

National Indigenous Fisheries Institute and Indigenous Program Review

Pacific Integrated Commercial Fisheries Initiative WORKSHOP

2017

indigenousfisheries.ca



**NATIONAL INDIGENOUS
FISHERIES INSTITUTE**
Indigenous Program Review

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

Our Agenda Today

- Getting to know your enterprise
- Commercial fishing enterprise needs and success factors at each stage:
 - New entrants, emerging, progressing, sustainable
- Meeting industry priorities, including with partnerships
 - Diversifying
 - Marketing / market access
 - Access to capital
- Taking training plans to the next level
 - Standards and career progressions

About the Institute and the Indigenous Program Review

National Indigenous Fisheries Institute

- Technical organization began in May 2017
- Purpose to promote program design & development consistency across Fisheries and Oceans Canada's Indigenous programs:
 - Indigenous Program Review first task
- Board of national and regional Indigenous executives:
 - Atlantic Policy Congress of First Nations Chiefs Secretariat
 - First Nations Fisheries Council of British Columbia
 - Assembly of First Nations
 - Ulnooweg Development Group
 - Nunavut Tuningavik
- Institute Board and Fisheries and Oceans Canada make up Indigenous Program Review Panel

Indigenous Program Review

- Technical (not policy) review of a number of programs, including the Pacific Integrated Commercial Fisheries Initiative
 - Examined evaluations, audits, and departmental practises
 - Considered other interconnected federal Indigenous programming and relevant external reports
 - Findings used to develop Discussion Paper on the Pacific commercial fisheries program and to inform our workshop
- Taking opportunity to explore access to capital solutions

Tell us about your Fishing Enterprise

Commercial Fishing Enterprise Stages: Needs and Success Factors

Exercise One

1. New entrants
2. Emerging
3. Progressing
4. Sustainable
5. Other?

- Needs in each stage
- Criteria for program milestones
- Success factors for enterprises and communities

Do business development structure or services need any adjustments to meet needs and/or to focus business plans on success?

Meeting Industry Priorities – including through Program Partnerships

Exercise Two

1. Diversifying
 2. Market access / marketing
 3. Access to capital
- Confirm industry priorities
 - Discuss Pacific Commercial Fisheries Diversification Initiative
 - Explore possible program partnerships to address other issues and ensure aspirations can be realized

Diversifying: PCFDI and More

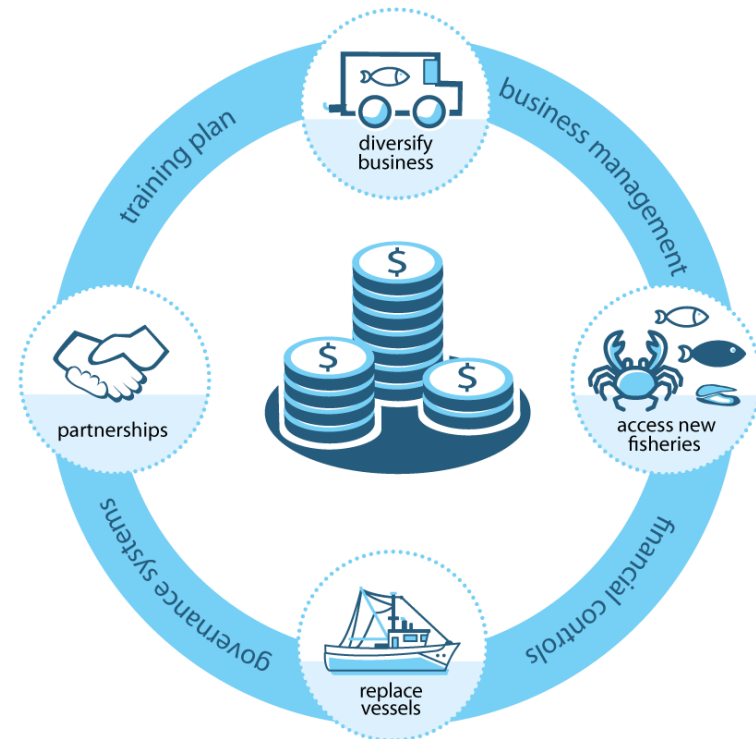
- Application-based component of Pacific program provides funding to develop enterprise fishing and aquaculture-related business opportunities
- Lessons learned from Pacific Commercial Fisheries Diversification Initiative?
- Lessons learned from the Aboriginal Aquaculture in Canada Initiative?
- Other Partnership Ideas?

Market Access and Development

- Kinds of marketing projects?
- Local / regional vs. export?

Access to Capital

- Program elements already help enterprises create the conditions necessary to attract capital investment and long-term financing in Indigenous fisheries:
 1. Effective financial management and control
 2. Effective business planning
 3. Consistent decision-making and governance
 4. Training and human resource development
- Testing out a pilot in the Atlantic – discussion paper on our website



Access to Capital in the Pacific

- Why is capital needed?
 1. Vessels
 2. Licences
 3. Diversification
 4. Other?
- Short-term: access loans for asset acquisition and working capital
- Long-term: debt retirement and capital refreshment/replacement
- Discussion – Potential Partnerships?

Taking Training Plans to the Next Level

Exercise Three

- Training and skills development ongoing needs:
 - As vessel navigation, fishing gear, crew members and industry will continue to change
 - Recruitment and retention strategies
- 1. What are the jobs? What training is needed?
- 2. What are the career progression paths?
 - Business Managers
 - Others

Thank You for Participating!
What Happens Next?

Program Review Timeline: At a Glance

Indigenous Program Review Timeline



More Information

- Institute website: indigenousfisheries.ca
 - Facebook ([indigenousfisheries](https://www.facebook.com/indigenousfisheries)) and Twitter ([indigenousfish](https://twitter.com/indigenousfish))
- Indigenous Program Review section
 - Discussion materials: guide, annexes and papers
 - Engagement activities:
 - Schedule of workshops, plenaries, and other engagement sessions (e.g., meetings where a presentation given)
 - Agendas of workshops
 - ‘What we Heard’ reports
 - Submissions received uploaded to website
- Institute contact information in discussion guide and online

Recommendations: Active Implementation

- Final Report Recommendations
 - How the change will be implemented
- Co-delivery partners
 - This does not require Ministerial approval to go forward
- How are we going to do this?
 - Solicit input as to how to achieve program changes in the recommendation report