



منظمة الأغذية
والزراعة
للأمم المتحدة

联合国
粮食及
农业组织

Food
and
Agriculture
Organization
of
the
United
Nations

Organisation
des
Nations
Unies
pour
l'alimentation
et
l'agriculture

Продовольственная и
сельскохозяйственная
организация
Объединенных
Наций

Organización
de las
Naciones
Unidas
para la
Agricultura
y la
Alimentación

COMMITTEE ON FISHERIES

SUB-COMMITTEE ON FISH TRADE

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DESCRIPTION OF PROJECTS SUPPORTED BY THE COMMON FUND FOR COMMODITIES (CFC)

INTRODUCTION

1. The Agreement establishing the Common Fund for Commodities (CFC) was negotiated in the United Nations Conference on Trade and Development (UNCTAD) and came into force in 1989. Currently¹ the CFC has 106 Member States and ten institutional members including the European Union (EU), the African Union/African Economic Community (AU/AEC), the Common Market for Eastern and Southern Africa (COMESA) and most recently, the Caribbean Community (CARICOM). The CFC is an intergovernmental financial institution. The description of the CFC's mandate is available on the website of the CFC: <http://www.common-fund.org/>.

2. Fisheries projects financed by the CFC focus on market access for developing countries, market information on selected fisheries' products, training in quality management, value-added product development and cost benefit analysis for the participating companies. The projects generally have a pilot-project character, and results of the projects are circulated through regional dissemination seminars, articles in the FISH INFONetwork magazines and national workshops on the main findings of the project. Project-specific publications on market analysis and product development are available through the project executing agencies. A typical CFC fisheries project includes the following components: market analysis, product development, safety and quality improvement, and dissemination of results. Following their completion, CFC projects undergo an evaluation.

¹ December 2009

PROJECTS COMPLETED

INFOPECHE: DEVELOPMENT AND PROMOTION OF VALUE-ADDED FISHERY PRODUCTS - GAMBIA

3. The objectives of the project were to organize the pilot production of value-added fishery products relying on transfer of appropriate processing technology and know-how; to develop market opportunities, including an assessment of trends in European markets and conducting market trials; and to assess the longer-term investment needs for expansion of fish processing in the region.

4. The project comprised the following components:

- a) pilot production of high value fishery products and introduction of quality management standards;
- b) identifying market opportunities and conducting market trials for the new products;
- c) carrying out techno-economic feasibility studies and assessment of longer-term investment needs and investment promotion; and
- d) project monitoring, supervision and evaluation.

5. **Project duration: May 1995 - December 1998; total project cost: US\$ 368 550**

Project activities were completed. A completion report was submitted and accepted by the Fund. The project has been instrumental in opening up markets for Gambian fisheries products in the EU market, in particular for value-added demersal products.

INFOFISH: EXPORT PROMOTION OF VALUE-ADDED FISHERY PRODUCTS AND THEIR SUSTAINABLE DEVELOPMENT - BANGLADESH

6. The objectives of the project were to demonstrate the technical and financial feasibility of production of value-added fishery products through pilot production, using appropriate processing technology and know-how; to develop market opportunities, including assessment of trends in the major markets in Europe, Japan and the United States of America and to conduct market trials; to improve the quality and sustainability of commercial fish processing; to study the feasibility and promotion of value-added shrimp products; and to assess the longer term needs and promote private sector investment for expansion of fish processing in the region.

7. The project consisted of the following components:

- a) promotion of exports of value-added fishery products, particularly shrimp from Bangladesh;
- b) adaptation and transfer of appropriate technologies for the processing of selected value-added fishery products;
- c) promotion of private investment in ventures for the processing and marketing of value-added products; and
- d) project management, supervision, and technology and information dissemination.

8. **Project duration: October 1996 - December 1999; total project cost: US\$ 609 000**

A completion report was submitted and accepted by the CFC. The CFC undertook an evaluation mission in May 2000 and an ex-post evaluation in June 2002, and found the project very successful. After the completion of this project, the Bangladeshi shrimp industry ventured into many forms of value-addition, which now constitutes a substantial part of exchange earnings coming from shrimp.

INFOPECA: REHABILITATION AND DEVELOPMENT OF THE SEAFOOD PROCESSING INDUSTRY IN RIO GRANDE AND MAR DEL PLATA

9. The project was oriented towards the rehabilitation and development of the traditional industrial seafood sectors located in Rio Grande (south Brazil) and in Mar del Plata (northeastern Argentina). In both locations the seafood sector faced rapid changes due to regional development and had limited market awareness of the opportunities created by the development of MERCOSUR. A lack of technical knowledge and expertise prevented the development of new products adapted to market expectations.

10. The main objectives of the project were to contribute to the development of Latin American regional emerging seafood markets; provide technical assistance for the development of products with high quality standards, making such products competitive on the international as well as the regional markets; and give assistance to enterprises in the two important industrial fishery ports mentioned above to prepare investment programmes for upgrading their plants. The project comprised the following components:

- a) development of value-added products;
- b) assistance in the implementation of quality control systems;
- c) assistance in the preparation of investment programmes for the participating companies; and
- d) project coordination, supervision and monitoring.

11. **Project duration: March 1999 - November 2001; total project cost: US\$ 960 553**

The project elaborated a range of value-added products, however, the economic crisis in Argentina prevented any substantial adoption of this product range by the companies, which under these circumstances could not sustain the necessary investments in their production lines in order to produce value-added products.

INFOSAMAK: TECHNICAL INFORMATION SERVICES FOR SMALLHOLDER FISHERIES AND PROMOTION OF INTER-REGIONAL TRADE - MOROCCO, MAURITANIA, TUNISIA AND YEMEN

12. The objective of the project was to improve fishery sector productivity and expand access to markets. The project introduced measures for quality enhancement and certification, developed a production and marketing strategy for selected value-added products, assessed investment needs and private sector investment, and strengthened the capacities of INFOSAMAK and national institutions involved in quality management and certification.

13. The project comprised the following components:

- a) identification of markets for value-added fishery products, assessment of market requirements and opportunities in intra-regional and inter-regional markets, and market promotion;
- b) quality improvements and certification;
- c) assessment of investment needs for fish processing, inter-regional fish trade development and for smallholder fish production, including aquaculture development;
- d) strengthening the capacity of INFOSAMAK; and
- e) project supervision, monitoring and evaluation.

14. **Project duration: June 2002 - June 2006; total project cost: US\$ 1 233 000**

The project was very successful in bringing together all the main players from the region. Intra-regional trade among Arab countries has increased, especially for raw material traded from

Yemen, Mauritania and Oman to Morocco and Tunisia, as a result of the contacts and collaboration established by this project. All participating companies reported a more than 10 percent increase in their revenue during the project period.

***INFOFISH: PROMOTION OF PROCESSING AND MARKETING OF
VALUE-ADDED TUNA PRODUCTS FROM ISLAND COUNTRIES
IN THE ASIA-PACIFIC - MALDIVES, PAPUA NEW GUINEA***

15. The main objectives of the project were the promotion of export processing and domestic marketing of value-added tuna products from island countries in the Asia-Pacific region. The project comprised the following components:

- a) promotion of marketing and export of value-added tuna products from Papua New Guinea and Maldives;
- b) adaptation and transfer of appropriate technologies for processing and presentation of selected value-added tuna products;
- c) promotion and investment in ventures for processing and marketing of value-added products; and
- d) dissemination of technology and information.

16. **Project duration: March 2003 - September 2006; total project cost: US\$ 1 100 000**

The project resulted in significant increases of tuna exports, especially from Papua New Guinea. Companies from this country participated under the project in the Brussels Seafood Exhibition 2005, and returned with US\$ 17 million in new orders. The findings of the project were disseminated in national workshops in Sri Lanka, India and Pakistan.

***INFOPECSA: DEVELOPMENT OF PROCESSING AND MARKETING OF
TILAPIA PRODUCED IN BIG LATIN AMERICAN RIVER BASINS***

17. The main objectives of the project were to contribute to the development of emerging Latin American freshwater aquaculture production. The project comprised the following components:

- a) provide market information;
- b) develop value-added products from tilapia;
- c) train producers in quality management;
- d) develop seals of origin;
- e) help producers to access credit; and
- f) disseminate the results of the project.

18. **Project duration: March 2003 - June 2006; total project cost: US\$ 1 477 560**

Small-scale and displaced fish farmers in Brazil took full advantage of this project, and new market opportunities, both in or within Brazil and in export markets, were realized. Project activities in Venezuela encountered several obstacles, but the technical training activities were all implemented.

ONGOING PROJECTS

COMESA AND LAKE VICTORIA FISHERIES ORGANIZATION: PRODUCTION AND MARKETING OF VALUE-ADDED FISHERY PRODUCTS IN EASTERN AND SOUTHERN AFRICA

19. The project aims at developing and promoting production of improved processed and value-added products from inland waters (Nile perch and dagaa). Pilot production is being carried out in Kenya, Tanzania and Uganda. Activities involve the promotion or improvement of existing small-scale cottage enterprises, many of which are run by women, and a restructuring of industrial processing companies, taking into account market demand.

20. In order to ensure economic and financial viability of these initiatives, the project also designs and implements, on a pilot scale, specific supporting investment and credit programmes in close cooperation with national and subregional financial institutions to ensure sustainable production of value-added products and expansion of such activities after project completion.

21. **Project duration: June 2002-December 2009; total project cost: US\$ 544 005**

The project implementation was delayed due to various administrative problems. However, the project resumed in March 2006, and is expected to help in achieving better market access for Nile perch products to European and other markets and better utilization of dagaa fish for human consumption.

INFOPECHE: DIVERSIFICATION AND MARKETING OF VALUE-ADDED FISHERY PRODUCTS IN GUINEA AND MAURITANIA

22. The main objectives of the project are:

- a) to organize pilot production of value-added fishery products relying on transfer of appropriate processing technology and know how;
- b) to develop market opportunities, including an assessment of trends in European fish markets and conducting marketing trials; and
- c) to assess the longer-term investment needs for expansion of fish processing in the region.

The purpose of the project is to add value to fish products originating from Guinea and Mauritania. This will allow the fisheries sector to contribute more to the national economies of Guinea and Mauritania, without requiring an increase in capture levels. In the case of Guinea, a new component of the project will be to develop its capacity to meet the EU's safety and quality requirements for fish products. The EU suspended imports of fish products from Guinea in February 2007 due to concerns related to an inadequate cold chain, use of non-potable water and poor sanitary conditions of vessels and processing establishments.

23. **Project duration: 36 months; total project cost: US\$ 1 117 800**

The project was launched in November 2007. Project implementation has been slow.

INFOPESCA: IMPROVING MARKETING EFFICIENCY OF ARTISANAL FISHERMEN IN CENTRAL AMERICA AND SOUTHERN MEXICO

24. The main objectives of the project are:

- a) training of artisanal fishermen and women in fish handling, fish processing, fish marketing and quality management;
- b) promotion of pilot production using various processing and packaging equipment;

- c) promotion of value-added products;
- d) assistance in assessing credits; and
- e) dissemination of the results of the project.

25. Project duration: 36 months; total project cost: US\$ 1 621 310

The project started in June 2005 with training courses in fish processing and marketing. Implementation has included participation in local trade fairs and the promotion of fishery products in urban markets. In Honduras and Mexico, ice plants were installed. The use of ice proved to be essential in the promotion of good quality fishery products, allowing fishermen to reach markets more distant and more lucrative than the traditional markets. After some delays, the ice plant in Cuba was finally installed in December 2009.

INFOFISH: IMPROVED MARKET ACCESS FOR ORGANIC/AQUACULTURE PRODUCTS FROM ASIA

26. The project facilitates greater market access for organic products and other aquaculture products and promotes improved farming/processing practices to assure their safety and sustainability. Project locations are Thailand, Malaysia and Myanmar.

27. Project duration: 36 months; total project cost: US\$ 1 582 000

The project was launched in March 2007. Activities have resulted in organic certification of several of the participating companies. The project facilitates participation in food fairs and direct contacts for the participating companies with potential clients. The project promotes intra-regional trade, the production of organic feed and the promotion of organic fish products in domestic markets. The project is about to terminate. Its results were disseminated in several Asian countries in the closing months of 2009. The project is considered by CFC as a very successful fisheries project and has been portrayed in CFC's 20th anniversary publication.

INFOSA: IMPROVING MARKETING EFFICIENCY OF THE SMALL-SCALE FISHERIES SECTOR IN MOZAMBIQUE AND ANGOLA

28. The project aims at improving the performance of small-scale fisheries in Mozambique and Angola with respect to fish trade. It will offer a better range of products and facilitate access to global markets with positive effects on intra-regional trade.

29. Project duration: 36 months; total project cost: US\$ 1 157 200

Project implementation is proceeding well involving all stakeholders.

INFOSAMAK: TECHNICAL ASSISTANCE FOR THE UPGRADING OF SMALL-SCALE FISHERIES AND THEIR INTEGRATION IN INTERNATIONAL TRADE

30. The project is assisting the small-scale fisheries industry in Djibouti, Morocco and Yemen through the upgrading of the small-scale fisheries; reinforcement of quality control; strengthening the fish inspection services, training of fisheries professionals on new techniques of storage, processing, marketing and distribution of fish and fishery products; improvement of the domestic fish marketing, access to export markets.

31. Project duration: 36 months; total project cost: US\$ 1 483 158

The project was approved in late 2007 and launched in June 2008. In the course of 2009, training in hygiene, safety at sea and preservation of marine resources was carried out in all participating countries.

INFOPESCA: ENHANCING AMAZONIAN SEAFOOD PRODUCTS ON THE WORLD MARKET

32. The project aims at promoting Amazonian seafood on regional and international markets, especially those species with white flesh, few bones and offering good filleting possibilities, and for which fish farming technology already exists. At least two species, paiche and surubí, are already recognized as meeting these conditions. The project will develop processing, quality assurance, trade and marketing aspects of Amazonian fisheries and aquaculture. Freshwater species from the Amazon region have been neglected in international markets, but could have a significant potential in world trade.

33. **Project duration: 36 months; total project cost: US\$ 4 153 620**

The project was launched in September 2009, and has started field activities such as market surveys.

FAST TRACK PROJECTS

34. Three fast-track projects were financed by the CFC in the field of fisheries:

- Value addition of Fishery Products in Mauritania and Guinea (Nouakchott, Mauritania, 3-5 March 2003, US\$ 40 000).
- Seminar on Improving Marketing Efficiency of Artisanal Fishermen in Central America and Southern Mexico, (Havana, Cuba, 21 November 2003, US\$ 40 000).
- Regional Consultation for the Identification of Technical Assistance Needs of Tsunami-Affected Coastal Fishing Communities (Jakarta, Indonesia, 6-10 February 2006, US\$ 81 000).

SUMMARY OF PROJECT GRANT FUNDING BY SOURCES

Project Grant Funding in US\$

	(US\$)Total	(US\$)CFC	%	(US\$) Co- Financing ¹	%	Status	Date
Gambia project 32 months	368550	261450	71	107100	29	completed	1996 - 1997
Bangladesh shrimp project 36 months	609000	357000	59	252000	41	completed	1997 - 1998
Value-added products from Arab region project 36 months	1233000	425000	34	808000	66	ongoing	1996 - 2005
Value-added fish products in Mar del Plata and Rio Grande 24 months	960533	649250	68	311300	32	completed	1999 - 2001
Nile perch and dagaa project 24 months	544005	378525	69	165480	31	ongoing	2002 - 2007
Tuna project in Maldives and Papua New Guinea 36 months	1100000	759610	69	341000	31	ongoing	2003 - 2006
Tilapia project in Venezuela and Brazil 24 months	1477560	875160	59	602400	41	ongoing	2003 - 2006
Artisanal fisheries in Central America 36 months	1621310	1020160	60	601150	40	ongoing	2006 - 2009
Fisheries improvement in Mauritania and Guinea 36 months	1117800	621300	58	496500	42	approved	2006 - 2009

Organic Aquaculture in Thailand, Malaysia and Myanmar 36 months	1582000	1015607	61	566393	39	ongoing	2007 - 2009
Artisanal fisheries in Mozambique and Angola 36 months	1157200	694705	60	462495	40	ongoing	2007 - 2011
Artisanal fisheries in Arab countries 36 months	1483158	860000	58	623158	42	approved	2008 - 2011
Enhancing Amazonian Seafood Products on the World Market 36 months	4153620	1960620	47	2193000	53	approved	2008 - 2011
TOTAL	17407736	9878387	57	7529976	43		