



**farnet**  
fisheries areas network

# Promoting FLAG cooperation

« The added value of cooperation »

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Funded  
by the



European  
Commission

# Some data from MAs\*

MS	Total CLLD projects	“Local” projects	Cooperation projects
BG	27	27	0
CY	31	31	0
DE	150	150	0
DK	248	248	0
EE	904	788	116
ES	1323	1304	19
FI	261	248	13
FR	450	431	19
GR	4	4	0
HR	43	43	0
IE	731	731	0
IT	500	478	22
LT	43	42	1
LV	181	173	8
PL	1874	1809	65
PT	184	184	0
RO	221	221	0
SE	165	153	12
SI	36	32	2
UK	311	311	0
<b>TOTAL</b>	<b>7343</b>	<b>7064</b>	<b>277</b>

\* Data: 30th September 2020

# Why cooperation?

- Compulsory at EMFF programme level, but not for FLAGs
- Recommended if FLAG well established
  - Broaden the scope of the local strategy
  - Enhance impact at local level
- Key motivations for cooperation
  - Take advantage of similarities
  - Take advantage of complementarities
  - Obtain a critical mass



# Similarity

Local groups have a similar asset or problem on which they want to work together:

- **Similar geographic areas**, for example a sea basin such as FLAGs around the Baltic Sea
  - “Seal and Cormorant” cooperation project
- **Similar type of productions**
  - Promote together certain products
    - Three Slovenian inland FLAGs cooperate closely to promote inland fisheries products
  - Promote together the use of certain fish species
    - Reduce discards, bycatch and pressure on more mainstream species
- **Similar cultural asset** or common historic context
  - Traditional small-scale coastal fishing
  - Cooperation Poland-Finland on innovative fishing techniques

# Complementarity

- **Complementary assets**

- Linking different assets to appeal to a wider market
  - “Northern Fisheries Trail” along the northern Polish border: series of tourist trails linking and promoting different attractions related to the fisheries heritage

- **Complementary know-how**

- Sharing skills, knowledge or solutions
  - Cover a variety of themes, for example improving traceability or marketing of fish products or carrying out evaluation of FLAG work.
  - Study visits, youth exchanges and peer learning can be useful tools in this type of joint learning between different fisheries communities

# Critical mass

- FLAGs are active in small areas, limitations, difficult to solve certain problems alone
  - Join forces to influence decisions that affect fishers and fishing communities.
    - Lobbying together for a change in rules or legislation
    - Allow them to undertake new projects, such as pesca-tourism
  - Take advantage of potential opportunities by pooling resources
    - Network of sustainable diving trails with FLAGs from Greece and Cyprus
      - Each FLAG taking responsibility for a different element of the project

# Economies of scale

## Projects beyond the capacity of a single FLAG

- **Sharing costs**

- Two neighbouring French FLAGs joined their financial resources to support the development of an app that facilitates direct sales in both their areas.

- **Broadening scope**

- Ensure a sufficient supply of raw material or product
- Fresh or processed fish for specific markets, old fishing nets for recycling etc.

# Levels of cooperation

Cooperation established at the right level

- Maximise the impact
- Limit the difficulties to cooperate
- Inter-territorial cooperation
  - With other FLAGs from the same country or region
- Transnational cooperation
  - With FLAGs from another EU member state
- Cross-fund cooperation
  - With other CLLD structures such as LAGs
- International cooperation
  - With similar groups outside the EU



# Types of cooperation

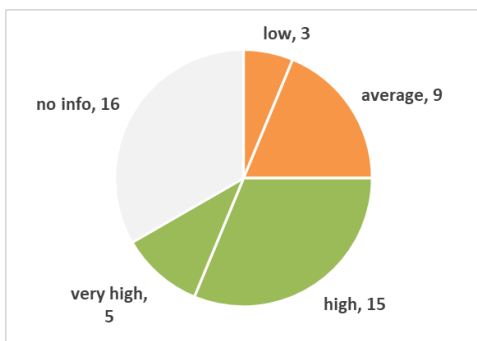
Different types of cooperation will bring different types of benefits

- Study visits
- Mentoring
- Placements and traineeships
- Twinning
- Thematic workshops or conferences
- Joint action (e.g. joint promotion, product development, etc.)

# Key steps of cooperation projects

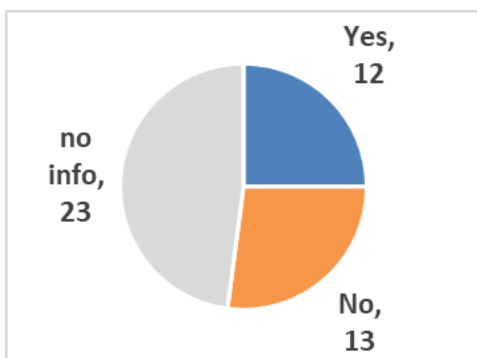
1. Identifying the need or opportunity
2. Developing the project idea
3. Finding a suitable partner or partners
4. First meeting of partners
5. Preparing the cooperation proposal
6. Concluding the cooperation agreement
7. Financial commitment
8. Implementing the project
9. Evaluation

# Participants' voice (46 answers)



- *50% of the MAs consider cooperation as being of high value and a key element for implementing CLLD in an area*

***Excessive national administrative burden and inequality between regions were identified as main problems***



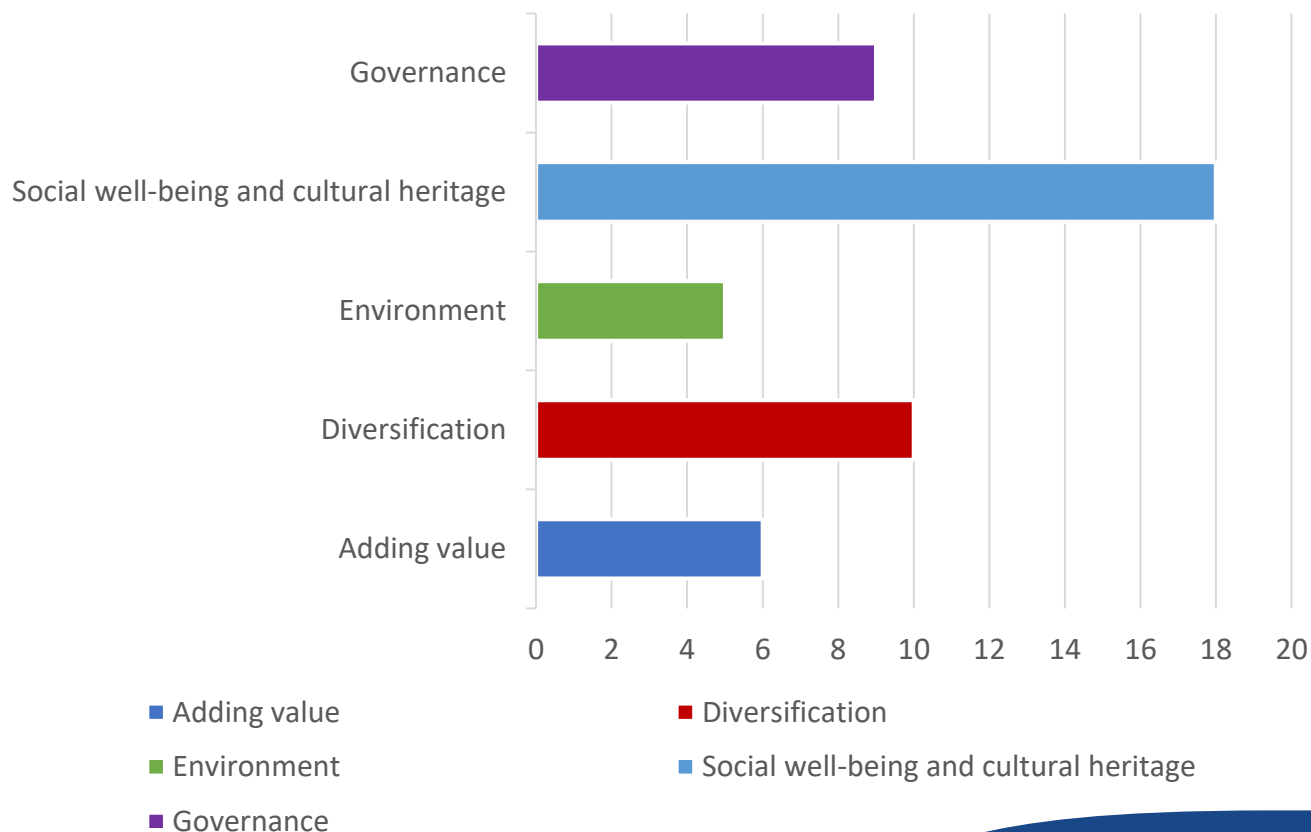
- *23% of the MAs will introduce changes in cooperation management // 50% uncertain // 26% not introducing changes*

***45% of the MAs think that the number of cooperation projects will increase due to the changes in the regulation proposed for 2021-2027***

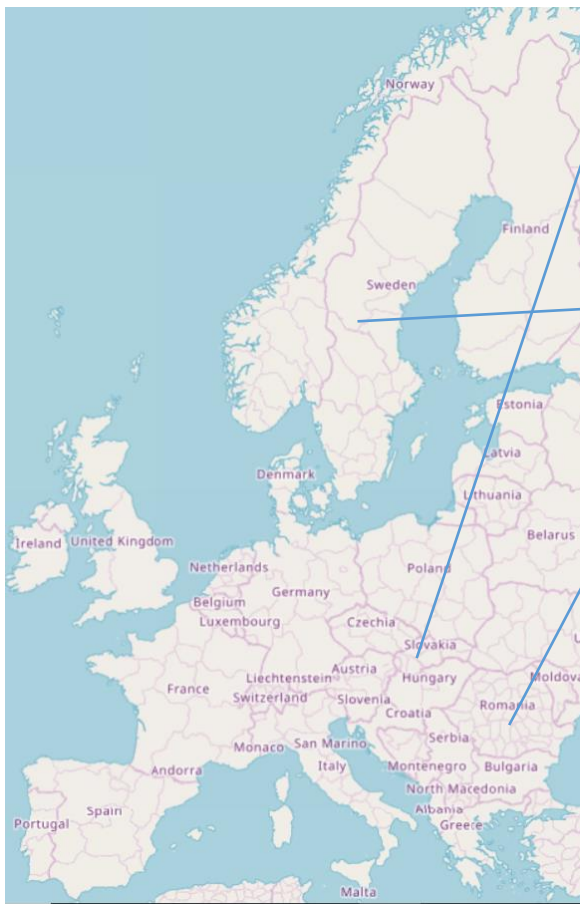
# Participants' voice (46 answers)

**50% of the MAs declared their FLAGs are implementing cooperation projects**

Cooperation Themes



## Back to the local level



- *“Promoting aquaculture products – a cooperation project between three Slovenian FLAGs”*  
Dušan Jesenšek, Soča Valley FLAG
- *“The Seals & Cormorants transnational project”*  
Esko Taanila, South Finland FLAG
- *“The selection of cooperation projects by the MA – the Romanian case”*  
Cornelia Mihai,  
Romanian NRN

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