



Food and Agriculture
Organization of the
United Nations



General Fisheries Commission
for the Mediterranean
Commission générale des pêches
pour la Méditerranée



Building a future for sustainable small-scale fisheries in the Mediterranean and the Black Sea Regional
Conference (7–9 March 2016, Algiers, Algeria)

Panel 4 - Enhancing small-scale fisheries value chains

(CIHEAM Bari) ALGERI, 8 MARCH 2016

TECHNICAL GROUP

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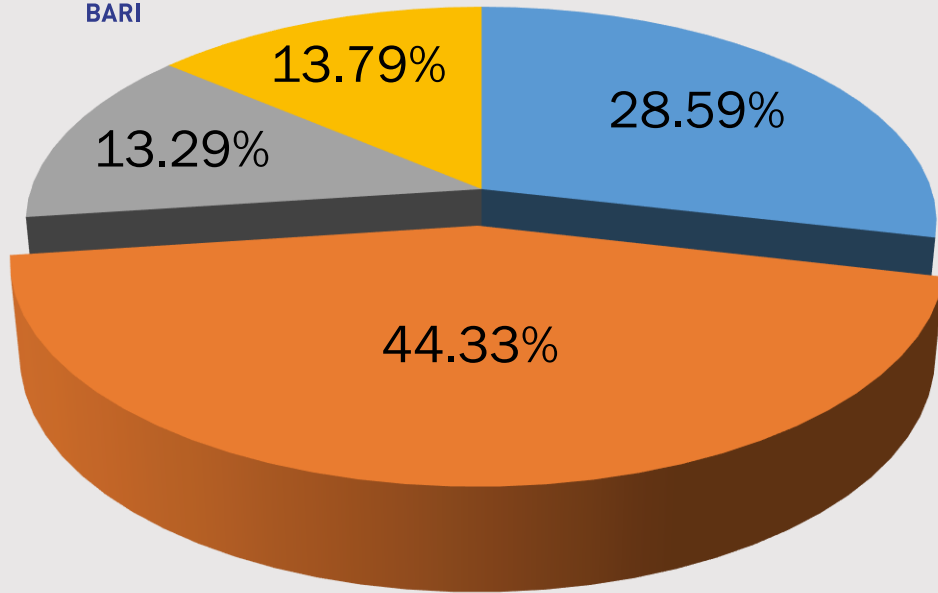
THE CASE STUDIES

- Algeri Fishing port
- El Bibaine Lagoon, Tunisia
- Marsa Matrouh Fishing Port , Egypt
- Tiro Fishing Port, Lebanon
- Porto Cesareo Fishing Port, Italy



PORTO CESAREO

CASE STUDY CONSIDERATIONS



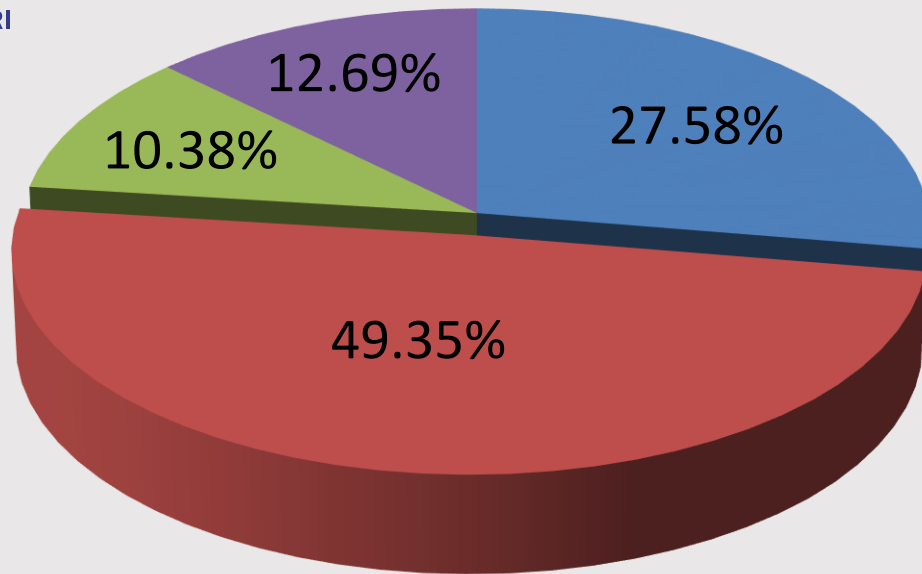
MEAN ADDED VALUE % SALES PRICES

- Fishermen cost of production
- Profit for fishermen
- Marketing cost
- Marketing profit

- 57 vessels and 115 fishermen, 38 vessels (6/10 m) and 9 vessels (10/12 m);
- Diversification economic activities (as pescaturismo and **direct selling**);
- MPA and high quality of the marine and coastal environment;
- **Cooperative** as a link between the fishermen and research institutions for improving responsible management and increase the stakeholder awareness;
- **Integration** of the fishing activities with the other productive sectors (as tourism, research)



EL BIBAINE LAGOON CASE STUDY CONSIDERATIONS



- 23.000 Hectares
- 70 vessels (3 m) and 100 fishermen;
- Environment quality and preservation of lagoon linked to products quality (Label?)
- Common and shared **management plan** (fishing period and gears)
- **Marketing** and offer concentration for product selling
- Development of the tourist sector and integration

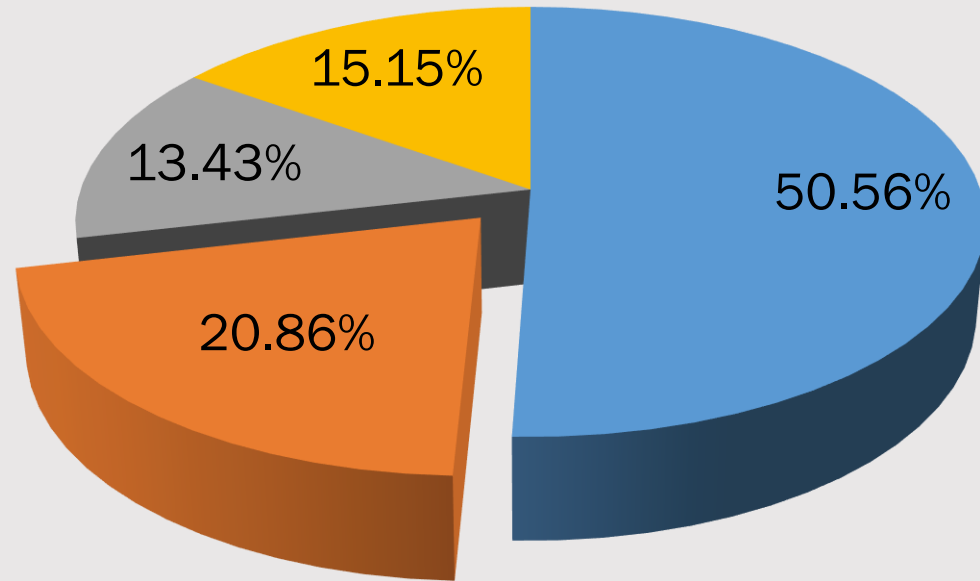
MEAN ADDED VALUE % SALES PRICES

- Fishermen cost of production
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TIRO

CASE STUDY CONSIDERATION



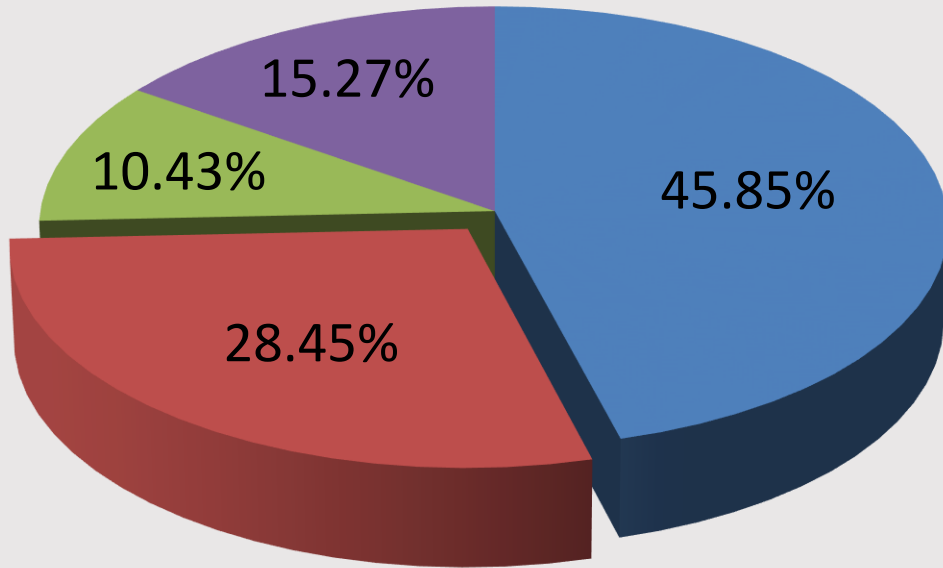
MEAN ADDED VALUE % SALES PRICES

- Fishermen cost of production
- Profit for fishermen
- Marketing cost
- Marketing profit

- 250 vessels (mostly < 10 m length) and 500 fishermen
- **Credit constrains**
- Wholesalers supports fishermen by credits asking back the products
- In Tyre there is a very strong relationship between fishermen and fish sellers. The nature of this relationship builds on the grant that each year the fish sellers give to some of the fishermen.



MARSA MATROUH CASE STUDY CONSIDERATION



- 83 vessels (66 feluga boats – 3m) and 297 fishermen
- **No proper infrastructure** dedicated to the marketing of small scale fishery
- 90% of the products is for the **Alexandria market** by wholesalers

MEAN ADDED VALUE % SALES PRICES

- Fishermen cost of production
- Profit for fishermen
- Marketing cost
- Marketing profit





SWOT APPROACH

CIHEAM BARI				
Case Study	STRENGHT	WEAKNESS	OPPORTUNITIES	THREATS
Algeri	Market Infrastructure	Products Quality control Internal conflicts	National Plan	Chain lengh Water pollution
Bibaine Lagoon	Institutional Management	No ecolabel	International support Social business credit	Infrastructure Credit system
Marsa	Products quality	Marketing organisation Quality control	International support Local demand	Infrastructure Credit system
Tiro	Association improvement	Marketing organisation	New market infrastructure	Credit system Water pollution
Porto Cesareo	Cooperative Management	No ecolabel Long term strategy Fishermen Age	Environment quality MPA Tourism	Legislative context



**THANK YOU FOR
YOUR KIND ATTENTION**

PANEL 4 - QUESTIONS

TOPIC	QUESTIONS
QUALITY /LABEL	<i>What role might quality labels play in the enhancement of small-scale fishery products?</i>
INTEGRATION	<i>How can intersectorial integration contribute to the added value of small-scale fishery products?</i>
CREDIT	<i>Do credit constraints at a local level have implications for the rest of the value chain?</i>
ENVIRONMENT	<i>Can dimensions of sustainability, such as co-management or MPAs, add value to small-scale fishery products?</i>