



FUNDING
FISH^o

Fisheries management's stakes and how to be heard
within the European Common Fisheries Policy
Training template for fishermen

SSF8, deliverable 8

BG SEA CONSULTING EIRL, October 2017

User manual

This document is a deliverable of the project « Setting the scene to reinforce small-scale fishing in the south western waters area » implemented under the EU grant MARE/2014/04 – SI2.724092, led by BG Sea Consulting.

It has been thought and prepared for maritime schools and their teachers to prepare trainings for their students. It has also been thought for active fishers, their representatives, their spouse or life partner to give them the main keys to understand fisheries management and how they can make their voice being heard.

It proposes a structure for a lesson following a global approach that considers fisheries' management as a system one can describe through its main elements.

It quotes main sources of information at international, EU or national level for the different items being dealt. Taking into account the wide area concerned and the specific fisheries existing at local level it is suggested to adapt it to the local situation through case examples.

This guide reflects solely the author's position and the European Commission cannot be held responsible for the use of the information contained therein.

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State of the art

- State of European fish stocks and the marine environment -

SOURCE : State of Play of the Common Fisheries Policy and Consultation on the Fishing Opportunities for 2018 (EC, 2017)

- **Meeting the MSY objective.** According to the latest assessment from the Scientific, Technical and Economic Committee for Fisheries (STECF), based on 2015 data, 39 of 66 stocks assessed in the North-East Atlantic were exploited within FMSY (equating to 59 %, up from 52 % in the previous year). Median fishing mortality has now stabilised at around 1.0. In 2017, the number of total allowable catches (TACs) set in line with MSY advice increased to 44, representing 61 % of all catches in the North-East Atlantic.
- **Rebuilding stocks.** Average stock biomass in the North-East Atlantic increased by 35 % between 2003 and 2015.
- **Improving overall economic performance.** The EU fleet registered record net profits of EUR 770 million in 2014, a 50 % increase over the 2013 figure of EUR 500 million.
- **Better balancing fishing capacity and fishing opportunities.** In recent years, the balance between fishing capacity and fishing opportunities across the entire EU fleet has improved. Between 2007 and 2015 the EU fishing fleet's capacity fell gradually, with the number of fishing vessels decreasing by 6 %, engine power by 14 % and tonnage by 24 %.

State of the art

- State of European fish stocks and the marine environment -

MAIN SOURCES OF INFORMATION

- Yearly seminar on the state of fish stocks organized by the European Commission
https://ec.europa.eu/fisheries/seminar-state-fish-stocks-and-economic-performance-fishing-fleets-2017_fi
- ICES advices, and on going knowledge progress on data poor stocks (ICES categories 3, 4, 5) whose many of them are target species of the SSF fleet (seabass, striped red mullet, various crustaceans, octopus, ...)
<http://www.ices.dk/community/advisory-process/Pages/Latest-Advice.aspx>
- And look at the broader picture on the state of the marine environment :
http://www.ices.dk/sites/pub/Publication%20Reports/Advice/2016/2016/Bay_of_Biscay_and_the%20Iberian%20Coast%20Ecoregion%20-Ecosystem%20overview.pdf
- Refer to scientific institutes responsible for scientific advice in each Member State :
 - IFREMER (France) : www.ifremer.fr
 - IEO (Spain) : www.ieo.es
 - IPMA (Portugal) : www.ipma.pt

State of the art

- State of European fish market -

SOURCE : EUMOFA, 2016 (EC, 2016)

- EU consumers spent 54 billion euro for buying fisheries and aquaculture products in 2015, reaching the highest amount ever recorded. With respect to 2014, the expenditure increased 3,2%, due to a general positive trend recorded in all Member States (excepted Greece).
- The seafood supply in the EU grew by almost 650.000 tonnes between 2013 and 2014 (+4,5%). **The main driver was internal production, which rose by 570.000 tonnes, mostly originating from fishing activities. The EU's self-sufficiency improved, moving from 44,5% to 47,5%.**
- Per capita fish consumption per year increased to 25,5 kg, as EU consumers ate one kg of fish more than in 2013. The rise was more significant for farmed products (+6%) than for fisheries products (+2,7%). However, consumption in the EU market is dominated by products originating from fishing activities (75% of total consumption).

State of the art

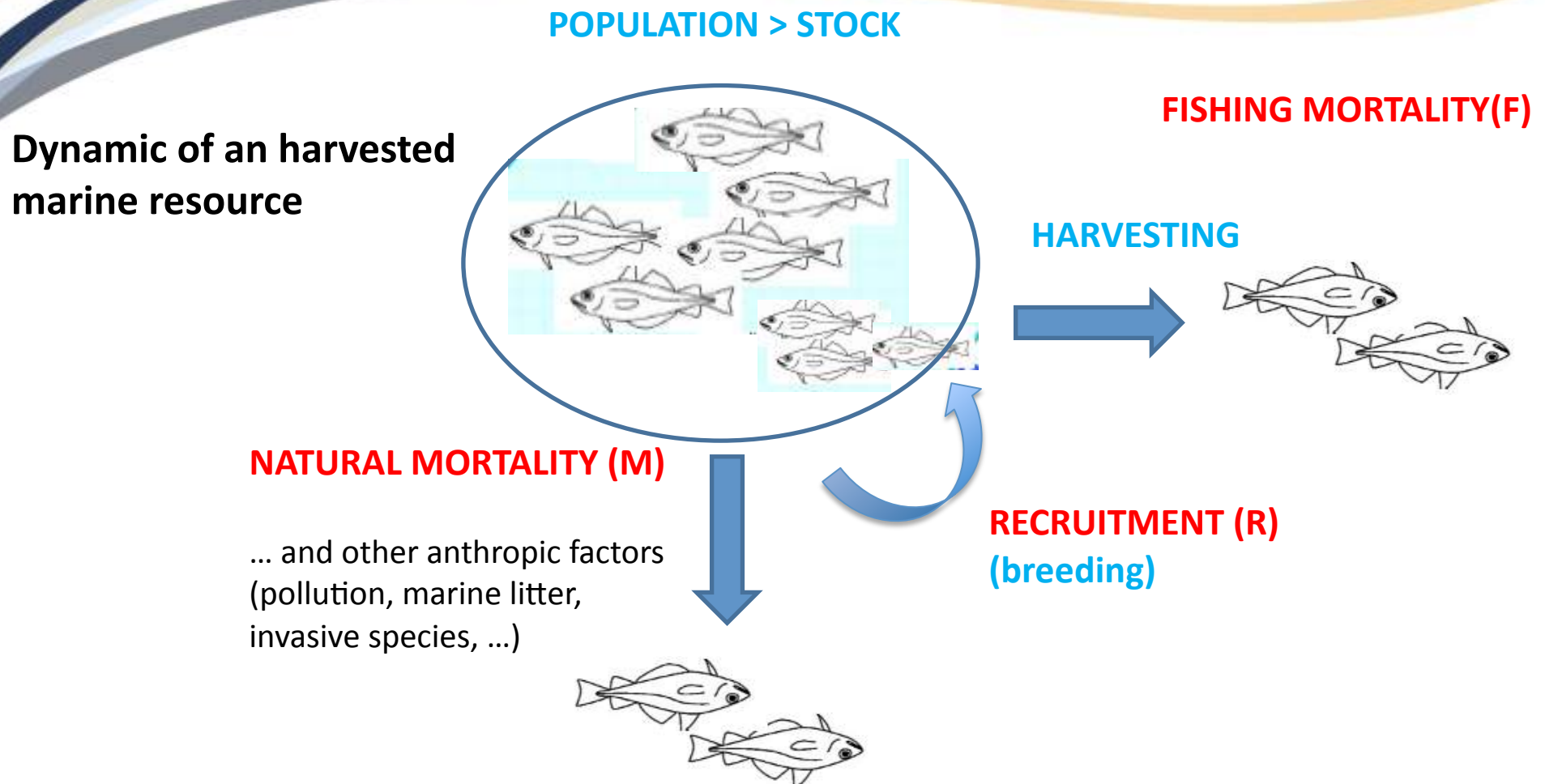
- State of European fish market -

MAIN SOURCES OF INFORMATION

- At European level, you can have a look at global trends through the European Union Market Observatory for fisheries and aquaculture products : <http://www.eumofa.eu>
- At national level, you may have a look to the state and dynamics of the fish and aquaculture market at national level :
 - In France (FranceAgriMer) : <http://www.franceagrimer.fr/filiere-peche-et-aquaculture>
 - In Spain (MAPAMA) : <http://www.mapama.gob.es/es/pesca/temas/mercados-economia-pesquera/MERCADOS.aspx>
 - In Portugal (DOCAPESCA) : <http://www.docapesca.pt/pt/comunicacao/noticias/item/boletim-estatistico.html>
- And tell your students a story (the use of social media may also be quoted) :
 - Have a look at Farnet website : https://webgate.ec.europa.eu/fpfis/cms/farnet2/on-the-ground/good-practice/projects_en?field_term_country_tid=All&field_term_theme_tid=42 and refer to Farnet) practical guides (EU, 2014 & EU, 2018
 - You may also be inspired by the already long experience of ecolabels such as the Marine Stewardship Council : <https://fisheries.msc.org/en/fisheries/>

What is at stake ?

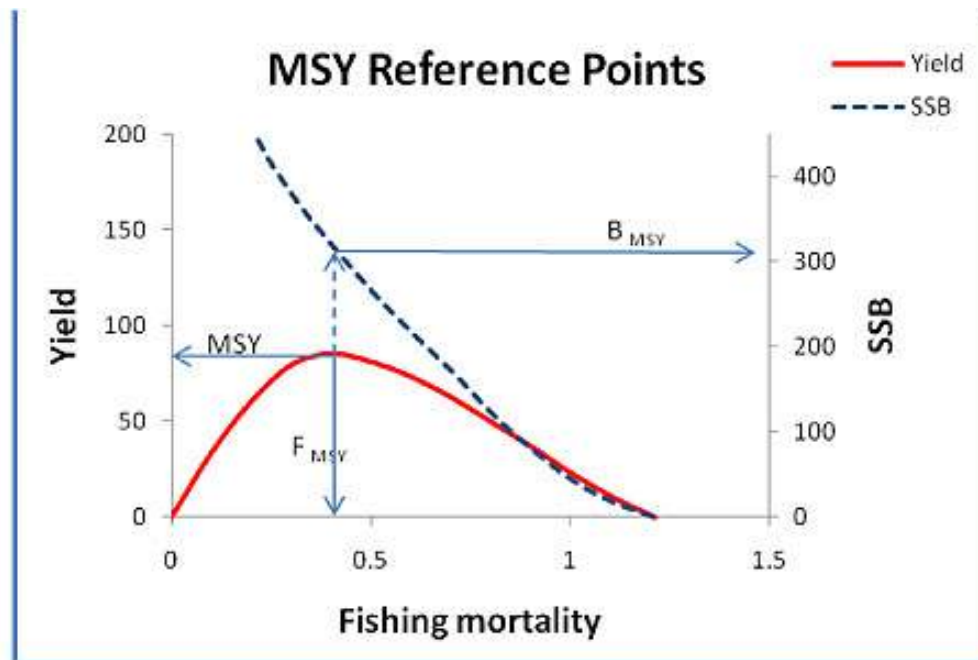
- Balance between the fishing pressure and the marine environment -



What is at stake ?

- Dynamic of fish stocks -

Over-fishing, under exploitation, Maximum Sustainable Yield (MSY)

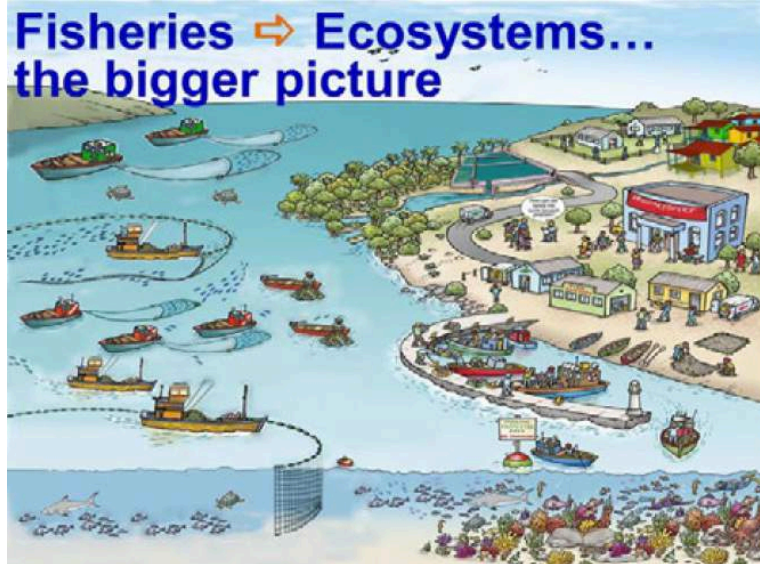


- $F < F_{MSY}$: under exploitation
- $F = F_{MSY}$: exploitation at MSY
- $F > F_{MSY}$: overfishing

[European Commission](#) - *illustration of the Maximum Sustainable Yield (MSY) Concept. Source: ICES 2011*

What is at stake ?

- The ecosystem approach to fisheries -



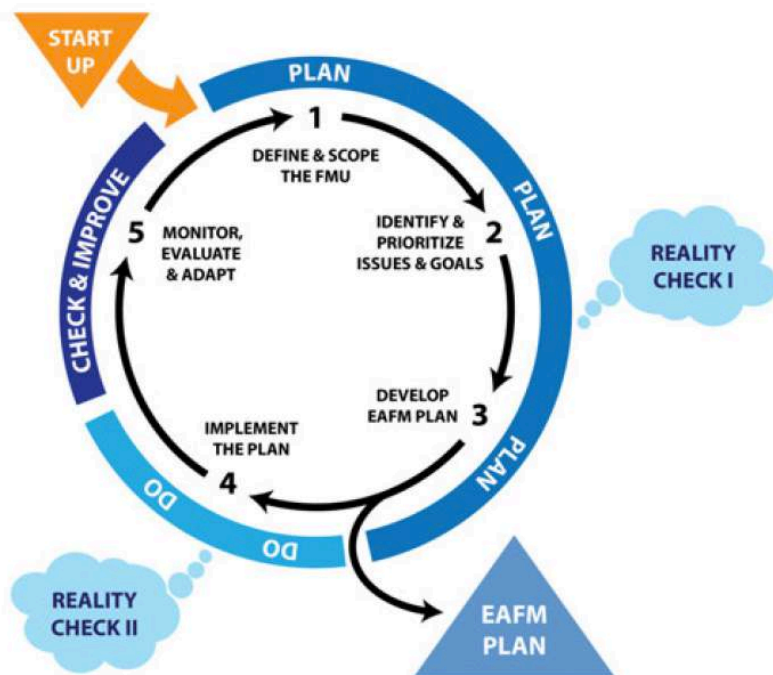
Source : FAO, 2014

The Principles of EBM Ecosystem-based management has objectives and targets that:

- Focus on maintaining the natural structure and function of ecosystems and their productivity
- Incorporate human use and values of ecosystems in managing the resource
- Recognize that ecosystems are dynamic and constantly changing
- Are based on a shared vision of all stakeholders
- Are based on scientific knowledge, adapted by continual learning and monitoring.

Source : WWF intl, 2007

The 5 steps of Ecosystem Approach to Fisheries Management (EAFM)



Potential EAFM stakeholders and the linkages in cooperation and coordination



Source : FAO, 2014

The fisheries management's tools

- The European market regulation tools -

- *« Although seafood has long been traded internationally, trade has increased dramatically in recent decades such that fish and fishery products now constitute the most highly traded food commodity internationally (WTO, 2010) »*. **A little more than half of the EU seafood consumption is originating from imports (EC, 2016).**
- **Imports are submitted to different regulatory frameworks :**
 - **Multilateral level** through the World Trade Organization www.wto.org with clauses on natural resources protection, labelling requirements, sanitary rules, access to markets and subsidies.
 - **Bilateral level through agreements with regional trade organizations** (UE-Mercosur, UE-ASEAN, etc.) or direct agreements with third countries (South Africa, Chile, China, ...)
 - **Unilateral level through the EU's Generalised System of Preferences (GSP)** which intends to facilitate imports from developing countries as an EU contribution to their development and allows tariffs quotas with imports submitted to reduced or null taxes.
https://ec.europa.eu/taxation_customs/online-services/tariff-quotas_en

The fisheries management's tools

- The European market regulation tools -

- The Common Organisation of the Markets (EU 1379/2013) establishes the EU policy for managing the market in fishery and aquaculture products. It recognizes Producer Organisations as key players in the sector. https://ec.europa.eu/fisheries/cfp/market_en
- **Producer Organisations** have to yearly submit a **production and marketing plan** which shall follow the following requirements (EC/2013/1418) :
 - A production plan including :
 - Planning of production activities
 - Coordination of activities with other producer organisations
 - Management of fishing rights
 - Implementation and management of the obligation to land all catches
 - A marketing strategy including :
 - Identification of market requirements (quantity, quality, presentation)
 - Identification of new outlets and other commercial opportunities
 - Dialogue and coordination with other operators in the supply chain

The fisheries management's tools

- The European market regulation tools -

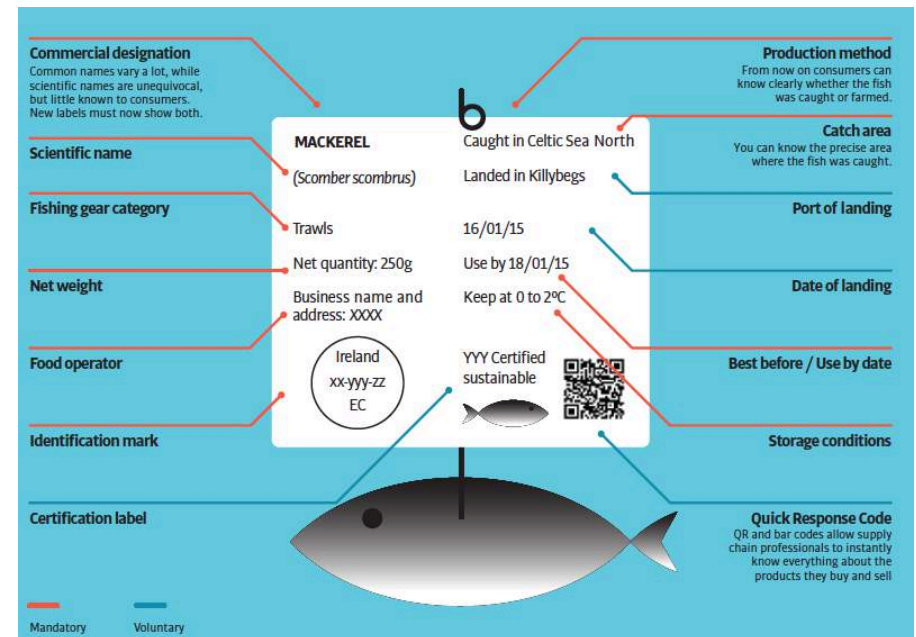
SOURCE : EC website, https://ec.europa.eu/fisheries/cfp/market_en

- **Marketing standards.**

Common marketing standards lay down uniform characteristics for fishery products sold in the EU, whatever their origin. They are applied in accordance with conservation measures and help to ensure a transparent internal market that supplies high-quality products.

- **Consumer information.**

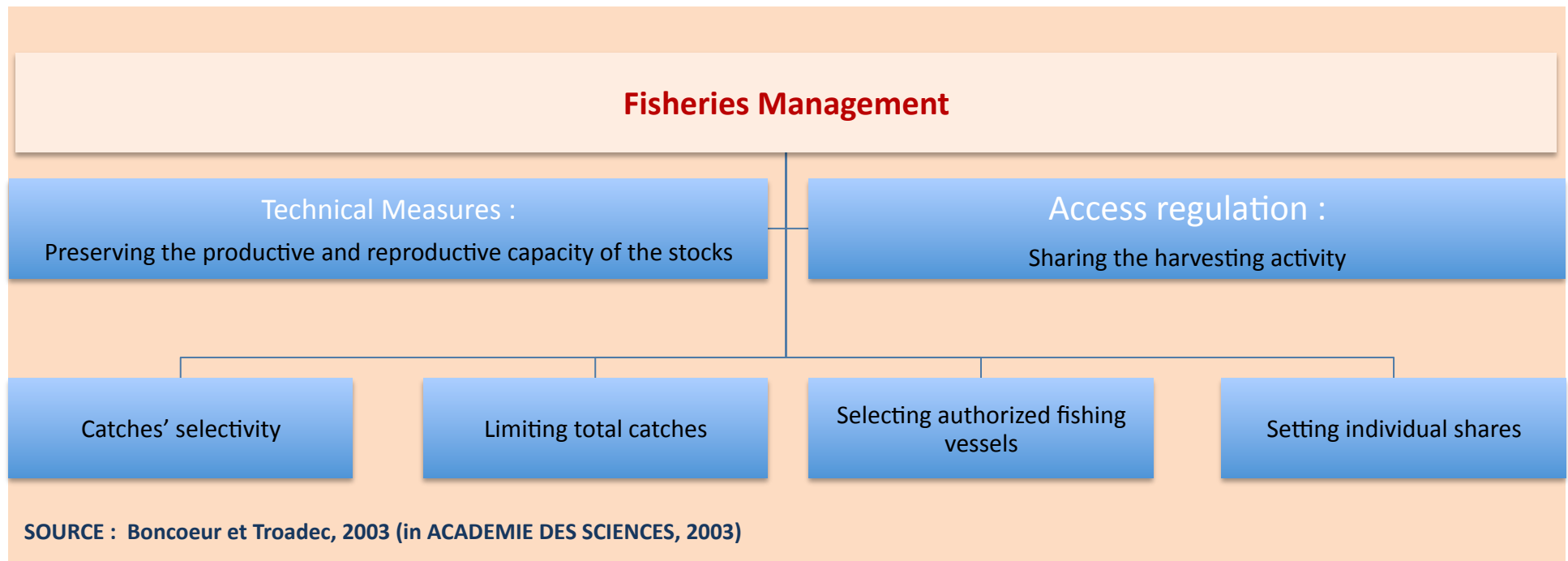
Rules on the consumer information establish what information must be provided to the consumer or mass caterer who buy fishery and aquaculture products. They allow consumers to make informed purchasing choices (© European Union, 2015)



The fisheries management's tools

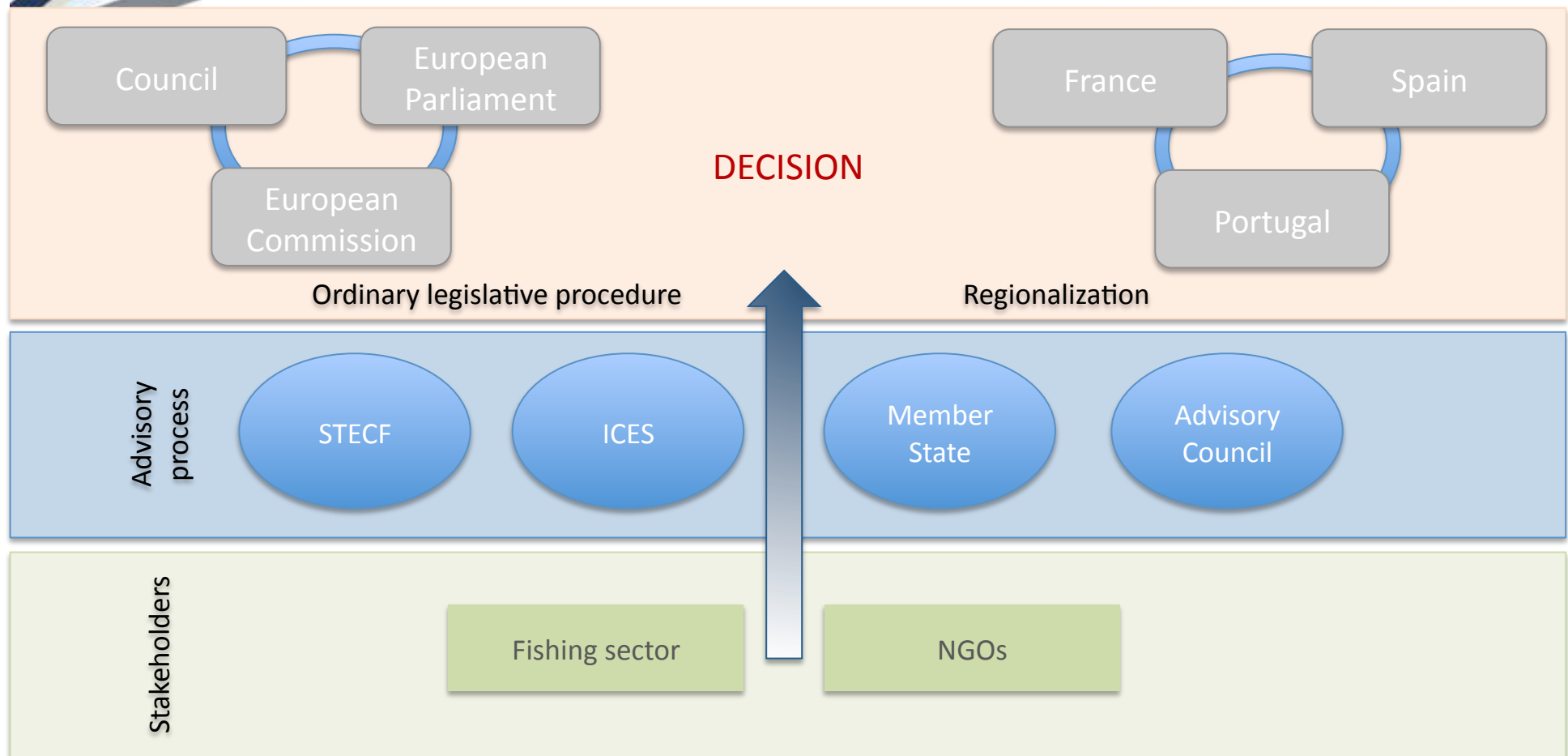
- Fisheries' management principles -

The principles of fisheries management rely on deciding **how and how much to fish to preserve the stock** (cf ecological objective of fishing at MSY) **AND deciding who and how many fishing vessels will be authorized to fish** (otherwise, open access uses to lead to overfishing). From there different tools exist we may split into 2 categories : managing the activity through the fishing effort (through number of days, licensing, authorized gear, spatial management, ...), or through the quantity (TAC and ITQs).



The fisheries management's tools

- The European regulatory framework -



The fisheries management's tools

- The European regulatory framework -

SOURCE : EC Website, info graphics (The new Common Fisheries Policy : sustainability in depth)

- **MSY**
Maximum Sustainable Yield is the best possible objective for renewable and profitable fisheries, harvesting the maximum amount of fish on a long term basis.
- **Regionalisation**
Natural resources and the socioeconomic fabric vary greatly from one place to another. A balanced representation of local stakeholders knows best how to apply EU rules in their respective areas.
- **Fisheries science**
Scientific advice is the basis for good policy making, setting fishing opportunities according to the state and productivity of fish stocks.
- **Multiannual plans**
Contain the goals and tools for fish stock management and the roadmap to achieving the objectives in a sustainable and inclusive way.

Who are the main players ?

- The fisheries world -

Fishers are not alone. Obviously each fishing vessel is a firm with a manager, workers, working with suppliers and buyers, ... but around the fishing activity there is a whole world with various players.

It is important to understand each player's objectives and activities in order to shape your own positions and/or claims in front of the others. Fisheries management is indeed the product of a social fabric various players are contributing to.

The following table is presenting the main players' categories trying to summarize their objectives, activities and types (to take into account the important diversity in each group). The list is not exhaustive nor pretends to be scientifically based. However it intends to shed light on the various positions a fisherman may encounter while trying to navigate in the fisheries world to make his voice being heard.

Characteristics	Fishers	Fishing organizations	Buyers	Scientists	Pblic administrations	eNGOs
Objectives	<p>Profitability</p> <p><i>Alternatively :</i></p> <ul style="list-style-type: none"> -Generation renewal -Environmental protection - lifestyle ... 	<p>Championing fishers' cause</p> <p><i>Alternatively :</i></p> <ul style="list-style-type: none"> -Organization economic profitability - Specific recognition by the law ... 	<p>Profitability</p> <p><i>Alternatively :</i></p> <ul style="list-style-type: none"> - Maintaining competitive position - developing new products, new markets ... 	<p>Delivering scientific advice</p> <p><i>Alternatively :</i></p> <ul style="list-style-type: none"> - peer review publications - setting up projects or survey campaigns 	<p>Delivering sound-based laws' proposals</p> <p><i>Alternatively :</i></p> <ul style="list-style-type: none"> -Delivering political priorities -Maintaining existing balances 	<p>Protecting the marine environment</p> <p><i>Alternatively :</i></p> <ul style="list-style-type: none"> -Organization economic profitability - Maintaining competitive position ...
Activities	<p>Fishing</p> <p>Marketing</p> <p>Diversification</p> <p>...</p>	<p>Information</p> <p>Social negotiations</p> <p>Fisheries' management</p> <p>Selling & marketing</p> <p>Lobbying</p> <p>Communication ...</p>	<p>Marketing</p> <p>Negotiations on prices</p> <p>...</p>	<p>Data analysis</p> <p>Scientific campaigns</p> <p>Modelling</p> <p>Project coordination</p> <p>Peer review publications</p> <p>...</p>	<p>Consultation</p> <p>Analyzing & synthesising various advices</p> <p>Law proposals</p> <p>Funding mechanisms</p> <p>...</p>	<p>Communication</p> <p>Lobbying</p> <p>Partnerships</p> <p>Project coordination</p> <p>Policy proposals</p> <p>...</p>
Types	<p>Small-scale, larger scale, ...</p> <p>Various fishing gears : trawl, long-lining, nets, pots, ...</p>	<p>Unions</p> <p>Producers' Organisations</p> <p>Committees, cofradias, associations, ...</p>	<p>Local, large companies</p> <p>Reselling , processing seafood, ...</p>	<p>Biological, economic or social sciences</p> <p>Advice procurements or fundamental research, ...</p>	<p>Local, national, international</p> <p>Fisheries, environment, trade, ...</p>	<p>Local, national, international</p> <p>Various modes : campaigns, partnerships, lobbying, ...</p>

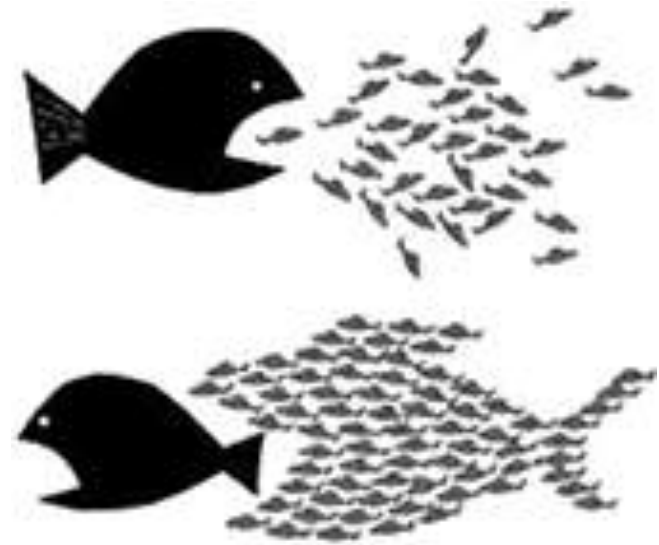
How to be heard ?

- Coordination and unity -

Size of the organization but also alliances within the fishing sector may help to reach a critical mass needed to be heard by managers. Homogeneity of the fleet and social cohesion may also help to strengthen unity.

Many examples exist of coordination that have been able to change the regulation.

In France for example, fishing sector organizations have evolved in the last 10 years into quite strong organizations with technical staff, whereas in Portugal mainland the fishing sector is still very much splitted and has difficulty to be heard.



How to be heard ?

- Soft power : expertise, personal credibility & networking -

Technical expertise is an essential tool for influence, while the fishing sector organization's staff is in capacity to follow or even suggest the regulation taken by managers.

Though opinions and knowledge from fishers are concrete and well rooted in the reality of the fishing activity they may lack the necessary scientific and legal background to be formalized into written advices that may be used by your organization to defend your members' interest before the managers.

Stature and credibility of the representative is also key for the success, someone with strong interpersonal skill. They are actually quite few people dealing with fisheries' issues and, after some years, it is quite easy to rely on well established and strong networks.

In that respect it may be quite relevant for the representatives to benefit from lifelong learning. It is much useful they may be trained on the scientific and legal aspects around fisheries' management.

How to be heard ?

- Creating power balance through political pressure, media or using justice -

When the power balance seems to be really unfair, and at your disadvantage, you may think about alternative ways to carry on your messages and put pressure on the decision-makers. In such cases it may be useful to think out of the box.

- **Putting political pressure** : in some occasions, politician may be really sensitive to your claim while they need support from the fishing communities, carry some messages, etc.. You may use this opportunity to ask for changes;
- **Using media** : fishing has a quite strong image in the public opinion as tough job, close to nature and with an old tradition. The public opinion somehow support the fishers and they are emotionally attached to their continuation. You may use this image to sell your products obviously, but also to raise attention and care in the media in order to support your claim.
- **Using justice** : in some cases, unfair situation you may encounter and for which you do not find solution with the usual players of the fishing world may find better solution through using justice and arguing in legal terms. You need however to make your case very clear and get the support of a lawyer.

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