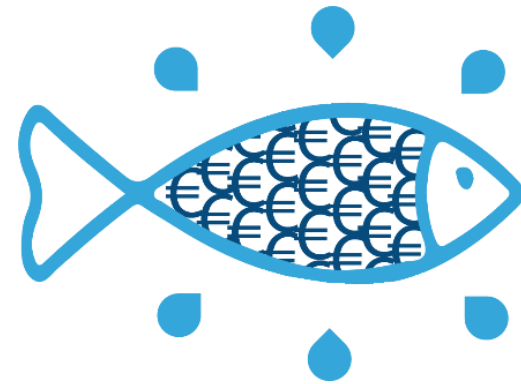




*farnet*  
fisheries areas network



# *Direct support to businesses*

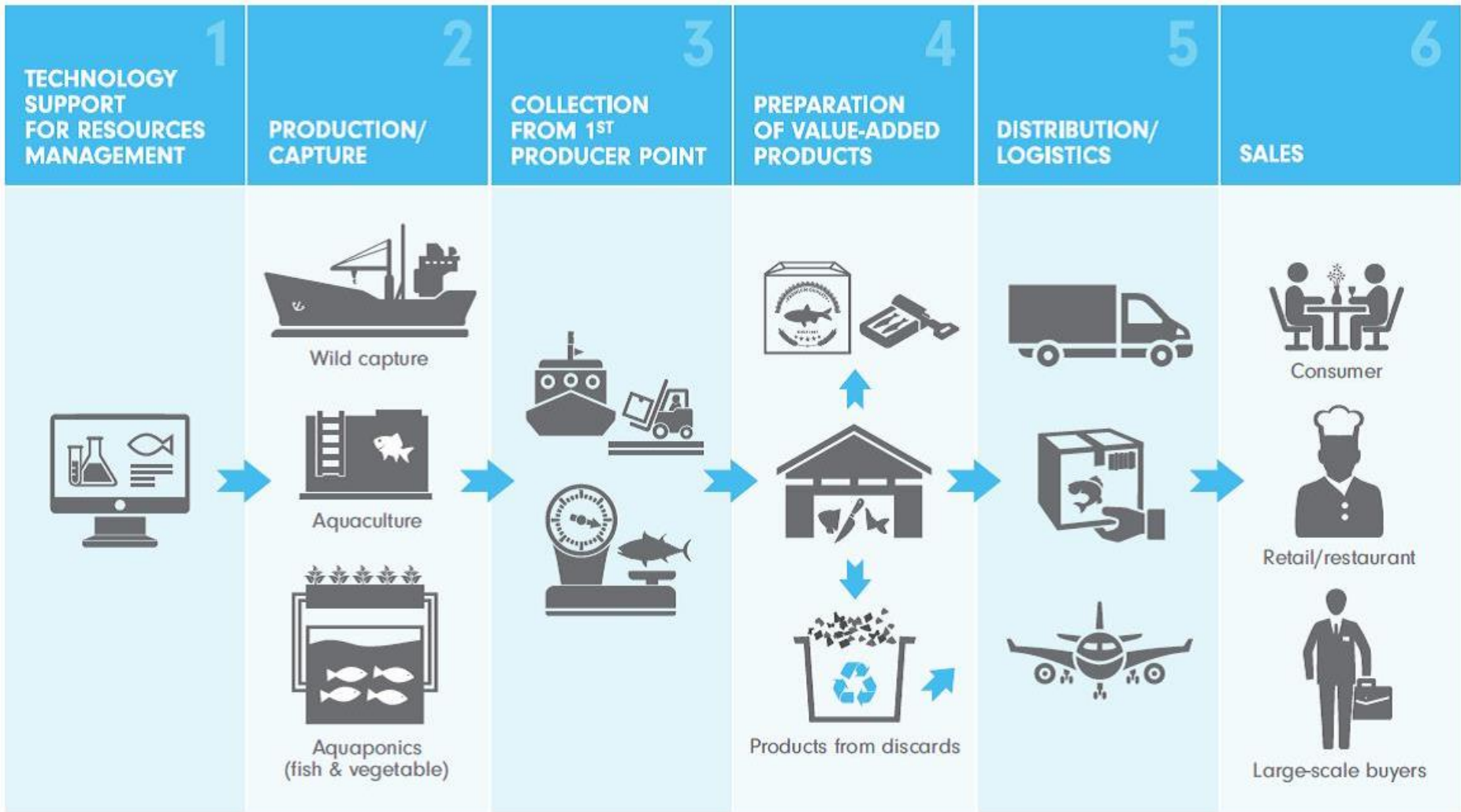
*Urszula Budzich-Tabor, Margot Van  
Soetendael/Shane Heneghan*

*Hattie Booth*

# The role of the FLAG in developing businesses

- Providing advice & capacity building
  - Facilitating access to (specialised) advice & capacity building
  - (Providing FLAG funding)
  - Facilitating access to finance from other sources
  - Stimulating business networking and cooperation
- 
- For existing businesses
  - For new businesses

# The fisheries value chain



Manta Consulting Inc., 2013

# A variety of options

- Tailor-made business advice
- Studies and product development/adaptation
- Training and mentoring
- Pilot actions
- Visibility and promotion
- Creating links with specialised services, e.g. business incubators, SME advisory services...
- Meetings, events (networking & information)

The choice depends on the sector needs, FLAG budget and skills, available support offer in the area... – the FLAG strategy!

# This workshop will help you...

- To map and analyse the fisheries value chain for your FLAG area
- To identify needs/opportunities for business development
  - existing businesses, or
  - new businesses
- To see how FLAGs can help create links and partnerships between businesses



*farnet*  
fisheries areas network

*Let's boost local businesses!*



[info@farnet.eu](mailto:info@farnet.eu)  
[www.farnet.eu](http://www.farnet.eu)

follow us on



Funded  
by the



European  
Commission