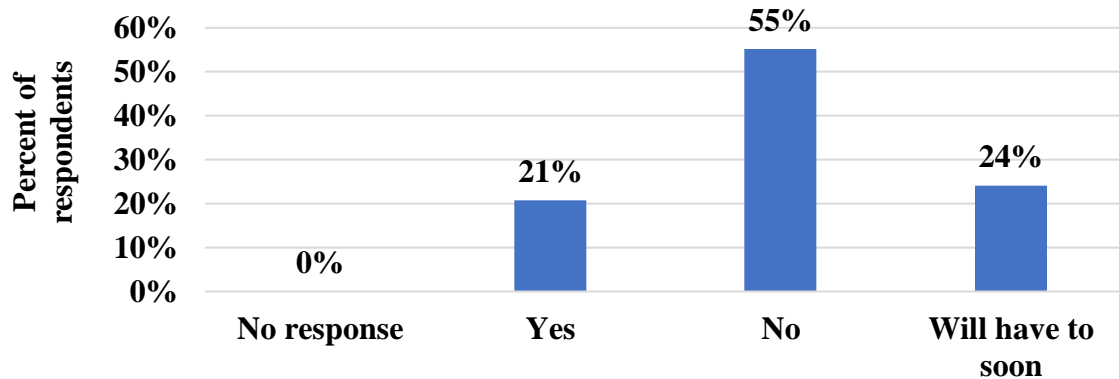
- No response : 0%
- Yes : 79%
- No : 21%



Q4. Has your farm or business had to lay off any employees due to the coronavirus disease (COVID-19)?

(n = 29)

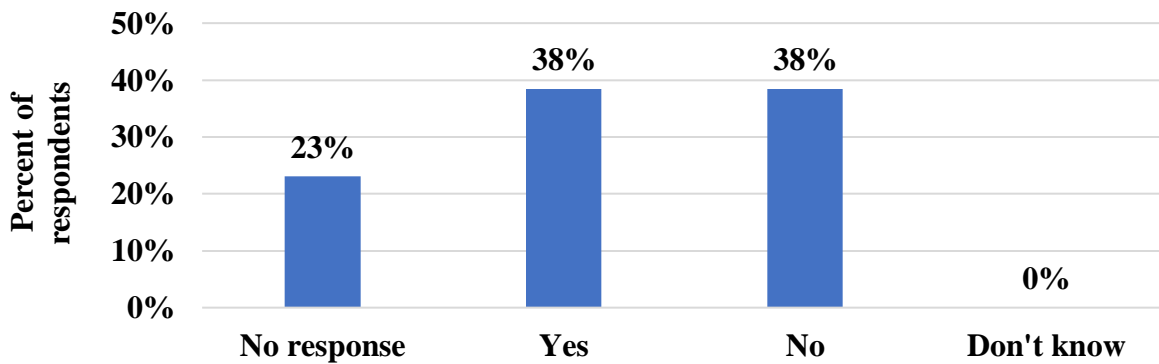
- No response : 0%
- Yes : 21%
- No : 55%
- Will have to soon : 24%



Q4.1. Are any of the employees that your farm or business had to, or will have to, lay off due to the coronavirus disease (COVID-19) designated as "Short-Time" or "Shared-Work" employees?

(n = 13)

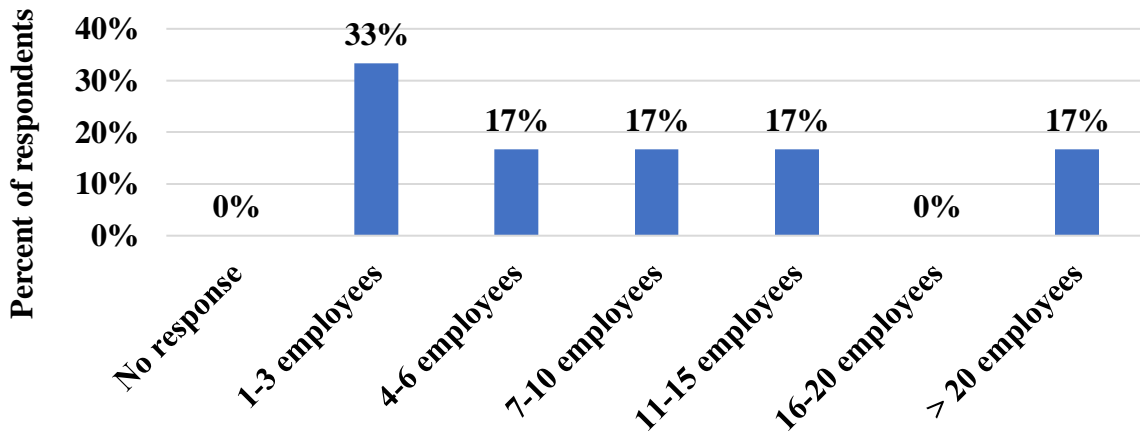
- No response : 23%
- Yes : 38%
- No : 38%
- Don't know : 0%



Q4.2. How many employees has your farm or business had to lay off in response to the coronavirus disease (COVID-19)?

(n = 6)

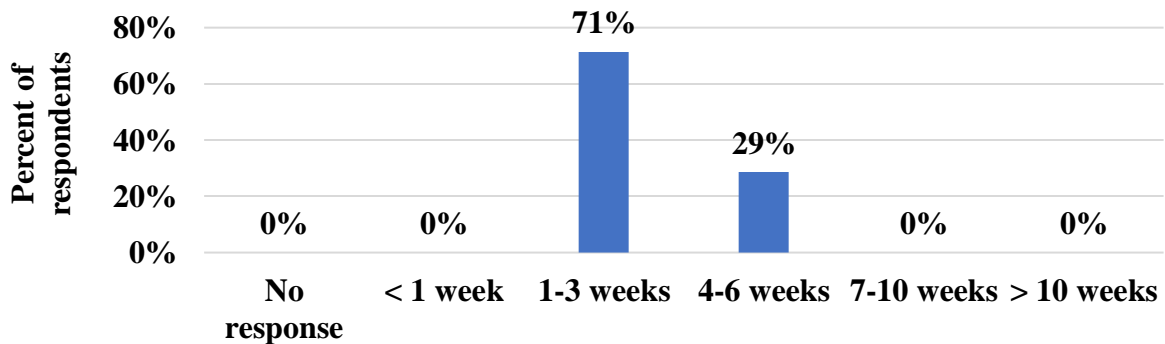
- No response : 0%
- 1 – 3 employees : 33%
- 4 – 6 employees : 17%
- 7 – 10 employees : 17%
- 11 – 15 employees : 17%
- 16 – 20 employees : 0%
- More than 20 employees : 17%



Q4.3. How many weeks before your farm or business will have to make a decision to lay off employees, in response to the coronavirus disease (COVID-19)?

(n = 7)

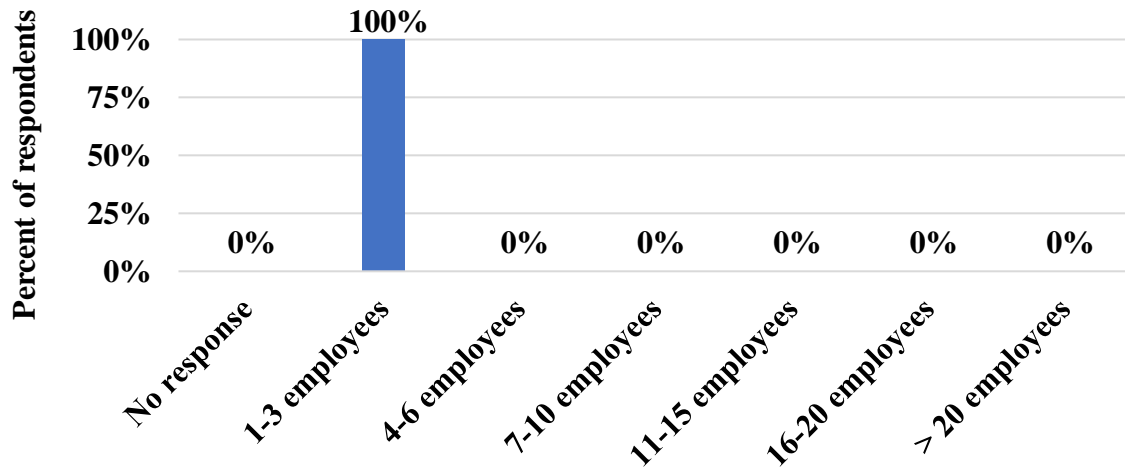
- No response : 0%
- Less than 1 week : 0%
- 1 – 3 weeks : 71%
- 4 – 6 weeks : 29%
- 7 – 10 weeks : 0%
- More than 10 weeks : 0%



Q4.4. How many employees do you estimate your farm or business will have to lay off in response to the coronavirus disease (COVID-19)?

(n = 7)

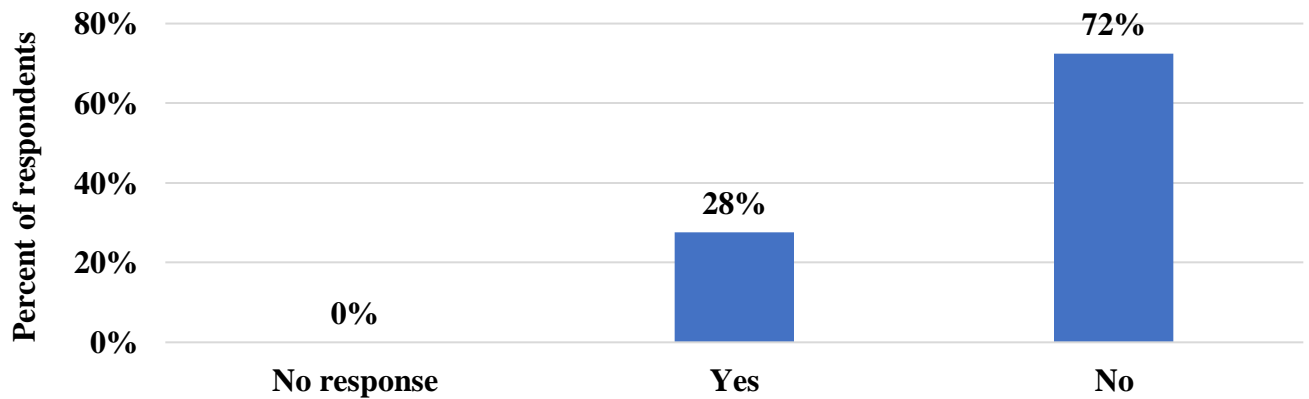
- No response : 0%
- 1 – 3 employees : 100%
- 4 – 6 employees : 0%
- 7 – 10 employees : 0%
- 11 – 15 employees : 0%
- 16 – 20 employees : 0%
- More than 20 employees : 0%



Q5. Has your farm or business had any employees miss work due to the coronavirus disease (COVID-19)?

(n = 29)

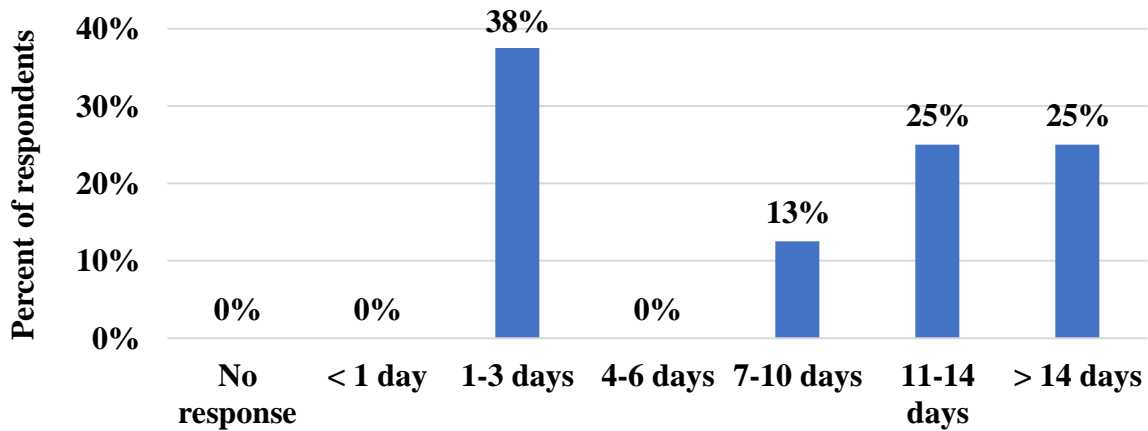
- No response : 0%
- Yes : 28%
- No : 72%



Q5.1. In total, approximately how many days have any employees in your farm or business missed work due to the coronavirus disease (COVID-19)?

(n = 8)

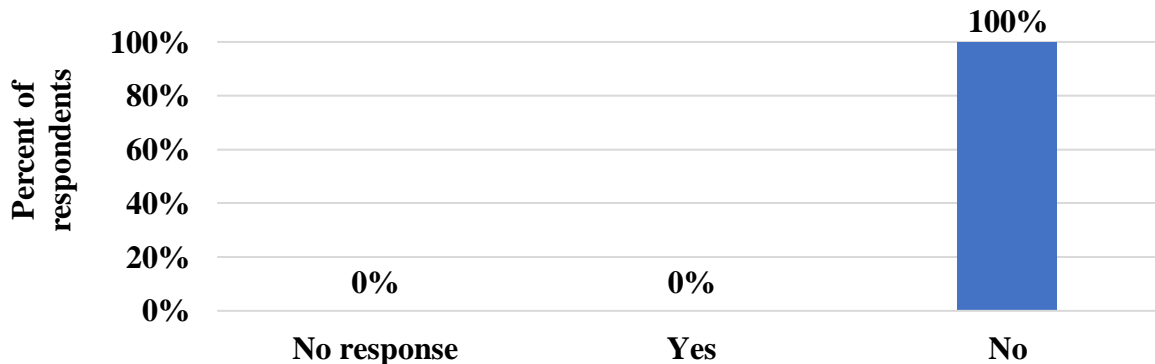
- No response : 0%
- Less than a day : 0%
- 1 -3 days : 38%
- 4 – 6 days : 0%
- 7 – 10 days : 13%
- 11 – 14 days : 25%
- More than 14 days : 25%



Q6. Does your farm or business make use of H2A or H2B workers?

(n = 29)

- No response : 0%
- Yes : 0%
- No : 100%



Q6.1. Has your farm or business been able to secure H2A and H2B workers during the coronavirus disease (COVID-19) pandemic?

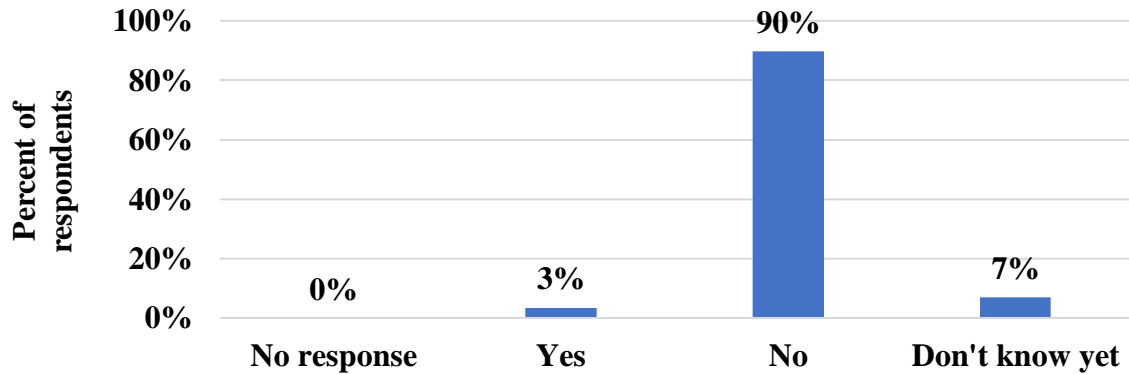
(n = 0)

- No response : NA
- Yes : NA
- No : NA
- Don't know yet : NA
- Have not tried : NA

Q6.2. Is your farm or business currently at risk of losing H2A or H2B workers due to the coronavirus disease (COVID-19) pandemic?

(n = 29)

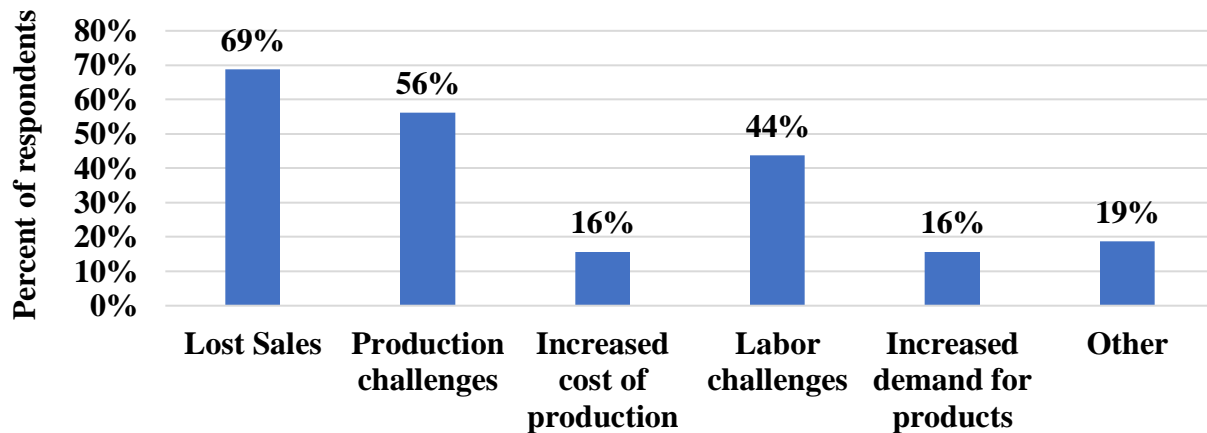
- No response : 0%
- Yes : 3%
- No : 90%
- Don't know yet : 7%



Q7. Has your farm or business experienced any of the following as a result of the coronavirus disease (COVID-19) in 2020? Please select all that apply.

(n = 32)

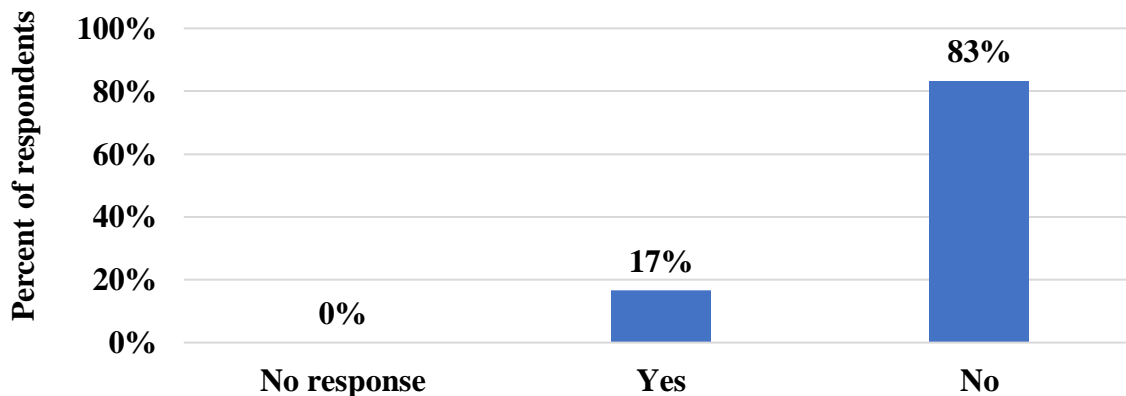
- Lost sales : 69%
- Production challenges (not related to labor) : 56%
- Increased cost of production : 16%
- Labor challenges : 44%
- Increased demand for products : 16%
- Other : 19%



Q7.1. Has your farm or business experienced lost sales to international or export markets (outside of the United States), as a result of the coronavirus disease (COVID-19)?

(n = 24)

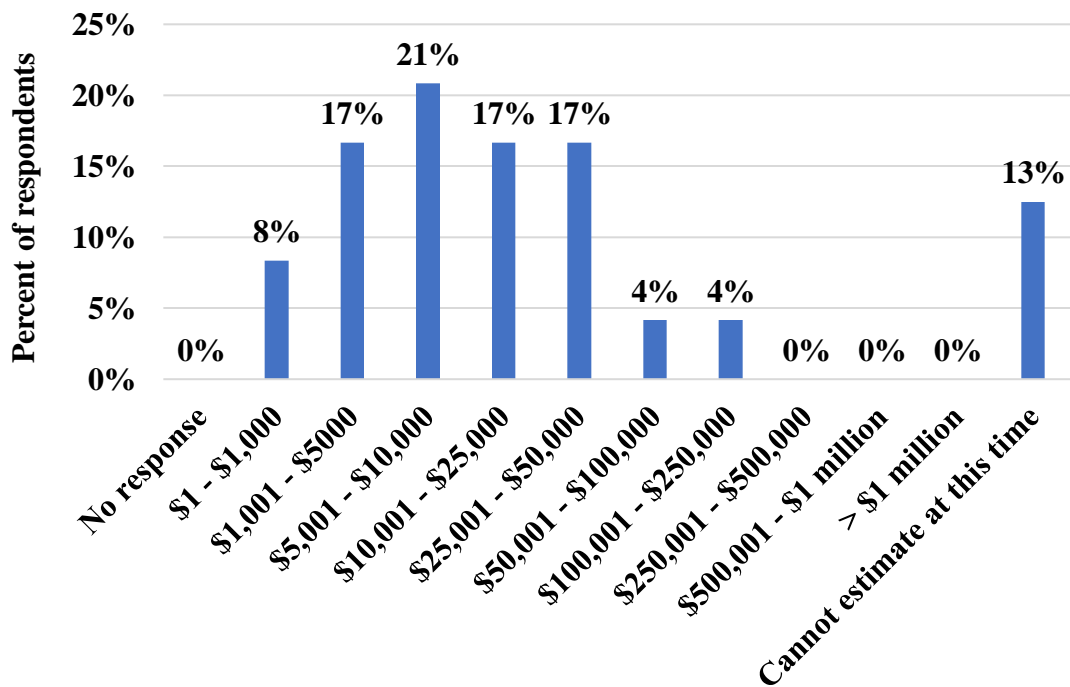
- No response : 0%
- Yes : 17%
- No : 83%



Q7.2. If your farm or business has experienced lost sales as a result of the coronavirus disease (COVID-19), please estimate the value of lost sales?

(n = 24)

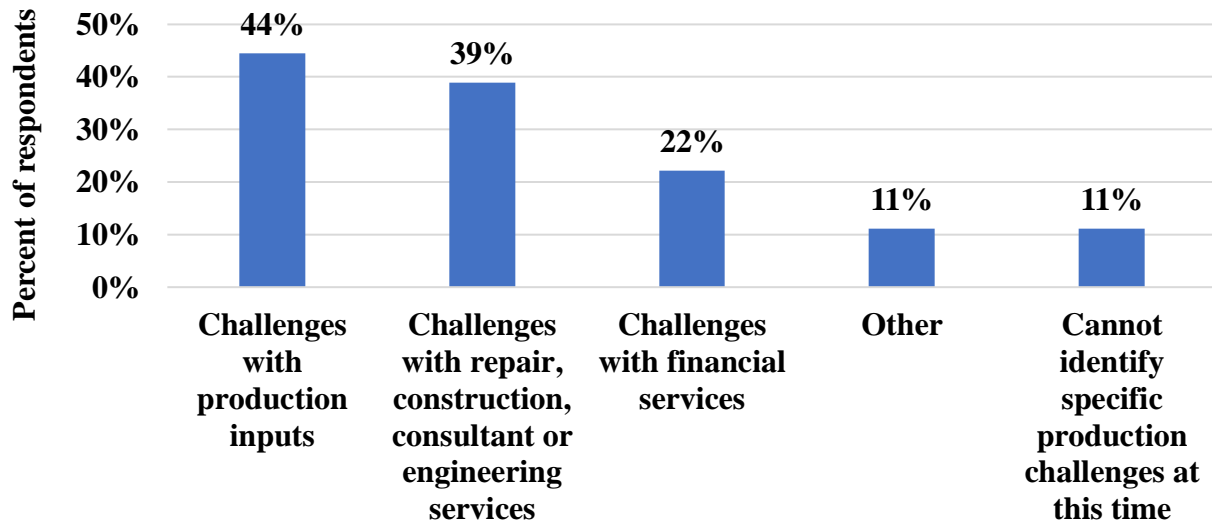
- No response : 0%
- \$1 - \$1,000 : 8%
- \$1,001 - \$5,000 : 17%
- \$5,001 - \$10,000 : 21%
- \$10,001 - \$25,000 : 17%
- \$25,001 - \$50,000 : 17%
- \$50,001 - \$100,000 : 4%
- \$100,001 - \$250,000 : 4%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 13%



Q7.3. If your farm or business has experienced production challenges (not related to labor) as a result of the coronavirus disease (COVID-19), can those challenges be specified? Please select all that apply.

(n = 18)

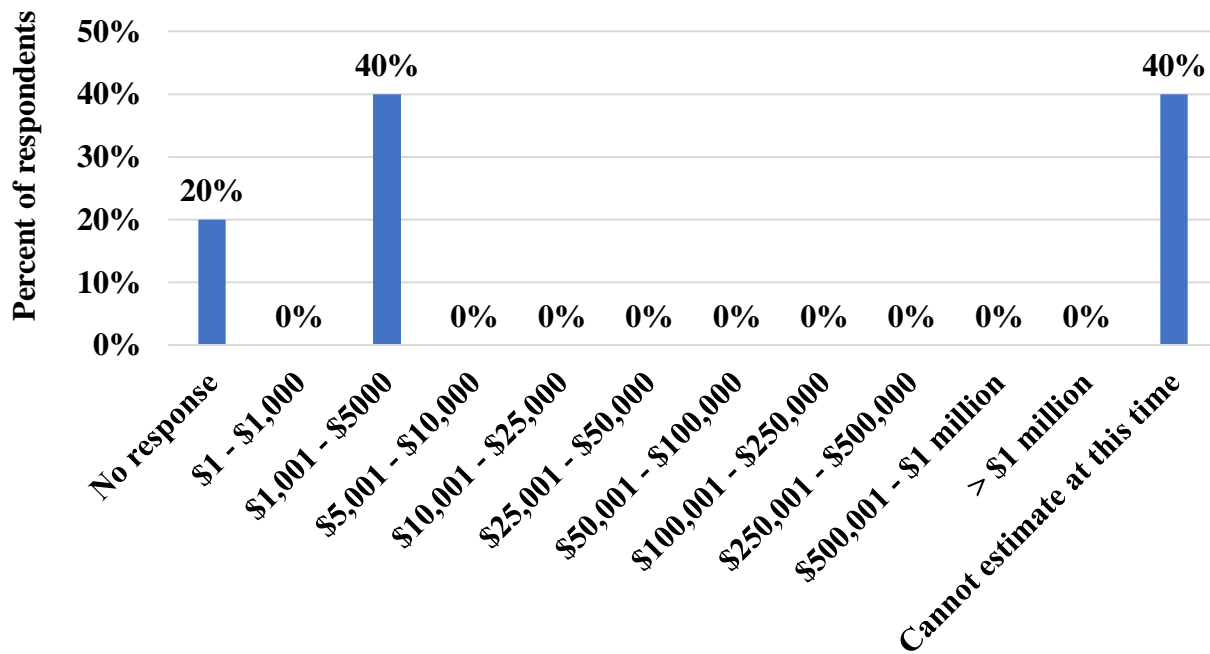
- Challenges with production inputs (feed, chemicals, therapeutants, etc.) : 44%
- Challenges with repair, construction, consultant or engineering services : 39%
- Challenges with financial services (operating loans, leases, etc.) : 22%
- Other : 11%
- Cannot identify specific production challenges at this time : 11%



Q7.6. If your farm or business has experienced increased demand for products as a result of the coronavirus disease (COVID-19), please estimate the value of those effects on sales?

(n = 5)

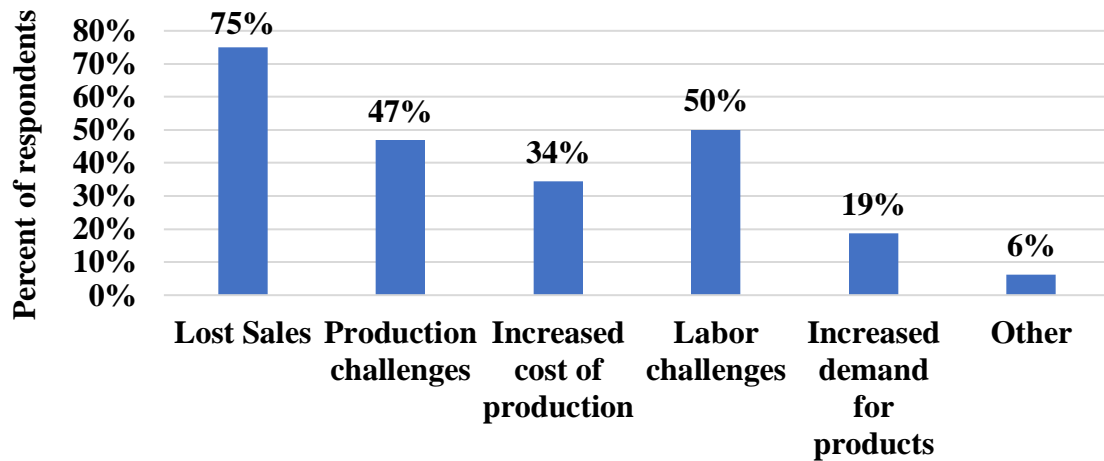
- No response : 20%
- \$1 - \$1,000 : 0%
- \$1,001 - \$5,000 : 40%
- \$5,001 - \$10,000 : 0%
- \$10,001 - \$25,000 : 0%
- \$25,001 - \$50,000 : 0%
- \$50,001 - \$100,000 : 0%
- \$100,001 - \$250,000 : 0%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 40%



Q8. Does your farm or business expect to experience any of the following as a result of the coronavirus disease (COVID-19) in 2020? Please select all that apply.

(n = 32)

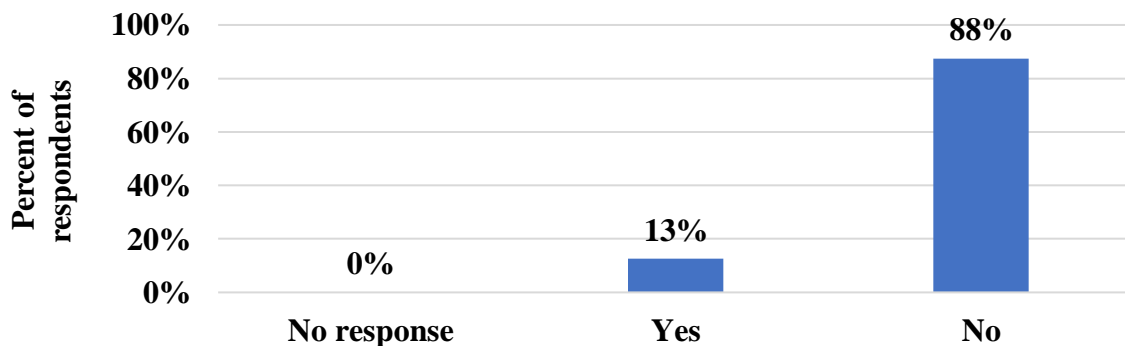
- Lost sales : 75%
- Production challenges (not related to labor) : 47%
- Increased cost of production : 34%
- Labor challenges : 50%
- Increased demand for products : 19%
- Other : 6%



Q8.1. Does your farm or business expect to experience lost sales to international or export markets (outside of the United States), as a result of the coronavirus disease (COVID-19)?

(n = 24)

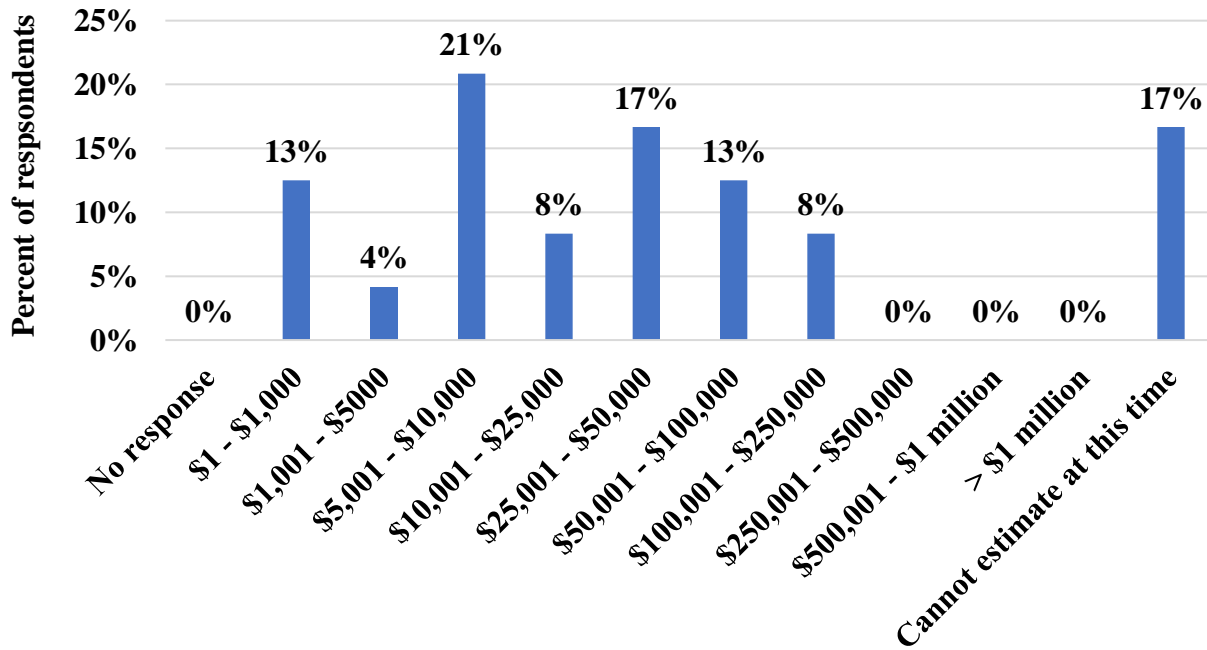
- No response : 0%
- Yes : 13%
- No : 88%



Q8.2. Does your farm or business expect to experience lost sales as a result of the coronavirus disease (COVID-19), please estimate the value of lost sales?

(n = 24)

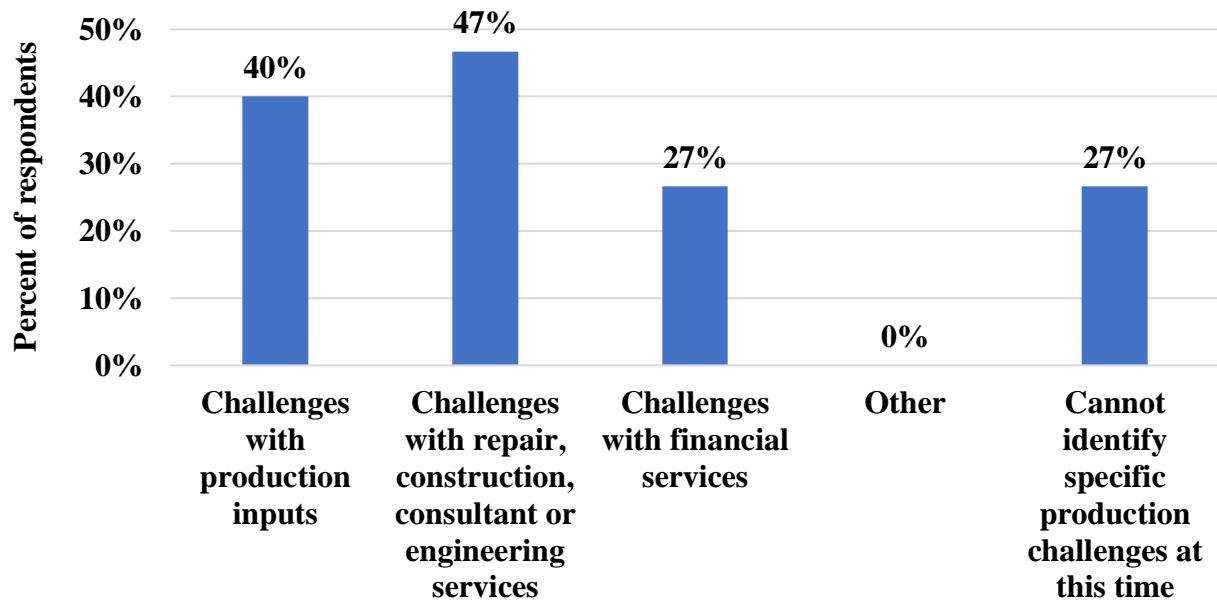
- No response : 0%
- \$1 - \$1,000 : 13%
- \$1,001 - \$5,000 : 4%
- \$5,001 - \$10,000 : 21%
- \$10,001 - \$25,000 : 8%
- \$25,001 - \$50,000 : 17%
- \$50,001 - \$100,000 : 13%
- \$100,001 - \$250,000 : 8%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 17%



Q8.3. Does your farm or business expect to experience production challenges (not related to labor) as a result of the coronavirus disease (COVID-19), can those challenges be specified? Please select all that apply.

(n = 24)

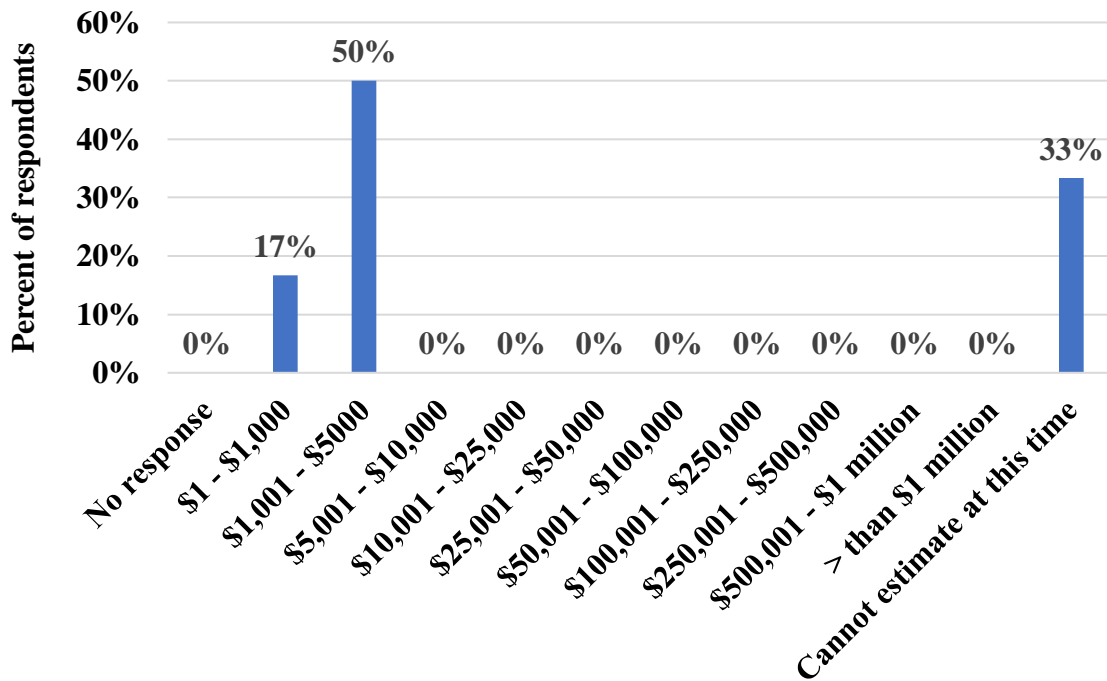
- Challenges with production inputs (feed, chemicals, therapeutants, etc.) : 40%
- Challenges with repair, construction, consultant or engineering services : 47%
- Challenges with financial services (operating loans, leases, etc.) : 27%
- Other : 0%
- Cannot identify specific production challenges at this time : 27%



Q8.6. Does your farm or business expect to experience increased demand for products as a result of the coronavirus disease (COVID-19), please estimate the value of those effects on sales?

(n = 6)

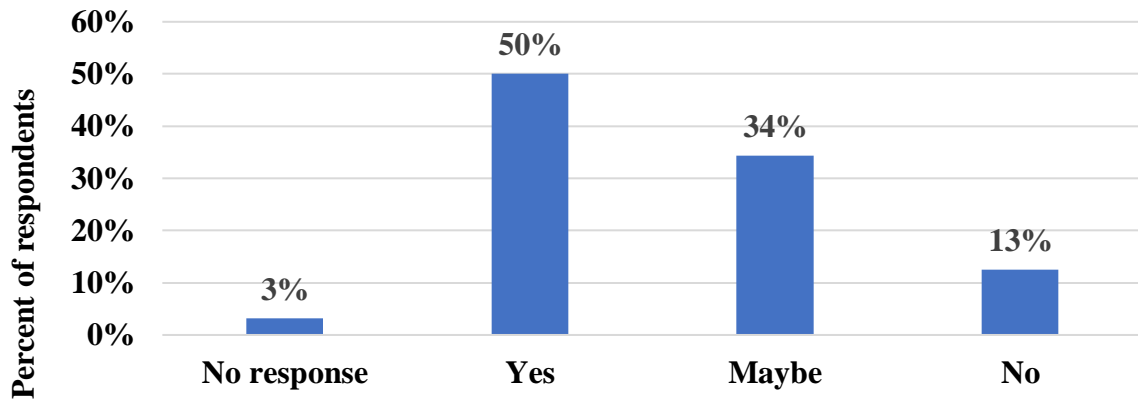
- No response : 0%
- \$1 - \$1,000 : 17%
- \$1,001 - \$5,000 : 50%
- \$5,001 - \$10,000 : 0%
- \$10,001 - \$25,000 : 0%
- \$25,001 - \$50,000 : 0%
- \$50,001 - \$100,000 : 0%
- \$100,001 - \$250,000 : 0%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 33%



Q9. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 3 (three) months?

(n = 32)

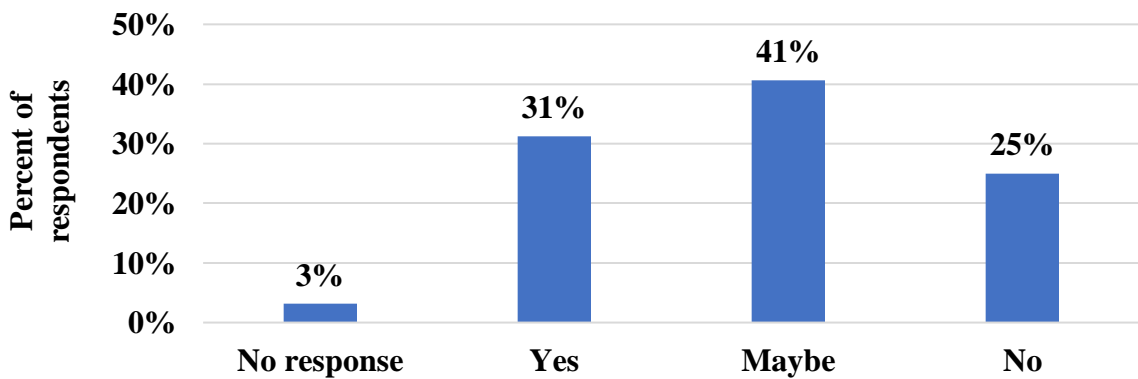
- No response : 3%
- Yes : 50%
- Maybe : 34%
- No : 13%



Q10. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 6 (six) months?

(n = 32)

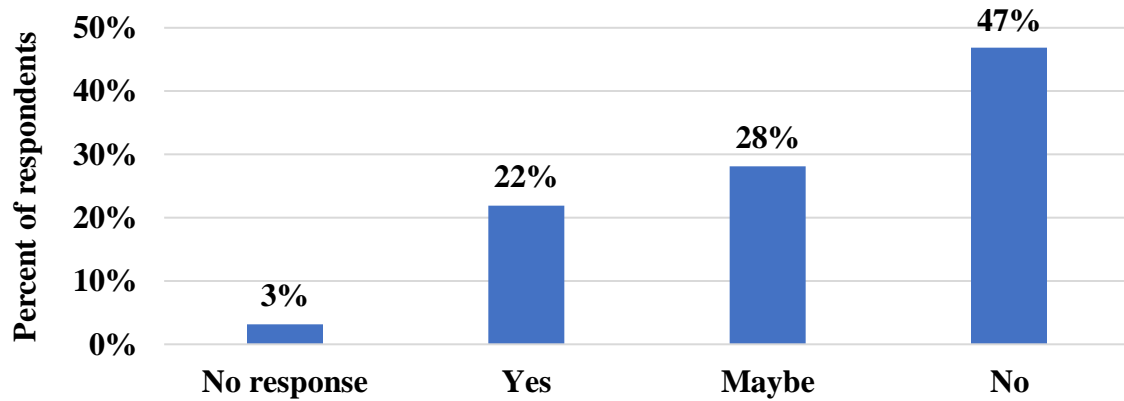
- No response : 3%
- Yes : 31%
- Maybe : 41%
- No : 25%



Q11. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 12 (twelve) months?

(n = 32)

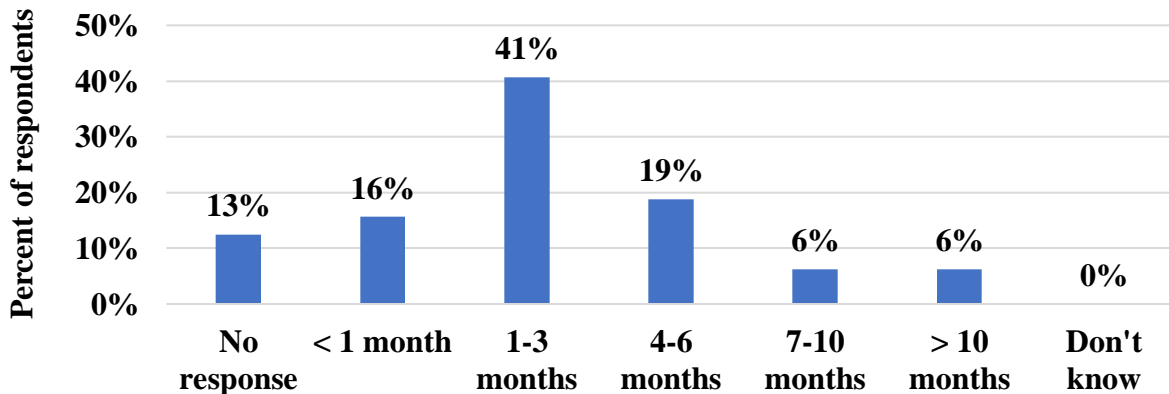
- No response : 3%
- Yes : 22%
- Maybe : 28%
- No : 47%



Q12. How many months can your farm or business survive without sales, as a result of the coronavirus disease (COVID-19), before suffering longer term cash flow effects?

(n = 32)

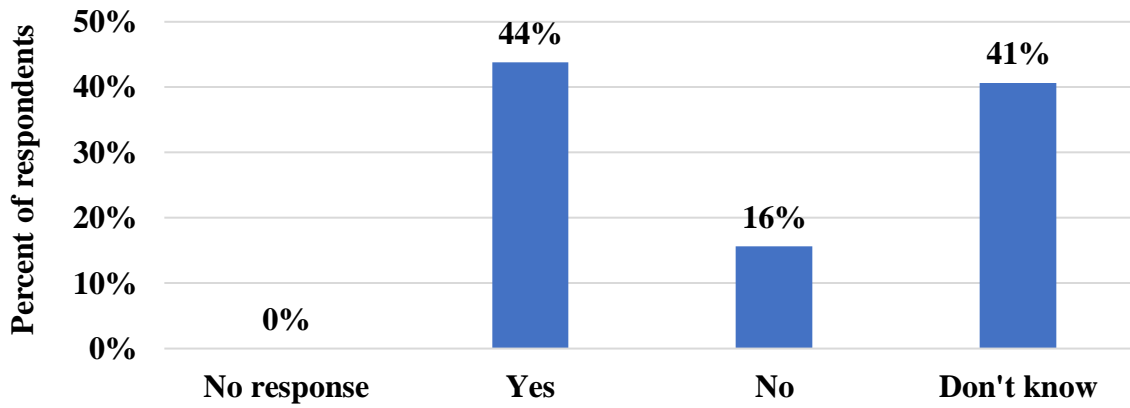
- No response : 13%
- Less than 1 month : 16%
- 1 – 3 months : 41%
- 4 – 6 months : 19%
- 7 – 10 months : 6%
- More than 10 months : 6%
- Do not know : 0%



Q13. Will holding market ready product, as a result of the coronavirus disease (COVID-19), make it less marketable?

(n = 32)

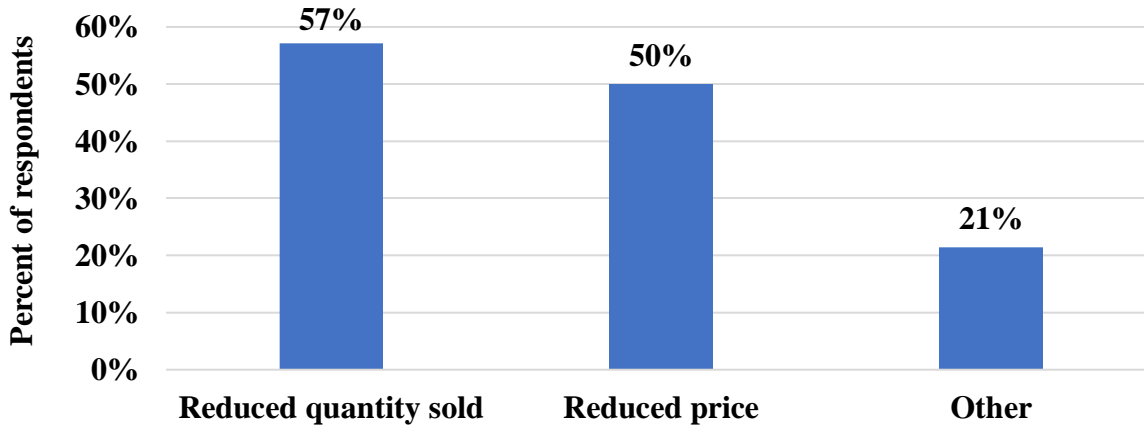
- No response : 0%
- Yes : 44%
- No : 16%
- Don't know : 41%



Q13.1. Will holding market ready product, as a result of the coronavirus disease (COVID-19), result in: Please select all that apply.

(n = 14)

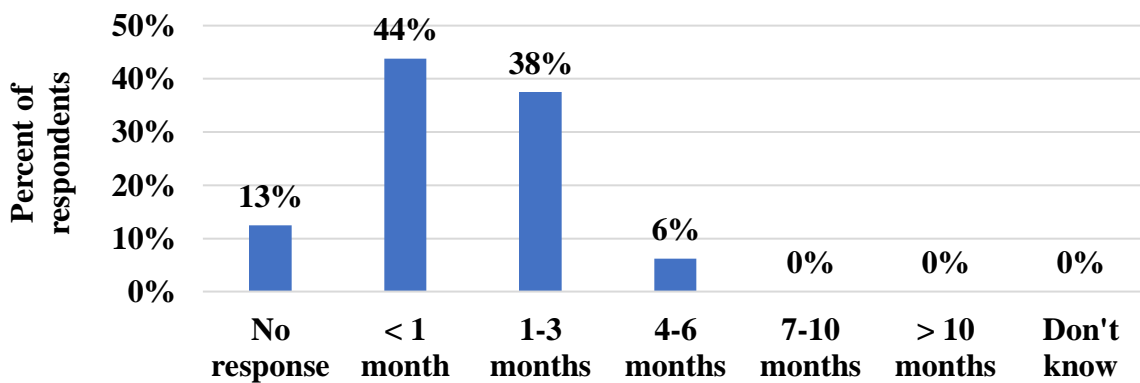
- Reduced quantity sold : 57%
- Reduced price : 50%
- Other : 21%



Q14. How many months can your farm or business hold market ready product, as a result of the coronavirus disease (COVID-19), before it becomes an issue for new crops or planting?

(n = 32)

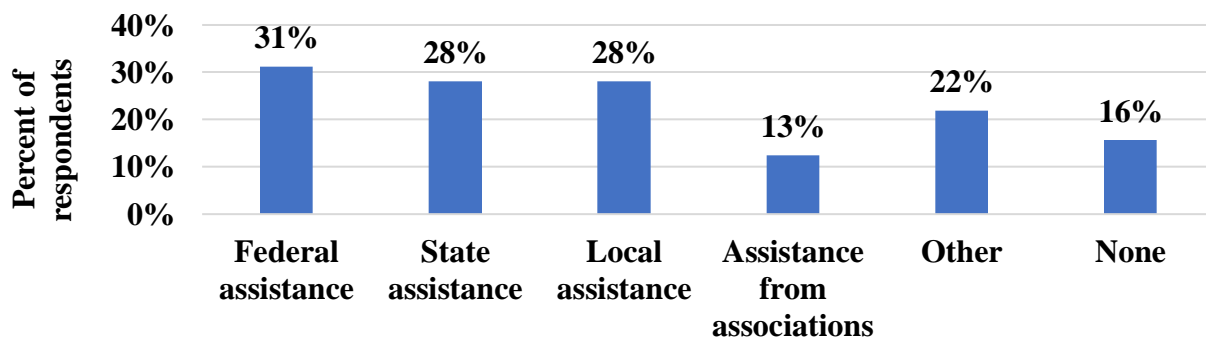
- No response : 13%
- Less than 1 month : 44%
- 1 – 3 months : 38%
- 4 – 6 months : 6%
- 7 – 10 months : 0%
- More than 10 months : 0%
- Don't know : 0%



Q16. Are there specific steps or types of assistance that would increase the likelihood for your farm or business to survive? Please select all that apply.

(n = 32)

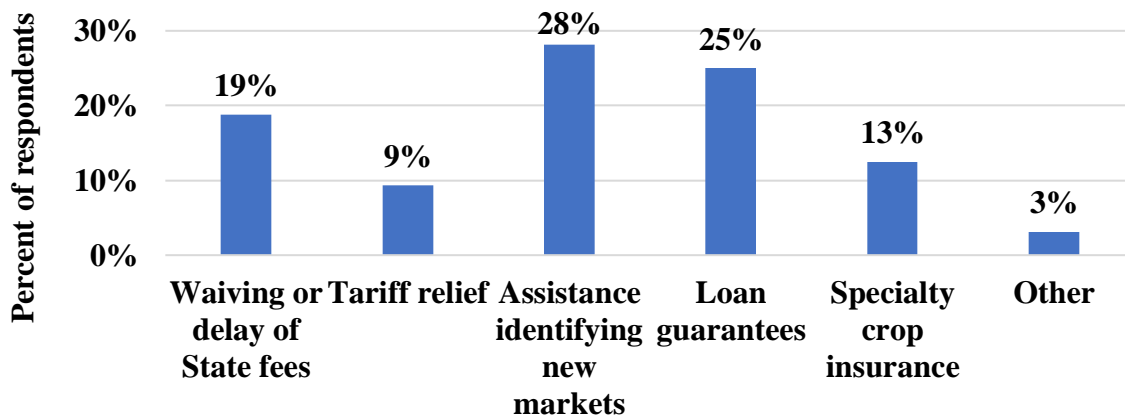
- Federal assistance : 31%
- State assistance : 28%
- Local assistance : 28%
- Assistance from associations : 13%
- Other : 22%
- None : 16%



Q17. Would assistance with any of the following be helpful to your farm or business right now? Please select all that apply.

(n = 32)

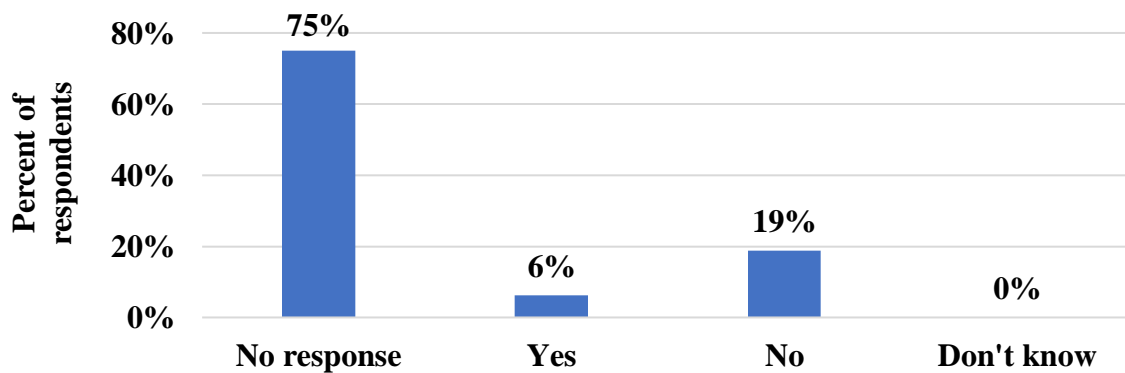
- Waiving or delay of state fees : 19%
- Tariff relief : 9%
- Assistance identifying new markets : 28%
- Loan guarantees : 25%
- Specialty Crop Insurance : 13%
- Other : 3%



Q18. Are there any existing programs that your aquaculture, aquaponics, or allied business does not currently qualify for, that would increase the likelihood of survival of your farm or business?

(n = 32)

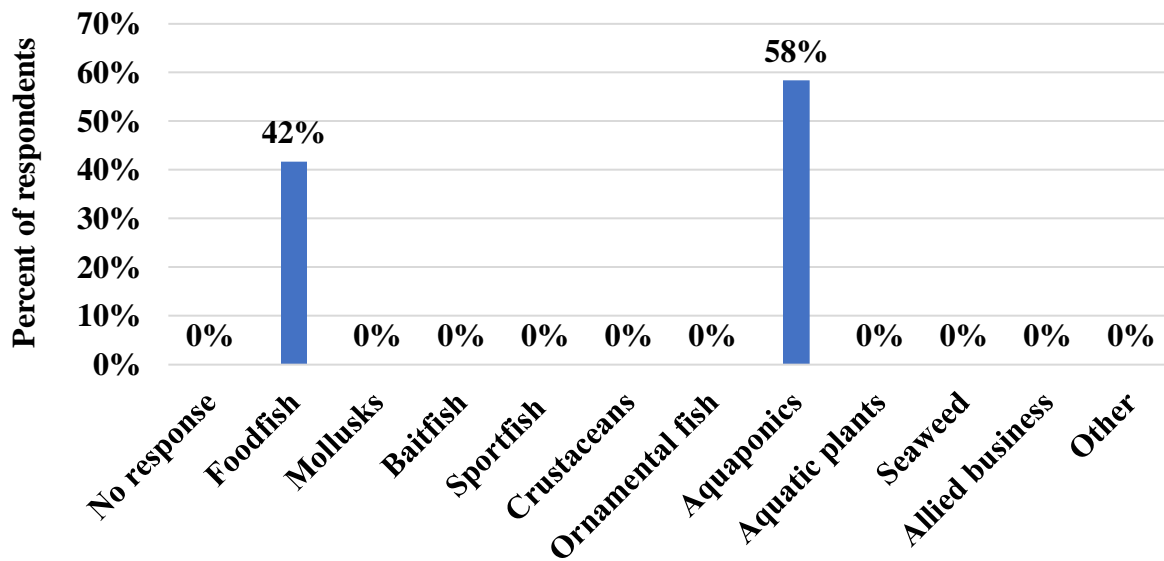
- No response : 75%
- Yes : 6%
- No : 19%
- Don't know : 0%



Q19. What is the primary product that your farm or business produces?

(n = 36)

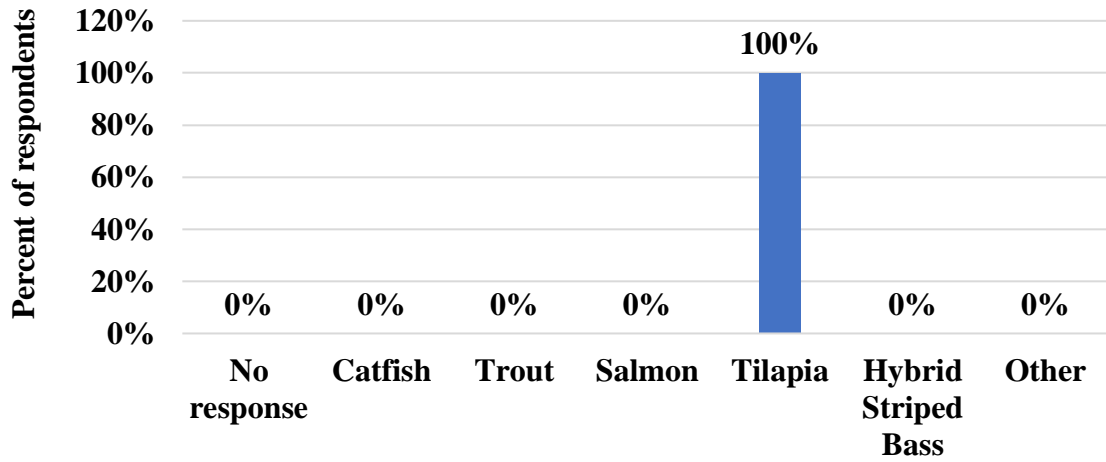
• No response	:	0%
• Foodfish	:	42%
• Mollusks (oysters, clams, mussels, etc.)	:	0%
• Baitfish	:	0%
• Sportfish / recreational fish, including trout	:	0%
• Crustaceans (crawfish, soft crab, shrimp, etc.)	:	0%
• Ornamental fish (aquarium or water garden)	:	0%
• Aquaponics	:	58%
• Aquatic plants	:	0%
• Seaweed	:	0%
• Allied business (equipment, chemicals, etc.)	:	0%
• Other	:	0%



Q19.1. Please indicate which is the major species of foodfish raised by your farm or business:

(n = 36)

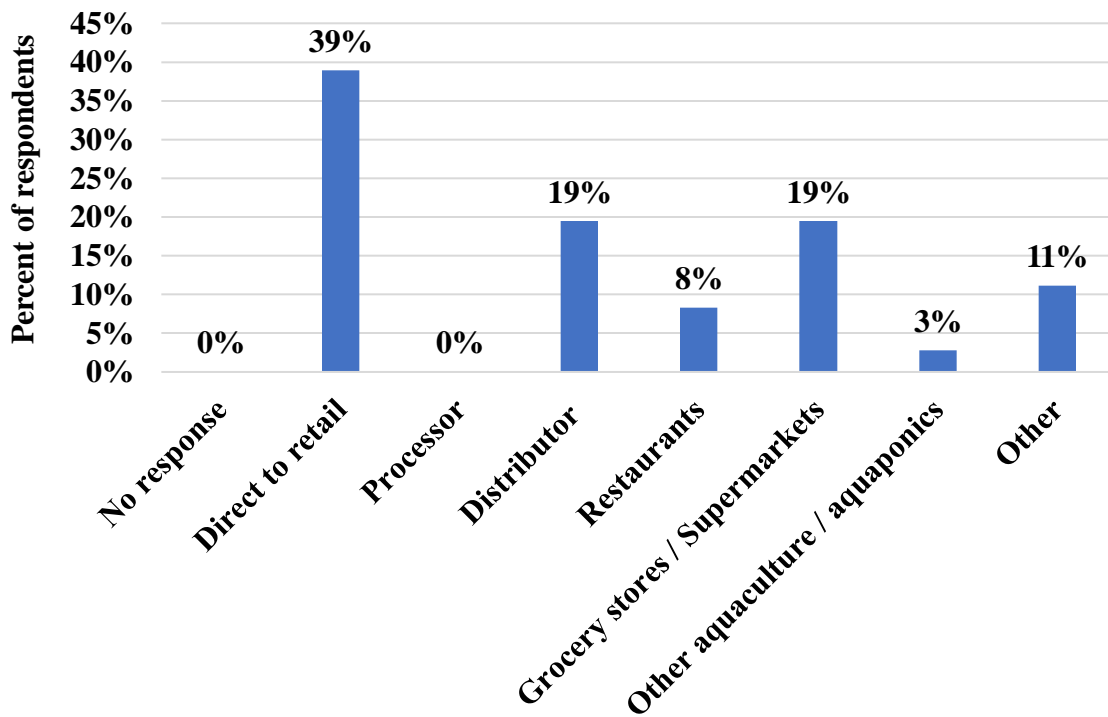
- No response : 0%
- Catfish : 0%
- Trout : 0%
- Salmon : 0%
- Tilapia : 100%
- Hybrid Striped Bass : 0%
- Other : 0%



Q20. How does your farm or business primarily market or sell aquaculture / aquaponics products?

(n = 36)

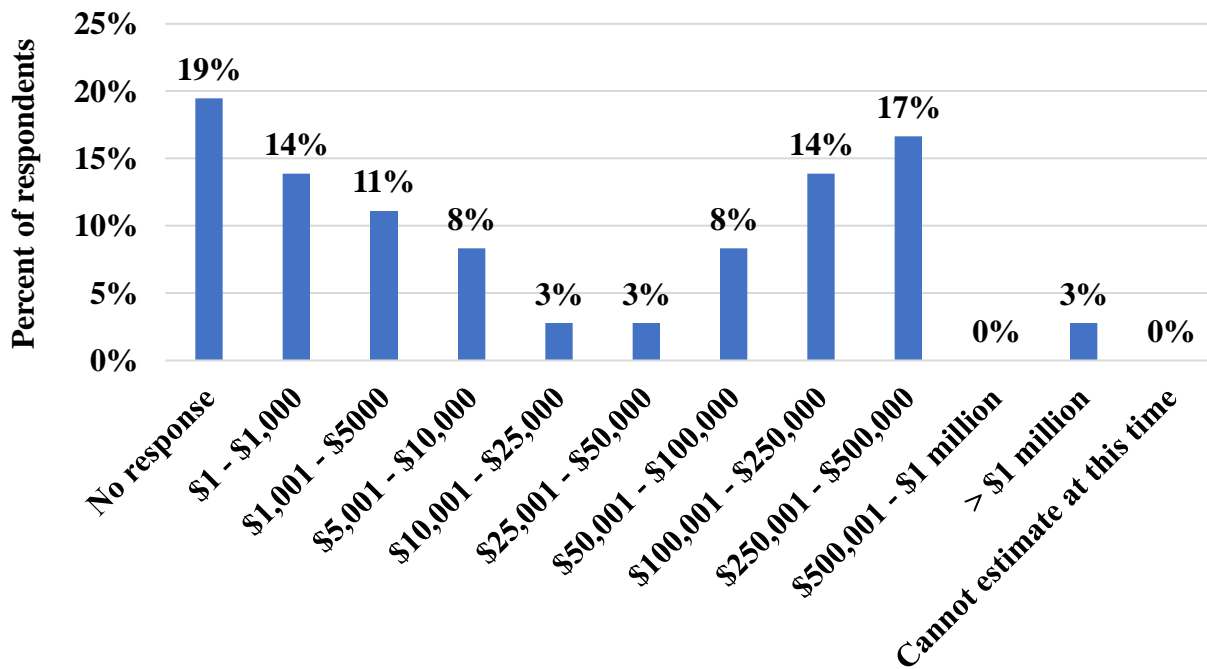
- No response : 0%
- Direct to retail (direct to consumers) : 39%
- Processor : 0%
- Distributor : 19%
- Restaurants : 8%
- Grocery Stores / Supermarkets : 19%
- Other aquaculture/aquaponics farms or businesses : 3%
- Other : 11%



Q21. Please indicate the scale of your farm or business by annual sales volume before the effects of coronavirus disease (COVID-19):

(n = 36)

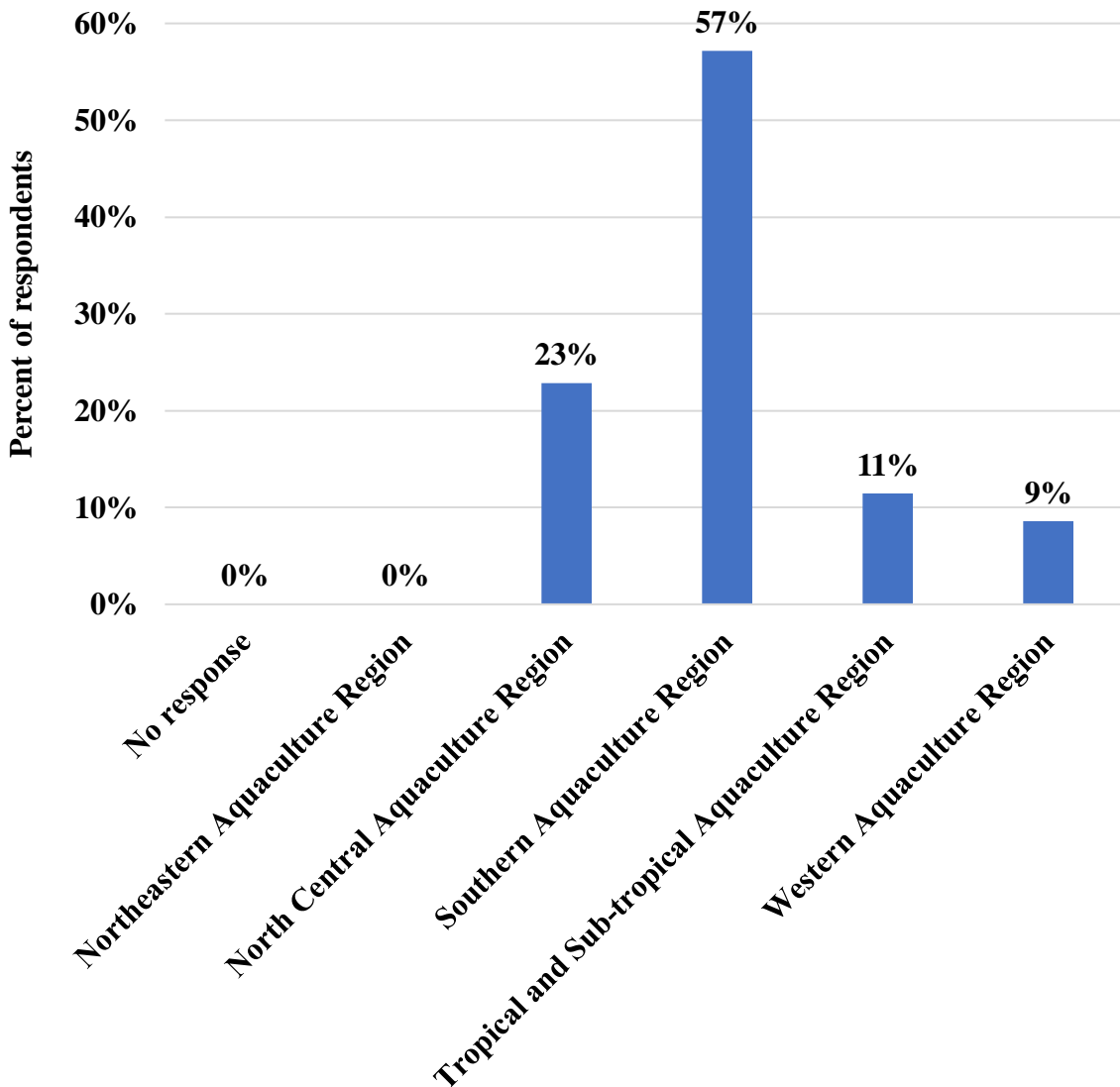
- No response : 19%
- \$1 - \$1,000 : 14%
- \$1,001 - \$5,000 : 11%
- \$5,001 - \$10,000 : 8%
- \$10,001 - \$25,000 : 3%
- \$25,001 - \$50,000 : 3%
- \$50,001 - \$100,000 : 8%
- \$100,001 - \$250,000 : 14%
- \$250,001 - \$500,000 : 17%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 3%
- Cannot estimate at this time : 0%



Q22. In which USDA defined Aquaculture Region is your farm or business located?

(n = 35)

- No response : 0%
- Northeastern Aquaculture Region : 0%
- North Central Aquaculture Region : 23%
- Southern Aquaculture Region : 57%
- Tropical and Sub-Tropical Aquaculture Region : 11%
- Western Aquaculture Region : 9%



References

USDA (United States Department of Agriculture). 2019. 2018 Census of Aquaculture. National Agricultural Statistics Service, USDA, Washington, District of Columbia, USA.

Accessed April 2020 at:

https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/Census_of_Aquaculture/index.php.

Acknowledgements

Thank you to all respondents who participated in this study. Also, thank you to all of the national, regional, and state associations, agencies, Extension, and all others who helped us disseminate the survey. There are simply too many names to list, thanks to all of you.

Appendix

Summary of COVID-19 impacts on U.S. Aquaponics

Quarter 1 Results

Jonathan van Senten, Virginia Tech
Matthew A. Smith, The Ohio State University
Carole R. Engle, Engle-Stone Aquatic\$, LLC, Virginia Tech
Charles Clark, Virginia Tech
Shannon Fluharty, Virginia Tech
Michael H. Schwarz, Virginia Seafood AREC



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Overview

On March 23rd, 2020 Virginia Tech Seafood AREC and The Ohio State University Extension initiated an online survey of the U.S. aquaculture, aquaponics, and allied businesses. This survey was designed to capture and quantify the effects of the coronavirus disease (COVID-19) on the aquaculture, aquaponics, and allied industries. The survey closed April 10th, 2020 at 11:59 pm. The survey will be distributed at the conclusion of every quarter for 2020, to attempt to capture the evolving impacts of COVID-19 over time.

Survey methods are detailed in the Virginia Cooperative Extension Fact Sheet VCE-AAEC-218, available at: https://www.arec.vaes.vt.edu/arec/virginia-seafood/research/Impacts_of_COVID19.html.

The aquaponics results from the Q1 survey have significant overlap with the **Tilapia Quarter 1 Results**, 82% of aquaponics respondents raised tilapia as foodfish. Therefore we refer readers to the [tilapia](#) report for additional details and information.

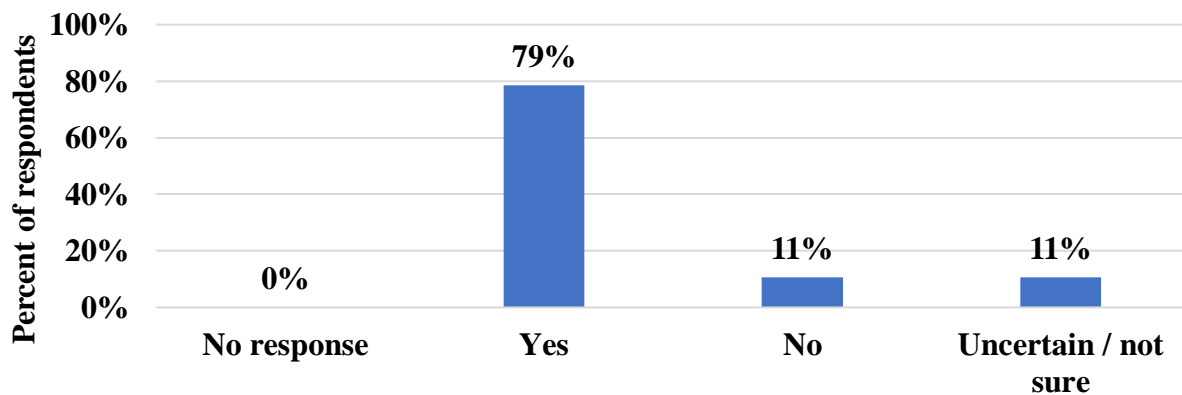
Survey results for each question

The number of respondents to each question presented in this summary is denoted as (n =).

Q1. Has your farm or business been impacted by the coronavirus disease (COVID-19)?

(n = 28)

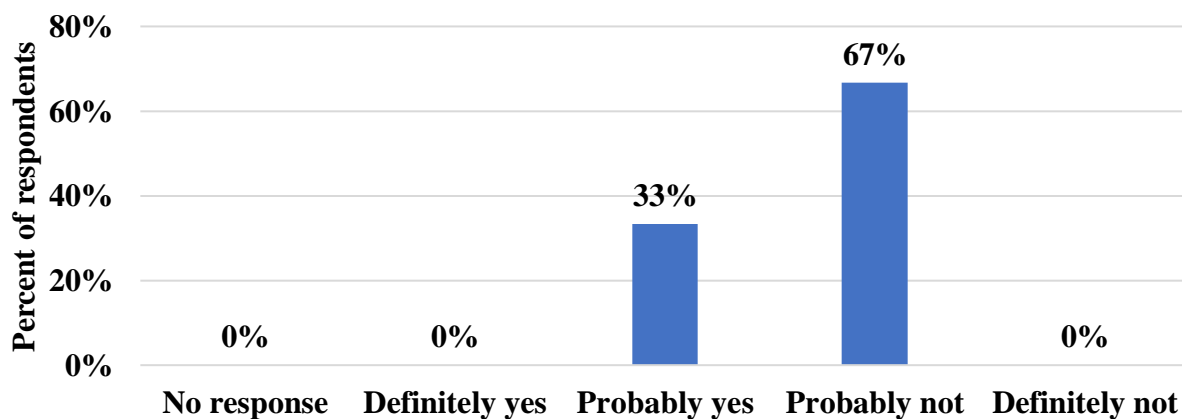
- No response : 0%
- Yes : 79%
- No : 11%
- Uncertain / Not Sure : 11%



Q1.1. Does your farm or business expect to be affected by the coronavirus disease (COVID-19) in 2020?

(n = 6)

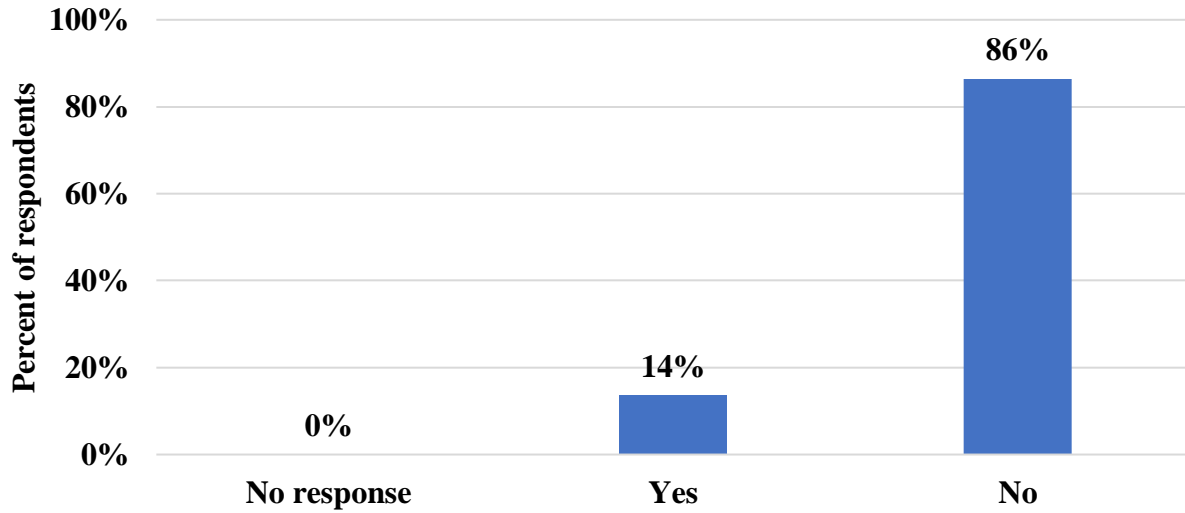
- No response : 0%
- Definitely yes : 0%
- Probably yes : 33%
- Probably not : 67%
- Definitely not : 0%



Q2. Has your farm or business had government (state or federal) contracts canceled for 2020 because of the coronavirus disease (COVID-19)?

(n = 22)

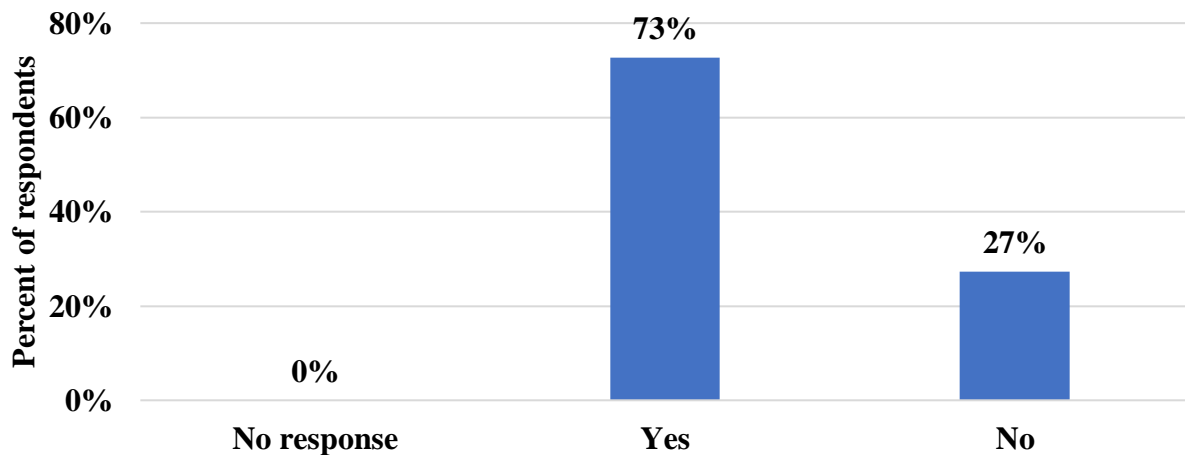
- No response : 0%
- Yes : 14%
- No : 86%



Q3. Has your farm or business had private contracts / orders canceled for 2020 because of the coronavirus disease (COVID-19)?

(n = 22)

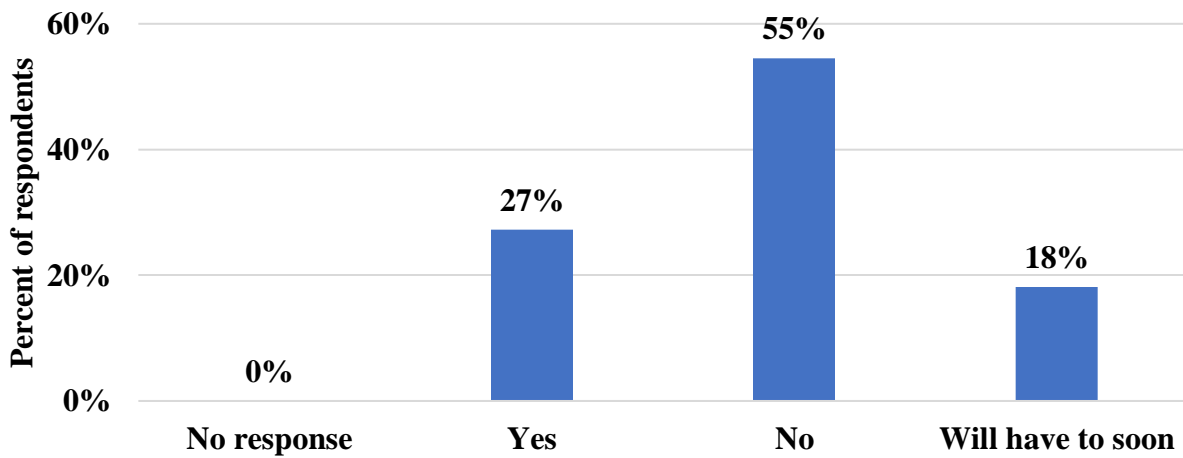
- No response : 0%
- Yes : 73%
- No : 27%



Q4. Has your farm or business had to lay off any employees due to the coronavirus disease (COVID-19)?

(n = 22)

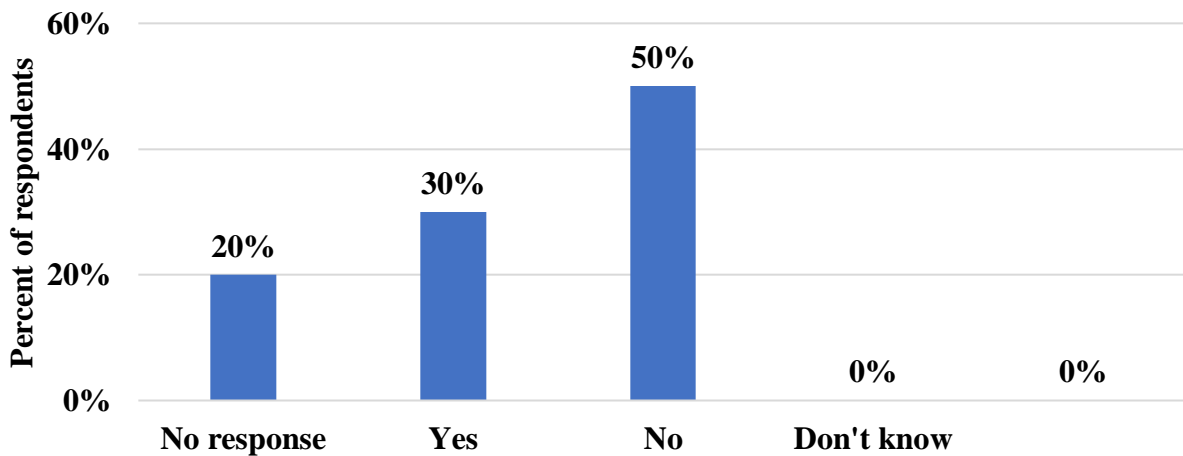
- No response : 0%
- Yes : 27%
- No : 55%
- Will have to soon : 18%



Q4.1. Are any of the employees that your farm or business had to, or will have to, lay off due to the coronavirus disease (COVID-19) designated as "Short-Time" or "Shared-Work" employees?

(n = 10)

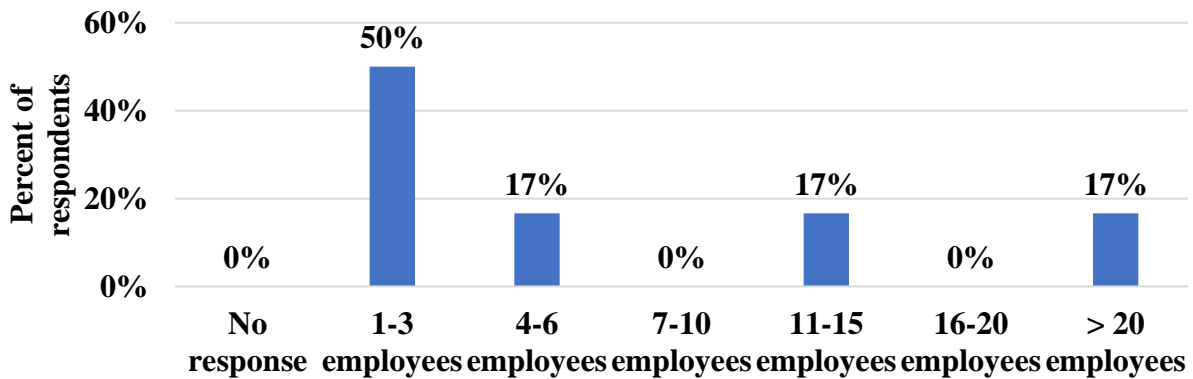
- No response : 20%
- Yes : 30%
- No : 50%
- Don't know : 0%



Q4.2. How many employees has your farm or business had to lay off in response to the coronavirus disease (COVID-19)?

(n = 6)

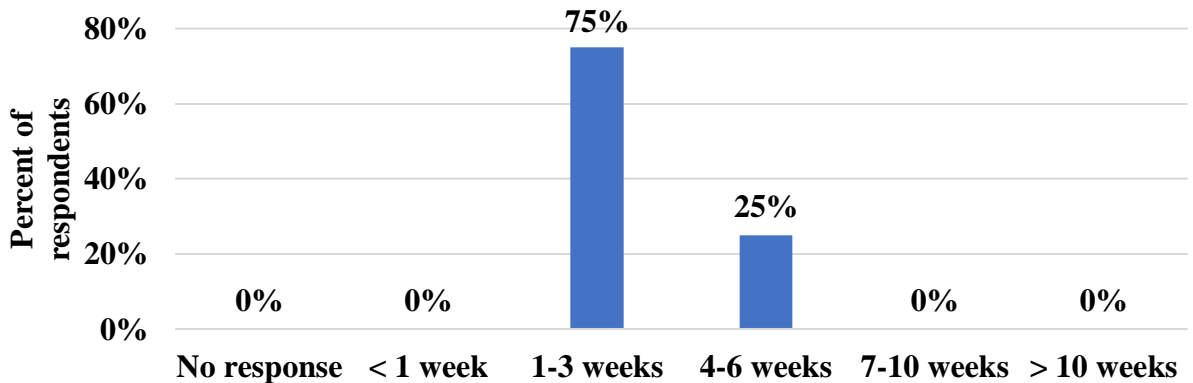
- No response : 0%
- 1 – 3 employees : 50%
- 4 – 6 employees : 17%
- 7 – 10 employees : 0%
- 11 – 15 employees : 17%
- 16 – 20 employees : 0%
- More than 20 employees : 17%



Q4.3. How many weeks before your farm or business will have to make a decision to lay off employees, in response to the coronavirus disease (COVID-19)?

(n = 4)

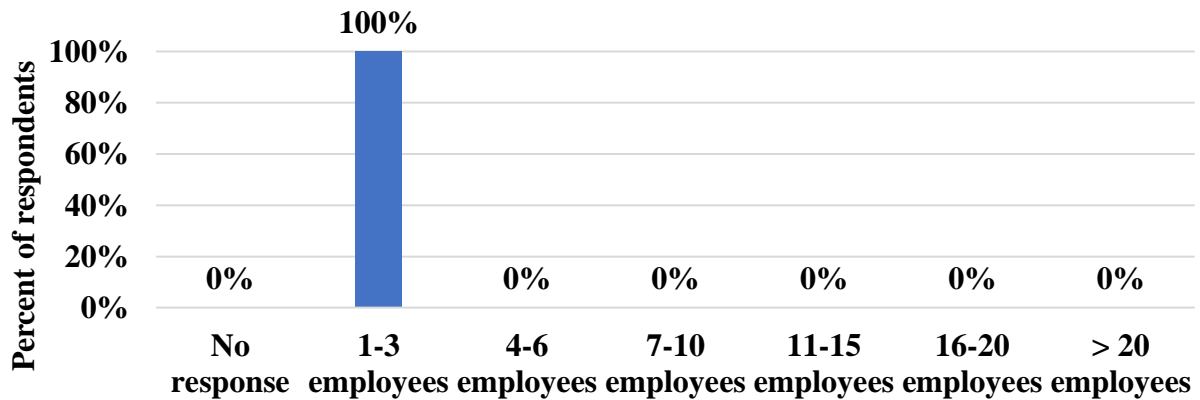
- No response : 0%
- Less than 1 week : 0%
- 1 – 3 weeks : 75%
- 4 – 6 weeks : 25%
- 7 – 10 weeks : 0%
- More than 10 weeks : 0%



Q4.4. How many employees do you estimate your farm or business will have to lay off in response to the coronavirus disease (COVID-19)?

(n = 4)

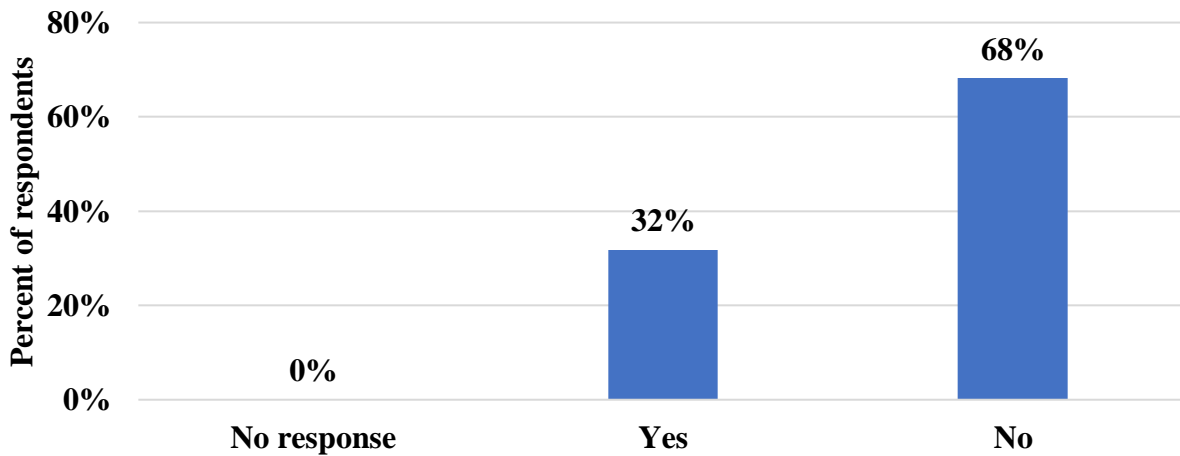
- No response : 0%
- 1 – 3 employees : 100%
- 4 – 6 employees : 0%
- 7 – 10 employees : 0%
- 11 – 15 employees : 0%
- 16 – 20 employees : 0%
- More than 20 employees : 0%



Q5. Has your farm or business had any employees miss work due to the coronavirus disease (COVID-19)?

(n = 22)

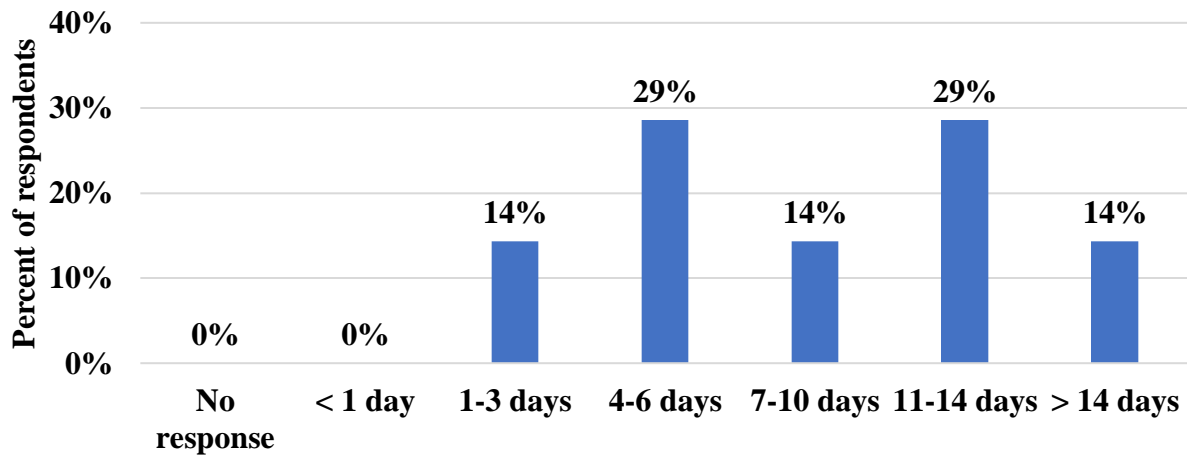
- No response : 0%
- Yes : 32%
- No : 68%



Q5.1. In total, approximately how many days have any employees in your farm or business missed work due to the coronavirus disease (COVID-19)?

(n = 7)

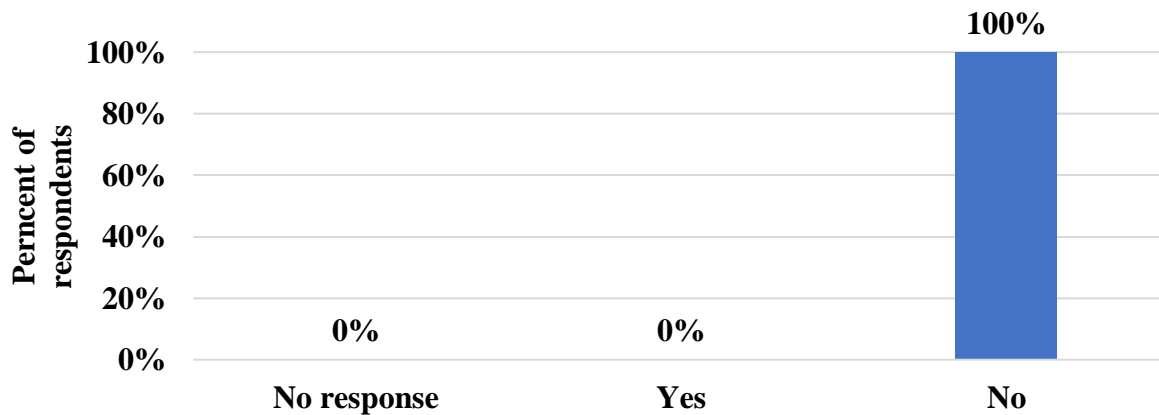
- No response : 0%
- Less than a day : 0%
- 1 -3 days : 14%
- 4 – 6 days : 29%
- 7 – 10 days : 14%
- 11 – 14 days : 29%
- More than 14 days : 14%



Q6. Does your farm or business make use of H2A or H2B workers?

(n = 22)

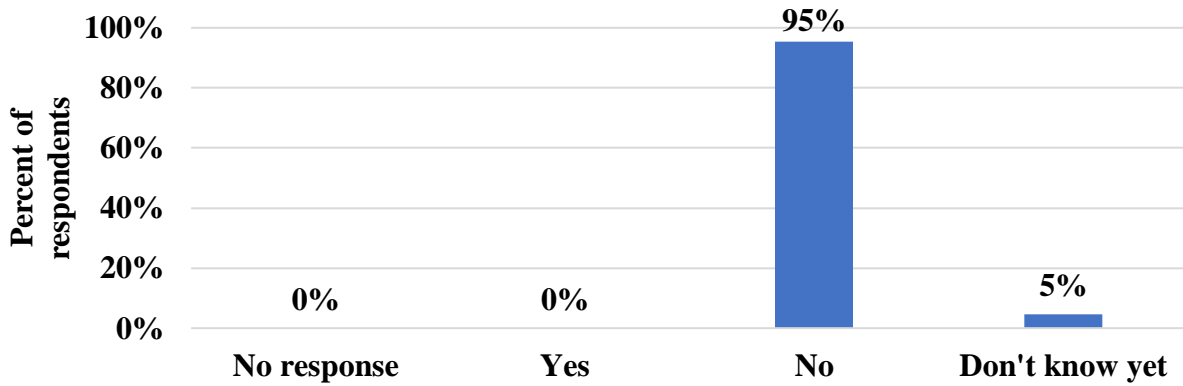
- No response : 0%
- Yes : 0%
- No : 100%



Q6.2. Is your farm or business currently at risk of losing H2A or H2B workers due to the coronavirus disease (COVID-19) pandemic?

(n = 22)

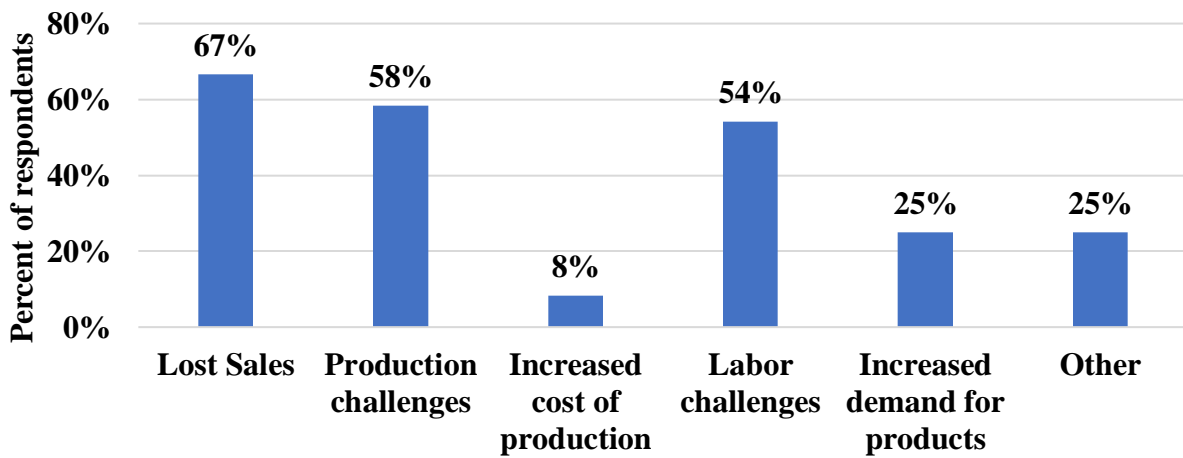
- No response : 0%
- Yes : 0%
- No : 95%
- Don't know yet : 5%



Q7. Has your farm or business experienced any of the following as a result of the coronavirus disease (COVID-19) in 2020? Please select all that apply.

(n = 24)

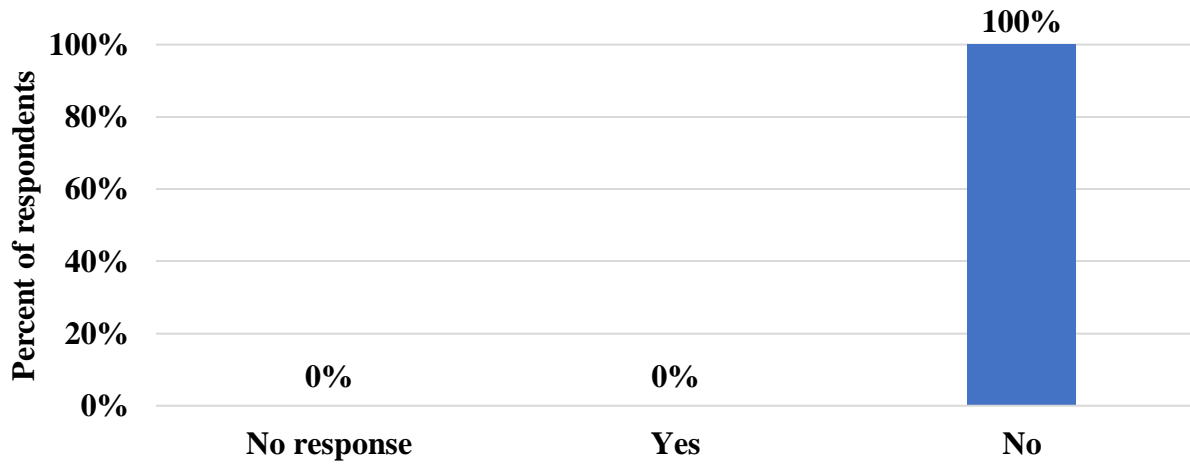
- Lost sales : 67%
- Production challenges (not related to labor) : 58%
- Increased cost of production : 8%
- Labor challenges : 54%
- Increased demand for products : 25%
- Other : 25%



Q7.1. Has your farm or business experienced lost sales to international or export markets (outside of the United States), as a result of the coronavirus disease (COVID-19)?

(n = 18)

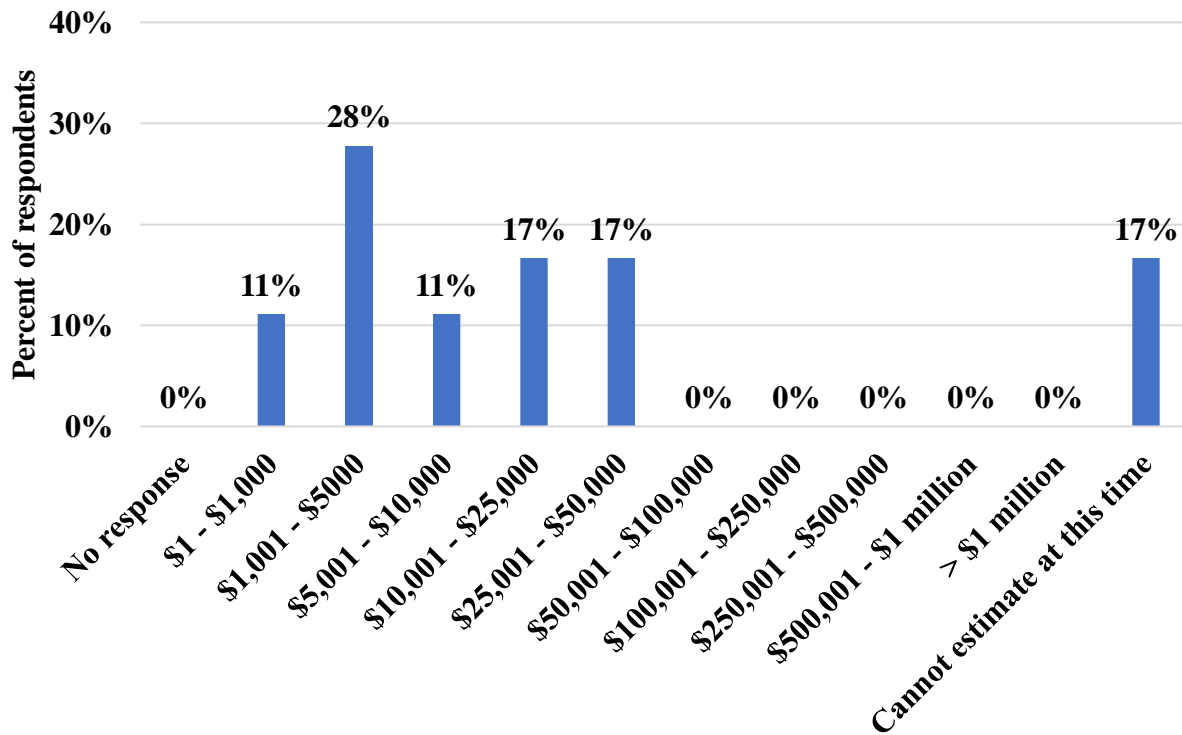
- No response : 0%
- Yes : 0%
- No : 100%



Q7.2. If your farm or business has experienced lost sales as a result of the coronavirus disease (COVID-19), please estimate the value of lost sales?

(n = 18)

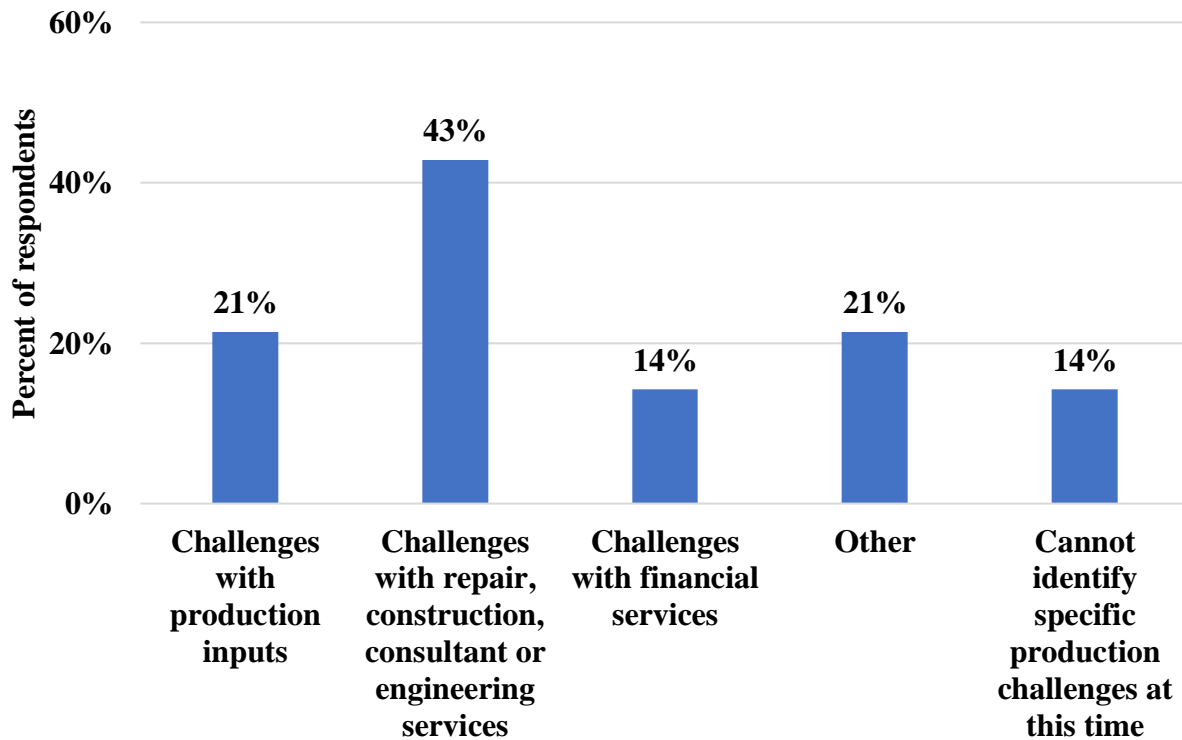
- No response : 0%
- \$1 - \$1,000 : 11%
- \$1,001 - \$5,000 : 28%
- \$5,001 - \$10,000 : 11%
- \$10,001 - \$25,000 : 17%
- \$25,001 - \$50,000 : 17%
- \$50,001 - \$100,000 : 0%
- \$100,001 - \$250,000 : 0%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 17%



Q7.3. If your farm or business has experienced production challenges (not related to labor) as a result of the coronavirus disease (COVID-19), can those challenges be specified? Please select all that apply.

(n = 14)

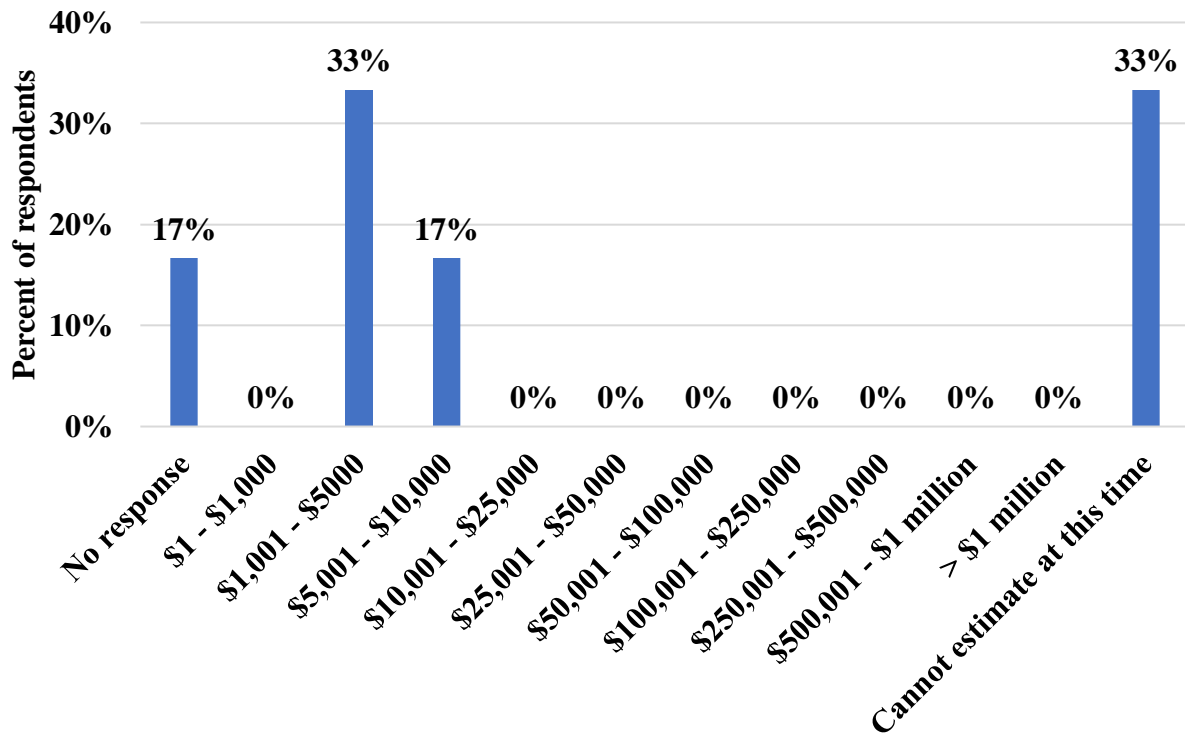
- Challenges with production inputs (feed, chemicals, therapeutants, etc.) : 21%
- Challenges with repair, construction, consultant or engineering services : 43%
- Challenges with financial services (operating loans, leases, etc.) : 14%
- Other : 21%
- Cannot identify specific production challenges at this time : 14%



Q7.6. If your farm or business has experienced increased demand for products as a result of the coronavirus disease (COVID-19), please estimate the value of those effects on sales?

(n = 6)

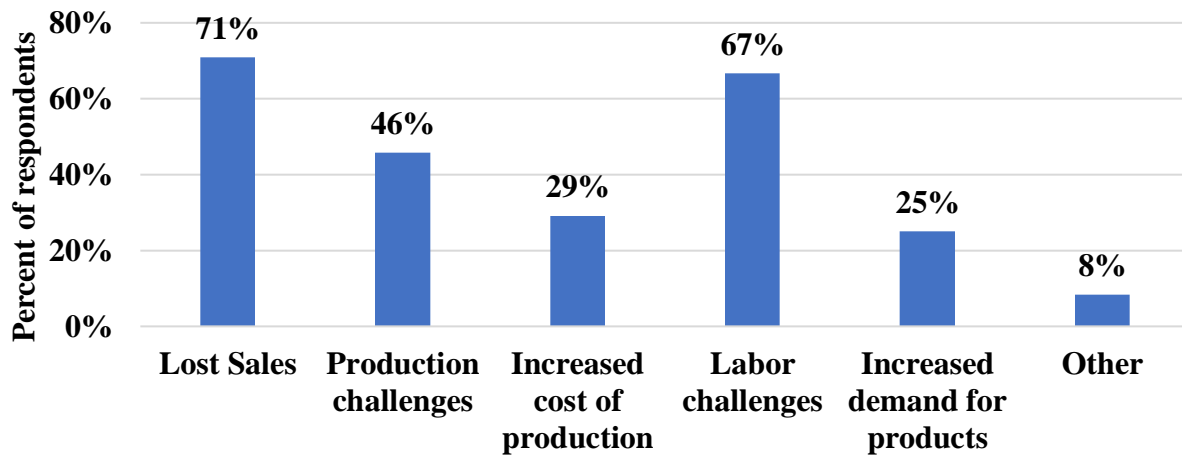
- No response : 17%
- \$1 - \$1,000 : 0%
- \$1,001 - \$5,000 : 33%
- \$5,001 - \$10,000 : 17%
- \$10,001 - \$25,000 : 0%
- \$25,001 - \$50,000 : 0%
- \$50,001 - \$100,000 : 0%
- \$100,001 - \$250,000 : 0%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 33%



Q8. Does your farm or business expect to experience any of the following as a result of the coronavirus disease (COVID-19) in 2020? Please select all that apply.

(n = 24)

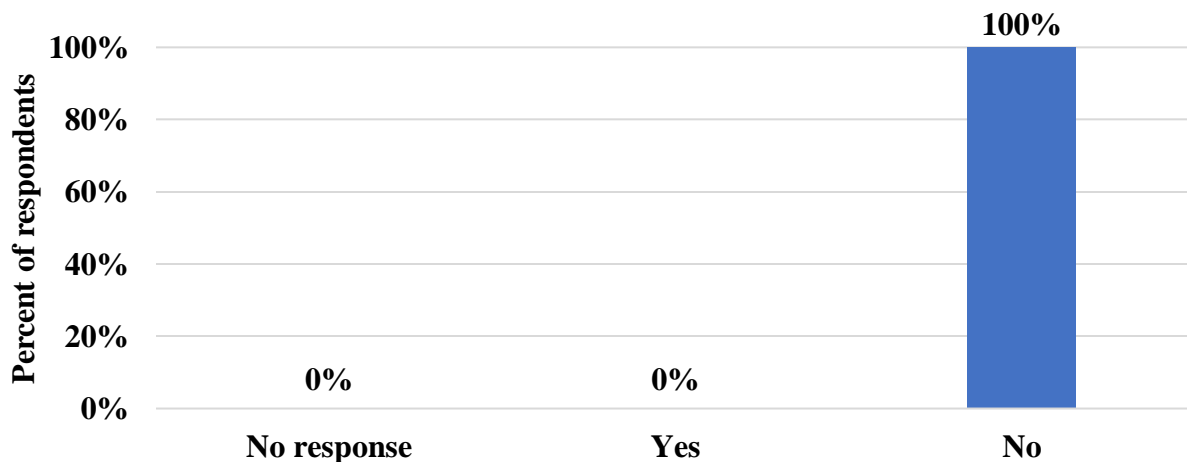
- Lost sales : 71%
- Production challenges (not related to labor) : 46%
- Increased cost of production : 29%
- Labor challenges : 67%
- Increased demand for products : 25%
- Other : 8%



Q8.1. Does your farm or business expect to experience lost sales to international or export markets (outside of the United States), as a result of the coronavirus disease (COVID-19)?

(n = 17)

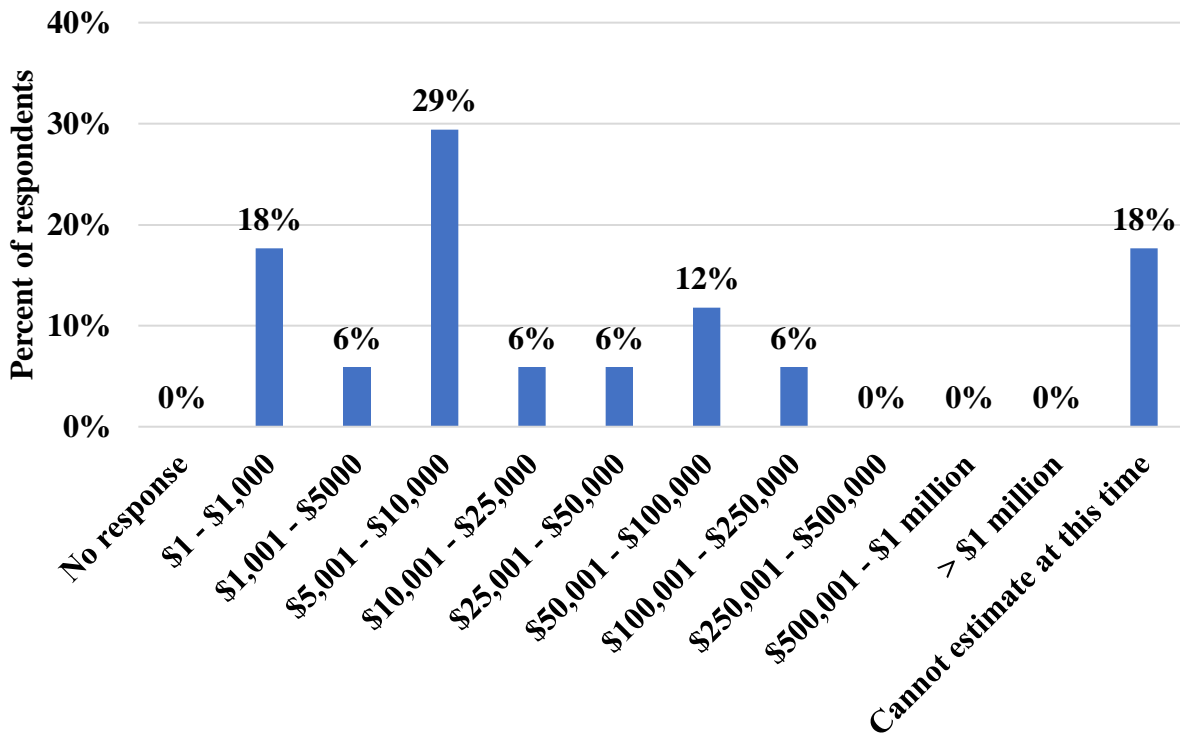
- No response : 0%
- Yes : 0%
- No : 100%



Q8.2. Does your farm or business expect to experience lost sales as a result of the coronavirus disease (COVID-19), please estimate the value of lost sales?

(n = 17)

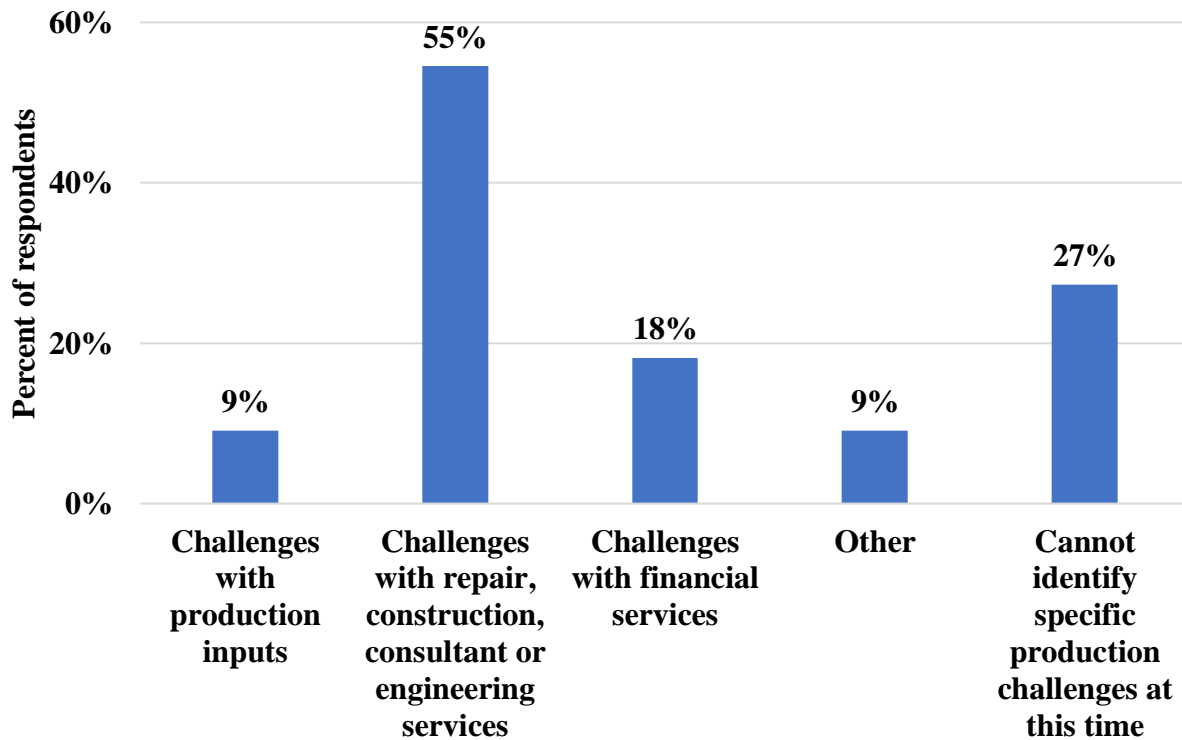
- No response : 0%
- \$1 - \$1,000 : 18%
- \$1,001 - \$5,000 : 6%
- \$5,001 - \$10,000 : 29%
- \$10,001 - \$25,000 : 6%
- \$25,001 - \$50,000 : 6%
- \$50,001 - \$100,000 : 12%
- \$100,001 - \$250,000 : 6%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 18%



Q8.3. Does your farm or business expect to experience production challenges (not related to labor) as a result of the coronavirus disease (COVID-19), can those challenges be specified? Please select all that apply.

(n = 11)

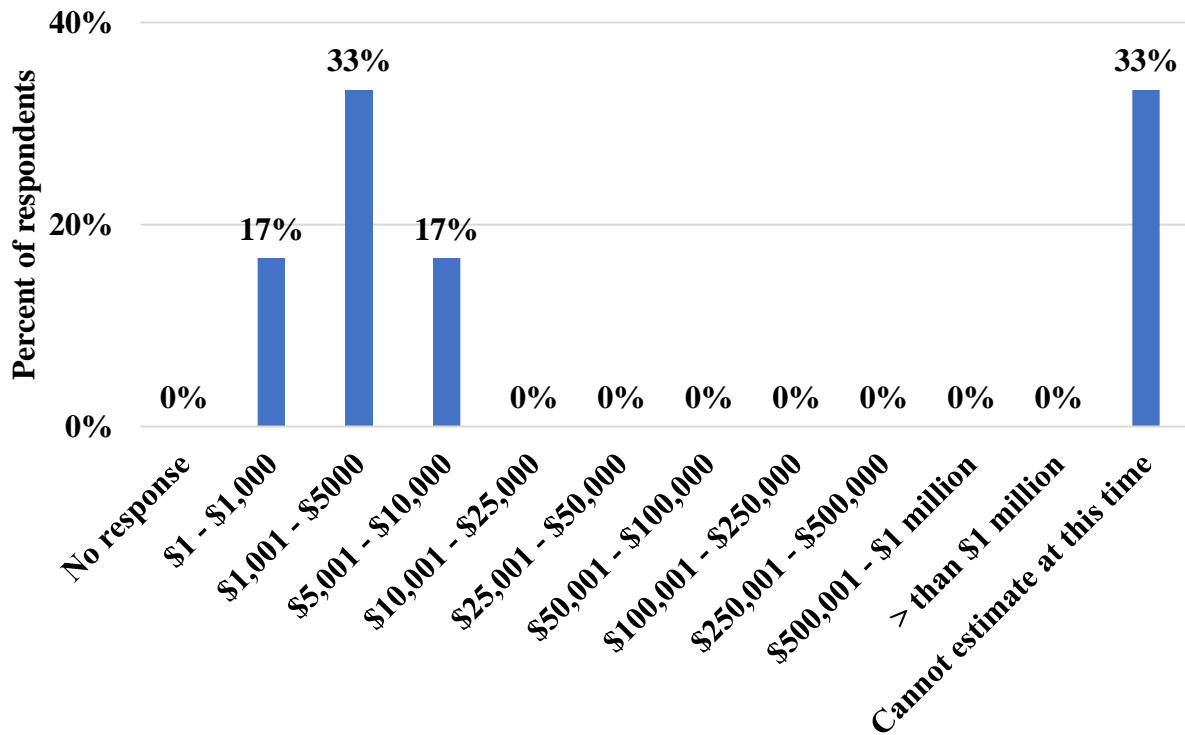
- Challenges with production inputs (feed, chemicals, therapeutants, etc.) : 9%
- Challenges with repair, construction, consultant or engineering services : 55%
- Challenges with financial services (operating loans, leases, etc.) : 18%
- Other : 9%
- Cannot identify specific production challenges at this time : 27%



Q8.6. Does your farm or business expect to experience increased demand for products as a result of the coronavirus disease (COVID-19), please estimate the value of those effects on sales?

(n = 6)

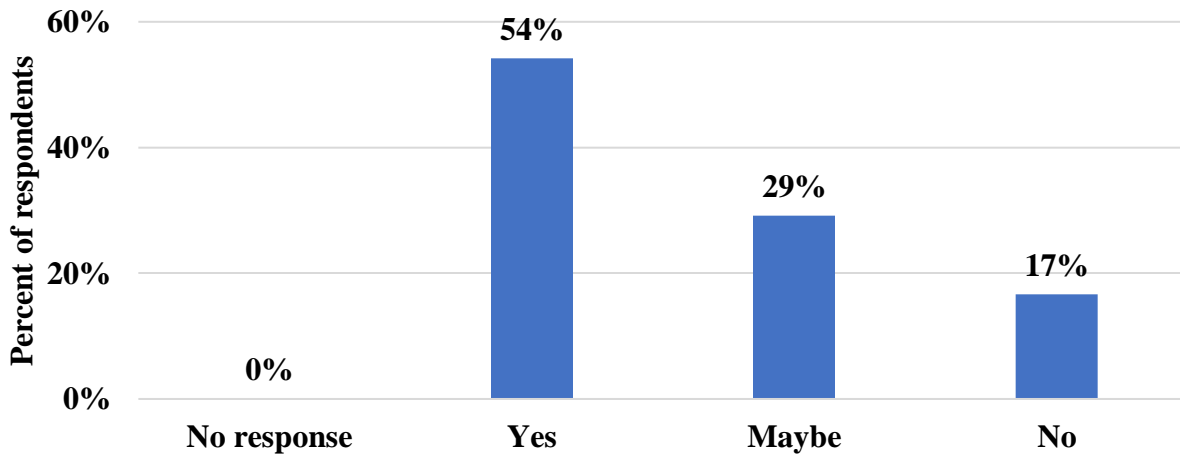
- No response : 0%
- \$1 - \$1,000 : 17%
- \$1,001 - \$5,000 : 33%
- \$5,001 - \$10,000 : 17%
- \$10,001 - \$25,000 : 0%
- \$25,001 - \$50,000 : 0%
- \$50,001 - \$100,000 : 0%
- \$100,001 - \$250,000 : 0%
- \$250,001 - \$500,000 : 0%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 33%



Q9. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 3 (three) months?

(n = 24)

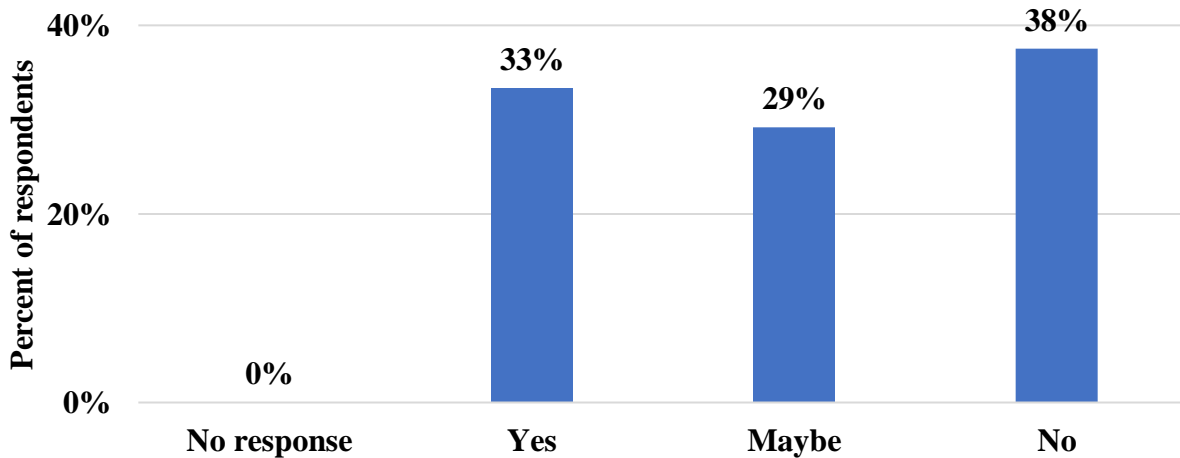
- No response : 0%
- Yes : 54%
- Maybe : 29%
- No : 17%



Q10. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 6 (six) months?

(n = 24)

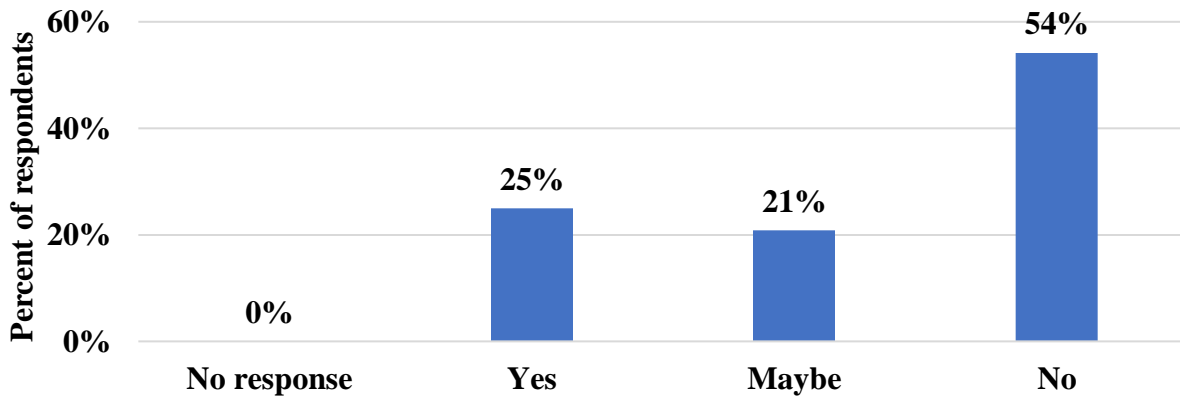
- No response : 0%
- Yes : 33%
- Maybe : 29%
- No : 38%



Q11. Without external intervention (for example, governmental assistance), will your farm or business survive in the next 12 (twelve) months?

(n = 24)

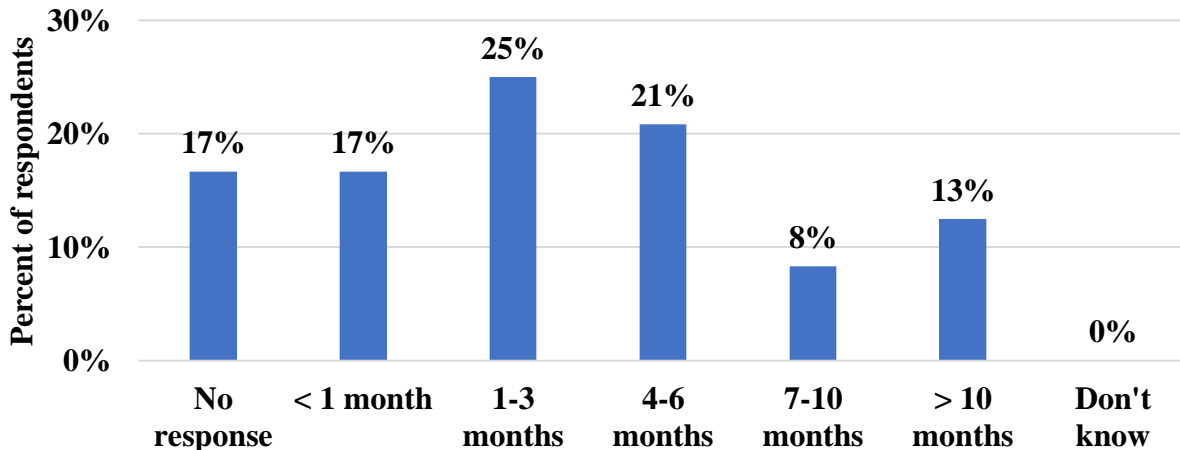
- No response : 0%
- Yes : 25%
- Maybe : 21%
- No : 54%



Q12. How many months can your farm or business survive without sales, as a result of the coronavirus disease (COVID-19), before suffering longer term cash flow effects?

(n = 24)

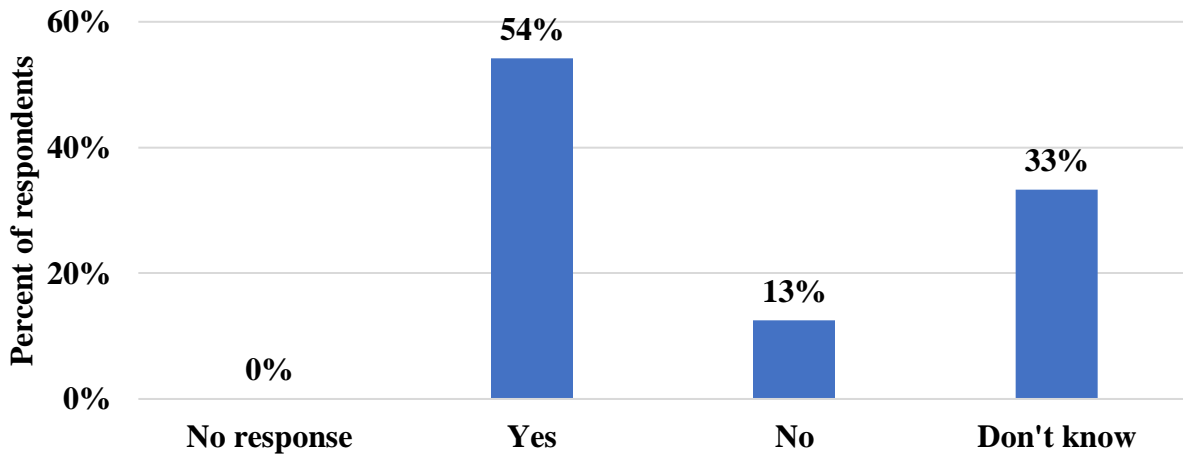
- No response : 17%
- Less than 1 month : 17%
- 1 – 3 months : 25%
- 4 – 6 months : 21%
- 7 – 10 months : 8%
- More than 10 months : 13%
- Do not know : 0%



Q13. Will holding market ready product, as a result of the coronavirus disease (COVID-19), make it less marketable?

(n = 24)

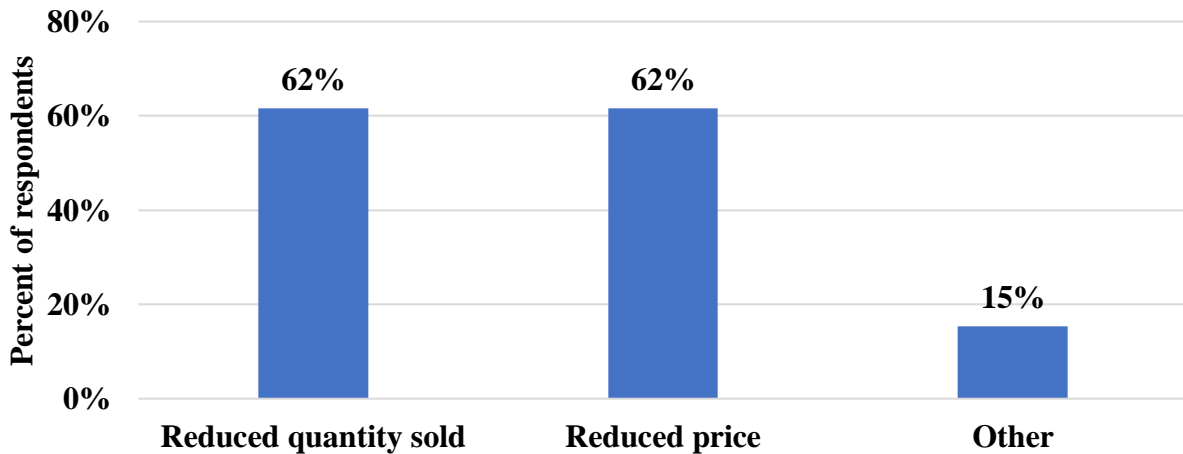
- No response : 0%
- Yes : 54%
- No : 13%
- Don't know : 33%



Q13.1. Will holding market ready product, as a result of the coronavirus disease (COVID-19), result in: Please select all that apply.

(n = 13)

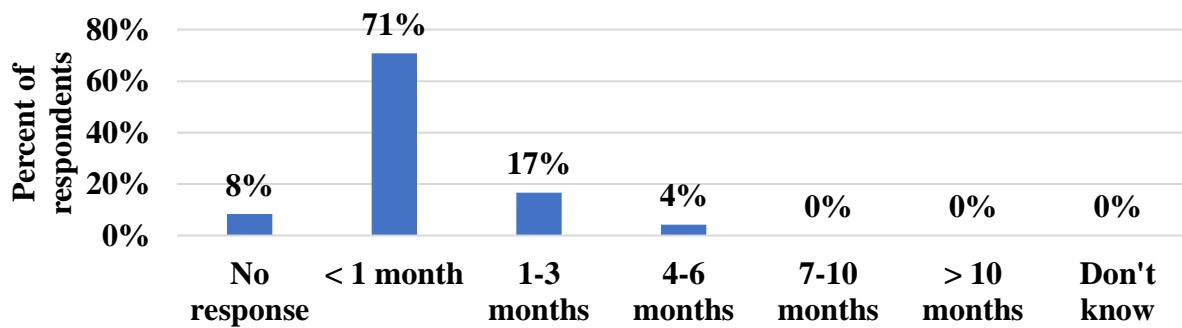
- Reduced quantity sold : 62%
- Reduced price : 62%
- Other : 15%



Q14. How many months can your farm or business hold market ready product, as a result of the coronavirus disease (COVID-19), before it becomes an issue for new crops or planting?

(n = 24)

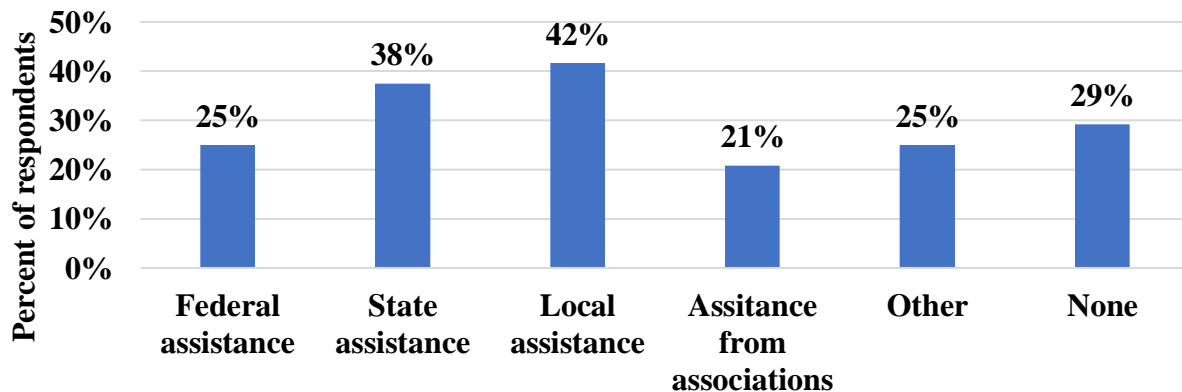
- No response : 8%
- Less than 1 month : 71%
- 1 – 3 months : 17%
- 4 – 6 months : 4%
- 7 – 10 months : 0%
- More than 10 months : 0%
- Don't know : 0%



Q16. Are there specific steps or types of assistance that would increase the likelihood for your farm or business to survive? Please select all that apply.

(n = 24)

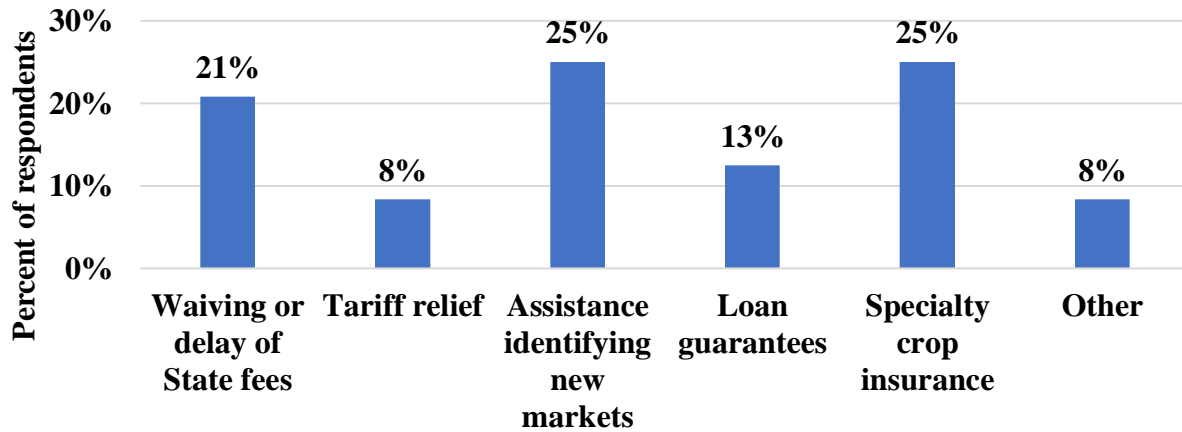
- Federal assistance : 25%
- State assistance : 38%
- Local assistance : 42%
- Assistance from associations : 21%
- Other : 25%
- None : 29%



Q17. Would assistance with any of the following be helpful to your farm or business right now? Please select all that apply.

(n = 24)

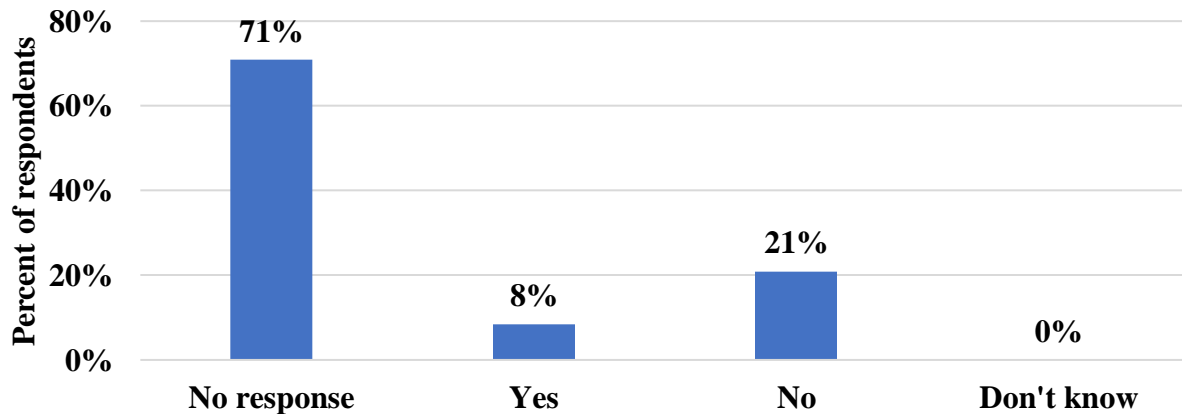
- Waiving or delay of State fees : 21%
- Tariff relief : 8%
- Assistance identifying new markets : 25%
- Loan guarantees : 13%
- Specialty Crop Insurance : 25%
- Other : 8%



Q18. Are there any existing programs that your aquaculture, aquaponics, or allied business does not currently qualify for, that would increase the likelihood of survival of your farm or business?

(n = 24)

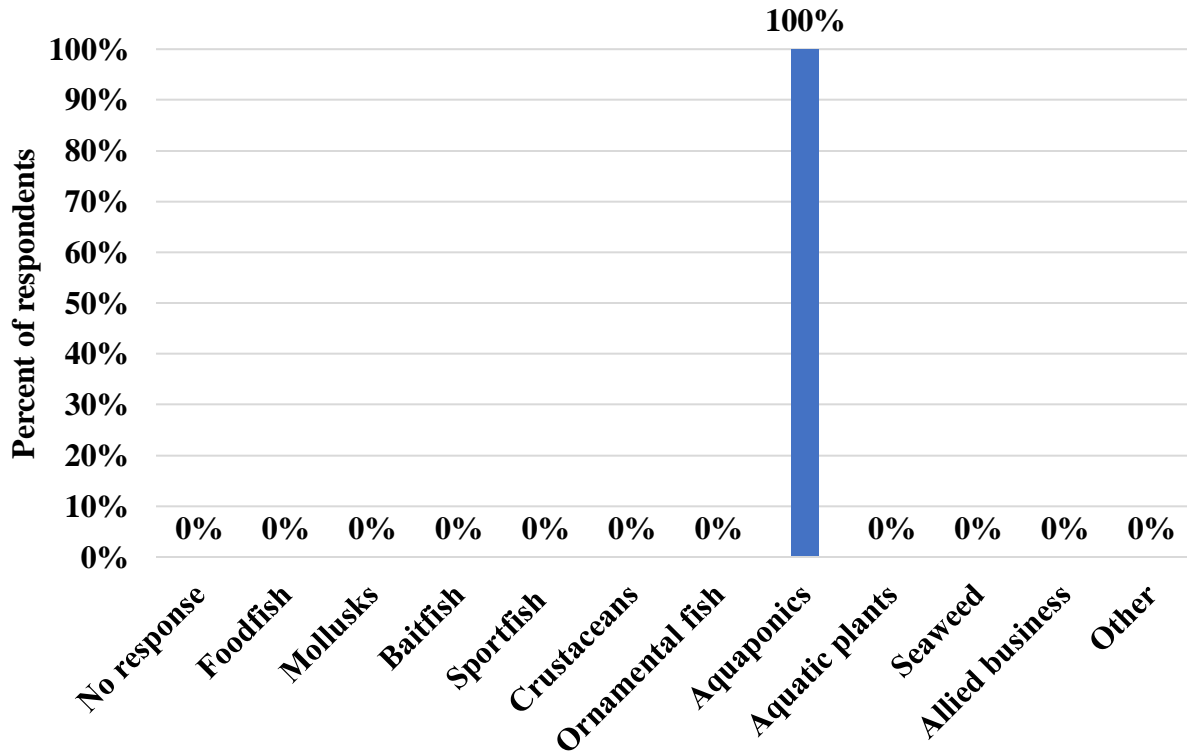
- No response : 71%
- Yes : 8%
- No : 21%
- Don't know : 0%



Q19. What is the primary product that your farm or business produces?

(n = 28)

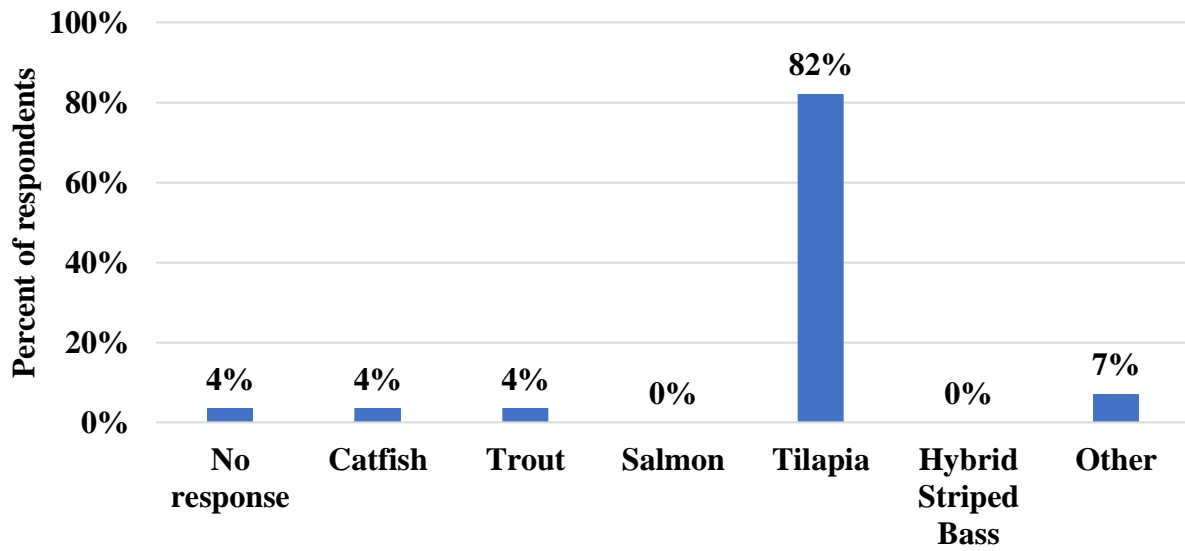
• No response	:	0%
• Foodfish	:	0%
• Mollusks (oysters, clams, mussels, etc.)	:	0%
• Baitfish	:	0%
• Sportfish / recreational fish, including trout	:	0%
• Crustaceans (crawfish, soft crab, shrimp, etc.)	:	0%
• Ornamental fish (aquarium or water garden)	:	0%
• Aquaponics	:	100%
• Aquatic plants	:	0%
• Seaweed	:	0%
• Allied business (equipment, chemicals, etc.)	:	0%
• Other	:	0%



Q19.1. Please indicate which is the major species of foodfish raised by your farm or business:

(n = 28)

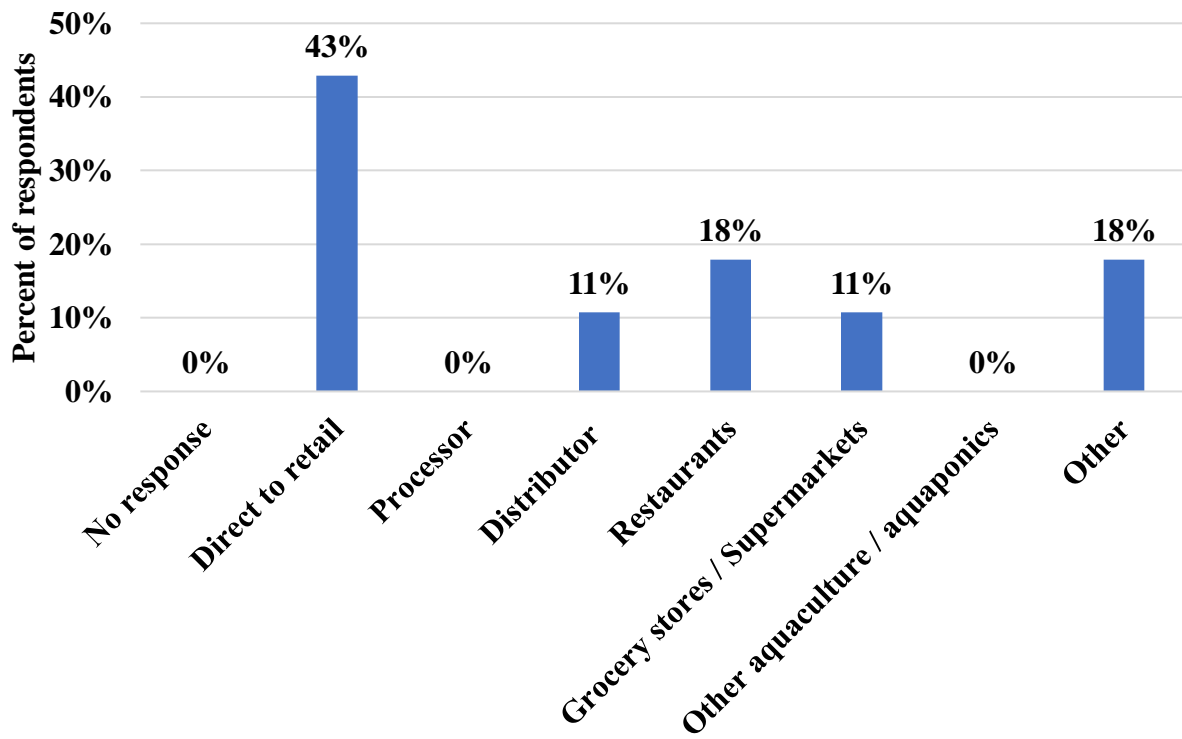
- No response : 4%
- Catfish : 4%
- Trout : 4%
- Salmon : 0%
- Tilapia : 82%
- Hybrid Striped Bass : 0%
- Other : 7%



Q20. How does your farm or business primarily market or sell aquaculture / aquaponics products?

(n = 28)

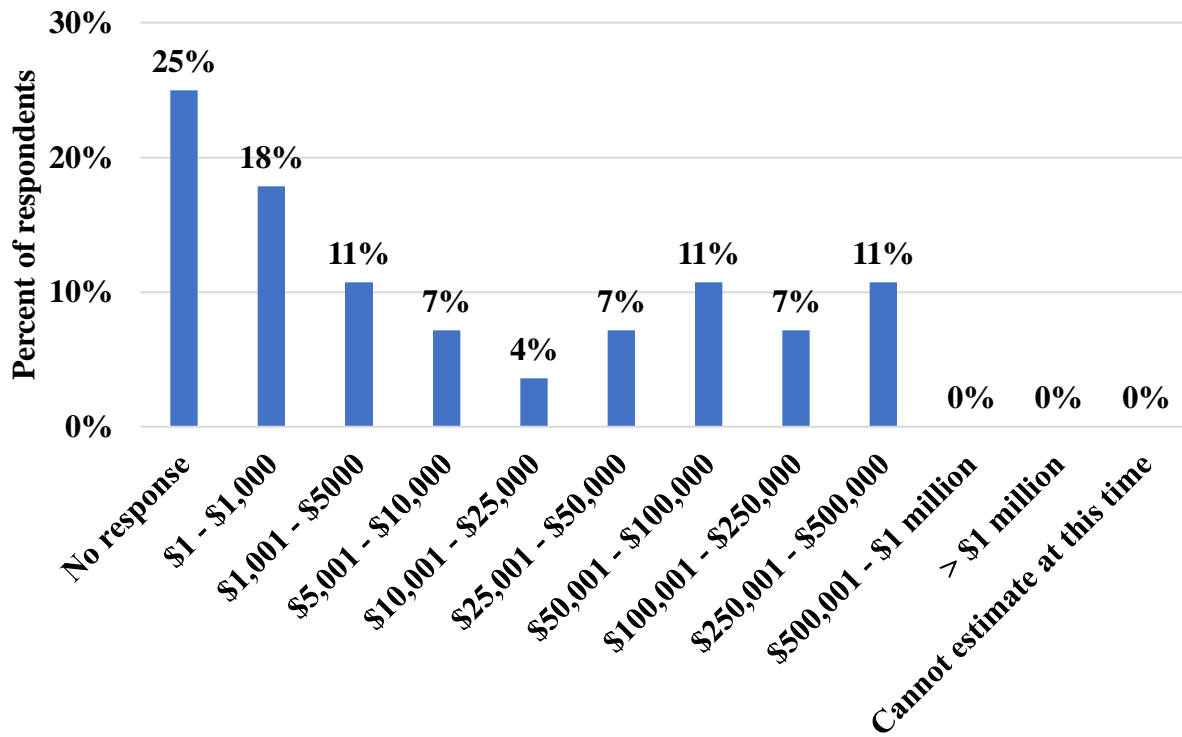
• No response	:	0%
• Direct to retail (direct to consumers)	:	43%
• Processor	:	0%
• Distributor	:	11%
• Restaurants	:	18%
• Grocery Stores / Supermarkets	:	11%
• Other aquaculture/aquaponics farms or businesses	:	0%
• Other	:	18%



Q21. Please indicate the scale of your farm or business by annual sales volume before the effects of coronavirus disease (COVID-19):

(n = 28)

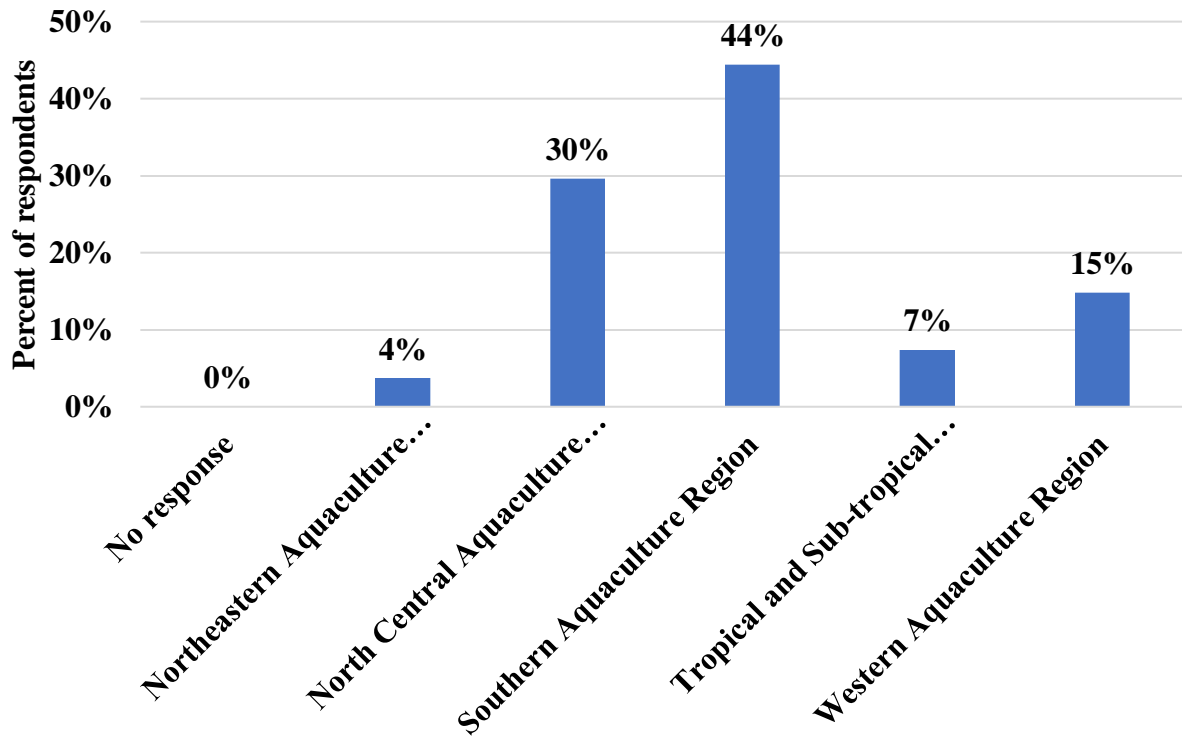
- No response : 25%
- \$1 - \$1,000 : 18%
- \$1,001 - \$5,000 : 11%
- \$5,001 - \$10,000 : 7%
- \$10,001 - \$25,000 : 4%
- \$25,001 - \$50,000 : 7%
- \$50,001 - \$100,000 : 11%
- \$100,001 - \$250,000 : 7%
- \$250,001 - \$500,000 : 11%
- \$500,001 - \$ 1million : 0%
- Greater than \$1 million : 0%
- Cannot estimate at this time : 0%



Q22. In which USDA defined Aquaculture Region is your farm or business located?

(n = 27)

- No response : 0%
- Northeastern Aquaculture Region : 4%
- North Central Aquaculture Region : 30%
- Southern Aquaculture Region : 44%
- Tropical and Sub-Tropical Aquaculture Region : 7%
- Western Aquaculture Region : 15%



References

USDA (United States Department of Agriculture). 2019. 2018 Census of Aquaculture. National Agricultural Statistics Service, USDA, Washington, District of Columbia, USA.

Accessed April 2020 at:

https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/Census_of_Aquaculture/index.php.

Acknowledgements

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