

National Indigenous Fisheries Institute Indigenous Program Review

Northern Integrated Commercial Fisheries
Initiative – An Overview

January 2018



**NATIONAL INDIGENOUS
FISHERIES INSTITUTE**
Indigenous Program Review

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

The Northern Program

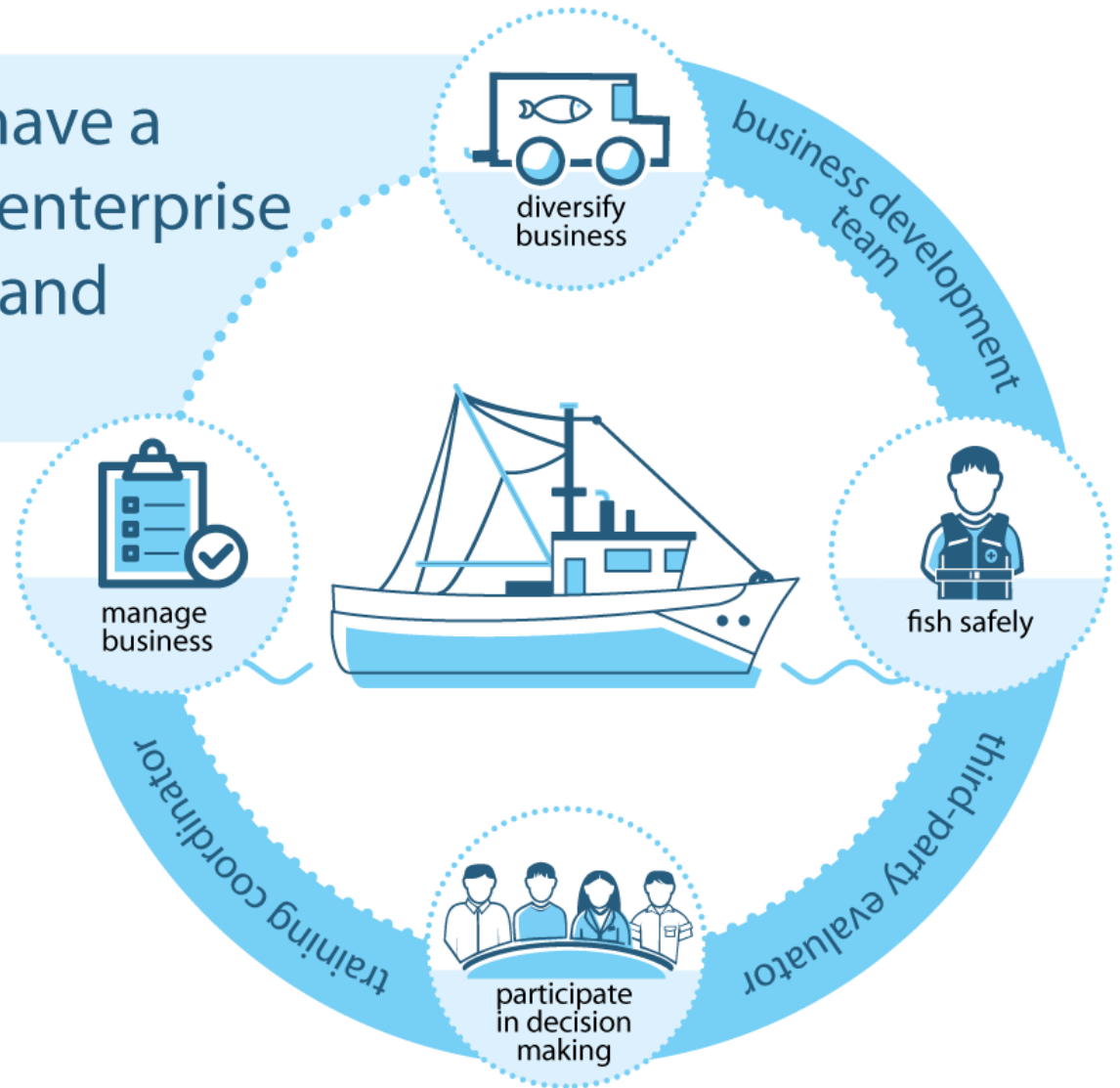
- Modelled on Atlantic and Pacific programs, but appropriate to the North:
 - Proven commercial fisheries can be driver for socio-economic development and self-sufficiency in Indigenous communities
 - Meet unique needs and issues of participants:
 - Highest overhead costs
 - Short fishing season
- Eligibility:
 - Groups located where Fisheries and Oceans Canada manages a fishery (not covered by Atlantic/Pacific programs) *aquaculture not limited to these areas
 - Also, land-claim groups that have not been eligible for other Fisheries and Oceans Canada programs in the past
- Broad interest in participation
 - Limited resources for first two years

Program Design Development

- Focused on capacity-building:
 - Business planning and development
 - Harvest and management training
 - Business expansion and diversification opportunities
- 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, etc.)
- Informed by Indigenous Program Review:
 - Discussion paper and engagement activities

Design of Atlantic / Pacific Programs

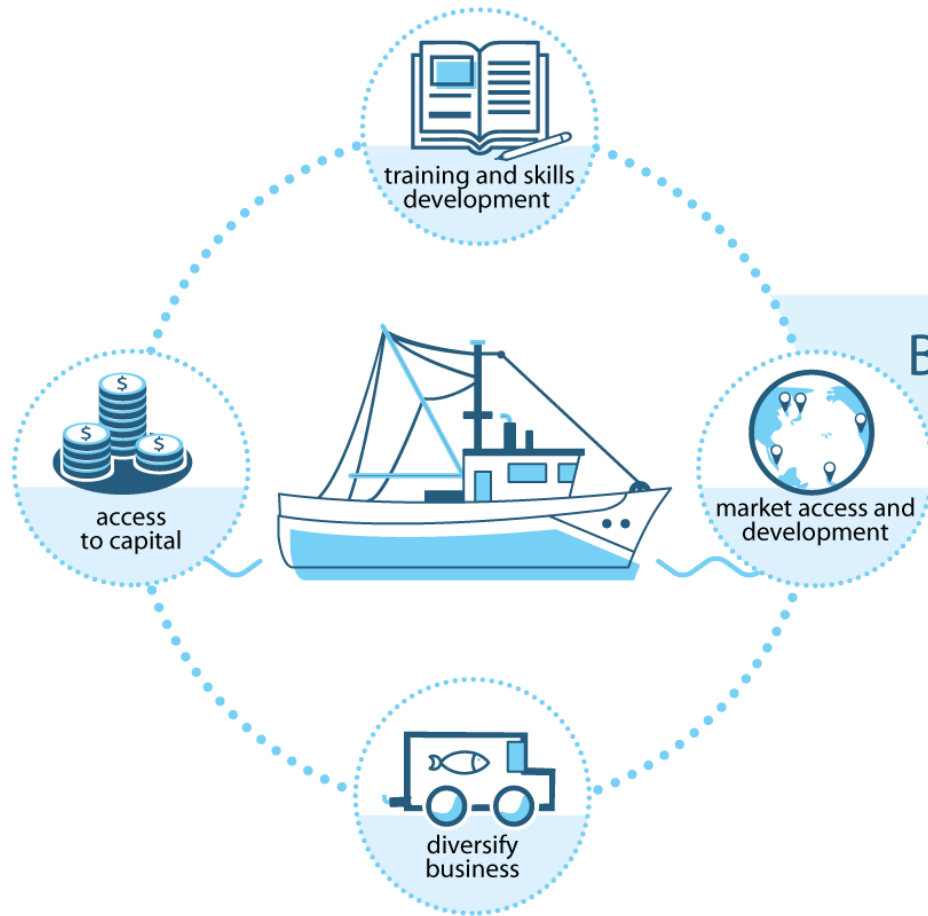
Communities may have a commercial fishing enterprise to bring in revenue and create jobs



National Indigenous Fisheries Forum Priorities

- National dialogue help visualize solutions:
 - Industry requires flexibility, adaptation, continuous learning, and responsive management
- Training and skills development continuous need:
 - Including for Northern harvesters
- Access to capital remains fundamental challenge:
 - Collaboration and exploration of new ideas
- Market access and development:
 - Collaboration and exploration of niche markets and branding
- Aquaculture complements and competes with fishery:
 - Meaningfully engage in policy development and management

National Indigenous Fisheries Forum Priorities



Based on market-driven production,
not production-driven marketing

Subsistence, Artisanal and Commercial Fisheries Production

Fisheries generally move through three stages when direction of evolution is commercial production

- **Subsistence** fisheries undertaken by families and communities
 - Focused on local needs
- **Artisanal** fisheries often derive from subsistence activities
 - Generally closely related (same gear, same people, same locations)
 - But provide for sale of products to people outside food production circle
- **Commercial** fisheries focus on commercial scale production
 - Involve larger or very large vessels, large volumes of product
 - Revolve around modern shore-based processing or on-vessel processing
 - All product designated to go to commercial market place



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



New Program Applied to Northern Fisheries

- Cost of production a challenge when studying potential of northern fisheries to enter into a commercial scale
 - With ALL commercial fisheries worldwide, single largest variable is cost of energy
 - When cost of production (with energy included both for capture, processing and transportation to market) exceeds potential margin, commercial fisheries become non-viable
- Subsistence and artisanal fisheries do not work this way
 - Subsistence fisheries focus on food and food security
 - Artisanal fisheries generally use money from sales to offset cost of food production



Evolution toward Commercial Production

- Inshore commercial fisheries have several factors and components that need to align before they can reach commercial threshold:
 - Consistency of production volumes
 - Consistency of Quality Control in terms of capture and processing (generally to government standards)
 - Ability to move processed product to market place within boundaries of acceptable margin (cost of energy to transport)
- Different for offshore, large vessel fisheries



Transition

- When the business case can be made:
 - Transition from subsistence/artisanal to commercial determined by the community (unit of production)
- Assessment of readiness includes (as mentioned earlier):
 - Variables of Quality Control
 - Consistency of production volume
- Quality Control from subsistence to commercial:
 - Largest variable
 - Within control of communities



Transition: Support Food Security

- Interim and very valuable step for many northern community-based fisheries in continuum of fisheries development:
 - **Redistribution within own communities** and local institutions (hospitals, elder care facilities, school programs etc.)
- Serve needs of local people **first**
- Integrate Northern fisheries program with other programs that support overall community welfare though food supply security:
 - Ensure young and elderly have full access to best food
 - Community freezers



A Word on Markets

- Markets exist for virtually all species in the north:
 - Market placement and access depend on cost of production: the closer markets are to point of capture, the better
- Governments could working together with producers to develop a “buy local policy” directed at:
 - Resource developers
 - Government institutions
 - Tourism operators and cruise ships
- Initiative could jump start transition toward commercial fisheries:
 - Ensures localized market and floor volume of production
- National Indigenous Fisheries Institute can help with business development:
 - Working with producers to access correct markets for their products
 - Debunking myths, misconceptions, outright lies and misrepresentations
 - Always ready to help when folks are ready: Contact us



Summary

- **Northern Integrated Commercial Fisheries Initiative**
 - Ready to start planning and development stage next fiscal
- **National Indigenous Fisheries Institute**
 - Can play important role in helping communities and government integrate effort for best possible results
- **Options exist relating to fisheries development**
- **Food security and food distribution** can be built into the program
 - Affords opportunities for broad collaboration in program design and implementation

