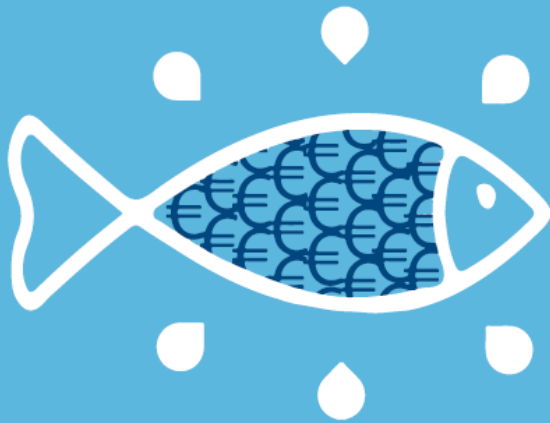


Thessaloniki, Makedonia Palace, 18-20 October 2016



FARNET Transnational Seminar for FLAGs

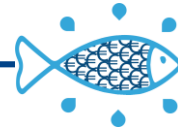
Boosting business along the fisheries value chain

#FishBiz



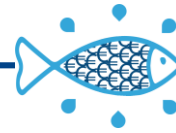
HELLENIC REPUBLIC
Ministry of Rural Development and Food





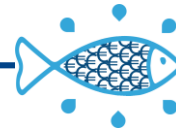
Accessing new markets

- **Linking with cities**
- **Transformation**
- **Linking experience and tourism**
- **Making fishermen businessmen**



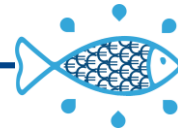
Direct support to business

- Map the value chain needs
- EU diversity: different opportunities at different points of supply chain
- Start of the value chain – the fishing sector
 - training – especially marketing,
 - awareness raising,
 - stimulating cooperation and networking
 - shorter supply chains needed!!!
- Research, expertise and learning
 - Including from other sectors!



Linking fisheries businesses with science & research

- Improve national and transnational experience
- Innovation and research actions often foreseen in strategies
- Research institutes known, but sometimes miss partnerships
- Research ideas need to be more market-oriented
- Need to raise awareness for complementary funding
- Integration between agriculture and fisheries/aquaculture



Engaging with the Small-scale Fisheries Sector

- Timing
- Close circle (wives, children)
- Bureaucracy vs ownership
- Project examples (quick wins)
- FLAGs as entry points to other (ESI) funds