

Coastlines

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Working Together—

Marine Trades Groups Organize Statewide



Marine trades organizations around the country have offered their members many benefits such as health insurance packages and lower supply costs. Marine groups often raise funds by sponsoring boat shows (bottom photo).

By Roger Allbee,
Regional Marine Extension Specialist

New York's marine trades industry may profit greatly because of the newly-formed Empire State Marine Trades Association.

"Just getting this organization together required a lot of hard work," commented Art Knorr of the Central New York Marine Dealers' Association, who is serving as acting director of the association. "We're not completely off the ground yet, but at least we know where we are going."

The idea for a state association was born just one year ago following a Sea Grant sponsored marine trades conference. Representatives of regional marine trade groups from across the state gathered in Albany to consider the idea, and ultimately concluded that the state would benefit greatly from such an organization. Recognizing the independent nature of the marine business and that as a group marine trades people represent a 95 million dollar industry serving over 400,000 boaters in New York State, the assembled group felt that a state association could help to:

- 1) evaluate legislation proposed in the New York State legislature on such topics as marine sanitation, coastal zone management, boating registration fees and insurance;
- 2) introduce legislation that might enhance the health, safety and welfare of the recreational boater;
- 3) act as a clearinghouse for legislative information for marine trades people;

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(Marine Trades . . . cont.)

- 4) foster a positive image of marine trades people in the state;
- 5) provide leadership for New York marine industries (those serving the boater); and
- 6) educate dealers to help them enhance their business operations.

"This is the first time an effort has been made to establish a state association that will both work in the interest of and involve the local operator," said Knorr. "We hope that the Empire State Marine Trades Association can help marine trades people to work for constructive changes and not just react to proposed legislation."

According to Knorr, membership in the Empire State Marine Trades Association currently represents about 10% of the marina operators in the state. Both the Rochester Marine Trades Association and the Marine Dealer's Association of Central New York have voted unanimous enrollment of their membership.

"The aim of the state organization is not to go into competition with local associations," Knorr emphasized, "but rather to provide leadership for a group of local associations." Marina operators cannot join the State Association as individuals. To participate, operators must affiliate with a local association that is a member, or form a new group of at least 10 persons which then joins the larger organization.

Once a local trade association joins the state group its members can take advantage of a special marina insurance package and the group life and health insurance plan—the first such opportunities ever available to members of New York's marine trades industry.

"These insurance plans were tailor-made for marina operators," said Knorr. "Local associations can also take advantage of the state association's lobbying efforts on the state level."

Local marine trade associations interested in joining the new association or individuals who are interested in participating in a local organization can contact Art Knorr by writing to:

Executive Secretary
Marine Dealers' Association
of Central New York
409 Empire Building
Syracuse, New York 13202
Phone: (315) 472-5433

CORPS PROPOSES CHANGES IN PERMIT REQUIREMENTS

Coastal landowners who would like to build docks or boat hoists on the shores of Lake Ontario or any of its bays and connecting rivers for non-commercial purposes should be interested in some proposed changes to the Federal Permit requirements for such construction.

On February 6, the Buffalo District Office of the U.S. Army Corps of Engineers gave public notice of a proposal to issue general permits for open pile docks, seasonal docks, and boat hoists throughout navigable waters of the United States. The Buffalo District of the U.S. Army Corps of Engineers has jurisdiction over these activities in New York.

This new procedure is being proposed because in the past such activities have been subject to a complex permit process although these kinds of alterations have little or no adverse impact on the environment. It is hoped that the general permit process will reduce costs and lessen the workload for the Corps of Engineers while enabling the public to initiate projects more easily and in a minimum amount of time. The general permit process will not eliminate the need for obtaining appropriate permits from the

(Cooperatives and Fishermen . . . cont.)

enough information for your group to decide whether to form a coop. If the decision is yes, then the small committee can begin to formally organize the group. This will involve:

- writing the cooperative's by-laws;
- filing the articles of incorporation, if the coop is to be incorporated;
- obtaining the initial capital through selling shares of stock or possibly borrowing. (Initial financing may be available through the Springfield (Mass.) Bank for Cooperatives which is charged with providing loans for construction working capital, and processing equipment);
- signing up members, and
- arranging the first general membership meeting.

Remember that the cooperative must comply with state laws and the Federal Fishery Cooperative Marketing Act of 1934, so it is advisable to have legal

New York State Department of Environmental Conservation or local agencies.

According to proposed guidelines, an individual would apply for the general permit according to normal Department of the Army Permit procedures. With his application, he would include statements from adjacent property owners stating that they do not object to the structure, plus descriptions of existing adjacent waterfront structures and the distance that these structures are from the proposed dock or boat hoist. The District Engineer would then determine whether a general permit could be issued. The general permit would not allow construction for commercial purposes, such as for a commercial marina or boatyard, and would not allow dredging or filling of navigable waters. It also would not permit the construction of buildings or other structures on the docks.

If you would like additional information on the general permit proposal, write:

District Engineer
U.S. Army Corps of Engineers
1776 Niagara Street
Buffalo, New York 14207

counsel at various points in the organizing process. For specific information on complying with the Federal Act, contact: G. H. Lyon, Industry Economist, National Marine Fisheries Service, U.S. Department of Commerce, Washington, D.C. 20235. Phone: (202) 634-1995.

The Stony Brook Advisory Service office has the following additional information on fishery cooperatives:

- "Fishery Cooperatives: Their Formation and Operation"
- "Fishery Cooperative Operations"
- "Economic Development Through Cooperatives"
- "Organizing and Operating a Fishery Cooperative"

If you are interested in obtaining copies or would like other assistance in setting up a cooperative, please write or call. The address is listed on the back page.

Working Together—Cooperatives and Fishermen

By Norman K. Bender, Regional Marine Extension Specialist

Back on the shore after a long, hard day on the water, you have just learned the price you'll receive for your hard clams. Disappointed, you grumble about the spread between the ex-vessel price and the price at the local retail market. You then go to a local supplier to purchase some much needed twine and gear, only to hear that the price of those items has gone up since your last visit—just a short time ago. Returning home, you wonder once again if you'll ever find a way to get more return for your time and effort.

Many commercial fishermen in similar situations are finding that they do have at least one alternative—the fishery cooperative. For years farmers have joined forces to obtain benefits they couldn't get as individuals, and recently thousands of fishermen have also started comparable organizations to perform marketing, supply, production and bargaining functions. The U.S. Commerce Department reports a total of 102 fishery cooperatives in the United States with some 7,098 members. Three of these are located on Long Island—the East Hampton Town Seafood Producers' Cooperative, Montauk Fishery Cooperative and the Great South Bay Farmers' Cooperative.

Cooperatives provide a wide range of services to their members, typically including one or more of the following:

- marketing of members' products;
- negotiation of prices with buyers;
- purchasing of supplies and equipment for members;
- arranging for financing;
- operation of retail outlets;
- renting equipment to members;
- operating freezer and cold storage facilities;
- operating docks, and
- operating seafood processing plants.

In fact, one of the biggest advantages of coops is that they can be designed to serve very specific needs of fishermen in each geographic area.

New York's three coops are an excellent illustration of the kind of diversity that is possible. The East Hampton Town Seafood Producers' Cooperative, comprised of some 100 finfishermen, started operating a retail fish market in Amagan-



sett just one year ago. The coop provides freezing and refrigeration facilities for its members, and is hoping to expand its services to include processing and wholesaling. Group health insurance is another possibility for members of this group.

Concern over the high cost of supplies led to the formation of the Montauk Fishery Cooperative, the oldest of the three coops. It purchases supplies in bulk and passes the savings on to its members. Like the East Hampton group, the Montauk Cooperative is composed largely of fin fishermen.

West Sayville, on the other hand, can claim that it has the only clammers' cooperative in the nation. The Great South Bay Farmers' Cooperative, made up of both full-time and part-time clammers, helps its members market their clams locally, in upstate New York and all the way to California and the mid-west. The group also operates a small supply store, and looks forward to expanding services in the future.

How to Start a Cooperative

If a coop seems like a real possibility for you and other fishermen in your area, probably the best first step is just getting together to discuss mutual problems and needs. It is very important at the outset to identify several common objectives that can be achieved through cooperative effort.

Your group can then charge a small

committee with the responsibility for surveying the potential for organizing a successful fishery cooperative. The survey committee should explore:

- what services the fishermen need that are not being adequately provided by existing business;
- what the potential membership is for a new cooperative;
- what volume of business could the cooperative generate? (How much profit will members make for the amount of time and energy they expend?) Can the coop compete with existing fishing-related businesses and still remain profitable?
- how much money will be needed to start and operate the cooperative?
- what facilities will be needed? (Most cooperatives find it necessary to rent or purchase some permanent facility for meetings, storage and marketing purposes).
- what type of management staff will be required to operate the cooperative? Some cooperatives rely completely on volunteers to accomplish day-to-day functions. However, most of the really successful ones have full-time paid staff, often including accountants. It is critical that at least one of the coop's administrators have a working knowledge of good business management practices.

These questions should help produce

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Just as the last issue of "Coastlines" went to press, Congress voted to extend U.S. fishery jurisdiction to 200 miles. On January 28—almost exactly two months before the start of the Law of the Sea Conference—the Senate passed a 200-mile bill similar to the one passed by the House in October.

Whether the United States should unilaterally increase its fishing zone from the present 12 miles to 200 miles is an issue that has been debated long and loudly. Many commercial fishermen have urged such action in view of dwindling fishery resources, while others, including Secretary of State Henry Kissinger, have favored a 200-mile zone established through international negotiation. No one knows how this Congressional action will affect the United States' position at the LOS session, but it is rumored that President Ford would prefer to wait until after the session before he makes a final decision on the measure.

However the extended zone comes into being, it will have some far ranging effects on this country. One common belief is that the most important result of the 200-mile limit will be fewer foreign vessels fishing off our coasts—vessels that are supposedly the reason why U.S. commercial fishermen have fewer fish to catch. While it is true that we will have more control over who fishes off our shores, establishing the new zone itself is not likely to mean immediately increased numbers of available fish. According to Dr. J. L. McHugh of the Marine Sciences Research Center, SUNY at Stony Brook, although foreign fishing has contributed to serious over-fishing, especially of such resources as haddock and yellowtail flounder, foreign fishermen are not really competing with U.S. commercial fishermen for many resources at present. Most of the foreign catch is made up of fish that the U.S. public does not use or uses sparingly. And, even if all the foreign fishing boats went away, U.S. fishing would still have nearly all its current problems.*

By far the most important effect of the 200-mile zone will be to clearly underscore this nation's responsibility for managing its fishery resources and, it is hoped, move it along to adopting better practices—an effect that may never be very visible.

McHugh has observed that because fishery management is such a complex and expensive task, the United States has tended to neglect it in the past. But with an expanded zone, the people of this country won't be able to leave the job to someone else.

He feels that there are three basic components of a management program:

- assessing the current fishery situation and problems;
- deciding on some management policies (i.e. how the resources will be used and divided up);
- and finally, deciding how to implement those policies.

The first step alone is an enormous task because it involves counting existing fish and shellfish, identifying where they are located, keeping track of how rapidly they are renewed through new births and how rapidly they are removed by fishing and natural causes. Furthermore, these things can only be accomplished through close cooperation with fishermen and the research community. For example, one of the best ways to get a picture of existing fish supplies and where they are located is to ask fishermen to record daily catches and time information available to the management agency.

But McHugh points out that logbooks tend to be very personal items to fishermen, and to get information from these books, the agency would have to assure the fishermen complete anonymity. He feels this is possible if books were turned in without names of license numbers on them. Research will provide needed information on such things as growth rates, growing conditions and other important factors.

Still another difficulty in tackling the first phase is the fact that only part of the fishery resources are endemic (stationary resources, such as shellfish) and can be handled locality by locality. A large portion are migratory, so surveying and maintaining stocks requires interstate and sometimes international cooperation. Ironically, in the past, the United States has had a better record managing the international fisheries than the endemic ones.

All of the information gleaned through the first step of management provides the basis for the second step—deciding how fishery resources will be used. Birth,

Working Together

The Law of the Sea

Part II:

Fishery Management in the 200 Mile Zone

By Linda J. Camp, Media Specialist

Based on an interview with Dr. J. L. McHugh, Marine Sciences Research Center, SUNY at Stony Brook



growth and death data enable policy-makers to determine the maximum sustainable yield—that is, the amount of fish that can be caught before the fish population begins to decline from overfishing. Once that is established, then they can decide how much can be safely harvested, and who may harvest the fish—commercial fishermen, recreational fishermen, or other nations, etc., and set up some management tools, such as quotas, and licensing procedures to help implement the policies.

Quotas and licenses are nothing new to some New York commercial fishermen and recreationists who fish in freshwater, but interestingly enough, marine recreationists have never been licensed in this state, even though they currently harvest more of almost every species than commercial fishermen. As examples, McHugh points out that sportfishermen currently take 22 times as much bluefish as commercial fishermen and about six times as much striped bass. McHugh feels that managing saltwater sportfisheries will be the hardest of all because recreational fishing is widely dispersed and difficult to control, but that sooner or later we will have to give it a try.

A final factor affecting the success of management policies is that those policies are set at several different levels in the United States. The federal government makes decisions on how our fishing industry will relate to other nations and what controls shall be exerted in international waters, presently beyond 12 miles. It is the states, however, that actually have the power to control the resources in territorial waters. Within states, local governments also exercise varying degrees of control. To be truly effective, all of these management activities have to be coordinated and compatible with each other.

Though the management task is a tough one, it is not totally impossible, nor has it been completely ignored in the past. Within New York State, some important steps have been going on, including setting quotas and licensing some commercial fishermen, and other steps are being initiated. McHugh himself is conducting research on the history of the hard clam industry, supported by funds from the New York Sea Grant Institute. He has chosen to look at the

hard clam because it is currently the most important commercial fishery in New York State in landed value and, particularly, because it is an endemic resource. He feels that if we can do a good job of managing the hard clam, which, as an endemic resource should be relatively easy, we may be able to glean some ideas about how to manage the other fisheries.

One aspect of this project is working with some of the baymen on Long Island to get them to keep better records of catches. Advisory Service staff on Long Island have also been involved with this. The Town of Islip currently has a two-year-old management program which shows great promise, and others, such as Babylon and Brookhaven are also starting hard clam management programs.

In the long run, the shape of this state's and this country's management programs will rest on one thing—money. McHugh emphasizes that effective fishery management is expensive and thinks that some kind of federal/state matching program may be necessary to meet the costs.

There is one other alternative, and that is to do nothing. But, if New York and other states choose this approach, it is likely that the federal government will eventually take over. For in doing nothing, the people of this nation will ultimately pay a more expensive cost—they may lose their fisheries completely. They certainly will not be able to make a case to keep others out.

For more information on the Law of the Sea write for "Oceans of the World: The Last Frontier, An Annotated Introductory Bibliography on the Law of the Sea" which was produced by the MIT Sea Grant Program and is listed this time in "I Want More."

*Taken from "Does Fishing Have a Future?" pp. 25, by Dr. J. L. McHugh *SEARCH* 2, 1976. Published by the State University of New York.

SECOND YEAR COASTAL ZONE MANAGEMENT PROGRAM

On March 1, 1976, New York State applied for a second year coastal zone management development grant. The second year work program is designed to expand and refine the results of the first year program and to perform additional required work. The application was submitted by Secretary of State, Mario M. Cuomo, who is responsible for administration of New York's Coastal Zone Management Program pursuant to the provision of the Executive Law. The Division of State Planning in the Department of State assists the Secretary of State in carrying out the Program.

A substantial portion of the Second Year Grant will be sub-allocated to local governments to support their coastal zone management planning interests. In reconciling state and local perspectives, local governments will be encouraged to plan and manage their coastal areas according to their own requirements. Where matters of statewide, regional or intermunicipal concerns are noted, the State's Coastal Zone Management Program will

be obliged to identify the specific means for resolving differences.

The public participation activity will be significantly intensified during the second year. In addition to the Department of State, key program participants will include local governments, regional planning boards, and the State Department of Environmental Conservation. The New York Sea Grant Institute will also participate in the Program. Technical work completed under the first year program, together with additional materials and information prepared as part of this activity, will form the basis of this effort. Primary objectives will include: (1) giving clear, accurate information on the nature and scope of the coastal zone management program to the public; (2) expanding and refining methods to obtain adequate levels of input from various public and private sources; and (3) beginning to establish a workable path from private interests through local and regional agencies to a statewide management program.

(continued on next page)

OUTER CONTINENTAL SHELF SUPPLEMENTAL GRANT

In February 1976, New York State was awarded a \$373,000 Federal grant that will enable the State to evaluate the impacts related to Federal oil and gas exploration activities in the outer continental shelf (OCS). The grant, which supplements the State's ongoing coastal zone management program, will be administered by Secretary of State Mario M. Cuomo. The Department of Environmental Conservation cooperated with the Department of State in preparing an application for the OCS grant and will have a key role in carrying out the program.

While the State has not condoned the policy actions of the U.S. Department of Interior with respect to the OCS leasing program, it is necessary for the State to be able to accurately

assess both the short and long-term costs and benefits to the citizens of the State and make inputs in the decision-making process that would reflect our concerns.

The OCS grant provides funds to:

- Determine the probable effects of OCS development activities on the State's coastal zone;
- Make plans for potential land and water use impacts from OCS activities and include them within the terms of the State's coastal zone management program;
- Provide policy guidance and advice to the State's Governor and Legislature.

Coastal Zone Management is:

- An opportunity to integrate a broad range of local and regional interests into a statewide coastal zone planning process.
- A means to ensure a balance between economic, social and ecological concerns in the coastal zone.
- A way to promote the efficiency and coordination of coastal zone management and development.
- A method of providing information that will aid local governments in making decisions and policies regarding the coastal zone.

Coastal Zone Management is not:

- An opening for extended Federal control. The program is designed to stimulate State leadership, with opportunities for coordination with Federal programs.
- A no-growth program. Economic development is identified as a key objective.
- An attempt by State government to dominate local authorities. The program urges strong local control, with coordination and guidelines being offered at the State level.
- A master plan with preconceived solutions to coastal problems. Solutions may include guidelines to aid localities in land use decision making, and other workable means for carrying out the management program.



New York's Coastal Zone Management team: (L to R) D. Paul Marr (Sea Grant), Mr. Ray Nurme (Program Manager), Mr. Hank Williams (Director), Ms. Kim Leary (Secretary), D. Louis Castiglione (Grant Coordinator) and Dr. Dave Buerle (Grant Coordinator).

(Second Year Program... cont.)

Citizen involvement is encouraged. Advisory committees will be formed to assist local governments and regional planning boards in developing their coastal programs. The objective is to assure that interested persons and organizations have the opportunity to review all phases of the program including the final recommendations that are submitted to the Federal government for approval. Each participating agency may develop its own techniques to encourage citizen involvement consistent with State guidelines. Sea Grant Advisory Service personnel will assist in providing information on coastal management issues to the public and interested groups and will aid them in the preparation of information materials. The public participation element of the program is designed to provide adequate resources to involve many segments of the public in the State CZM program development process.

A Statewide Coastal Zone Management Steering Committee will be established in the second program year to achieve greater interagency program coordination and provide additional policy and technical guidance to the Program. In addition, increased emphasis will be placed on working closely with key Coastal Zone Management Programs in the adjacent States of Connecticut, New Jersey and Pennsylvania.

The Coastal Zone Management Program provides an opportunity for State,

VIMS OFFERS TRAINING IN GROWING CLAMS AND SCALLOPS

The Eastern Shore Laboratory of the Virginia Institute of Marine Science (VIMS) has organized an educational program to train individuals in the growing of clams and scallops. The aquaculture techniques used are simple and straightforward, aimed at streamlining ongoing operations, increasing their efficiency, or supplementing current natural harvests.

Five sessions will be offered. Inclusive dates for each of the five sessions are as follows: May 3-7, May 10-14, May 17-21,

May 24-28, and June 7-11. Each session will be open to 5 or 6 persons. Dormitory space is available at the Eastern Shore Laboratory in Wachapreague. Several motels are also available nearby. A registration fee of \$25 will be required to defray expenses.

For further information contact:
Michael Castagna
Scientist-in-Charge
Eastern Shore Laboratory
Wachapreague, Virginia 23480
Telephone: (804) 787-3280

local governments and the public to work together to promote wise and effective use of coastal zone resources. Only through the participation of all interested parties will the diverse needs, problems, and opportunities of the State's coastal zone be realized.

For more detailed information on

New York State's Coastal Zone Management Program, contact:

Mr. Henry G. Williams, Director
Division of State Planning
Department of State
162 Washington Avenue
Albany, New York 12231

I WANT MORE

Further details to help solve several coastal problems are available. Each month we try to list several publications of possible interest to you; please check off those you would like and return to the Sea Grant Advisory Office nearest to you. Addresses are listed on the back page.

Single copies of the following publications are free.

- _____M16 A Seafood Heritage (A collection of recipes produced by the National Marine Fisheries Service). 1975. 20 pp.
- _____M17 Oceans of the World: The last Frontier, An Annotated Introductory Bibliography on the Law of the Sea (Mass. Inst. of Tech). 1974. 10 pp.

There is a charge for the following publications. Make checks payable to Cornell University. All are publications of the New York Sea Grant Institute.

- _____J17 New York Bight Atlas Monograph #4: Tides. By R. L. Swanson. January, 1976. 34 pp. \$4.00.
- _____J18 New York Bight Atlas Monograph #6: Storm Surge. By N. Arthur Pore and Celso S. Barrientos. February, 1976. 44 pp. \$4.00.
- _____J19 Progress Report—New York Boat Owners: A Summary of the 1973 Survey. By Dick Noden. October, 1975. 4 pp. \$.25.
- _____J20 Progress Report—Marine Sources of Industrial Enzymes. By Robert S. Shallenberger and Michael G. Lindley. January, 1976. 3 pp. \$.25.
- _____J21 Progress Report—Adjustments of Commercial Marinas and Boaters to the Energy Shortage. By Tommy L. Brown. January, 1976. 4 pp. \$.25.
- _____J22 Buffalo Harbor Diked Disposal Sites: Engineering Properties and Drainage Characteristics. By David L. Wright and Ralph R. Rumer, Jr. December, 1975. 12 pp. \$1.00.

UPDATE

Well over 300 Long Island commercial fishermen participated in this year's Commercial Fishermen's Forum and Exhibition, held April 2 and 3 at Southampton College. Sponsored jointly by the New York Sea Grant Advisory Service, the Long Island Fishermen's Association, and the Seatronics Company, this annual event provides commercial fishermen with the opportunity to explore new technology, fishing methods, and learn about other developments in the fishing industry.

Highlighting this year's program was the keynote address by New York State Assemblyman Perry Durea and a presentation on pair trawling by Robert Taber, Commercial Fisheries Specialist with the Rhode Island Marine Advisory Service. Demonstrations of new radar and Loran equipment also attracted much interest, as did displays of boats, nets and electronic equipment.

Three Advisory Service Specialists took up positions in other states during

April. Rob Patten, previously located at the Fredonia field office, will be working with his family's business in Florida. Norm Bender leaves the Stony Brook office for a Sea Grant position at the University of Maryland. Bill Walters, also of the Stony Brook office, will be trying out commercial fishing in Homer, Alaska.

At press time, candidates for Walters' and Patten's positions were being reviewed. The selection committee will be looking for a person with training in economics to fill Bender's position. Persons interested in receiving a job description can contact the Ithaca Advisory Service office.

Owners of recreational businesses along the St. Lawrence River have been enthusiastic about a new short course on business management being presented by the Potsdam Advisory Service office in conjunction with the Small Business Administration and Jefferson Community College.

The eight-week course, which was

launched on March 25 is being held in Clayton, New York and is focusing on such topics as taxation, inventory control, effective marketing and advertizing, and personnel management as they apply to water-oriented businesses. Guest lecturers have included Joseph Muggleton of Mercier's Marina (Clayton), Donald Green of the National Bank of Northern New York, and Kenneth Jackson of the Syracuse Small Business Administration. Marina operator, Royal Lalonde and Gordon Cerow of the Jefferson County Board of Supervisors have helped to host the sessions. The course will conclude on May 20.

John M. Smith of Morristown has been reappointed chairman of the Land Use Committee of the St. Lawrence Country Planning Board. Smith also serves as a member of the New York Sea Grant Advisory Service St. Lawrence River Region Advisory Committee.

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