

National Indigenous Fisheries Institute Indigenous Program Review

Northern Integrated Commercial Fisheries Initiative
Overview and Engagement

2018



**NATIONAL INDIGENOUS
FISHERIES INSTITUTE**
Indigenous Program Review

**INSTITUT NATIONAL DES
PÊCHES AUTOCHTONES**
Examen des programmes autochtones

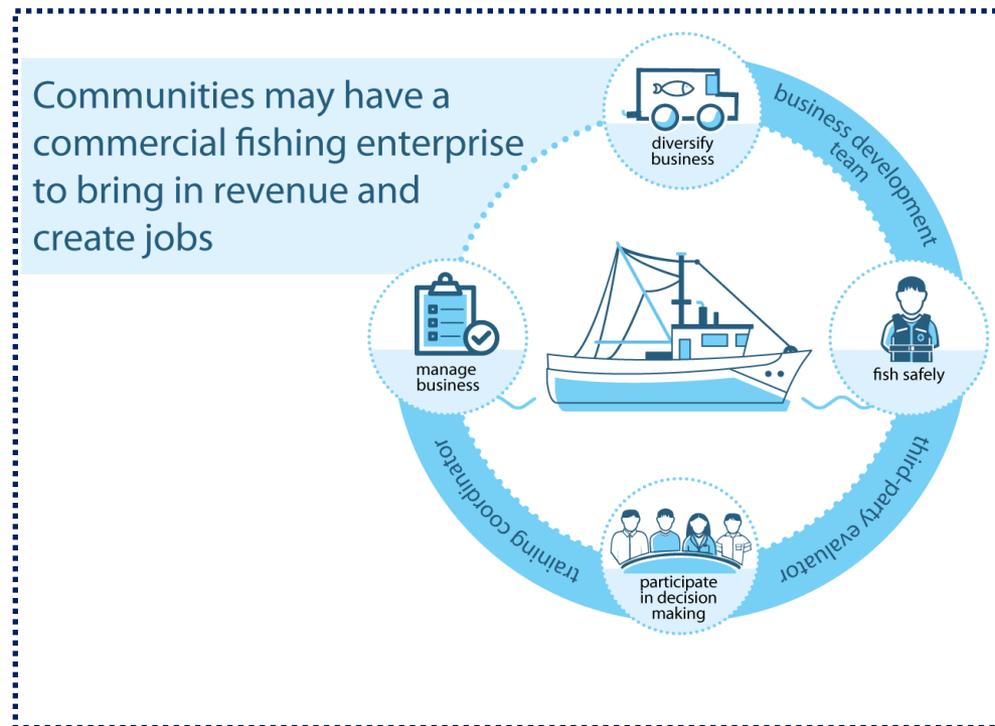
Our Agenda Today

- Learning about your community's fisheries
 - Food fishery and any economic components of your Aboriginal Fisheries Strategy agreement
 - Other fisheries-related economic development activities
- Understanding the Integrated Commercial Fisheries Initiative
 - Business development and enterprise governance
 - Employment, training and management capacity building
 - Diversification and expansion (future)
- Developing the Northern Integrated Commercial Fisheries Initiative
 - **Part One:** Business development and capacity-building (planning, enterprise scales, and industry know-how)
 - **Part Two:** Business development and capacity-building (management skills and harvester training, as well as infrastructure needs)
- Conclusion and Next Steps

**Tell us about your
commercial fisheries and
business aspirations**



Integrated Commercial Fisheries Initiatives in the Atlantic and Pacific and the Northern Program



Integrated Commercial Fisheries Initiatives

- Proven commercial fisheries can be driver for socio-economic development and self-sufficiency in Indigenous communities
- Focused on capacity-building:
 - Business planning and development
 - Harvester and management training
 - Business expansion and diversification opportunities
- Initial years in both Atlantic / Pacific focussed on business planning and development
- Keys to success:
 - Business development team
 - Management committee with Indigenous members
 - Governance structures

Foundation for Success

Having access to economic opportunities, such as access to commercial fisheries, does not guarantee long-term economic success. Specific skills and governance practices, as well as governance structures, provide this foundation.

The regional integrated commercial fisheries initiatives enable Indigenous communities to develop the capacity to fish (if they don't already have this capacity).

The programs also enable communities to operate modern business systems that show a clear way for community members to participate in, and benefit from, commercial fishing activities.



The Northern Program

- Building on lessons learned and best practices in Atlantic / Pacific:
 - Appropriate Indigenous organization(s) to deliver program
 - Business development team
 - Performance metrics (e.g., jobs, revenues, skills, etc.)
- Must meet unique needs and issues of participants:
 - Highest overhead costs
 - Short fishing season
- Informed by eligible groups through sessions like today:
 - Co-design and co-development
- Broad interest in participation:
 - Limited resources for first two years (in second year now)
 - Entering business planning and development stage

Developing the Northern Integrated Commercial Fisheries Initiative

PART ONE



Business Development and Capacity-building

- Exercise One: Business Planning
 - Enterprise management structures
 - Business development capacity needs
 - Business development team expertise
- Exercise Two: Enterprise Scale
 - Priorities and aspirations: today, in five years, in 10 years, and beyond
 - Food security and food distribution can be built into the program
 - Strategic planning and annual work plan
- Exercise Three: Industry Know-how and Markets
 - Capacity to ready for opportunities
 - Understanding markets and product value
 - Fisheries stabilization



Economics and Options related to Development

- **Subsistence** fisheries can have monetary components
 - But, often do not
 - Focused on family, food security and local distribution
- **Artisanal** fisheries have sale components
 - But sales and use of money that come from sales stay within the network (families) that produces and sells products locally
- **Commercial** fisheries all monetary
 - Ability to achieve and sustain profit is what determines relative viability

Fisheries Development

Subsistence



Community-based



Commercial



Developing the Northern Integrated Commercial Fisheries Initiative

PART TWO



Business Development and Capacity-building

- Exercise Four: Business Management Training & Skills Development
 - Fisheries operational management and project management
 - Financial management and HR management
 - Strategic business planning and informed decision-making
- Exercise Five: Harvester Training
 - Skills to safely and effectively harvest diverse fish and shellfish
 - Qualified captains and crew with vessel maintenance skills
- Exercise Six: Infrastructure Needs
 - Vessels, landing sites, processing facilities, etc.
 - Project proposal writing
 - Alignment with strategic business planning and annual work plan



**Developing the Northern Integrated
Commercial Fisheries Initiative
CONCLUSIONS AND NEXT STEPS**



Measurable Results

- More than the bottom line:
 - Jobs created, including those that do not involve fish harvesting
 - From seasonal to full-time employment
 - Low-turn-over of crew and management staff
 - Professionalization and pride in career choices
 - Benefit to communities (investment in community priorities)
 - Innovation and business efficiencies
 - Up-to-date and well-maintained vessels and equipment
 - Ability to deal with industry issues
 - Critical thinking and decision-making



Next Steps

- Completion of Institute engagement in November
- Interim Report planned
 - Before full phase two Indigenous Program Review report
- Feedback still invited
 - Discussion paper on indigenousfisheries.ca
 - Email feedback@indigenousfisheries.ca
 - Lines of communication always open

