

DFID

POST-HARVEST
FISHERIES
PROJECT

Department For International Development



NEWSLETTER OF THE
POST-HARVEST
FISHERIES PROJECT



ISSUE NO. 11

JULY 1997

FOR PRIVATE CIRCULATION

IMPACT !

This issue reports on the Impact Assessment Study of our project, a wide - ranging exercise spread over several months. We publish key findings of the study along with interviews, critiques and profiles.



Impact Assessment - A Landmark Effort

The DFID-PHFP completes a decade of existence this year. We take pride in having conducted a major and painstaking Impact Assessment Study.

Many organizations, particularly NGOs, have expressed interest in this LAS, perhaps because they would like to organize such studies of their own work. There have been enquiries about how we organized the LAS, what methodology we used, what the findings are etc.

This issue of *PHFPNew3* may answer some of their questions. It is devoted almost entirely to the IAS. We

summarize the findings, carry interviews with key members of the LAS teams, describe the IAS methodology. We publish a few profiles of fisherwomen and fishermen in India and Sri Lanka, to exemplify the impact of our work at the personal level. From Bangladesh, there's a story on one of the NGOs we worked with. There's a similar profile of Santhidan, the NGO in Kanyakumari which is a close partner.

We have avoided complex detail relating to methodology -- such as a discussion of our project logframe. We have confined ourselves to describing some of the indicators of impact we laid down.

For visual relief, there are a few photographs and sketches.

The entire exercise was a co-operative effort that involved all staff and local consultants. It was certainly far from perfect, but it marked a genuine attempt on our part to learn about the impact of our work from the artisanal fisherfolk communities, the NGOs and the government organizations we work with. We thank them for their patience and co-operation.

Together, we will achieve much more.

Map of Project Locations Visited by Impact Assessment Study Teams



Map at left shows the 16 project sites (out of 60) visited by five IAS teams -- eight in India, five in Bangladesh, three in Sri Lanka.

How the IAS came about, how it was conducted

by S.R. Madhu

One of the classics of advertising literature is the book "The hundred greatest advertisements" written by Julian Lewis Watkins. First published in 1949, it has been reprinted several times.

One of the advertisements that figure in the book is headlined "Impact". Produced by the ad agency Young & Rubicam about its own work, the ad shows a close-up of a boxer's face being delivered a hard punch on the jaw by a clenched fist. The ad's text message is very short, just a definition of "Impact": "That quality in an advertisement which strikes suddenly against the reader's indifference and enlivens his mind to receive a sales message."

"Impact" could be defined similarly for a development project: It overcomes the indifference of target populations and enlivens them with new hope.

How does one assess the impact of a development project? The DFID-PHFP completed 10 years of existence this year. How has it performed? Has it improved the lot of artisanal fishing communities and petty fish traders? Has it enlivened them with hope? Should the project continue? If so in what form?

To obtain some answers, a mission from Delhi visited the project last year and recommended that the project's impact be scientifically studied and assessed, through the project's "logframe". The logframe (logical framework) is a set of related concepts that describe in matrix form the most important aspects of an operation. It provides a way of checking whether the operation has been well designed. It facilitates improved monitoring and evaluation.

The logframe defines a project's long-term goals. It also sets out "purposes" by which the project seeks to achieve these goals, and "outputs" or the immediate results of current activities. It outlines quantitative "indicators" or



Participants at a May 1997 project workshop held in Chennai, India review the findings of the IAS teams.

criteria to assess achievement, against goals, purposes and outputs.

In June 1996, a consultant company was asked to provide a framework to assess the impact of the DFID-PHFP. After study visits to some field locations to get a flavour of the project's work, the company submitted a framework to a project workshop in September 1996 but it was found to have some weaknesses. Workshop participants, mainly project staffers, themselves came up with a new framework, assisted by a Bangalore firm, Catalyst Management Consultants (CMS). This was tested in the field, modified, and finalized at workshop in January 1997.

The project's logframe consisted of a goal (improving the standards of living of artisanal fishing communities and petty fish traders) and a purpose (raising the incomes of these populations). It had five output areas: identification and transfer by the project of appropriate technologies, strengthening the capacity of institutions to support post-harvest fisheries, enhancing access to markets and credit, disseminating information on

post-harvest fisheries, building effective linkages among CBOs (community-based organizations), NGOs (non-government organizations) and GOs (government organizations).

The logframe also had a whole set of OVIs (objectively verifiable indicators) to enable assessment of performance. For example, the OVI concerning the identification and transfer of appropriate technologies was simple: the number of target households who adopted improved technologies. The OVI about strengthening the capacity of institutions sought the number of GOs and NGOs who integrated PHF technologies into their action plans. It also asked about the number of staff of these organizations who had increased their skills and widened their knowledge base on PHF issues.

CMS (the consultant firm) and the project held a co-ordination workshop in Calcutta in February 1997 before data collection for the LAS began.

A number of practical matters were decided at this workshop. Such as: To

measure impact at 60 locations in three countries, how many Impact Assessment Teams should be set up? How many members in each team? What should be the composition of each team? How many locations should they visit and study? What questions should they ask to elicit information on the OVIs?

The workshop set up five IAS teams. They were to visit a total of 16 out of 60 project locations: eight in India, five in Bangladesh, three in Sri Lanka. Each team would consist of four or five members — a representative of CMS, one or two resource persons, a project staffer. At least one member would be a lady. No single team covered more than six locations.

Data collection and analysis were conducted over a period of three months (Feb - April, 1997). The five teams talked to the project's partner NGOs, to target populations, to non-target populations, government officials, and

others in the 16 selected villages. The teams met their respondents in groups. Usually, one person in a team asked questions, another made notes, a third person maintained order and conducted the proceedings.

How to ensure that the information obtained was accurate? By "triangulation." Every item of information was checked, double-checked and cross-checked, and confirmed by independent observation. At the end of each day, members of the team finalized their notes, did their calculations, raised or answered queries.

A certain ingenuity was needed to elicit responses. "We asked the older people, 'How does your grand-daughter live differently from you?' A specific question like that immediately triggered a response," says M.S. Ashok of CMS. A rough and ready calculation shows that the five teams spent thousands of man-hours over the IAS.

Apart from massive doses of data, "the IAS generated lots of waste paper," says Meera Sundararajan, Socio-Economist. She adds: "There are enough sheets of paper with one side blank for us to use over the next year."

In May 1997, yet another workshop was held, at which CMS presented the findings of the IAS to project staff, NGO partners, and experts from the UK. Two booklets were later produced, one summarizing the findings, another providing data from the 16 field locations studied.

These two booklets are for internal circulation. But this issue of *PHE News* presents some of the findings.

The IAS study confronted several problems (see article by George Mathew and interview with M.S. Ashok.). But it did confirm that the project's work "enlivened target populations with hope."

Project factsheet

The DFID-PI{FP started in 1987. Based in Madras, it covers three countries: India, Bangladesh, Sri Lanka. Phase I of the project ran from 1987 to 1989, Phase II from 1989 to 1992. Phase III began in April 1993, will go on till March 31 1998. Phase IV is under consideration.

Major project objectives:

- To enhance the incomes and savings of artisanal fishing communities and petty fish traders in India, Bangladesh and Sri Lanka through post-harvest activities
- To reduce post-harvest losses of fish: to develop low cost improvements in handling, processing and marketing fish.
- To help increase the diversity of fish products marketed by these communities
- To strengthen the ability of NGOs and fisherfolk associations to replicate and secure sustainable benefits from project activities

- To provide technical support, advice and training to government and non-government organizations, fisherfolk associations and women's groups

Project locations: 60 villages in India, Bangladesh & Sri Lanka (See page 5)

Partner agencies: A few score NGOs, plus government fisheries departments in the three countries.

Project activities:

- Introduce and extend ice boxes for use by fishing communities. (By fishermen to preserve fish aboard craft: by fisherwomen to preserve catch on shore for better prices).
- Introduce and extend fish drying racks for use by fisherwomen to improve quality of dried fish.
- Develop and promote fish smoking bins to improve quality of smoked fish, improve comfort, and reduce drudgery involved in traditional fish smoking operations.

- Design, develop and extend fish containers for use by women petty fish traders.
- Encourage self-help groups among women from fishing communities, to improve their knowledge, skills and self-confidence, their ability to earn, and strengthen their participation in their own development.
- Facilitate bank credit to women in fishing communities through the mechanism of self-help groups in co-operation with institutions such as NABARD.
- Training of trainers (Workshops, seminars, training courses to strengthen the capacity of partner agencies – NGOs and government departments – to address post-harvest issues)
- Information dissemination: Newsletter, extension pamphlets, information bulletins, market studies

DFID-PHFP : PROJECT LOCATIONS AND ACTIVITIES

(12 in Andhra Pradesh, 3 in Orissa, 23 in Tamil Nadu, 8 in Bangladesh, 14 in Sri Lanka)

STATE OR COUNTRY	PROJECT LOCATION	NO OF HOUSEHOLDS	ACTIVITIES
ANDHRA PRADESH	Uppada	40	Credit, ice boxes, drying racks
	Subbampeta	30	Credit, drying racks
	Jaggampeta	40	Ice boxes, credit
	Kakinada	30	Ice boxes
	Uppalanka	125	Ice boxes
		8	Smoking bins
	BCV Palem	60	Ice boxes
		3	Smoking bins
	Ramanapallem	15	Smoking bins
	BPV Palem	6	Smoking bins
	Pallam	25	Smoking bins
	Matlapalem	6	Smoking bins
	Nelapalh	5	Smoking bins
	Pakalalhpaiem	35	Fish containers
ORISSA	Paradeep	20	Drying racks
	Sohana	20	Ice boxes
	Chandrabagha	20	Ice boxes
		10	Drying racks
TAMIL NADU	Tarangampadi	75	Credit, tricycle, drying racks, fish containers
	Vellakoil	45	Credit, tricycle, drying racks
	Kuttiandiyur	75	Credit, tricycle, drying racks, fish containers
	Pudupettai	65	Credit, tricycle, fish containers
	Chandrapadi	15	Credit
	Perumalpettai	15	Credit
	Periakuppam	60	Credit, tricycle
	Allikuppam	60	Credit, fish containers
	Chinnakuppam	80	Credit
	Neerodi	170	Credit, ice boxes, drying racks
	Marthandanthura	160	Credit, ice boxes, drying racks
	Vallavalai	150	Credit, ice boxes, drying racks
	Iraviputtanthurai	75	Credit, drying racks
	Inayam	200	Credit, ice boxes
	Melmidalam	60	Credit
	Midalam	60	Credit, drying racks
	Vaniakudi	95	Credit, ice boxes
	Kodimunai	120	Credit
	Maramadi	99	Credit, drying racks
	Mankudi	300	Credit, drying racks
	Kovalam	69	Credit, drying racks, fish containers
	Chinnamuttam	40	Credit, fish containers
	Manapadu	20	Ice boxes
BANGLADESH	Cox's Bazaar	50	Weaving
	Sitakunda	90	Poultry, livestock, mat making
	Banskhali	250	Fish trade, mat making, small trade
	Sandwip	235	Fish trade
	Bhola	140	Veg. cultivation, poultry, livestock, small trade, net making
	Priojpur	75	Veg. cultivation
	Hatiya	65	Mat making, bamboo work
	Chittagong	50	Fish trade
SRI LANKA	<i>Chilaw:</i>		
	Carmel	200	Ice boxes - 22' craft
	Siri Kurusa	100	Ice boxes - 22' craft
	Kurusagahapaduwa	100	Ice boxes - 22' craft
	<i>Tangalla:</i>		
	Kudawella east	300	Ice boxes - bicycles & motorcycles
	Kalameitiya south	150	Ice boxes - bicycles & motorcycles
	Kalameitiya north	200	Ice boxes - bicycles & motorcycles
	Kirinda	150	Ice boxes - bicycles & motorcycles
	Mawella	200	Ice boxes - bicycles & motorcycles
	Kudawella west	200	Ice boxes - bicycles & motorcycles
	<i>Puttalam:</i>		
	Kalpitiya	100	Ice boxes - bicycles & motorcycles
	Udappuwa	150	Ice boxes - bicycles & motorcycles
<i>Colombo:</i> St. John's Fish Market	300	Ice boxes	
Negombo	300	Ice boxes	

“The project has created the conditions for very large impact in future”

Here are some keyfindings of the Impact Assessment Study of the Post-Harvest Fisheries Project.

A few thousand pages of data resulted from the IAS. These were analysed and distilled into some 200 pages and published as two parts. The first part outlines the main impacts in the three countries. The second details interventions and impact at each of 16 locations studied by the five IAS teams.

It is possible to cite only broad patterns and conclusions about project impact in this article. It contains excerpts from the “Executive Summary” of the IAS report, and from the section on “The wider impact”. It also presents issues that emerged at the May 1997 workshop that discussed the findings. Insights from a 1996 impact study by U K consultant Jock Campbell are also included.

- The project has progressively shifted from a technology-centred to a people-centred approach.
- The project has moved from addressing post-harvest issues of national importance to focusing on improving the living standards of post-harvest workers in artisanal fisheries.
- The overall impact of the project (on fishing communities of the three countries) has so far been small. But it has created the conditions for very large impact in future, if lessons learnt at the micro-level can be replicated on a large enough scale.
- The project has clearly demonstrated that post-harvest approaches should not focus on technology alone but must take into account broader related issues. Adoption of post-harvest fisheries technologies in India is high when it is combined with market linkages and credit.
- Demand for project support is increasing from fishing communities, non-government and government staff.

- In India and Bangladesh, the project has a strong focus on women. Almost all community-based organizations it works with are composed entirely of women.
- The poverty focus of the project is highest in Bangladesh, where about **95%** of target households are below (or just at) subsistence levels. In India, this figure varies from 20% to

50%, in Sri Lanka it is under 30%. (Example: A beggar woman became a member of one of the project’s partner NGO groups in Bangladesh. A loan enabled her to quit begging and take up petty fish trading in a small way.)

in India, the effects of the project on its target households are significant in all areas of project work:

A fisherman from Kanyakumari – typical of the project’s target group. Below: At one of the impact assessment workshops in Chennai. Mr Jock Campbell (consultant) and Mr Vazhav Pillai of the UK’s Development Co-operation Office, New Delhi.



- identification and transfer of appropriate technologies
- strengthening the capacity of institutions to support post-harvest fisheries
- enhancing access to markets and credit
- disseminating information on post-harvest fisheries
- building effective linkages among CBOs (community-based organizations), GOs (government organizations) and NGOs (non-government organizations)

These effects go well beyond the target populations.

- In India, more than 2600 households have benefited directly from project work, either through new technologies or through the strengthening of the project's partner agencies.
- The project has helped strengthen links and networks among NGOs and government organizations. Through such linkages, as also through workshops and project literature, the project has been able to access over 25000 households in India. (However, "access" is only the first step; it is not the same as positive impact on these households which the project aims to achieve Ed.)



- At the project purpose level (when we view small-scale fisherfolk communities in the east coast as a whole), the project's impact in India is just beginning to be felt. More time and work are necessary before this impact assumes appreciable proportions.
- In Bangladesh, the project's effect on its target groups, set bagnet communities, are significant at the "output level" (results at specific locations), mainly in the areas of income-generating activities and credit. (43% of target households have benefited from IGA, 50% from

credit. A total of 955 households from eight villages have taken up income-generating activities.)

- A network was recently formed in Bangladesh with 33 NGOs active among coastal communities. So the capacity for replicating the IGA intervention is high. There is scope for extending it also to NGOs working in inland fisheries. But the links must mature.
- The project's impact even at the *purpose level* in Bangladesh is likely to be high by project-end, provided there are no serious disruptions on account of natural calamities; and

Impact Assessment Factsheet

Purpose of the Impact Assessment Study (IAS) : To assess the impact of the DFID's Post-Harvest Fisheries Project based in Madras, which completed a decade of existence this year.

Who conducted the study: Project staff and consultants.

When : Field data for the IAS was collected between February 24 and April 24, 1997. The conclusions were presented at a workshop held in May 1997.

How many project field locations were studied? Out of 60 locations in India, Bangladesh and Sri Lanka, 16

were selected for field studies. Of these 16, eight were in India, five in Bangladesh, three in Sri Lanka. Five IAS teams divided the 16 locations among themselves.

Who were the IAS team members? Each team comprised a representative of the consultant company, Catalyst Management Consultants (CMS), Bangalore. Other members: resource persons, partner-NGO representatives, project staffers. Every team had at least one lady member.

How was data collected? The IAS teams talked to groups of fisherfolk at each location, also with NGOs and government

officials. They asked questions based on a set of criteria (known as "Objectively Verifiable Indicators" or OVIs) to elicit information on the project's performance.

How were the OVIs decided? The OVIs were part of an "impact assessment framework" which project staff and the CMS worked out during a series of workshops and training courses before the data collection.

The findings of the LAS have been presented in two booklets which are too detailed to reproduce here. But this issue of *PHF News* attempts to present key findings and issues.

provided NGOs and CBOs consolidate their achievements.

- In Sri Lanka, the project's effects on target households are mainly in the areas of credit and awareness of PHF technologies. Effects in the area of awareness go well beyond the target population.
- The project has increased the access of target groups in Sri Lanka (cycle traders) to bank credit. There has been a sevenfold increase in the number of target households who access formal credit.
- An association of cycle traders in Colombo and Negombo set up with project encouragement has 600 members and 600 associate members. They are potential beneficiaries of both credit programmes and ice boxes.
- At the *project purpose level* in Sri Lanka, impact is beginning to be felt. The scope for better impact is good.
- The ice boxes for use aboard fishing craft in Sri Lanka have been designed participatively, with suggestions from craft operators. The boxes were field-tested at several locations along the coast where the response was very positive. Some 5000 craft operators and 2000 mobile fish traders, all members of co-operatives, are potential users of ice boxes.



Use of an ice box in Andhra Pradesh.

Points that emerged at the May 1997 workshop and conclusions from Mr Jock Campbell's study

- The project works in different locations in three countries, through different partner organizations and over different periods. The type and kind of project impact therefore varies. There is a movement toward sustainability in most interventions, but the scale is not large enough. The precise mix of strategies at each location needs to be worked out in greater detail.
- Impact has clearly been felt in improving the access of NGO partner groups to savings and credit. The cost of credit has gone down at these locations; but the percentage of credit needs met by the project is low. The effect of credit at various locations is not uniform.
- Credit groups: The project has been working mainly with women. It is women who have benefited largely from better access to credit. But women in the bigger groups become sources of credit for the men. A lot of the credit money has gone into fishing craft and gear. It has also been invested in education, housing, livestock, weddings, repaying loans for improved post-harvest equipment
- Though the project has increased the numbers of people accessing formal credit, impact at the macro or "purpose level" is yet negligible. This is because the process of forming

The project's two approaches to development

The project has followed two approaches to development, says the Impact Assessment Study.

The first is a "broad-spectrum approach" that seeks to address a wide range of issues that concern target communities. These include credit, income generation (including improved post-harvest fisheries activities), women, literacy, social awareness and community leadership building.

The key feature of this approach is that the project uses Community-

Based Organizations (CBOs) as its institutional base. The project usually works through local NGO partners who promote CBOs. The only exception is in Bangladesh where the project works directly with CBOs.

The second approach is the **technology-focus approach.** It seeks mainly to **extend** and establish improved PHF technologies for artisanal fisherfolk and petty fish traders. The project works with other agencies who could help develop and field-test technologies, fabricate

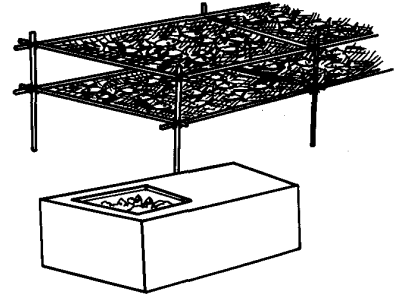
prototypes, facilitate communication with target communities, provide credit to those who adopt improved technologies, and market their produce. Government fisheries departments, fisheries training institutions, marketing agencies dealing in fish products, and manufacturers of fishing craft are natural allies in these endeavours. At different project locations, one encounters different combinations of such allies. In the future there may be other allies: banks, private entrepreneurs, NGOs.

community-based organizations, helping them collect a pool of loanable capital, improving creditworthiness and management skills and building links with banks, is very gradual.

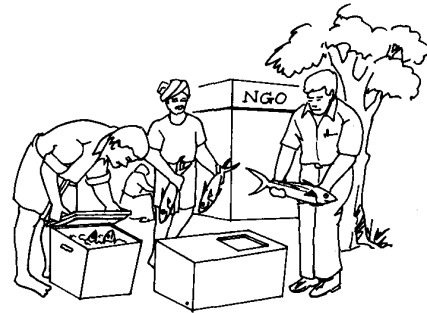
- It doesn't seem feasible to work with male groups of fishers for credit purposes. One reason is that fishermen are often away from the home – in Bangladesh, for eight months a year.
- In Bangladesh, more credit has led to more people entering the set bagnet fishery (a destructive fishery which the project is trying to discourage).
- Technology interventions: In India and Sri Lanka, technologies introduced by the project have reduced post-harvest losses and ensured better market prices for producers.
- There are 1500 ice boxes in India as a result of project intervention. Forty women have taken up fish smoking bins in Andhra Pradesh and an additional 100 women may take it up in future. One woman destroyed her traditional oven after getting the new bin, confident that she has given up the old fish smoking method forever. Some 900 drying racks are being used in India as a result of project efforts.
- In Sri Lanka, project trials have generated much market demand for ice boxes. But it is mainly motor cycle traders and craft owners – the well-to-do – who find the boxes attractive. An investor can recover his money in a few months. Among small-scale traders who use push cycles and handle small quantities of fish, acceptance of the ice box is negligible because the gains are not significant.
- Some 10 000 fish containers have been sold following the project's promotion of aluminium containers. The Tamil Nadu Government provided a 50% subsidy on these containers. But how many of them are actually used to transport fish is not known.
- Less tangible benefits from project work include reducing financial risks (through use of ice boxes); improving economies of scale

Criteria for impact assessment: Artist Jairaj takes a look

– Identification and transfer of appropriate technologies



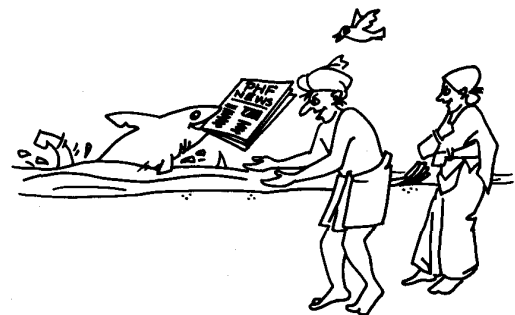
– Strengthening the capacity of institutions to support post-harvest fisheries



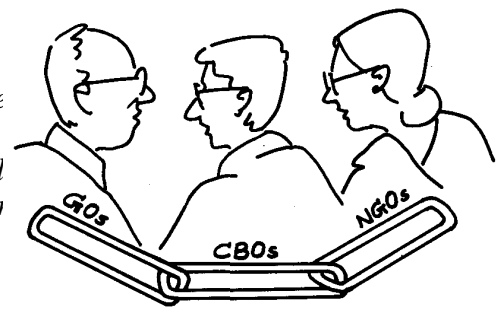
– Enhancing access to markets and credits.



– Disseminating information on post-harvest fisheries



– Building effective linkage among CBOs, GOs and NGOs (community-based organizations, government and non-government organizations)





An NGO representative in Bangladesh with women the fisherfolk community.

(through co-operative ventures), increasing commercial growth opportunities (through access to formal credit in Orissa, Tamil Nadu and Sri Lanka), improving health through better fish smoking bins (fish smokers, Andhra Pradesh), increasing social services such as education and sanitation (as in Bangladesh), raising the status of processors (as in the case of fish containers for women headloaders).

- An environmental benefit is lower fuelwood consumption for fish-smoking on account of the new smoking bins in an area of Andhra Pradesh that has deforestation problems.
- Government support for PHF issues, particularly in India and Sri Lanka, is an indicator of impact. PHFP inputs feature heavily in Sri Lanka's national plans and Andhra Pradesh Government plans.
- As many as 19 agencies (government and NGOs) now promote improved post-harvest technologies as part of their regular action plan. Their capacity to support post-harvest fisheries has been strengthened. These agencies include Santhidan, the Centre for Applied Technology, the Kottar Social Services Society, the Kanyakumari District Fishermen Sangams Federation, ROSA, DANIDA, NABARD, the State

Resources Centre (Tamil Nadu), VJNNS, the Department of Fisheries in Tamil Nadu, Andhra Pradesh and Orissa, SIFFS and many others.

- Non-target communities were sometimes quicker to take up technology than target communities. This is because organizations with their own infrastructure and access to credit and markets are quick to seize the benefits of new technology. Uptake by the target groups will be better if its access to credit and to markets improves. Some of the project technologies require modification to benefit these groups.
- At some locations, some of the technologies have not been proven. They have not increased incomes or generated impact on the lives of the target populations.
- The role of PHF technology was almost nil in Bangladesh, where project work was confined to introducing non-PHF income-generating activities for women. About 47% of the households took up such activities. A majority of them report increased incomes. The project can learn a great deal from its income-generation experiences in Bangladesh.
- Overexploitation of resources because of improved access to

technology has not happened in the three countries.

- The quality and impact of project activities often depends on the project's partner NGOs. The project needs to select its partner NGOs with care, because of the number and diversity of NGOs and their widely varying ability and application.
- It is difficult to lay down a **time-frame for sustainable impact**: But the longer the project association with a community, the more likely is the beneficial impact.
- Gender issues: The lives of women at project locations are changing, but it is difficult to say how much of this is on account of the project.
- The project concentrated on women's activities rather than on gender issues as such. The project focus on women was high; the various women's groups in India and Bangladesh succeeded in improving women's self-confidence, and in strengthening their ability to take part in their own development. But project work hasn't altered the male-female equation. It is still men who take the decisions. In Kanyakumari, the man of the house gives the woman some money to run the household. He disdains to interfere. He expects certain services in return.
- In Bangladesh, the project has tried three types of partnerships with fisherfolk communities: through medium-level NGOs, grassroots-level NGOs, and direct action by the project. The second type did not work out. The project therefore now has only two types of partnerships. It seeks to promote CBOs of women. Thrift and credit, skill development, training, literacy, leadership development and social awareness training are some of the main activities.
- The project has built a solid base for impact in Bangladesh. Areas that need improvement are: better loan recovery; more skill-training in various income-generating activities; better financial and administrative management by CBOs and NGOs.

– S.R. MADHU

“Problems we encountered during the IAS”

by George Mathew

An impact assessment exercise is a difficult one at the best of times. It is conducted in conditions that are far from ideal. Yet, “the IAS was carried out over just 90 days. Jules Verne may not have been impressed but we are,” says the project economist.

No baseline info

The lack of baseline information was one of the biggest problems we faced. With strong baseline info, it's easy to conduct a “before and after” exercise.

We therefore decided on a “with” and “without” approach. Eventually, we had to classify the populations at project villages into three categories: “Those who benefited directly from project intervention,” “those who accessed such benefits on their own,” and “those who did not benefit.” From a purely scientific classification, we moved to one that was anthropological.

Defining the unit of analysis

Another problem was in defining the unit of analysis: should it be village or the household? It was argued that since the village was the target of the project's intervention, all households would be aware of technologies promoted by the project. The final decision was in favour of the household: for it permitted fairly detailed examination of certain qualitative aspects that would have to be overlooked had the village been used as the unit of analysis.

The team decided to cover households that were directly affected by the project's interventions, as well as those that were not.

Time frame

The duration of project interventions at different locations varied – from a few months to many years.

Since project impact would vary with the length of association, it was decided to select a mix of villages “old” and “new” and study project impact at both.

Types of intervention

Conditions varied widely in the locations where the project intervened.

This meant it would not be possible to aggregate the results of the studies.

The project's interventions were classified into two types – “broad-spectrum” and “technology-focus” (see page 8). The former types of intervention were usually in partnership with NGOs, the latter with the Department of Fisheries. This classification enabled a comparison of the relative efficiencies of the two types of intervention.

Attributability

The biggest problem faced by the IAS was that of attributability. How far was the project responsible for any change? Many factors determine the degree of impact of an intervention: the availability of fish at that location, the existence of markets for high-value fish products, the length of intervention, the maturity of the partner institution at the

The role of women in the community should be addressed by the project logfraine”



village level. The project plays a catalytic role in any location; it is not a dominant player in the fish economy there.

Questions for the IAS exercise

The questions used for the impact assessment exercise derived exclusively from the “Objectively Verifiable Indicators” spelled out by logical framework formulated by the project. But these questions mainly seemed to address technological and economic aspects.

Most often the answers tended to be quantitative in nature; sociological or anthropological impact (such as lifestyle changes or the role of women in the community) was not considered at all. This problem was to some extent addressed through case studies at each location. (These were put together by the project in a publication titled “Impact Assessment Study” - Location Notes”.)

Data collection

A variety of methods was used to collect data. The one used most often was group discussions and interviews with key informants. Data was collected in two to three rounds so as to cover a wide cross section of households from different socio-economic categories. The idea was that this would enable cross-checking of information.

However, the teams didn't meet as many people as they wanted to meet. Rain was a spoiler. So were big local occasions such as festivals. Sometimes, members of an IAS team wondered how valid the data they collected was. They then paid a second visit to that location to check data or collect more of it.

The IAS time-frame

The impact assessment exercise was carried out over just 90 days. Jules Verne may not have been impressed but we are.

“The project never played down negative factors”

PHF News discusses the strengths and weaknesses of the Impact Assessment Study with M.S. Ashok of Catalyst Management Consultants (CMS), Bangalore, the firm that assisted the project with the IAS.

A former Armyman (he was a Lt. Colonel in the Indian Army till 1993 when he retired), M S Ashok likens an impact assessment study to a military operation.

“The Army teaches logistics, strategic planning, achievement of goals and objectives... It uses terms such as task force, team building, synergy, time planning and resource management, terms that are equally valid for a development project or business firm.”

Ashok compliments DFID-PHFP on its transparency (“It never played down negative factors”) and the IAS as whole (a cost-effective operation). But he believes the study could have been even better. Here are his comments.

STRENGTHS OF THE IAS:

- Done with transparency and a degree of target group participation.
- There was an objective framework. The logframe was an important unifying factor for the methodology.
- The approach to data collection combined direct observation with opinions and data generation.

- A large number of teams deployed, enabling fairly wide coverage.

“Preparatory effort for the IAS was very good, better than that for most IAS exercises.”

- The many workshops contributed a great deal to retaining the focus of the IAS. They facilitated a constant on-line review of the focus of the workshop.
- Preparatory effort for the IAS was very good, better than that for most other IAS exercises, though it could have been even better.
- The project’s willingness not to play down negative factors came out very strongly. The degree of openness was remarkably high. This is a characteristic of DFID projects.
- In development projects, there is a trend toward greater accountability of funding. DFID has moved earlier and faster than others in this respect.

- For the time and resources spent, the LAS has given DFID a good idea of what’s happening on the ground. Many other LAS efforts fail to do this. For the future. I believe that it’s more time rather than more resources that need to be expended on an LAS.
- We are fairly sure of the accuracy and reliability of the information collected during the IAS, because it was double-checked and cross-checked.

WHAT WAS UNIQUE ABOUT THIS IAS EXERCISE?

Every IAS is unique. The methodology has to be structured around the project. It must vary to suit the sociology, the economic conditions of the target population, the philosophy of the implementing agency.

But some basic principles underlie all IAS exercises. We start by looking at what the project intends to achieve. The assessment process is somewhat like a ship setting sail. The ship is on an exploratory voyage, with cargo to be



delivered. The ship doesn't know where it will go, but has a general sense of direction.

For your project, we had a very good tool, the logframe. It provided a structured format to assess impact, the sense of direction I'm talking about.

One important characteristic of your IAS: it was a joint effort by the project, NGOs, the community. The degree of agreement reached was very high. Objectivity was not sacrificed but improved.

THE LOGFRAME - SOME BRICKBATS:

The problem with this logframe is that it doesn't take into account the diversities at different locations in India, Bangladesh and Sri Lanka. Even within India, conditions differ in different states.

“DFID-PHFP has been a remarkably low-funded project. The improvements effected in relation to the money spent – there is a very good balance.”

In Kanyakumari, for example, the fishing community is relatively advanced in education, awareness, organizational capability. As one moves towards Andhra Pradesh and Orissa, this changes.

The levels of awareness were perhaps the highest in Sri Lanka, the lowest in Bangladesh. In between, there was a wide spectrum of conditions, relating to infrastructure, marketing capability, education, literacy, awareness, gender

issues. The logframe didn't take these variations into account. But in the course of the IAS, we had to allow for these differences.

Even if you can't have disaggregated logframes, you could at least have different logframes for different states.

I would have liked in the logframe an assessment of Output or Impact vs. Resources. Any future study must address the question: is there a balance between the two!

If we consider the past, DFID-PHFP has been a remarkably low-funded project. The improvements effected in relation to the money spent, there's very good balance. A returns-on-investment analysis would bear this out.



Clockwise from right: An IAS team at work in Uppalanka, Andhra Pradesh; a fish smoking woman with her bin at Pallam, Andhra Pradesh; one of the women's groups in discussion at Chinnakuppam, Tamil Nadu; MS Ashok of CMS discusses the IAS findings.



PROBLEMS ENCOUNTERED DURING THE IAS:

Attributability was certainly one. You may see a change for the better in the target population. How far is this change due to the project? The project doesn't work in an isolated environment. Other factors are at work too, socio-economic changes are taking place. Natural calamities occur.

This is the usual problem when one assesses impact over a long period of time. Impact Assessment must therefore be an ongoing process.

Theoretically, it is possible to address this problem. Select a village very similar to the project village, where the project has not worked. Find out how the first village has changed during the same period of time, compare it to the project village. But this could not be done during the present IAS because time was short.

THE PROJECT'S WORK WITH PARTNER-NGOS:

Every NGO differs in approach, philosophy, capabilities. Some NGOs seem to have an ideological bias against new technology. Some others have reservations about links with banks.

Some don't like freeing the CBO (community-based organization) from their control. Some just need to go a far way before they can be considered good.

One thing the project must do in earnest is conduct a serious analysis of its NGO partners.

Some of the interventions in co-operation with government departments were very successful. This is not because of government, but because the intervention had a technology focus, not a poverty focus.

DATA COLLECTION FOR THE IAF

We didn't talk to people as individuals, but as members of groups – of traders, officials etc. We had a general idea of the sets of people we would talk to, but nothing was pre-determined.

When we visited a project location, we wanted to talk to everyone concerned with the project activity. We would classify them into subgroups based on levels of affluence, ~sources of livelihood, fishing practices. There were both big and small groups. Once groups were formed, we went ahead with interviews. In Colombo, we invited fish traders from St. John's Market. and divided them into cycle traders and motorcycle traders.

Our discussions were informal and chatty. We cross-checked information obtained from one group with another, re-checked it subsequently through personal observation.

Take fish prices for example. We would seek information from different groups, compare the data, also observe transactions at the marketplace, recheck these with an NGO. All independently. We would also test it against logic. It would be illogical if it turned out that money-lenders charged a higher interest for secured loans than for unsecured loans. Hard figures in the report were always checked.

There was a series of impromptu workshops at the field level – before, during and after our interviews.

WEAKNESSES & LESSONS FOR THE FUTURE:

The indicators developed by the project are not broad enough, do not reflect the diversity of field activities or situations.

The project presently follows a multi-focal approach. It's important to synergize the various components – women issues, caste/community, poverty focus, technology, marketing issues, community organization issues, credit & savings, linkages.

Example: In the mobile fish trader project in Sri Lanka, the beneficiaries of the project are the fairly well-to-do, not the poor. This is okay if the project has made a conscious decision that this particular activity has no poverty focus.

In many project activities, the object seems to have been technology promotion per se, rather than technology calculated to improve the incomes of target population, the poor.

Example: ice boxes. The project has developed several good ice boxes. Manufacturers are willing to make them. Demand exists. A market has been created.

But the people who are taking up the ice boxes are not the poor. Because the poor do not handle quantities of fish large enough to need an ice box, or do not own fishing craft. So, though you have made a successful intervention by developing and promoting ice boxes, you have not advanced the project's purpose level.

Ice box user in Pallam, Andhra Pradesh.



Again, the project should be clear that this activity will improve technology and incomes, but will not have an anti-poverty focus.

if you are particular about a poverty-focus, you must be more pro-active in ensuring that the technologies you select and implement achieve such a focus. Where the project follows a broad-spectrum approach, the poverty focus seems right.

Synergy is also needed between credit, savings and marketing issues: It is possible to improve market linkages without addressing credit which the poor need. The activities in Bangladesh showed that it's possible to improve the incomes of fishing communities through non-fishery activities. They started with savings. The end-result has been closer to the project's purpose in Bangladesh than in India or Sri Lanka.

“A project must distinguish between tried and proven applications and trail-blazing applications.”

Interestingly, there seems to be a perception among project staff that Bangladesh is a deviant because there is no post-harvest technology activity there. But the project purpose is actually closer to achievement in Bangladesh than in India or Sri Lanka. This perception I mentioned perhaps reflects a lack of clarity among project staff.

However, I can even see the work in Bangladesh as a healthy sign of a willingness on the part of the project to try out different approaches and methods.

The projects in India, Bangladesh and Sri Lanka seem to reflect different philosophies. In fact the directions project activities take seem to depend heavily on how the local staff everywhere interpret their mandate.

THE DEVELOPMENT PROCESS:

Development projects are process-oriented. There is a period in the life of projects when they are in a state of ambiguity, when the outputs, purposes, even the goals, undergo change. Or pressures to change are heavy. The population at the grassroots level, the



A close-up of fish drying racks.

community, the NGO, the project and the donor are not at sync.

It is possible for a project to go on forever in this phase of ambiguity. Some NGOs do. But if a project doesn't acquire a new direction in about 3-5 years, its usefulness may be in question. Let's get back to the shipping analogy. When Columbus set out on his voyage of discovery, he and his colleagues didn't know where they were going. But if 40 years later they were still discovering, there was something wrong with the voyage. The exploration must lead to a relevant trade route being established.

This is true for projects as well. They need not re-invent the wheel. Once lessons have been learnt, sub-projects could be started with specific processes and ends.

A project must distinguish between tried and proven applications and trail-blazing applications. Ways to monitor and manage and plan the two types of activities must be different.

So far the PHFP has been in that experimental or trial-blazing phase. Now there's potential to take up activities with a more structured approach.

IF THE IAS WERE TO BE REDONE, HOW WOULD YOU RECOMMEND REDOING IT?

My broad approach would be the same. Because of the way the project is rather than because other approaches are not possible.

I would seek greater clarity in the logframe, develop more and better qualitative and quantitative indicators, and allow for diversity in project locations rather than use the same logframe for all.

I would revise the IAS terms of reference to include an analysis of the project's strengths and weaknesses, in terms of strategy, management and monitoring.

I would also look at the kind of balance that exists between input and impact.

I would strive for clearer attributability of change to project work.

I would look for the best practices and processes desirable for achieving certain results.

Very importantly, I would look at the kind of partners the organization is working with.

A couple of key issues the project should address:

- Clear statement about the target population
- Select partners with great care.
- Revise logframe.

Almost all project cycles comprise good and bad experiences. But what will serve the project well is a capacity to absorb lessons. Even failures are not negative experiences so long as a project doesn't stumble on the same hurdles in future.

PROJECT IN ACTION : PHOTO FEATURE

The DFID-PHFP has operated at 60 locations in India, Bangladesh and Sri Lanka. Here are glimpses into the project's activities – they relate to post-harvest technologies as well as community mobilization, credit etc.

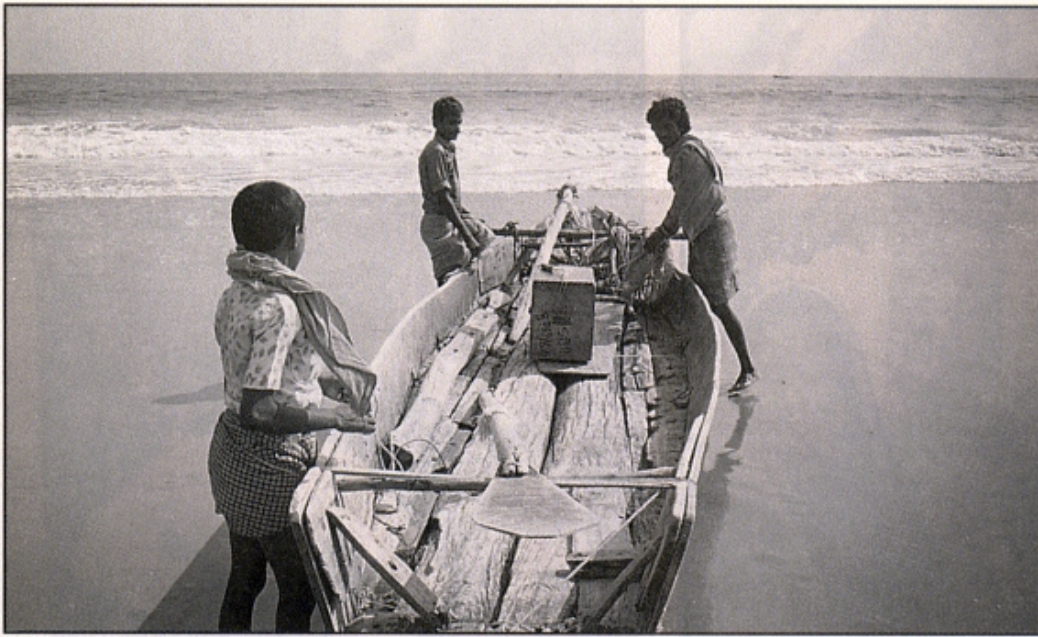
1. *A women's group meeting in Veilakoil, Tamil Nadu, in co-operation with project partner ROSA.*
2. *This group of women at Alikuppam near Chennai discusses savings and credit.*
- 3 & 4. *In Bangladesh, the project carried out many activities to strengthen NGOs and their capacity to undertake income-generation activities.*
5. *Fish smoking bin in Andhra Pradesh.*
6. *Weaving, an alternative income-generation activity in Bangladesh.*





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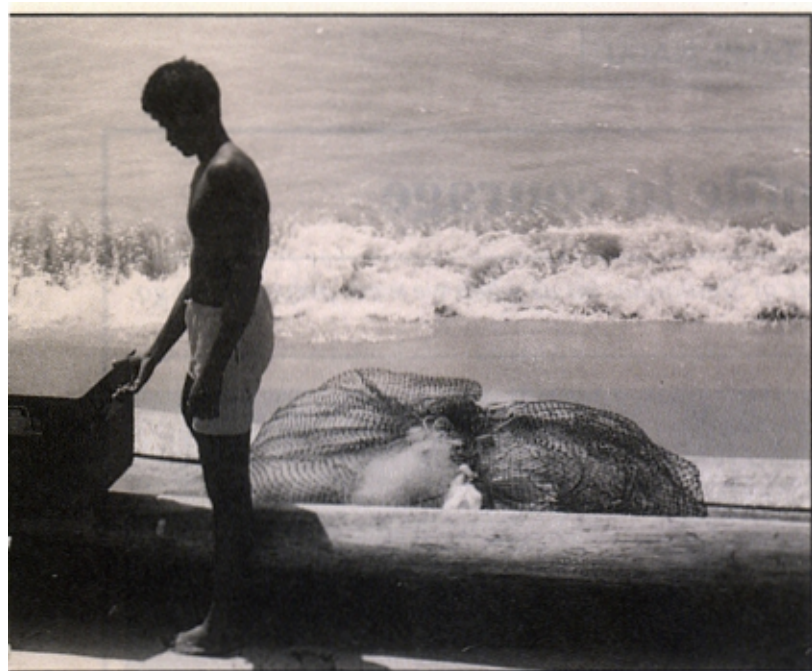
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7. An ice box being used on a traditional teppa in Andhra Pradesh.

8. An ice box being tried out on a catamaran by fishermen near Ennore, Tamil Nadu.

9. Cycle trader at St. John's Market in Colombo loads fish for sale on to his ice box.

10. Training Officer C Mohana with women at a village near Chennai.

11. Women's group member at Chinnakuppam, Tamil Nadu, gets a loan.

12. Cycle trader in Colombo prepares to ice his box.

13. Project staffer B. Gomati interacts with ROSA chief Veronica.

14. Women fish vendors at Periakuppam use tricycle for fish vending trip.



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J. Lucas: A profile in courage

The devastating news of the death of J. Lucas, founder of Santhidan, hit us when we were preparing to go to press with this issue. Here is a brief tribute.

On the night of July 9, 1997, a motorcyclist in Nagercoil dashed against a speed-breaker, got knocked out of his vehicle and sustained serious injuries. He was admitted in a coma to the Jayasekaran Hospital in the city.

The news was quick to spread, and numbed Kanyakumari fisherfolk communities with shock. Reason: the accident victim was J. Lucas, seminal figure in fisherfolk development and founder of Santhidan. Fisherfolk from all over the district streamed into the hospital. Their anguished faces bore eloquent testimony to what Santhidan and Lucas meant to them.

But their prayers were of little avail. Lucas never recovered from the coma, and breathed his last on July 28. Project field manager Duncan King and economist George Mathew attended the funeral at Lucas's home town of Manakkudy near Nagercoil.

Many thousand people attended the funeral, honouring a true **VIP of the masses**. SIFFS (South Indian Federation of Fishermen Societies), which Lucas had helped to create, was present in strength. Traffic was snarled despite loudspeakers and police efforts at crowd control.

There were many emotional moments at the funeral. Some wept uncontrollably, as grief mingled with apprehension about the future. Said an elderly woman: **"For a man who wiped the tears of a thousand widows, who is there to wipe the tears of his widow?"**

Santhidan aimed at making women confident and self-reliant and financially secure. Through its many activities – savings, self-help, post-harvest technologies – it infused women with hope, confidence, skills and better earning capability.



In the volatile Kanyakumari district. Santhidan represents a triumph of courage and commitment, an exemplar of people's participation.

"The pride of the women members in Santhidan manifests itself in many ways," says Meera Sundararajan of the DFID-PHFP's socio-economic unit. "On the anniversary of their particular Sangam, members wear similar sarees. The various Sangams vie with each other for top performance - in savings, loans, technologies adopted. Santhidan women are aware, active, assertive. They have learned to fight injustice and inequity."

Santhidan was the DFID-PHFP's first partner NGO. During the late '80s, when the project was still young, Lucas suggested a better fish container for petty fish traders. After many field trials, the project came up with an aluminium

container. The Tamil Nadu Government promoted it through a subsidy.

Over the years, Santhidan enabled the project to field-test and refine its technologies – fish containers, drying racks, ice boxes.

All PHFP staffers have their favourite Lucas memories and anecdotes.

Favourite Lucas Anecdotes

C. Mohana, training officer: "Lucas was a simple, humble man totally alien to ostentation. On one occasion, Lucas made anxious enquiries about reservation on the Kanyakumari Express for a trip to Poona." "Why don't you fly?" some one suggested. "I must consider that" he said. But he never did.

"Lucas regarded flying as an extravagance. In the same spirit, Santhidan always functioned from rented premises, never built its own office.

“Such was Lucas’s honesty that no member of his family could touch the Santhidan camera or tape recorder. It was meant strictly for official use.

“We once talked to Lucas about greater transparency in accounts. That upset him initially. He said: ‘When almost every member of a Sangam wants a loan, how can we manage that? Funds have to flow in from another Sangam. People may not understand intra-Sangam cash flow. How can that be explained?’”

“But despite these misgivings, Lucas took the suggestion for transparency seriously and tried to implement it. He had an open mind.”

“Lucas was a good administrator but no paper-pusher. He was genuinely happy only in the field. He knew every Sangam member by name. And he commanded the trust, loyalty and affection of every one of them.”

Meera Sundararajan, Officer Socio-Economic Unit: “Lucas was the head

of Santhidan, but never behaved like one. Nor did Sangam members regard him with fear. The older members of Santhidan looked upon him as a son or nephew, some one they should indulge. The younger ones spoke to him freely, frankly, without inhibition. I remember one occasion when a few women taunted him playfully: ‘Have you at last found the time to come to our meeting? When were you supposed to come?’”

George Mathew, Officer, Socio-Economic Unit: “Santhidan is our project’s star NGO. One reason is its dynamic animators. They perform wonders with limited resources. They take up the cudgels against injustice on any issue —transport facilities, water supply, liquor misbehaviour. The organizational skills of Santhidan, Lucas in particular, made sure that the animators delivered.

“Lucas perhaps owed his acumen in part to the KDFS, the Kanyakumari District Fishermen Sangams Federation, to

which he belonged earlier. He was trained in organization by people of the calibre of Fr Pierre Gillet, and that showed.”

“Lucas was an organic intellectual. He could conceptualize and concretize a local problem and work out a solution. He had to contend with vested interests, such as the large-scale traders. That never deterred him.

“Lucas will be very hard to replace. Not just for his work with Santhidan. His knowledge and experience with fishing communities will be sorely missed.”

Lucas is survived by his wife and two teenage children. And the large Santhidan family. They may derive solace and inspiration from the life of a person of extraordinary inner strength, courage and rectitude.

S.R.M.

Santhidan – A People’s Organization

by Meera Sundararajan

Santhidan’s activities are of three types: institution-building; training to strengthen knowledge, impart skills and change attitudes; and extension of post-harvest technology.

Institution building: Santhidan has more than 30 “sangams” or associations. Membership in each ranges from 30 to 200. The Sangams cater to all village women, but there is a definite bias towards petty fish traders. More than 3000 petty fish traders belong to the Santhidan sangams.

Savings and credit form an important part of Sangam activities. The savings help finance loans. When the total demand for loans in a particular sangam exceeds the savings, intra-sangam movement of funds is undertaken. Last year, the total savings were of the order of about Rs 128, 805; nearly four times that amount, Rs 638,000 was loaned out. Rs 657,735 was returned by way of outstanding loans.

These figures seem impressive for an organization of small-scale fisherwomen. But Santhidan does not think so. Its report says that savings for the period were rather low.

Self-help is the key to Sangam activities. Today if these villages are well connected by public transport and enjoy the benefits of power and water supply, it is because the women have confronted the bureaucracy in their own way, often resorting to demonstration and direct action.

Training: A resource team of about 20 women, who are very good trainers, administer Santhidan’s training component. Some of them have undergone training at CIFT, the Central Institute of Fisheries Technology, Cochin. Santhidan has further refined their training skills with training programmes on subjects ranging from fish handling to street theatre.

Training needs are periodically assessed, and the training skills are being constantly upgraded. During the last three years, training programmes have been conducted on group discussion, fishpickle making, fish handling, gender sensitisation, street theatre, communication skills, etc.

Post-Harvest Activities: One team at Santhidan focuses on post-harvest activities. Most of these relate to use

of ice and rack-dried fish products, with technical assistance often provided by DFID-PHFP.

Santhidan determined that icing of fish would make a significant difference to the incomes of petty fish traders who had very little bargaining power when it came to selling their products. Some 100-litre ice boxes were pilot-tested with petty fish traders in six villages, and data systematically collected.

Another activity undertaken by Santhidan is production of rack-dried fish products. The proximity of the Kerala market is a distinct advantage as it offers scope for higher prices for better-quality products. The end of 1996 saw a production of dried fish ranging from 1.5 to 2 tonnes.

The success of Santhidan lies in its total rapport with its communities; there’s a symbiotic relationship between the two. Every management decision is discussed at length at the village level. No decision is above question or scrutiny. Questions are indeed asked, and they are dealt with seriously. Santhidan is truly a people’s organization.

Department of Fisheries, Andhra Pradesh

A supportive partner in development

by Venkatesh Salagrama

Andhra Pradesh was the first state government in the Bay of Bengal region to incorporate post-harvest fisheries into its action plans on the advice of the DFID Post-Harvest Fisheries Project.

The Department of Fisheries in AP assisted the project in identifying study sites, provided staff support for conducting pilot studies, made available staff and infrastructure facilities. By promoting the technologies developed by the project in the state, the DOF helped the project reach fisherfolk all along the coast.

“We owe a great deal to the vigorous co-operation of the Department of Fisheries for the excellent impact of our activities in Andhra Pradesh” says Project Field Manager Duncan King.

Highlights of the Department's co-operation with the project:

Introduction of 200 kg fibreglass *ice boxes* on board large-mesh gillnetters was the project's first activity (1988). The DOF provided staff support for the ice box trials. Introduction of ice boxes was included in the action plans of the APFCF (Andhra Pradesh Fisheries Cooperatives Federation). Two hundred ice boxes were constructed and distributed to fisherfolk at 33% subsidy. The government later made the boxes available on credit in response to fisherfolk's request.

Development of ice boxes of different sizes for different purposes (Ongoing from 1992): The DOF

helped the project conduct trials with 100 litre, 35 litre and 150 litre ice boxes for use on medium-sized navas and catamarans and by peuy fish traders respectively. These ice boxes were included in the action plans of the District Rural Development Agency (DRDA) which provided them to fishermen at 33% subsidy.

Pilot studies with improved smoking bins (1994-96): The DOF provided the project with a field assistant for the studies. The Department later liaised with the district administration, and a large number of smoking bins were provided to fisherfolk in the area through credit and a subsidy provided by the Backward Classes Corporation and the DRDA respectively.

Project planning and management workshop for NGOs held in Kakinada. with assistance from the DOE



Spreading the post-harvest message

The DFID-PHFP brings out a Newsletter, illustrated leaflets and information bulletins. It has also produced video films. All these have proved effective in communicating with target audiences.

The Newsletter, *PHF News*, began publication in January 1995. What you have on your hand is the 11th issue. It is now a regular quarterly. *PHF News* is meant not merely to provide information but also serve as a forum for debate and discussion.

Eight **Information** Bulletins have been brought out so far. The first five deal with "Post-Harvest Overviews" in India, Tamil Nadu, Andhra Pradesh, Orissa and West Bengal respectively. "Credit availability for marine artisanal fisherfolk (Andhra Pradesh and Orissa)" is No. 6. "A study of marketing practices and channels for traditionally processed fish products (Andhra Pradesh and Orissa)" is No. 7. "Sustainable income-enhancement programme for small-scale fishing communities in Bangladesh" is No. 8.

The Newsletter and the information bulletins are distributed to individuals

and institutions who plan or design interventions in artisanal fisheries.

The leaflets mainly deal with technology extension, and contain simple text and sketches. They are available not merely in English but also in Tamil, Telugu, Oriya, Bengali and Malayalam. They are widely



distributed in the field. More than 100,000 such leaflets have been distributed at meetings with artisanal fishing communities, also at seminars and workshops. The leaflets published so far are

1. How to make high-quality dried anchovies.
2. A new and better fish marketing container.
3. How to use ice box on Navas.
4. Insulated fish boxes: types, specifications and usage.
5. Permanent ice box: construction specifications.
6. Improved credit system for a better quality of life.
7. Ice boxes add value to your fish catch.
8. Use of ice boxes for cycle traders.

Video films

Three video films have been produced so far – "Use of ice aboard fishing boats of Andhra Pradesh", "Good fish, good price", and "Anchovy drying in South India". They are available in English, Tamil and Telugu.

- *Project planning and management workshop.* The DOF provided generous assistance for a two-week project planning and management workshop meant for executives of fisherfolk NGOs (Mar-April 1994). The Department provided vehicles, premises for demonstrations, resource persons and other infrastructure facilities.
- *Training on post-harvest fisheries activities (Ongoing from 1995):* Trainees from the Fisheries Training Institutes are brought to the project's regional office in Kakinada for training in post-harvest fisheries. Also trained by the project are Fisheries Extension Officers from coastal districts. These officers later undertake post-harvest related extension work in their areas.
- *Awareness programme on value-added fish and fishery products.* The Department promoted this programme, held in Hyderabad in August 1996, in a big way, with technical assistance from the project. No effort was spared by the DOE. It took out advertisements in newspapers, printed and distributed handbills in large numbers, put up banners and ensured the highest possible public exposure for the event.
- *Exposure visits from other states (Ongoing from 1995):* The DOF assists the project in conducting exposure visits in post-harvest fisheries for NGOs, government departments and fisherfolk organisations from other states.
- Some other areas of project work where the DOF has assisted substantially:
 - Development of linkages between agencies (NGOs, banks, DOF)
 - Developing marketing linkages to facilitate higher sales and better prices for fisherfolk for their products
 - Inclusion of post-harvest related programmes in a big way in the Ninth Five-Year Plan of Andhra Pradesh.
 - Special proposals to the Ministry of Food Processing for financial support to fund small-scale enterprises
 - Providing assistance to women petty fish traders through the DRDA-sponsored DWCR programme.
 - Proposals for the DOF to construct its own in-board ice boxes.

Bangladesh NGO helps fishing community with credit and training programmes

GUP, an NGO of Bangladesh, stands for Gorino Unnayam Prochesta. Set up in 1973, it operates in nine thanas of Madaripur, Gopalganj, Shariatpur and Chittagong districts.

GUP works with agrarian and fishing communities. Many of the men in GUP project areas are bonded fishing labourers. A few women engage in fish trading, poultry rearing, agricultural share cropping and aquaculture. GUP's activities cover a wide spectrum - adult education, agriculture and fisheries, health care, disaster and emergency services, training, amelioration of women and child care.

The fishing communities assisted by GUP are usually very poor, with few options other than fishing. Men in the community are out at sea during the entire fishing season, which lasts eight to 10 months a year.

GUP is one of the seven NGOs strengthened by the DFID's post-harvest

fisheries project during the latter's July 1993-July 1995 intervention. (See the Project's Information Bulletin No.8, "Sustainable Income-Enhancement Programme for Small-Scale Fishing Communities in Bangladesh") The purpose of the intervention was to train NGOs and strengthen their capacity to undertake income-generation activities.

As part of the project-assisted activity, GUP helped form groups of women and assisted them with savings schemes, as well as better access to credit and training for both awareness-raising and income-generation.

At Banskhalī in Chittagong district, GUP formed 12 female set bagnet community groups with a total of 196 members during the period July 1993-July 1995. All members were from the traditional Hindu fishing community. The groups lived in remote areas that can be accessed only by the tricycles and bicycles on *kuccha* roads. They met once a week, deposited savings and repaid

loan instalments. The average attendance at weekly meetings was 95%.

The 12 groups generated more than Tk 72,000 through weekly savings by November 1995. These were deposited in a bank. Loans worth more than Tk 250,000 were provided to 113 members through a revolving fund.

The training activities of GUP were quite impressive. It was supposed to train 32 persons till November 1995, but training was actually imparted to nearly 20 times that number: 624 people. The training related to 10 areas - accounting and record-keeping; post-harvest technology; poultry and duck rearing; vegetable cultivation; consciousness-raising; leadership development; fish trading; aquaculture; disaster management; and tubewell maintenance.

GUP also implemented a variety of social and environmental programmes. All members of its 12 groups received education under the GUP's adult literacy programme, while 111 members benefited from health education.

GUP members are very enthusiastic about their organization. They say GUP's credit support has freed them from the exploitative grip of money-lenders. It has helped them save. Thanks to its many training programmes, group members are now better aware about health and hygiene, and more knowledgeable about fish trading and post-harvest technology.

"The GUP has enabled the project to reach out and help a very poor and vulnerable fisherfolk community," says Abul Kashem of the project's Bangladesh office.

GUP group member sells fish in the local market at Banskhalī, Chittagong.



PROJECT IMPACT ON FISHERFOLK



Sita in action with her fish smoking bin.

Sita: Fish Smoking Processor, Andhra Pradesh

She carefully opens the doors of the smoking bin, removes trays one after the other, places them on the floor, sorts the fish and systematically puts the trays back in reverse order. You wouldn't guess that Sita is an invalid: she contracted polio at birth.

Sita was born in Pora village, where medical facilities were rudimentary. One of six children (one boy and five girls), she could not get married because of her disability. Her father was a fisherman, fishing in the Godavari

estuaries, but is now too old to fish. The son continues to work aboard a nava as a deck-hand.

Sita picked up the art of fish smoking from her mother, who in turn had learnt it from observing others. "That stood me in good stead" says Sita. With the father growing old and in no position to earn, with others having got married and left the house, Sita had to find a means to survive, and fish smoking was an automatic choice.

About 15 years ago Sita moved to Uppalanka near Kakinada where, according to her, fish catches were better and markets closer. A sister deserted by her husband joined the enterprise, taking care of marketing. It was a good combination: the disabled Sita taking care of processing, the more vocal and market-savvy Veeraveni looking after marketing. Veeraveni's two daughters helped Sita to procure and process the fish and shrimp. Another of Sita's sisters died, leaving two children behind, and Sita took up the responsibility of bringing them up.

When the PHFP started trials with a new smoking bin at Ramanapalem, a village 15 km away, Sita was one of the first to visit the place. She was impressed at once. "Being an invalid, I am more aware of the problems in the smoking process than others are. The new bin seemed to answer several problems at once." She was particularly impressed by the fact that the bin allowed her to stay out of the smoke-house. "Imagine sitting in a smoke-filled hut for nearly 14 hours a day", she says. "Others could at least go out after every few minutes to take a fresh breath of air, for me it was difficult to go out as often". She suffered chest-related problems quite often. The bin, however, resolved the problem automatically, besides reducing fuel cost, smoking duration, etc.

In 1995, when the Government of Andhra Pradesh started giving out the smoking bins on the basis of credit and subsidy, Sita did not find herself on the list of "beneficiaries", because after 15 years she was still considered a migrant to Uppalanka. She met all the government people who visited the area and requested them for a smoking bin. At the project's intervention, she was at last included in the list and given a bin. Other processors in the neighbourhood then asked for bins too. Sita presented a memorandum through the project to the officers concerned. Everyone in the village got a bin.

Sita, along with a few more energetic women, asked the project for assistance in starting a women's group in the

village. This group was registered and includes all the fish-smokers in the area.

"The more immediate need for a women's group arose from the recent cyclone in the area", she says. "If we have one enemy, it is Nature. It can wipe out hard-earned savings in one sweep. And cyclones wipe out entire families". During the last cyclone, her new smoking bin was damaged as were many other bins. This cost her a fortune

— without a smoking bin, she could not take advantage of the glut landings that occurred soon after. Getting the smoking bin repaired and working was a hassle. But the group she helped form was better able to deal with this situation than she as an individual.

As for the future, Sita is optimistic. "Things are looking up again. Fishing is bound to be good this year. Smoked fish prices are soaring, new traders

come sometimes all the way from Hyderabad". And the bin? The bin came at a time when fish smoking itself was being limited to a few processors and small quantities. By concentrating attention again on smoked fish, it has given the activity a new lease of life. Take Uppalanka. Until two years ago, there were three processors. Now we are eight. And we are growing".

- VENKATESH SALAGRAMA

PROJECT IMPACT ON FISHERFOLK

Pantadi China Nookaraju: Nava Fisherman, Uppalanka

Pantadi China Nookaraju is a part-time aquaculturist, part-time fish trader and part-time shrimp seed collector. He is also regarded as a village elder though he's only 35 years old. "But, I am a fisherman first and last", he asserts. He owns a nava.

Nookaraju has a 24' wooden plank-built 'nava' and along with his brothers and other relatives, fishes in the Kakinada Bay area on the central Andhra coast. The major varieties targeted are shrimp, crabs and mullets. Being the area where the river Godavari meets the sea, this is a very fertile fishing ground, with the good fishing season lasting up to 8-10 months in a year, the only non-fishing period being when the river is in spate.

But Nookaraju had a problem. While shrimp being landed in nearby Kakinada fetched very good prices, his catches barely managed half that price. The reason: the fish and shrimp he caught during extended fishing trips lacked freshness. The craft being non-mechanized (the muddy, shallow waters do not permit mechanization), catches could not be brought back immediately on capture. Moreover, during peak seasons, it was often un-economical to return to base every so often to empty the catches. He tried carrying ice on

board, covered in paddy husk, with little success.

When the ODA Post-Harvest Fisheries Project demonstrated a new 250-litre FRP ice box for carrying on board during mid-1990, he was intrigued. But the box was big for his craft and the price rather high. But it set him thinking. He got a wooden ice box made locally, suitable for carrying aboard 24-footers.

But this could hold ice only up to 18 hours. If his craft was in the sea more than 18 hours, the fish got spoiled. Further, the box had a short life-span — one year, or a year-and-a-half, and needed repairs. Another problem: the wooden box was heavy.

Nookaraju then approached the ODA-PHFP and asked for improved quality ice boxes. The project conducted trials with ice boxes of four different makes - HDPE, FRP, galvanised, iron and wood. It was unanimously agreed that the HDPE ice boxes of 100 kg capacity fitted the bill. Nookaraju and friends, around 20, wanted immediately to buy the boxes, but were deterred by its cost: Rs.3,000.

Nava fisherman Nookaraju from Uppalanka with his ice box.



For the next one-and-a-half years, Nookaraju struggled to get a bank loan. The village's record of un-repaid loans discouraged bankers. "We never had anything to do with banks and government agencies. It was always a few bigwigs in the village who enjoyed their benefits. It is they who defaulted on loans", Nookaraju complains.

Nookaraju then hit upon an ingenious idea. He approached the local ice-box dealer through the DFID-PHFP. He proposed that the dealer, on the basis of a surety provided by the DFID-PHFP, should provide 10 boxes on credit to Nookaraju and his associates. The cost of the box would be paid back in nine easy instalments.

The dealer agreed. Nookaraju and friends then took the boxes and started using them on board. This made a big difference to their earnings. Nookaraju got all 10 fishermen to pay back the cost of the box within six instalments.

The dealer provided 10 more boxes under the same arrangement, but this time without any surety from the project. Again the cost of the boxes was paid back in six instalments. "We had all along been saying that we were not going to default, but nobody believed us", Nookaraju says.

The DFID-PHFP and the Department of Fisheries then got the district administration to include 200 ice boxes for providing to fishermen on the basis

of credit and subsidy. When the plan was implemented, fishermen from Uppalanka were at the forefront, taking as many as 110 boxes, making a down payment of Rs.1,000.

And sure enough, Nookaraju was there too, looking on with a paternal pride, ensuring that everyone in the village not only got hold of the boxes, but the best of the lot too.

"Now when I see the boxes being carried around everywhere, I cannot help feeling that this was the outcome of a lot of hard work put in by me and my associates", he says.

- VENKATESH SALAGRAMA

“DFID” replaces “ODA”

The ODA or Overseas Development Administration has passed into history. It was replaced by DFID. The Department for International Development, after a new Government headed by Mr Tony Blair assumed office in the UK.

The upgrading of "administration" into a full-fledged department to be headed by a Secretary of State, reflects the priority given to international aid and development by the new Government.

Ms Clare Short, the Secretary of State who heads DFID, spoke about the role and functions of the DFID at the School of Oriental and African Studies, University of London, on 28 May 1997. Excerpts from her speech:

"Development thinking has made great advances. I am very impressed by the approach outlined in the report of the Development Assistance Committee (DAC) of the OECD. The Report proposes measurable targets including a halving of world poverty by 2015. It suggests that developing countries, international financial institutions and donor

countries agree on openly prepared partnership plans for meeting these targets... Progress in meeting specific targets such as universal access to primary education, primary health care, clean water and other fundamentals essential to human development would be monitored year on year. We would all learn from success or failure, but within a framework that makes the elimination of poverty its central objective.

In this way, we can agree to begin the process of eliminating object poverty from the globe. If it can be halved by 2015, it can be eliminated in the foreseeable future.

"I am currently reviewing the whole of our aid programme in order that we can give a stronger focus to achieving measurable results in poverty reduction. This Government is committed to social justice. It is hard to imagine anything more unjust than that poverty should persist in the world on the scale it does with 1.3 billion people, or over 20% of the world population, living on the equivalent of less than \$1 per day. And we can help to change that. Part of the strategy for doing so will require substantial resource transfers to

the poorest developing countries for some time to come. But my aim is that we should eliminate aid and I hope that within 25-30 years both the aid programme and my Department will be closed down because our basic task has been accomplished.

The effectiveness of what we are able to do through the aid programme depends not just on the size of our spend but crucially on the policies and attitudes of developing country governments. Our role is to support – and complement – and not to do so in such a way as to suggest that we have all the answers. We, too, can and must learn from the development process. We must share the lessons we learn and this must be a two-way process.

"The DFID has an important role to play in promoting greater cohesion between the interests of people in Britain and in the developing countries. There are many areas of common concern. Perhaps the most obvious is the environment. We will do all we can to help developing countries fulfil their international commitments as well as fulfill our own. It is in our interest, as well as theirs, that we should do so."

B D Dharmasena, mobile fish trader, Sri Lanka: ‘People now call me Uncle’



Twenty six years ago, B D Dharmasena quit a Rs 100- per- month job, and used an old bicycle and a wooden “Sunlight” box to transport and sell fish.

Today he puts the fish he buys at St. John’s market, Colombo, into a fibreglass ice box (developed by the DFID-PHF project and made at Blue Star Marine). He takes the fish boxes to his clutch of customers on a motor-cycle.

Dharmasena’s lifestyle has made progress too: he owns a 3-bedroom house with cement flooring, and equipped with furniture, radio and television. He is the secretary of the St. John’s Market Cycle Traders Association.

Dharmasena, 52, makes an average daily profit of SRL Rs. 250 to Rs. 350. At times, the figure touches Rs. 500. He needs to invest about Rs 2500 to Rs. 3000 daily. With his income he has managed to educate five children up to the school level. The eldest, a daughter, is married: his four sons are all employed.

Comparing the three ice boxes he has used so far as trader, Dharmasena says the first one was made of cheap-quality timber and smelled foul. Customers thought the stink was from rotting fish. A metal box he bought later was better, but the ice melted very fast. The fish surface dried quickly -- it looked like dried rather than fresh fish. On account of metal heating, the fish spoiled fast -- it had to be disposed of quickly.

The fibreglass box made available by DFID-PHF is attractive, can be easily cleaned. Ice melts slowly, fish quality is retained longer. The box can be closed firmly to keep off flies. “My sales have gone up after use of this box - customers are confident of the quality of my fish,” says Dharmasena.

Fish trading provides Dharmasena with his sole source of income. After meeting all expenses, he is able to deposit Rs 300 to Rs 400 every month into a savings account at People’s Bank, and Rs 1000 into a chit fund.

Cycle Traders’ Society

The ice box apart, Dharmasena talks with some feeling about the cycle traders’ society set up at the initiative of the project and INASIA. “We were a scattered lot of people... We came to St. John’s Market at dawn, bought fish and dispersed in different directions in no time. Now we have a society of our own, we have an identity of our own.”

“Earlier, we did not know how to address a meeting, write up accounts, discuss our problems with a government official or even deposit money in a bank. The society has changed all this. We can manage our own affairs, obtain bank loans.”

“When I started life as a fish trader,” Dharmasena says, “people considered us as illiterate and backward. Perhaps our coarse appearance and unrefined behaviour was responsible for this. Nowadays people call me uncle, they even regard me as a mudalali!”

- CHANDRA SILVA

Sujit Lalsari, St. John's Market, Colombo: "You can't see maggots in my fish box"



Sujit Lalsari was 23 years old on August 26, 1994. He made a bold decision on that day. Not satisfied with his lot as labourer in a garment factory, he became a cycle fish trader, operating from St. John's Fish Market, Colombo. Sujit paid up nearly Rs 24000 as first instalment for a motor cycle; to raise working capital and buy fish, he used up his savings, borrowed some money and mortgaged jewelry.

Sujit hasn't looked back since. Today he earns an average of Rs 350 to Rs 600 per day – on occasion it goes up to Rs. 750 a day. This happens when there is a glut of fish and prices drop. He then buys fish in large volumes and makes a decent profit. The low cost price enables higher mark-up of sale price.

"I buy 25 to 30 kg of fish every day – the main varieties are seer, trevally, tuna, marlin, squid, prawns mullet, mackerel, herrings, sardines. I then ride 10 to 15

miles on my motor cycle to reach clients on a regular route", says Sujit.

During his initial days as fish trader, Sujit used a metal fish box. This caused problems – ice melted fast, fish was getting baked in it. It smelled foul and looked like dried fish. He then switched to the fish box developed by the project. It looks attractive, preserves fish well, customers have a distinct preference for fish packed in it.

"I definitely earn more after I have started using this ice box" says Sujit. "Clients do not grumble about paying a little more for higher-quality fish. But they mischievously give me nicknames like 'ginna' and 'Cargills'." 'Ginna' is a reference to fire; Sujit's prices are supposed to be red-hot! Cargills, again, is a pricy upmarket department store, and Sujit is supposed to be high-priced, like Cargills!

"It doesn't bother me," Sujit says. "I tell them – look at my box, which is neat

and majestic, like an upmarket department store. You can't see maggots or flies in my fish box. The box is costly, and I pay more for high-quality fish."

"My slogan is: Cheap things are no good. Good stuff doesn't come cheap," Sujit exclaims.

Sujit perceives a dramatic change in his own lifestyle. Earlier, he could save only about Rs 23,000 over a period of five years. Today he has Rs 60,000 in the bank. The rented house he lives in is well appointed. He intends going in for his own home with a bank loan.

Sujit is one of the most active members of the cycle trader association. "I have gained a lot from it," he says. He feels impelled to help out other members so that they too can benefit from the association.

- CHANDRA SILVA



News Round-Up

Aluminium containers for Tamil Nadu fisherwomen

7500 aluminium containers at a total cost of Rs.8.25 lakhs would be made available to fisherwomen at 50% subsidy, announced Ms Jennifer Chandran, Fisheries Minister of Tamil Nadu.

She also told the Tamil Nadu Legislative Assembly on April 11, 1997, that Rs. 1.75 million had been set apart for supplying motorized tricycles to 50 cooperatives of fisherwomen.

The Minister said the government proposed to make it mandatory for mechanized fishing boats in Tamil Nadu to be fitted with life-saving appliances and communication equipment. Licences would be withdrawn from those boats that did not incorporate such facilities. The Government also proposed to supply 850 walkie-talkie sets to fishermen in Chennai, 450 to fishermen in Cuddalore and 250 to those at Chinna Muttom in Kanyakumari, she said.

The Tamil Nadu Marine Fishing Regulation Act would be amended to incorporate safety provisions for fishermen, she said.

Cyclone relief in Andhra Pradesh

Funds for cyclone relief in Andhra Pradesh have been sanctioned by the

Woman fish trader with aluminium container developed by the project. The Tamil Nadu Government is making available 7500 such containers to fisherwomen at 50% subsidy.



Protest march by India's fish workers on August 15

Fish workers from all over India will stage a protest march against the Aquaculture Authority Bill on August 15, says Fr Thomas Kochery, convener of the National Fish Workers Forum.

Fr Kochery alleged that the Parliamentary Committee that toured Kerala had not sought the opinion of fish workers on the bill.

Fr Kochery said that traditional fisheries in Thailand, Philippines and Taiwan had been wiped out by industrial aquaculture.

UK's Development Co-operation Office. The funds will serve as seed capital for a revolving fund. It will be managed by the project in partnership with the Department of Fisheries, Andhra Pradesh.

ODA Post Harvest Fisheries Research Programme (ODA-PHFRP)

Research has been initiated on post-harvest losses during the monsoon season in India. A 3-member team (a fisheries biologist from the Mangalore

College of Fisheries, a sociologist and a marketing consultant from CMS, Bangalore) is to conduct field investigations in villages or sites identified earlier. The studies are currently under way.

Workshops & Training Courses

Regional Workshop on Institutional &edit: Three staffers from DFID-PHFP attended a Regional Workshop in Kuala Lumpur held jointly by the FAO, INFOFISH and APRACA, 25-30 May, 1997. They were Ms Meera Sundararajan (Socio-Economic Unit), Ms Gomati Balasubramanian (Women-in-Development Officer) and Mr Venkatesh Salagrama (Field Liaison Officer- Andhra Pradesh). The workshop highlighted the role of institutional credit in marketing high-value products.

On behalf of the project. Ms Meera Sundararajan presented a paper on "Role of women in India in value added processing and marketing of fish". Mr Venkatesh presented a paper on "Problems and prospects in production and marketing of value added fish products on the east coast of India".

As many as 35 of the 55 participants were bankers. Says Venkatesh, "Though lacking in fisheries knowledge, the bankers brought a fresh perspective to the subject and displayed a heartening commitment to finance for fisheries. The workshop highlighted the fact that countries of the region face the same kind of problems - such as credit, market linkages, market promotion etc, though they are at different stages of development. The project's learnings thus have the potential for far wider application."

- **East Coast Fisherfolk Forum (ECCF)** : Fisheries management was the theme at a meeting of the ECCF held in Chennai. The project presented a paper on "Fisheries Resource Management - Putting Post-Harvest in the Fisheries Management agenda" prepared by

Mr George Mathew. There was lively discussion on the role of post-harvest fisheries in the conservation of resources and in marketing-related problems. The need for greater regulation of the type and number of craft and gear that operate in India was emphasised. A set of recommendations prepared at the workshop is to be submitted to a high-powered committee constituted by the Tamil Nadu Government.

Twenty people took part in a one-day fisherfolk meet organized by the project's Kakinada office. Various fisherfolk groups the project is working with in Andhra Pradesh were represented. The meet discussed project activities, problems in implementation and possible solutions. An action plan was drawn up.

- Women fish smokers in Andhra Pradesh paid a visit to Jaggampeta village, where cycle traders have been organized into a cohesive credit group. The fish smokers learned about credit, the cycle traders about fish smoking technology. It is hoped that the exchange of ideas will lead to better understanding and useful project interventions.

The IAS Reports

Two reports contain the findings of the project's Impact Assessment Study, which are discussed on pages 1-29 of this issue of *PHF News* in words and pictures.



Bankers were briefed on post-harvest fisheries issues at a one-day meeting in Nagapattinam, Tamil Nadu, organized by the project. District Collector Ashok Dongre, chief guest, being garlanded by an official of NABARD.

- A one-day meeting with bankers was organized by the project at Nagapattinam, Tamil Nadu, on May 28, 1997. The object was to raise the awareness of bankers on post-harvest fisheries issues.

Mr A Natarajan, Technical Officer, explained the project's technologies and institutional structures. Some positive outcomes: The District Collector, who was present at the meeting, has promised to set aside funds available with the District Rural Development Agency (DRDA) for the promotion of ice boxes. A few of the bankers evinced keen interest in the use of drying racks. Development funding may be made available for drying racks. The meeting enabled the project's partner NGOs to set up linkages with banks.

- A workshop to discuss prospects for introducing improved post-harvest fisheries technologies in Orissa was held in Bhubaneswar in collaboration with NABARD and the DOF, Orissa. The workshop tried to bring together agencies concerned with artisanal fisheries -- such as banks, NGOs and the Directorate of Fisheries -- to discuss the potential for financing technologies such as ice boxes. Possible recovery mechanisms for loans were also discussed. The workshop drew up an action plan for promoting boxes at specific locations.

A one-day meeting was held with the St. John's Cycle Traders Association, Colombo, to discuss possible areas in which training is required before the project withdraws support. The meeting was organised by the project's NGO partner INASIA at the request of Mr Mick Blowfield of NRI.

INDIA

Fish Smoking

- The project's regional office at Kakinada is repairing the smoking bins of processors, many of which have had their trays damaged, with the help of local technicians. One problem is that the trays have to be brought to Kakinada for repairs. There are many such damaged trays in surrounding villages in need of repair. The project is co-ordinating at the moment with the technicians to get the bins repaired in the villages.
- In view of the problems with the present smoking bins, another bin made of brick and concrete is now being designed in consultation with processors. A new prototype is to be constructed in next few months.

Fish Drying:

- ARDAR, an NGO based in Vizianagaram district, Andhra Pradesh, has initiated drying rack



An "exit strategy" has been discussed for a phased withdrawal of the project's successful five-year-old activity of assistance to cyclefish traders in Sri Lanka.

activities in five villages, on the basis of a design provided by the project. About 100 racks have been erected by ARDAR, which proposes to extend this activity to 30 villages where it is active.

- The Directorate of Fisheries, Tamil Nadu, proposes to set up a number of drying racks at various locations in the state for demonstration purposes. A proposal to this effect awaits approval by the authorities concerned.
- Fish drying activities in India have suffered a setback because of a fall in catches, also because of increased use of ice by fisherfolk. A larger proportion of the fish than before goes to markets in a fresh condition. This is especially so at project locations in Tamil Nadu where linkages to markets located in Kerala are fairly strong.

Use of Ice

- **ARDAR has evinced interest** in promoting ice boxes in villages of Srikakulam district, Andhra Pradesh, to be tried out aboard catamarans.

(A needs assessment exercise showed significant post-harvest losses aboard catamarans.) The project plans to provide two boxes of different materials.

Strengthening of Links

- The project has sought to strengthen links between its partner NGOs and government agencies, especially the DRDA. NGOs are being motivated to put together proposals to DRDA for obtaining funds for artisanal fishing communities. As a result of these efforts, the NGO Santhidan, based in Nagercoil, Tamil Nadu, has been able to obtain assistance for widows who are members of its village units. A few of the women have also managed to obtain individual loans from DRDA, on the basis of information provided by the NGO.

Field Guide

- A framework and field guide on "Participatory and Integrated Policy (PIP)" prepared by Mr Jock Campbell of Integrated Marine Management, UK, was given to the Director of Fisheries, Andhra

Pradesh, for his comments. The director has evinced interest in using the framework to help formulate a fisheries policy in the state. The possibility of operationalising the policy is now being examined.

- Marine fisheries officers from Orissa are to make a study tour of Andhra Pradesh. They will acquaint themselves with the scope for demonstrating post-harvest activities in Orissa and the DOF's role in implementing these activities. The project's Kakinada office will coordinate the visit.

BANGLADESH & SRI LANKA

- A cyclone hit Bangladesh project villages on 19 May 1997. Extensive damage is reported in Rakhainpara, damage at other locations is less severe.
- Mr Duncan King, Project Field Manager, met the Director of Fisheries in Bangladesh.
- Mr Mick Blowfield visited Bangladesh 6 - 23 May to review activities and prepare for a fourth phase of the project. He also visited Sri Lanka to suggest a possible exit strategy for the cycle traders activity. Discussions were held with the cycle traders and with INASIA, the project's partner NGO, on steps to facilitate withdrawal of project support.

Support of Co-operatives

- Following completion of ice box trials for 18-22 foot craft, there has been a big demand for ice boxes among cycle traders in the districts of Chilaw, Puttalam and Tangalla. The project has put up proposals for funding ice boxes to the Ministry of Fisheries and Agriculture, also to the ADB Fisheries Sector Community Development Project. Should funding become available, some 200 ice boxes may be distributed in each district.