

Cooperation ideas from the thematic table discussions
Sailing Towards 2020 conference, March 2015

Shortening Supply Chains

Theme: Direct Sales/ Home Delivery (by individual businesses)

Possible joint action/Cooperation

- Increase awareness on new kinds of fish
- Handbook about less valued fish

FLAGS interested

- Terre di Mare, IT
- Mare degli Ulivi, IT
- Alemtejo, PT

Theme: Sales by Fishing Organisations

Possible joint action/Cooperation

- Good examples – FLAGS would benefit from sharing good practice/inspiring each other
- Use social media for sharing information

FLAGS interested

- North Jutland, DK
- Innere Lübecker Bucht, DE
- Wagrien-Fehmarn, DE
- Păstrăvării Făgăraşului, RO

Theme: Online Direct Sales

Possible joint action/Cooperation

- Develop a brand name for the local catch
- Increase sales via an online platform that reaches restaurants and final consumers directly

FLAGS interested

- LV FLAGS present at the table

Theme: Securing Commitments from Restaurants

Possible joint action/Cooperation

- “Pescado de Lonja” (Fish from the Auction) project. Exchange know-how to develop a similar project in Eastern Almeria.

FLAGS interested

- Levante Almeriense, ES
- Litoral Costa del Ebro, ES

Adding Value

Theme: Opening New Markets for Fisheries Products

Possible joint action/Cooperation

- Development of a common methodology
- Adding value to less consumed species and bringing them to new markets

FLAGS interested

- Cormouaille, FR
- Highland Scotland, UK
- Alemtejo, PT
- Thessaloniki, GR

Theme: Artisanal Canning

Possible joint action/Cooperation

- Study visit/festivals
- Improving exposure through exchange/ training techniques (Spanish FLAGS/Philippines)

FLAGS interested

- North Devon, UK
- Mariña-Ortegal, ES

Enhancing the Environment

Theme: Making Restricted Fishing Areas Sustainable

Possible joint action/Cooperation

- Sharing best practices on economic viability of MPAs and community awareness

FLAGS interested

FR, IT, ES, PT, GR

Theme: Mitigating the Impact of Seals

Possible joint action/Cooperation

- Exchange of good practices related to seal proof traps and hunting
- Discussion in the EU Parliament on seal products

FLAGS interested

All Baltic Sea area FLAGS

Theme: Implementing the Water Framework Directive

Possible joint action/Cooperation

- Making this a bigger priority for FLAGS because river pollution impacts heavily on estuaries and shallow seas

FLAGS interested

- 3 Swedish FLAGS

Improving the Image of Fisheries

Theme: Campaigns Promoting Fishing and Seafood

Possible joint action/Cooperation

- Mediterranean diet concept – health and nutritional value
- Awareness-raising among children and young people

FLAGS interested

- Litoral Norte, PT

Linking Fisheries with Tourism

Theme: Pesca-tourism

Possible joint action/Cooperation

- Create a network on Pesca-tourism to exchange experience/good practice
- Get ideas and information on different approaches and learn from activities and legislation

FLAGS interested

- Lesvos, GR
- Dodecanese, GR
- West Ireland, IE
- Ribič, SI

Theme: Setting up a Fish Restaurant

Possible joint action/Cooperation

- Exchange of ideas and perspectives, and exchange of “taste” cooking
- Exchange of recipes

FLAGS interested

- Braila, RO
- Danube Delta, RO
- Dobrogea Sud, RO
- Larnaca and Famagusta, CY

Theme: Offering Accommodation in Fishing Communities

Possible joint action/Cooperation

- "Carp contest circuit"
- Training for B&B&Bs (bed & breakfast and business)
- Linking fisheries with local homes

FLAGS interested

- Lithuanian FLAGS
- Swedish FLAGS
- Romanian FLAGS

Theme: Fishing Villages

Possible joint action/Cooperation

- Create a network of fishing villages
1. Define criteria to join the network
 2. Joint promotion and marketing
 3. Ensure exclusivity (not everyone in the network)

FLAGS interested

- Cadiz-Estrecho, ES
- Seo Fisterra, ES
- Gran Canaria, ES
- Dumfries and Galloway, UK

* this idea was also the subject of discussions at the [Atlantic Stakeholder Platform](#), January 2015.

Diversification

Theme: Diversification opportunities for fishermen

Possible joint action/Cooperation

- Study trips (experience exchange)
- Mentoring program
- Educating fishermen in business

FLAGS interested

- Alem Tejo, PT
- Mondego Mar, PT
- Lake Peipsi, EE
- Hiiukala, EE

Investing in People

Theme: Training for the young

Possible joint action/Cooperation

- Create a training package and sell it- or put it online- already “approved”
- Help areas where sectoral knowledge is not so strong
- Joint action on social media groups – expand network
- ‘Erasmus’ training exchanges between regions who have training programmes
- Sharing differences in legislation between countries – better negotiation

FLAGS interested

- Cornwall, UK
- Kainuu-Koillismaa, FI

Theme: Supporting Entrepreneurship

Possible joint action/Cooperation

- Business training for fishermen (from fishermen to manager to boat owner)
- Entrepreneurship both in fishing and in diversification
- Transfer of entrepreneurial project ideas

FLAGS interested

- Cumbria, UK
- Prietenii Pescarilor Olteni, RO
- Dunărea Călărașeană, RO

Participant Proposals

Theme: Reducing Bureaucracy

Possible joint action/Cooperation

- For a limited number of projects under 5000 Euros
- Experimentation with up front funding in the 2014-2020 period based on mutual trust and local decision making → post-project monitoring

FLAGS interested

- Danish FLAGS
- Polish FLAGS

Theme: Mediterranean Cooperation

Possible joint action/Cooperation

- Joint promotion of tourism packages

FLAGS interested

- Adriatico Salentino, IT
- Santa Pola, ES,
- Le Var, FR
- Il Sole e L’Azzurro, IT
- Tunisian representative