



# Hudson Valley Fisheries

NY Seafood Summit – Cornell University Food Venture Center  
Brittany Peachey – March 5, 2024

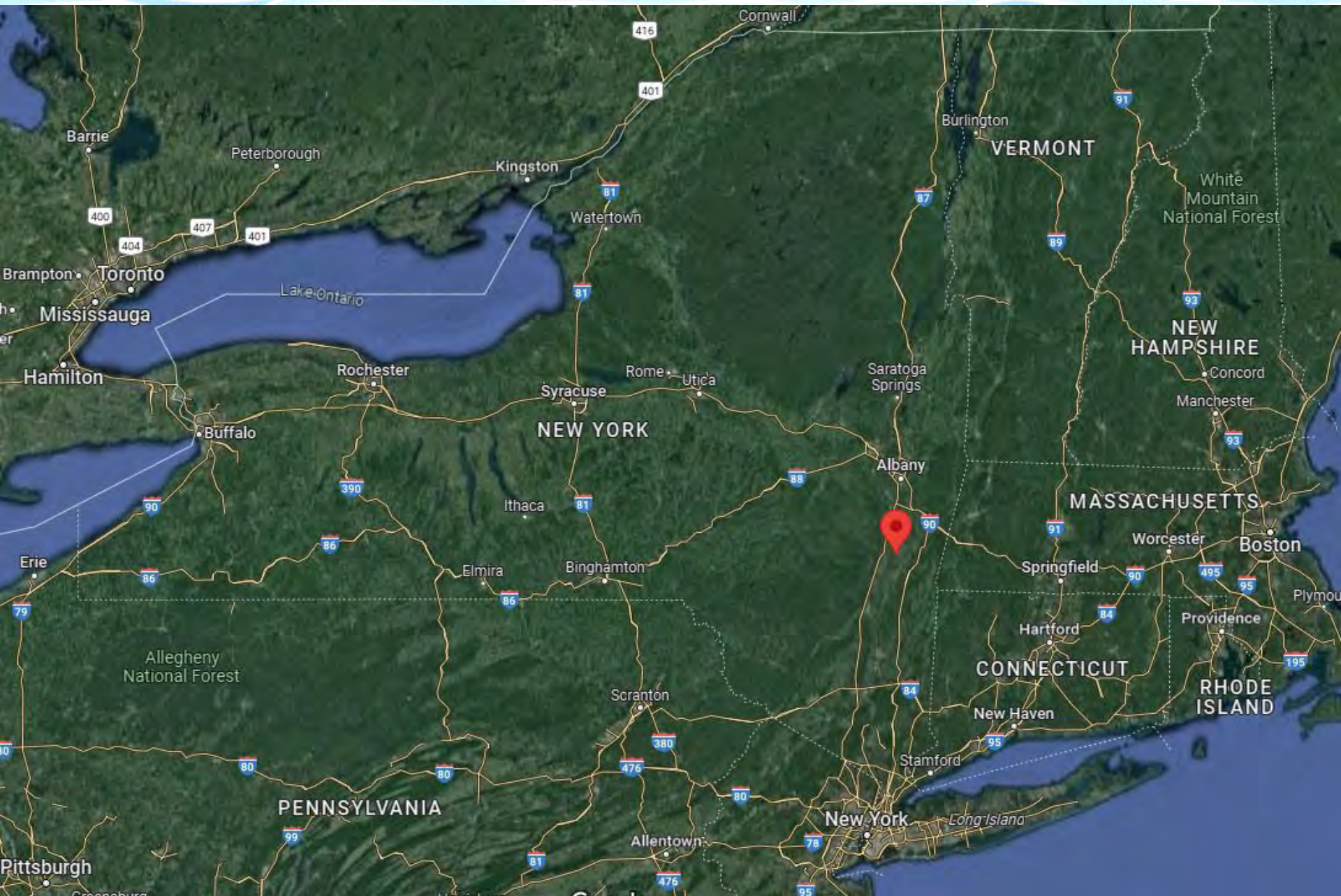


# OUR STORY

- Family owned
- Freshwater RAS  
Recirculating  
Aquaculture  
System
- Hudson Valley,  
close to major  
Northeast markets









# STEELHEAD TROUT

- *Oncorhynchus mykiss*
- All female diploids
- Troutlodge and Riverence
- Swim up fry to 2.5 kg Harvest weight
  - 15-16 months
- Custom Hudson Valley diet
- No GMOs, no antibiotics

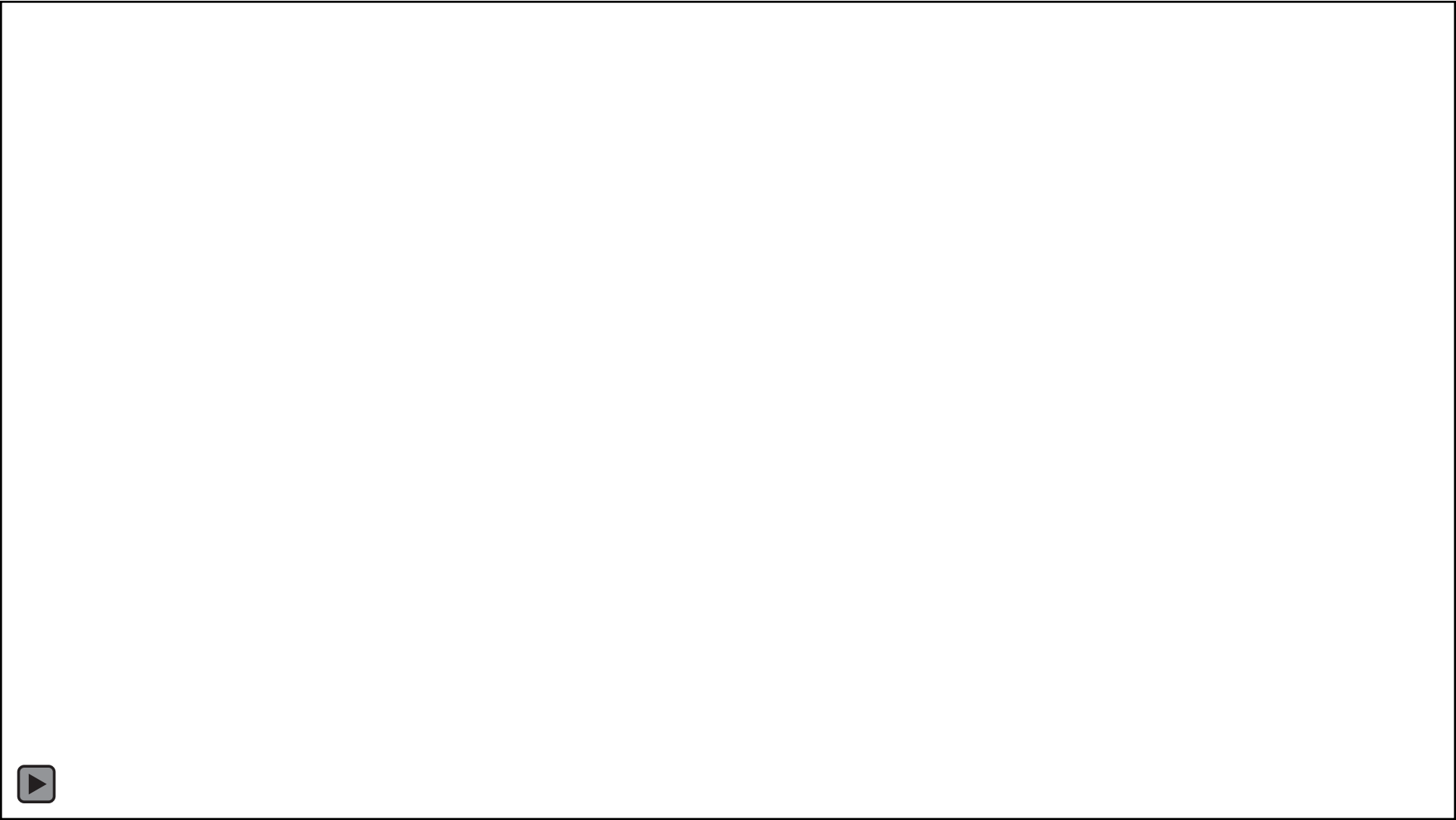
Troutlodge 















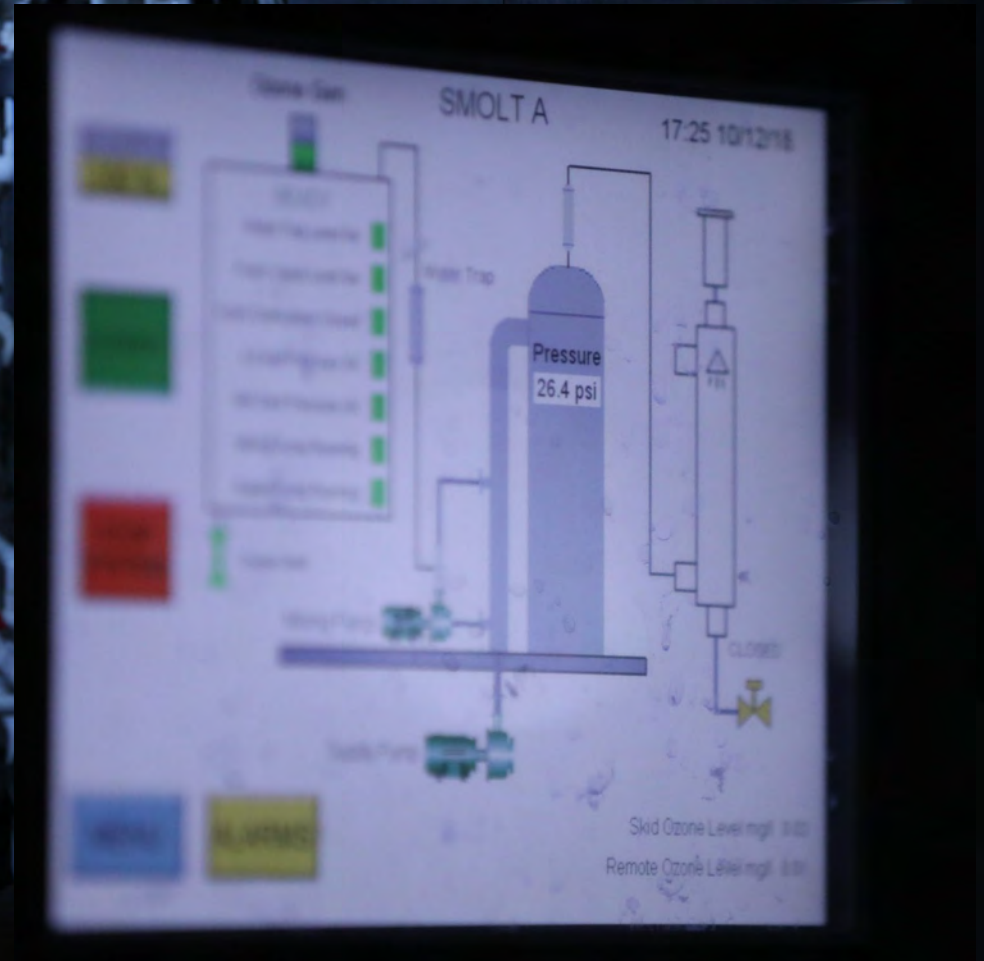






# FOCUS ON DETAILS

- SCADA system
- Climate controls
- Automated feeding
- Gentle fish movement
- Meticulous cleaning
- Regular fish health and welfare screening
- Daily water quality analysis
- Strict biosecurity protocols





# EFFLUENT TREATMENT

- Solids filtration in system (drum filter)
- Clarifier
- Second drum filter
- Anox tank
- Membrane bioreactor (MBR)
- Permeate to:  
Reverse osmosis (to plants)  
Discharge



# SOLIDS TREATMENT

- Fecal waste
- Uneaten feed
- Fish mortalities
- Offal (guts)





# STAFF

## **Farm Staff:**

- Farm Manager
- Farm Operations Supervisor
- Quality Assurance Supervisor
- 7 Aquaculture Technicians
- 2 Nursery Technicians
- 4 Maintenance Personnel
- Aquaculture Analyst

## **Processing:**

- 19 Processing Personnel

## **Main Office:**

- 4 Office Staff

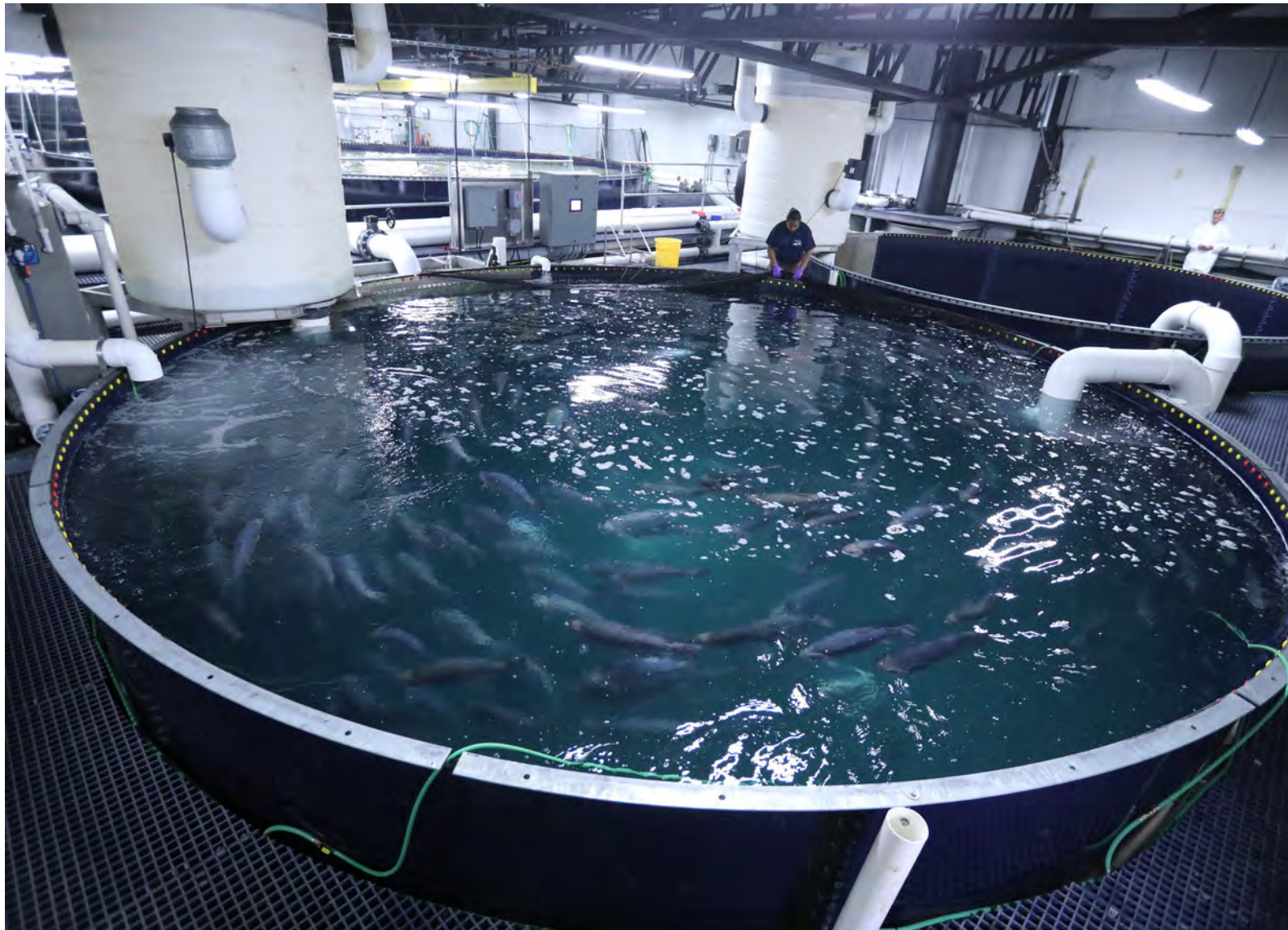
## **Sales:**

- 3 Sales and Marketing plus  
Farmer's Market Staff





# HARVESTING





# PROCESSING

- HOG: head on, gutted
- Fillets, D-trim
- Portions
- IQF available

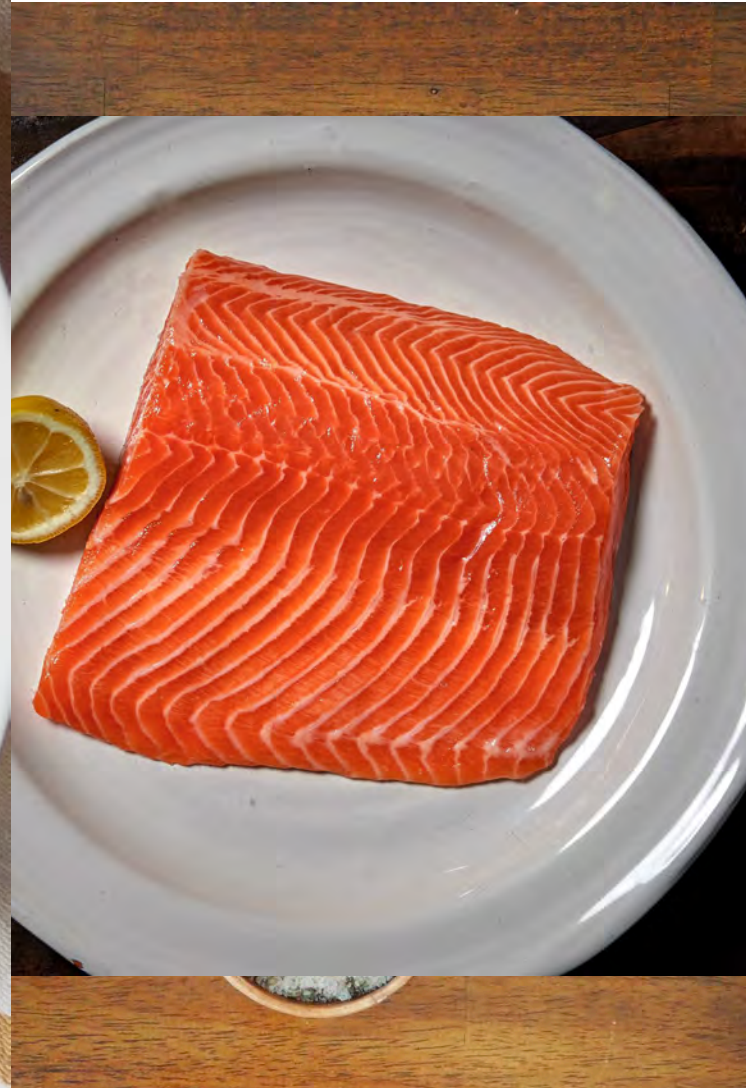


**Best  
Aquaculture  
Practices**





# FRESH, READY-TO-COOK





# PREPARED, READY-TO-EAT

- Hot smoked
- Cold smoked
- Spreads
- Trout snack bites



**SINGAPORE  
AIRLINES**



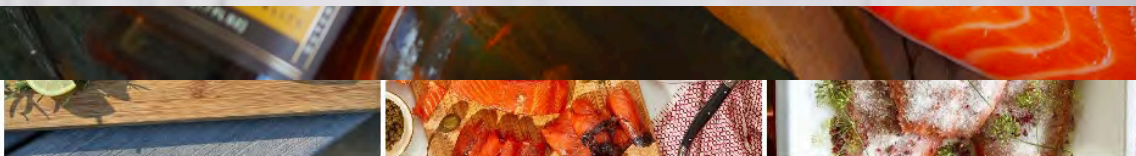
[NEWYORKSTEELHEAD.COM](http://NEWYORKSTEELHEAD.COM)



# SALES – DIRECT TO CONSUMER

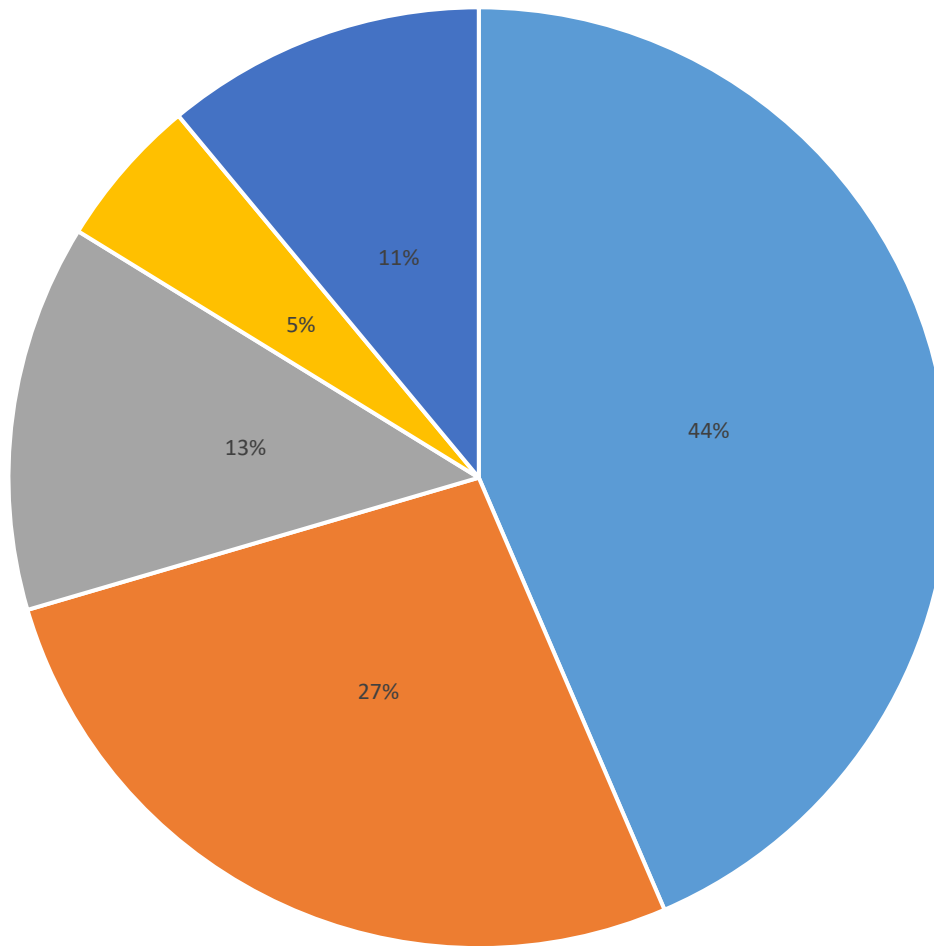


- Social Media Presence
- Home Delivery Options
- Farmer's Markets
- Fish 'kits'
  - Grilling
  - Gravlax
  - Holiday meals
- Special items
- Dog treats





# SALES - BREAKDOWN

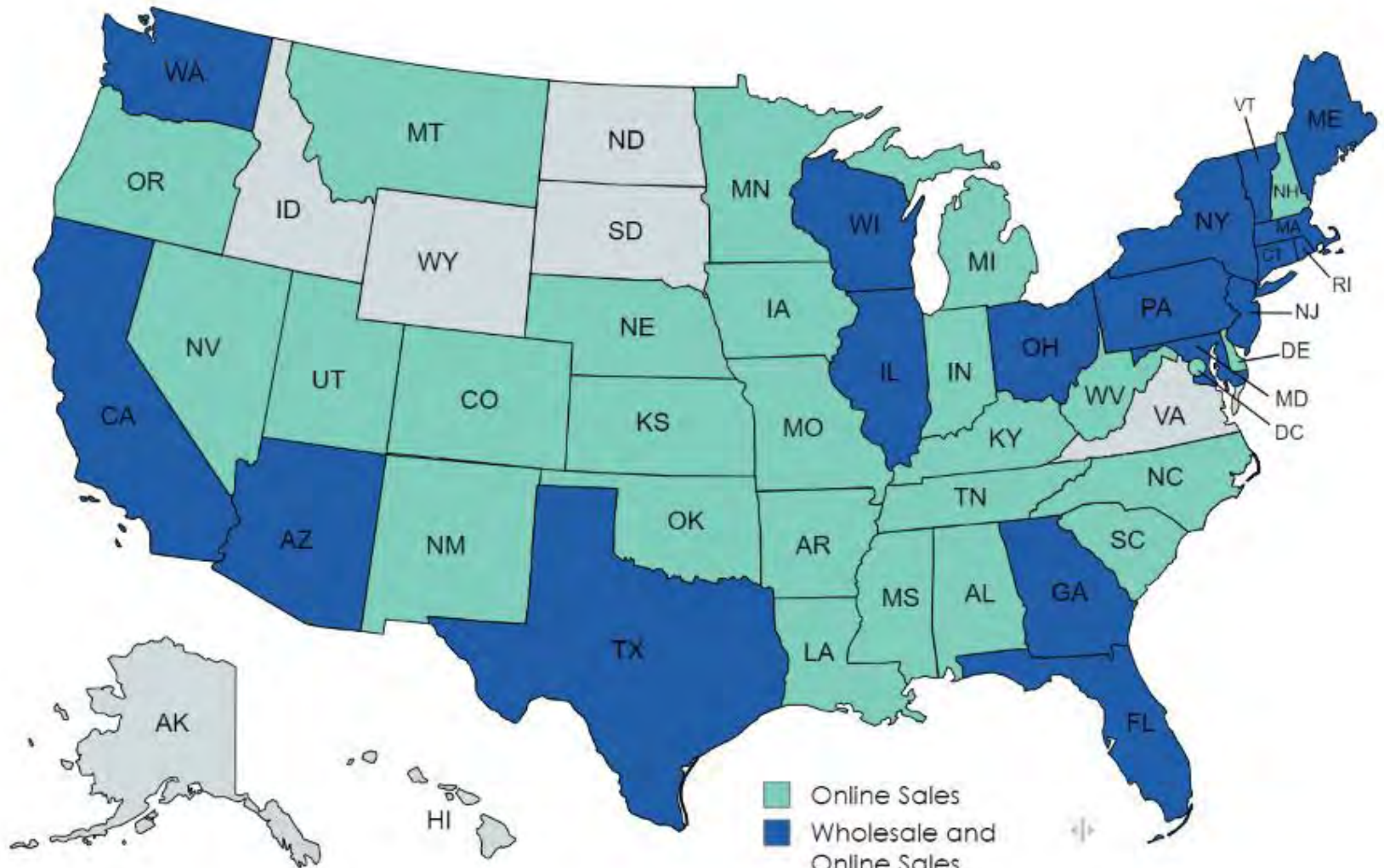


■ Fillets ■ HOG ■ Cold Smoked ■ Hot Smoked ■ Other

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# SALES REACH





# INSTITUTIONAL RELATIONSHIPS

SUNY **Cobleskill**  
GROW • SUSTAIN • RENEW



**DALHOUSIE**  
UNIVERSITY

UNIVERSITY of  
**STIRLING**



**NAA**  
NATIONAL  
AQUACULTURE  
ASSOCIATION

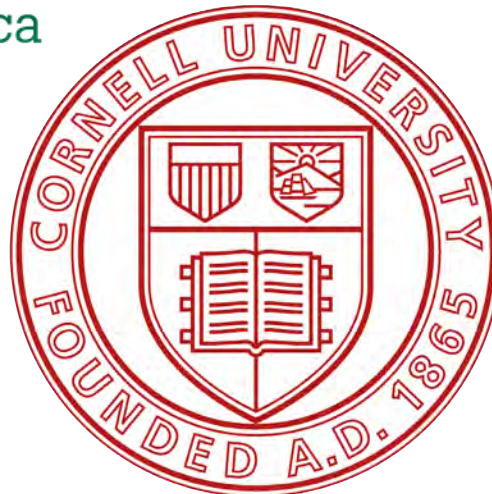


Culinary Institute  
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THE  
CONSERVATION FUND  
FRESHWATER INSTITUTE



United States  
Trout Farmers  
ASSOCIATION



**Sea Grant**  
New York