



DEVFISH Project 2005-2009

A Fairer Slice for Pacific Peoples



Secretariat of the
Pacific Community



EUROPEAN
UNION



FFA

DEVFISH Beneficiary Countries

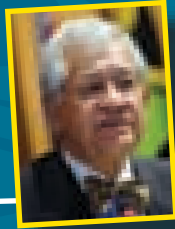


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Foreword



H.E. Wiepke van der Goot



Tuiloma Neroni Slade

The Development of Tuna Fisheries in the Pacific (DEVFISH) project is implemented by the Forum Fisheries Agency (FFA) and the Secretariat of the Pacific Community (SPC). The project commenced operations in March 2005 and is funded by the 9th European Development Fund, Pacific Regional Indicative Programme (PRIP). Using a regional approach, the Project has improved the domestic tuna industry throughout 14 Pacific Island countries and has strengthened the monitoring, control and surveillance of the Pacific's tuna fishery.

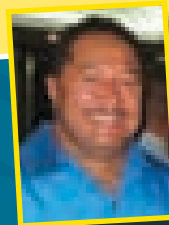
The project responds directly to the objectives of the Pacific Plan, to the aspirations of Forum leaders, and is consistent with the EU-Pacific Strategy. Over the past five years, DEVFISH has provided critical interventions in a number of important areas, including; fishery products health conditions; port management; and private sector development through the establishment of Tuna industry associations. As the project draws to a close, the experiences and lessons learnt will not be lost. We look forward to its continuation possibly under new funding initiatives.

H.E. Wiepke van der Goot, Head of Delegation, European Union
Tuiloma Neroni Slade, Secretary General, Pacific Islands Forum Secretariat

We are pleased with the success of the DEVFISH project and its contributions to enhancing the sustainable development of the Pacific's tuna resources. DEVFISH has worked with a range of stakeholders - from Pacific Island governments to the private sector and everyone in between. By adopting this approach, DEVFISH has been able to create a greater understanding of the various stakeholders' positions. This has brought about more opportunities for collaboration across the projects key areas of tuna policy, strategy, investment and development.

The work of DEVFISH to identify livelihood options for local people within the tuna industry is a credit to this project. We are happy that our agencies are working as a team to optimise the benefits this fishery provides Pacific people. DEVFISH has also enabled our agencies to build on previous pieces of work, utilise existing programmes and support other Pacific Island assistance initiatives. While DEVFISH has made contributions to the ongoing development of the sector, further assistance is required to secure a fairer slice for Pacific peoples. We look forward to working closely with our many stakeholders and supporting the Pacific to grow a sustainable and profitable tuna industry.

Su'a N.F. Tanielu, Director General, Pacific Islands Forum Fisheries Agency
Dr Jimmie Rogers, Director General, Secretariat of the Pacific Community



Su'a N.F. Tanielu



Dr Jimmie Rogers



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Introduction to DEVFISH – a fairer slice for Pacific peoples

Fisheries are an extremely important resource for Pacific Island peoples. Much of the region's nutrition, welfare, culture, recreation, government revenue and employment are derived from fisheries, especially tuna. The Pacific Ocean is one of the world's most valuable tuna fisheries and its sustainable development is crucial to the long-term economic and social wellbeing of the region. Although this is a very lucrative fishery, most Pacific Island Countries¹ are still to realise the full potential of their tuna resources.

For example, in 2008 Pacific ACP countries² caught only \$604 million USD worth of tuna within their own waters, while foreign fleets fishing in the same waters caught over \$2.05 billion USD. Additionally, less than 10% of the tuna caught locally was processed in the region, further marginalising Pacific ACP countries from potential benefits. Sadly this scenario is not new and a major challenge for the region is how to reduce poverty by generating greater prosperity through the sustainable development of domestic tuna fisheries and related processing.

To assist Pacific Islands to meet this challenge in 2005 a new regional project was funded by the European Union called DEVFISH. The purpose of DEVFISH is to increase the flow of benefits directly to Pacific Islands from their tuna resources. The key to achieving this is to increase Pacific Island owned fishing and processing operations, and increase the contributions from foreign fleets to the domestic economies of Pacific ACP Countries.

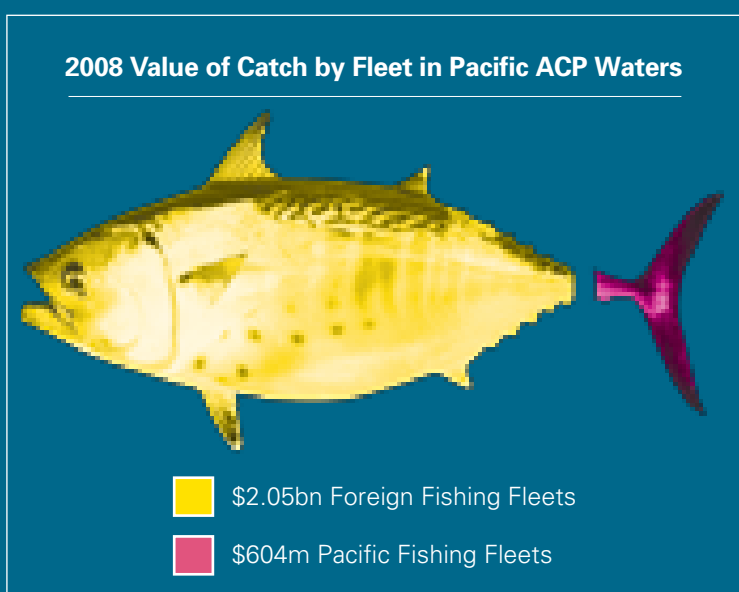
DEVFISH achieves this by working in partnership with the Pacific ACP Governments to develop an enabling policy environment and with the private sector to enhance its competitive status within the global tuna industry. By using this approach real gains to economic growth can be made which will also help improve regional stability and reduce instances of poverty.

"A phrase that describes the DEVFISH approach quite well is promoting regional thinking and national action", commented Mike Batty, formerly the DEVFISH Team Leader and now the Director of the Marine Resources Division of the Secretariat of the Pacific Community (SPC). "As a regional project, we could take the benefits of experience and regional initiatives and then work with individual countries to adapt these to their particular needs and circumstances."

As previously mentioned the DEVFISH project is generously funded by the European Union and jointly administered by the Pacific Islands Forum Fisheries Agency (FFA) and SPC under the umbrella of the Regional Authorising Office (RAO). Since DEVFISH started in September 2005, at the regional level it has provided assistance with analysis, consultation and training on shared and common aspects of tuna development. On the national level, DEVFISH supported a range of activities such as strengthening fish producers' associations and improving consultation between the private sector and Government, helping with seafood safety requirements for access to European markets and preparing national development plans. While DEVFISH has received several favourable reviews and the successful implementation of the project is a clear positive, there remains much to be done in the areas of fisheries policy and targeted private sector support.

"Looking at the bigger picture, I think the project has contributed to a change in attitudes to tuna industry development in a number of countries," believes Mike. "Now I think there is a new optimism about the opportunities for private sector development, often working with foreign investors, and a better understanding of the economic benefits that this development can bring."

This publication highlights a few of the many projects DEVFISH has either directly funded or supported in some other way. The DEVFISH team would like to take this opportunity to thank the European Union and the many people it has worked with over the years and in particular for sharing their skills, knowledge and expertise to secure – a fairer slice for Pacific peoples.



¹ Please note references to Pacific Island Countries, unless otherwise stated, in this booklet refer to the 14 Pacific - African Caribbean Pacific (Pacific-ACP) countries that DEVFISH works with. The term Pacific ACP refers to a group of countries who have established a special relationship with the European Union through successive agreements.

² The Pacific – ACP countries are the Cook Islands, Federated States of Micronesia, Fiji, Kiribati, Marshall Islands, Nauru, Niue, Palau, Papua New Guinea, Samoa, Solomon Islands, Tonga, Tuvalu and Vanuatu.

Overview

To optimise the benefits to Pacific Island peoples from their tuna resources an enabling policy environment which is both robust and transparent is crucial. Good fisheries policies take into account the many different, and sometimes competing, aspects of the industry and provide a framework for fair and sound decision making to occur within. Of equal importance are opportunities for stakeholder participation in decision-making processes which may impact on their livelihoods or treasured natural resources. This is never an easy task and can be made more difficult if access to good information and resources is poor.

“Effective fisheries development needs to be guided by appropriate fisheries development policies,” says Len Rodwell, Fisheries Development Manager at FFA. “Fisheries development policies provide the foundation for fisheries development plans, provide clear direction to the private sector to assist it in planning investments in the fisheries sector and provide essential information to all other stakeholders linked

for Fiji; developed an informational website and conducted a legal study for the Federated States of Micronesia; collected data on fishing boats for Samoa; prepared an environmental assessment for a proposed tuna processing plant in Vanuatu; and provided numerous attachments and other support for those who advise their governments on fisheries policy. DEVFISH has also assisted industry members to attend a range of seminars and trainings focused on improving the economic performance of the industry.

Armed with precise information, Pacific Island decision and policy makers are well positioned to develop robust and transparent fisheries policies. Improved access to information also helps the private sector remain competitive by correctly responding to market demands. The Pacific Islands want policies that promotes responsible investment and encourages sustainable industry development. In this way more income and other benefits will flow into the hands of local people while safeguarding the fishery for future generations.

Improved Information for

Policy Making

to the fisheries sector.” To help improve policy outcomes DEVFISH places great importance on assisting Pacific Islands to identify their information and resource needs and then works with them to secure that information. As an example, DEVFISH has assisted in developing national tuna development plans for Tuvalu and Nauru; provided database development



IMAKING

Study on Long Line Fisheries

So that effective policies are written that contribute to the ongoing development of national tuna industries, factual information about current industry operations is required. In order to inform Pacific ACP governments of the developmental value of the tuna industry, it was first necessary to obtain data on the economic benefits of the tuna industry. This was to enable appropriate policies and strategies to be designed that would provide maximum benefits to domestic economies.

In November 2006, DEVFISH released a study on the "Development Options in the Longline Fishery." This study had as its objective "to determine the benefits returned to the national economy from different longline operational models and licensing regimes so as to inform policy decisions related to achieving the national goal."

Longlining is a popular fishing method for Pacific fisheries because the capital cost of longliners is lower than other large commercial tunaboats. Add to this the fact that the highest prices are paid for fresh tuna that are landed near the fishing grounds and sent to market by airfreight, and it is easy to understand why domestic and locally-based longline fleets have developed in most Pacific Island countries.

In the DEVFISH study, the key measurement used is *value-added*, which highlights the net economic impact of an activity like fishing. This measurement not only includes the profit made by the fishing operation, but also the workers' wages, which is an important factor in most Pacific Islands where there are not enough jobs. Value-added can not only be used to measure fishing, but also on-shore processing and other activities after the fish is landed.

Five different operational models were analyzed and compared in the study: Domestic longline vessel conventional model; Domestic longline vessel landing direct to a foreign cannery; Value-added processing operation; Combined catching and value-added processing; and foreign licensed. The comparison would help countries see which model provides their country with the most benefits.

Four countries were included in the data gathering for the study – Cook Islands, Fiji, Marshall Islands and Papua New Guinea. Fisheries in these countries operated some 70 longline vessels, that caught around 15,000 tonnes of tuna per year, and included most of the processing plants for longline caught fish in the region. Unlike some previous studies, actual financial results for each fishing company were used, making the data both current and more accurate.

The study found that the average value-added by a conventional longline operation, although substantial, was only about 20% of the final value of the catch (more in some countries, less in others). Access agreements with foreign fishing fleets gave relatively poor returns, except as

Government revenue. Processing of the catch added even more value to the national economy – nearly as much as the fishing itself. But a combined fishing and processing operation provided the greatest benefits to the country. Those companies that processed the remainder of their catch after exporting the fresh fish performed much better than those that relied only on the export of whole fresh and frozen fish.

Based on the study's findings, developing a profitable commercial fisheries sector is best accomplished by focusing on both domestic fishing and on-shore processing. In fact, the study shows that on-shore processing provides more benefits to the national economy than simply fishing, even if the assets of the fishery are not locally owned. The study recommended that Pacific Island governments develop

national action plans that "support and facilitate industry" to develop a value-added sub-sector for the processing of longline catch. In this way, there will be more long-term benefits both to the governments and to the people employed in these industries.

"a combined fishing and processing operation provided the greatest benefits"



Tuvalu National Tuna Development Plan

After collecting research and conducting studies, the next major step in DEVFISH's overall goal is helping countries integrate that information into workable, effective policies or plans, especially on a national scale. One example of DEVFISH's assistance in this regard was the Tuvalu National Tuna Development Plan (The Plan).

"The request was made in late 2006," says Tuvalu's Director of Fisheries, Sam Finikaso. "It took about one and a half years to develop the plan." First came a *scoping study* by officials from both FFA and SPC who visited Tuvalu, followed by the formation of the National Tuna Development Plan Task Force. "In late 2007 was the nationwide consultation with all stakeholders," Sam explained. "Where officials from FFA, SPC and the Task Force visited all the outer islands."

By July 2008, following approval from Tuvalu's Parliament, The Plan was launched. "Fisheries, and particularly tuna, have been identified as Tuvalu's most important natural resource for many years," wrote the Honourable Tavau Teii, Tuvalu's Minister for Natural Resources, in the Plan's covering note. "But if we are honest we would have to say that the progress made in developing this resource for the benefit of our people has been disappointing. We have seen new plans and projects come and go, often leaving only more problems behind."

This frank admission highlighted the need for the new plan to be more realistic and outline specific benefits for Tuvalu's people. Consultations were held with a wide range of people in Tuvalu including those living in the outer islands. "Most of the activities addressed in the Plan were people's aspirations and plans," revealed Sam. "Therefore the successful implementation of this Plan would mean that most of the needs of our people are being addressed."

The Plan called for more direct participation from Tuvalu's people in the fishing industry. The main obstacle to commercial development though, as always, was money. "The Department is now seeking funds from overseas donors to establish a loan scheme for locals to invest more in the fishing industry," said Sam. "So far a number of overseas investors are seeking local partners to invest in a fishing business in Tuvalu."

Although the Plan recognised the importance that fishing access fees will continue to play in Tuvalu's fisheries industry, joint ventures and partnerships with foreign fishing companies were also listed on the Action Plan Checklist. In addition to commercial fishing, the development of community fishing centres and other artisanal fisheries support services were highlighted as having direct benefits for Tuvalu's population.

The government of Tuvalu recognises the vital importance of income from fishing and, in particular, from tuna. According to Sam, "it makes up the bulk of our Government's annual budget, and most of this money is channelled to meet the most needed areas such as education and health services for our people."

The Plan has a five year structure, providing both practical recommendations and long term goals. "By doing so, I believe that the wishes and views of our people from every island are met. This is something that I personally felt we should be doing," Sam stressed. "I am very confident that Tuvaluans will soon realise and enjoy the benefit that they are entitled to as resource owners in the very near future."

"Fisheries have been identified as Tuvalu's most important natural resource"



MAKING

Regional Gender Issues Study

Although Pacific women do not traditionally go out on tuna long liners or other commercial fishing vessels, they do play an important role in other fisheries-based operations, particularly on-shore. For many women though, the change from the more traditional roles they play in their community to that of first time employees in the tuna industry has created complex situations that need to be addressed at the policy level. Under DEVFISH, a regional case study was conducted in 2008 on gender issues in the fisheries industries of Papua New Guinea, Fiji and Kiribati. The study found that the employment of women in the tuna industry was substantial, both for the national economy and for their individual families and communities. "The main purpose for the study was to find out where DEVFISH could assist women to get more involved, or to assist women if they had some problems or constraints in the tuna fisheries sector," stated Dr Vina Ram Bidesi, a senior lecturer at the Division of Marine Studies of the University of the South Pacific, who was one of the consultants for the study.

The DEVFISH gender study found that women's involvement in the growing fishing industries was essential to help reduce poverty and increase opportunities in the countries studied. At the same time though, the study recommended that the tuna industry needed to establish a *living wage* for unskilled labour. The study also recommended that the industry needed "greater sensitivity to the multiple roles Pacific women play, their time constraints, their security issues, and their health and safety concerns."

"If you are a mother then there have to be conditions in place to ensure that you do not work too far away from your children, especially when breastfeeding," agreed Ethel Sigimanu, formerly the Solomon Islands Permanent Secretary for Fisheries, and now

Permanent Secretary for Women, Youth and Children's Affairs. "There has to be a way of allowing a mother to address that particular need."

Jobs for women are often only available in the unskilled processing work of the tuna industry. Promotion to skilled or middle management positions becomes nearly impossible for Pacific women because they often lack access to training. They are often too busy juggling their household duties and customary roles with that of their job to even consider attending training courses or pursuing further education. Their priorities tend to be with their family rather than with advancing their own career. There have been some notable exceptions though, some of whom are highlighted in this booklet.

"The educational system has to allow access for women to be educated in the fisheries sector," remarked Ethel. "Because women see things differently. And it's important that they are placed at those higher levels so that they can also input into the system, to achieve better working conditions."

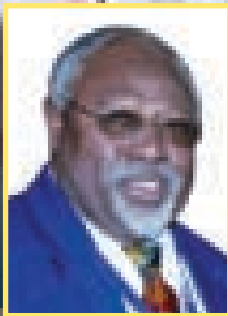
Vina agreed. "The way they could be more involved is in shore-based activities such as taking a lead role in management and decision making," she stated. "They could also be involved in value-adding, using tuna as a raw material to make other commodities." The gender issues study pointed to the clear need for growth in Pacific tuna industries to take into consideration the special needs of women. Apart from further training and education to get more women into management level positions, the study also outlined the opportunities for women as entrepreneurs. But here again, women faced many obstacles. "One of the greatest barriers to women entrepreneurs is the same as for men – namely access to credit to start a business," said Vina. The study recommended that "preferential credit eligibility would promote more participation across the region, as women are already long-established small-scale entrepreneurs in the Pacific region."

Growth in the fisheries industry has also created employment for women in less acceptable occupations – such as the sex-trade. "The study raised awareness that these areas need to be looked at," revealed Vina. "As you know, social problems exist in small island countries where there are fishing ports, which is quite a concern. Health problems, STIs, HIV related problems, prostitution, all of these are really critical areas that one needs to look at, because it not only creates a social problem for the people concerned, but also for the family and the society." The health and safety concerns surrounding this issue require "a more coordinated effort by the public and private sectors" according to the study. "The purpose of the study was quite clear in that DEVFISH aimed to identify practical areas to assist women."

"DEVFISH aimed to identify practical areas to assist women"



Policy Making Profile



Sylvester Pokajam
Managing Director, National Fisheries Authority (PNG)

DEVFISH Assistance: Preparation of a new Tuna Development Plan

In 2007, Sylvester Pokajam had a major concern. As Managing Director of the National Fisheries Authority (NFA) in Papua New Guinea, he had to take urgent action after one of the largest canneries in PNG was de-listed by inspectors for the European Union. "They could not export to the EU for eight or nine months," Sylvester said. "And 90% of the export of our canned tuna is to the EU market." This was clearly not just a concern for the cannery, but for PNG as a whole.

"But because of DEVFISH we were able to source the appropriate expertise from around the globe," Sylvester said. DEVFISH found experts familiar with EU requirements to address the cannery's phyto-sanitary standards. "They've come here to provide training and assistance to our staff for the last one and a half years. And we are very grateful." DEVFISH's assistance paid off, and PNG was able to resume its exports to the EU in May 2008.

For Sylvester, the expertise provided by DEVFISH has been greatly appreciated. "I'm not a fisheries scientist," Sylvester said. "I've had no training in fisheries. I'm an accountant by profession. I've always been in the field of accounting." After joining the NFA as their financial controller, Sylvester rose to the position of Acting Managing Director after two years. His accounting and management skills are put to the test every day in the high stakes business of PNG's fishing industry.

DEVFISH also assisted the NFA in the preparation

of their new tuna development plan. "Our new plan is moving more towards on-shore processing and it's very, very important for Papua New Guinea," Sylvester said. "The Plan also has to accommodate conservation management measures, operational measures and also the development aspect." Although the Plan has yet to be implemented, it is clear to the management of NFA that the policy guidelines it sets will have to both protect the sustainability of PNG's fishing and

also provide opportunities for investment and further growth in processing and other tuna-related ventures.

"We are also trying to balance between license access for fishing and

licenses that are issued for on-shore investment," said Sylvester. Tuna resources in PNG's EEZ are already fully exploited, according to the NFA, and the government is making an effort to actually reduce fishing. "If we do that and make sure that we harvest within the sustainable limits, I think this resource is going to be sustainable," says Sylvester. This means that the main area for growth is in on-shore processing.

The new tuna development plan also provides policy guidelines for artisanal and community based fishing, smaller scale fishermen who fish using hand lines and poles. "It does accommodate them, and it also involves the interests of the people in terms of food security," said Sylvester.

Sylvester said that he looks forward to the future advancement of these two goals. "I'm highly optimistic," he said.

*"Because of DEVFISH
we were able to source the
appropriate expertise"*

Overview

In order to successfully develop and manage Pacific Island tuna resources the right strategies must be in place. An important part of DEVFISH's work is to help evaluate the performance of different strategies for promoting tuna development, assess the role of new approaches to fisheries management that promote domestic development and identify the strengths and weaknesses of alternative fisheries development strategies.

To achieve this, DEVFISH provided regional and national assistance which included helping Pacific Islands to develop national tuna development plans, conduct legal studies, prepare reviews, write port management plans and other strategic documents. Emphasis was also placed on research into alternative fishing methods aimed at improving livelihood options for local people in the tuna

industry. There are a number of options for local people to participate in the industry and the right strategy better facilitates that participation.

Deciding how to sustainably manage and develop a resource of great significance to the region's economic, social and cultural wellbeing is not to be undertaken lightly. Strategic planning is a vital tool for both governments and industry. DEVFISH recognises this and draws upon a vast network of experts and specialists to assist with the preparation of strategies and plans that will be effective, bring results and – perhaps most importantly – are realistic and achievable. Once the right strategies have been identified, implementing them is the primary responsibility of government and industry. Of course, DEVFISH is always on hand to help ensure a fairer slice for Pacific peoples.



Improved Strategies for Fisheries Development

FSM Offshore Fisheries Development Project

The Federated States of Micronesia (FSM) consist of four main island states that are widely separated from one another. This creates a large EEZ area, and yet the country has very little in the way of a domestic fisheries industry at the present time. A DEVFISH project initiated in December 2008 seeks to change that. In order to increase the establishment of fisheries-based companies in FSM, foreign and domestic investment is essential. But establishing a fisheries company requires approvals from a number of different government agencies and departments with intricate rules, making bureaucracy a major stumbling block. "We have very little coordination between different agencies of the government, so it's very complicated for foreign investors and we're trying to simplify that process," stated James Movick, lead consultant on the DEVFISH project entitled the Offshore Fisheries Development Project (OFM-FSM). "Essentially our role is to assist government in developing a more 'investment friendly' environment in the commercial tuna sector."

The FSM-OFM project has a number of large tasks on its plate. Firstly it is trying to increase investment in FSM by generating more interest from potential investors, and it is also developing a more streamlined and user-friendly policy framework to help investors navigate more easily through the various government approvals.

"The whole idea is to facilitate investment," said James, "particularly onshore investment that creates jobs. Current investment proposals that we're looking at anticipate reasonably in excess of a thousand new jobs. That's a significant benefit to an economy that has seen -0.2 per cent average growth over the last twenty years."

Fifteen to twenty years ago, the FSM government invested a "great deal of money" into developing a domestic fisheries industry, although ultimately it was unsuccessful. "So there has been a general feeling for the last 5 years or so that we don't have too many opportunities for shore-based tuna activities," James said. The challenge for James and his team of consultants is to convince government that a fisheries industry is viable, and that it will help bolster the

local economy, creating jobs and improving the lives of its people. James appears optimistic that the project is already having an impact in FSM.

"Currently we have about three or four proposals from investors that I would consider very serious. A couple are extremely serious," revealed James. "I think we're progressing all of the major goals. I think everything we set out to do we will accomplish either totally or significantly by the end of the project period this year."

One of the potential investment interests involves a large reputable international group, who are awaiting the progress on the FSM government clarifying its position on signing the EPA with the European Union. If negotiations are successful, the resultant income and jobs created will have a number of socio-economic benefits for the local people.

Fisheries experts recognise that FSM's potential tuna resources are immense. But having resources and making use of resources are two different things. "As far as I'm concerned, fish doesn't have any value unless you catch it," observed James. "In the last two years, there's been a revival of domestic onshore based fisheries operations. We need to see an increase in that."

"The whole idea is to facilitate investment"



Strategies

Redevelopment of the Papua New Guinea and Solomon Islands Pole and Line Fisheries

Many Pacific Islands are in a prime position to develop sustainable pole and line skipjack fisheries to meet the growing global demand for sustainably and equitably caught tuna. Consumers in key markets in Europe, the US and Japan are signaling their preference for sustainably caught tuna. Large supermarket chains such as Sainsbury in the UK are responding to consumer demands by stocking only pole and line caught canned tuna.

This preference means that Pacific Islands have increased domestic revenue and rural livelihood options other than to sell their tuna resources to distant water fishing fleets for a cheap price. Further, pole and line fisheries can also provide much needed employment; both in the fishery and across the Pacific in related boatbuilding and maintenance, landing and processing facilities.

FFA Fisheries Development Adviser Robert Stone said, "European buyers are encouraging countries that have tuna resources to go back to pole and line fishing. It is an industry suitable for development in countries with high numbers of workers such as Papua New Guinea and Solomon Islands. So, if countries can make the market links to ensure the demand is there for pole and line caught tuna, they can create more local jobs and income and help reduce unemployment and poverty."

The pole and line fishing method is simple. Tuna is caught, as the name suggests, using a hook and line attached to a long pole. The fishing method is comprised of two interlinked fisheries; one for live bait and one for tuna. When the live bait is released into a school of skipjack they enter into a feeding frenzy and will bite anything that moves in the water, including the hook of a pole and line. The target species of pole and line fisheries are skipjack, albacore or yellowfin tuna. This fishing method is potentially the most environmentally friendly way of fishing for skipjack and if carried out correctly, bycatch levels are very low.

In order to capitalise on the many benefits and advantages of pole and line fisheries DEVFISH has been working with both the private sector and government departments in the Solomon Islands and Papua New Guinea. The combination of plentiful stocks of bait fish and skipjack tuna positions both countries to become two of the most important pole and line fisheries in the world. In Papua New Guinea, DEVFISH funded a pilot study into the establishment of pole and line fishing including needs such as establishing supplies of bait, infrastructure and processing and marketing opportunities for New Ireland Province.

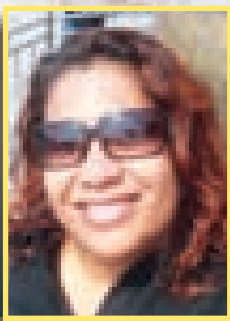
In Solomon Islands, FFA, through the DEVFISH project, conducted a study to look at alternate approaches to establish and improve the feasibility of pole and line fishing in the country, including necessary infrastructure, supplies and marketing arrangements.

Recommendations were accepted by the Solomon Islands Government who wrote a letter to FFA requesting assistance to help implement recommendations and allocated \$2 million Solomon Island Dollars for the establishment of the pole and line industry. Discussions with the fishing industry, government and FFA were held to take the recommendations forward.

"This fishing method is potentially the most environmentally friendly"



Improved Strategies Profile



Nailitima Tupou
Executive Officer, Fishing Industry Association of Tonga

DEVFISH Assistance: Support for National Fishing Association

For Nailitima Tupou, having a collective voice for the tuna industry in her native Tonga is essential for its further development. "Because there are a lot of policies being developed, it's really important that when consultations occur our input is understood so that we get the support we need," she says.

Nailitima is the Executive Officer of the Fishing Industry Association of Tonga (FIAT), an association of private sector fishing and processing companies. FIAT's office was set up with assistance from DEVFISH. Although the local fishing industry had already been working towards developing an umbrella organisation for fishing companies according to Nailitima,

"it would have been extremely difficult to establish something like what we have now. I would say that DEVFISH played a crucial role in getting the Tonga fishing association to where it is today."

DEVFISH's early support came in the form of "seed money" to set up an office and hire a full time administrator for six months. "It has definitely made a difference," Nailitima says. "I think the impact the association has had on policy is enormous, but it's something that you can't really measure."

National fishing associations such as Tonga's help provide a united 'voice' for local tuna industries as well as provide a representative to attend regional and international meetings where tuna issues are discussed. FIAT helps promote better communication between Tonga's various fisheries companies and represents its members in discussions with government officials and regional organisations. According to Nailitima, DEVFISH has continued to support FIAT "not just financially, but it

has also supported some of our strategies." Since she began working in the fishing industry ten years ago,

Nailitima has long had an interest in fish exports. She managed exports for a Nuku'alofa fishing company for several years before taking a post in Niue as head of quality control for the Niue fisheries processing plant. But, as one of the few women working at a senior level in the Pacific

fishing industry, she has had her share of challenges. "As a woman I felt like I had to work twice as hard as my male colleagues to sort of prove myself," Nailitima relates. "I used to have the problem of proving that I know what I'm talking about, that I'm not telling you something that I'm reading from someone else." As proof of her commitment and understanding of issues,

Nailitima has been part of Tonga's delegation to a number of regional and international fisheries meetings. The response to FIAT's activities by its members has generally been very positive, according to Nailitima. "From the feedback that I'm getting from people in the association, they do believe that the association has been effective," she says. "Tonga's fishing association has really been a success. It could be used as a model for in-country assistance to other Pacific Island countries," says Jonathan Manieva, DEVFISH's Fisheries Development Officer with the Secretariat for the Pacific Community. "With tuna prices, trade and export policies constantly affected by global developments, having a national focal point just makes good economic sense."

Four other Pacific Islands (namely Papua New Guinea, Tuvalu, Nauru and Vanuatu) have also received initial support to develop an executive officer position in their national tuna industry associations. In this way, the Pacific region has a stronger collective voice at international tuna meetings, and has a better ability to provide its members with information on changing export policies.

"DEVFISH played a crucial role in getting the Tonga fishing association to where it is today."

Overview

Among regional development projects, DEVFISH is fairly unique because it places an emphasis on working with the private sector in its activities. "At the beginning, a number of industry people commented that visits by the DEVFISH team were the first time that they had been directly consulted by a regional organisation on what they saw as the needs and priorities," revealed Mike Batty, the former Team Leader for DEVFISH. "Over the life of the project, this sort of approach has become much more accepted as a way of operating for both FFA and SPC."

Supporting activities for both government and private companies has been a difficult challenge for DEVFISH, but a necessary one. Improvements in policies, strategies and trade and investment could not be brought about until there was more recognition by both camps that they relied on one another for industry growth. Through its various activities DEVFISH has been able to encourage this recognition.

An ongoing need in the private sector where DEVFISH has greatly assisted has been in the provision of capacity building. Training at all levels of the tuna industry is necessary to lift it to the point where it provides the community with enough benefits to help achieve the overall goal of increased sustainable livelihood opportunities, food security and reduced poverty.

But being private companies, there was some difficulty in choosing which companies to assist and which ones not to. "For this reason, a lot of assistance was intended to benefit a number of operators in a country," said Mike. "Where we did provide assistance to individual companies, we asked the fisheries department to endorse their requests first."

Improving the participation of private companies has been a unique challenge for DEVFISH, but a challenge that has proven to be very worthwhile. With government



Improved Opportunities for **Private Sector** Participation

clearing the path with more investor-friendly policies and strategies, local tuna companies have been liberated so that they can push developments in the tuna industry to help them survive in a world governed by ever-changing market forces.

Coldstore for Soltai

After timber, tuna exports rank as the second highest income earner for the Solomon Islands. As the only major fish processor in the country, the company of Soltai plays a critical role in the local tuna fishing industry and in the nation's economy. Its familiar white and blue "Solomon Blue" tuna flake cans are found in supermarkets throughout the Pacific and beyond. Its loins and other packaged cuts are now being exported as far afield as Italy.

By early 2005, Soltai's managers realised that to increase the amount of tuna they could process, it was essential to improve the cold storage and refrigeration capacity of Soltai's operation. "The coldstore is critical for the tuna business," stated Thomas Dorku, General Manager of Soltai's Noro base in the Western Province of the Solomons. "Because you want to be able to hold enough fish stock so that when the supplies are low you can keep going for a good number of days before you get replenished."

Soltai's operation is the largest single employer in the town of Noro, in Solomon Islands' Western Province. 700 workers from Noro and the surrounding islands work at the plant. Soltai has turned Noro into the industrial hub of the Western Province. "This is the lifeblood of the island," said Thomas. "Nearly everything depends on Soltai running. If it's not here, it would be disastrous."

In 2006 Soltai requested DEVFISH to assess the viability and cost of upgrading and replacing the existing refrigeration plant and equipment at the Noro processing facility. DEVFISH responded by engaging a technical expert who completed the assignment in June, 2006.

The objective was to assess the viability and cost of upgrading and replacing the existing refrigeration and coldstore equipment at the Noro processing facility, but also to suggest new ways to improve fish handling. The technical expert also had to recommend ways to improve the health standards in the existing and future buildings so that they would be compliant with EU standards.

The completed DEVFISH report also provided technical details for the size and specifications for the entire refrigeration plant, giving Soltai a document that could be used to call for tenders to undertake the upgrading. The DEVFISH response, by drawing up recommendations and specifications to improve the coldstore, was done as quickly and effectively as possible to keep the company operating. By October 2008, the new refrigeration plant was commissioned.

Although the catch for the first part of 2009 has been very slow, "presently the daily production is up to about 60 tons a day," revealed Thomas. "We've been up to 65

[tonnes a day] as well. We're looking to reach 80 tonnes by the end of the year, and a double shift by the third quarter next year." This could increase the production at Soltai to 150 tonnes a day. "And for 150 tonnes a day, you need about 3,300 tonnes storage, just to hold fish for a month," said Thomas. This will eventually require yet another enlargement of the coldstore facility. Soltai is one of the only operators in the Southern Hemisphere that use a locally operated fleet, with local crews, and supplies fish to a locally owned and managed processing plant. Its operations provide a fairer slice of tuna income to the people of the Solomon Islands. DEVFISH's assistance has now helped make that slice even larger.

"By October 2008, the new refrigeration plant was commissioned"



Sector

Small Engine Repair Workshop for Tuvalu

Assistance to the private sector was not only provided to large fishing companies. DEVFISH also provided training workshops for small scale fishermen, such as the hands-on training in outboard motor maintenance conducted in Tuvalu. "Boat owners usually encountered problems with their operations due to the lack of basic skills to maintain or repair minor problems to their outboard motors," reported Fa'au Telii, the Executive Officer of the Tuvalu National Fishermen's Association. The DEVFISH-sponsored training was held on the outer island of Vaitupu in Tuvalu.

Before the training course, outboard motors with minor problems often had to be sent to the capital island, Funafuti to be repaired. This added to the fishermen's operating expenses, reduced the life of their engines and decreased the safety of their boats at sea. "Spare parts are very expensive but with no regular maintenance, parts were required very often," Fa'au said.

Following the workshop, fishermen on Vaitupu did not face engine troubles as frequently as before. This enhanced their fishing capability.

In addition to the training on outboard engines, the Vaitupu fishermen also undertook a training course on fisheries management practices. The participants learned how to prepare sales revenue, calculate profit and loss and even plan their cash flow. "They were surprised to learn the importance of separating the business and the owner's property, especially money," noted Fa'au. They were able to compare their sales against their expenses, monitor

their daily cash flow, and to track their creditors to ensure the viability of their operations.

Fa'au noted that the management training will also help prepare the fishermen if they want to grow their business. "It gives them better chances for future development since they have records now to prepare their financial and business plans for lending agencies." According to Fa'au, these agencies might be the Tuvalu Development Bank, the Island Council or even overseas donor agencies.

"Almost all families in Tuvalu, especially on the outer islands, survive by small fishing operations," revealed

Fa'au. "Fishermen do artisanal fishing and therefore part of their catch is sold and the other is kept for family use." The combination of these two training courses has enabled the Tuvaluan fishermen to reduce their engine repair costs, track and plan their income and expenditure and to keep their business finances separate from their personal ones. Fa'au hopes to get additional funding to hold similar training courses for fishermen in the other parts of Tuvalu.

Through their increased catches, the fishermen of Vaitupu are better able to maintain their fisheries operations as well as provide for their families. According to Fa'au, "most of the income from the catches is used for children's education, food, basic family needs, church and other community commitments." This DEVFISH intervention provided assistance at the community level to help build the capacity of small-scale fishermen to increase their efficiency and ability to operate more profitably.

"Almost all families in Tuvalu survive by small fishing operations"



Private Sector Profile



Jitendra Mohan
General Manager, Hangton Pacific (Fiji)

DEVFISH Assistance: Training Course for Enterprise Managers

"I really enjoy this place because I get a range of things to do," revealed Jitendra Mohan, the General Manager of Hangton Pacific Company in Suva. "Hangton is not such a big company. That's why I have bigger scope here of doing things personally more than probably anywhere else. That's what really excites me here."

Jitendra is one of the new breed of Pacific tuna fishery managers, having worked his way up not through captaining fishing boats, but through the accounts section. "I started my career as an accounts officer, then worked in marketing and then as a retail business manager," Jitendra recalled. After ten years at Hangton, he was made the company's General Manager, a position that he thoroughly enjoys. "What I enjoy most is that everyday there is something new to do, because my involvement with this company is on so many different levels."

Hangton operates 11 fishing vessels, and provides the on-shore processing of fresh and frozen tuna, marlin and other tuna products. They export primarily to Japan, the U.S. and also canneries. But Jitendra's role keeps him mostly back at the head office. "I've only gone out on sea trials," he admitted. "The maximum trips I've been on would be between 6 to 10 hours."

Jitendra was one of twelve participants chosen to attend a DEVFISH training course in Nelson, New Zealand for Enterprise Managers. The theme of the training course was "Building and Maintaining Successful Relationships in Seafood Businesses." "We could see for ourselves how they were doing

things," said Jitendra. "We were able to go to some of the factories which had been operating under HACCP. It's a current issue here in Fiji at the moment. It was all very related to what we were doing."

The workshop gave Jitendra and the others a more practical understanding of international trade and marketing, improving fishing vessel performance, future trends in Pacific fisheries and issues of quality and handling, including the requirements for HACCP (Hazard Analysis Critical Control Points) certification. "We are already into the phase whereby

it's compulsory that we should have HACCP plans for our factories," Jitendra pointed out. After returning to Suva from the training, Jitendra wasted little time in making changes. "We have already done a number

of upgrades to our facility," he revealed. "We have implemented a few things from there."

The actual training in Nelson provided more than one level of value to Jitendra and the other fisheries managers. The other was networking. "I was able to get a lot of contacts and learn how things are being done outside of Fiji," Jitendra said. He still maintains contact with some of the other participants. "We discuss things like motor parts and mechanical things on the large vessels. The majority of them run tuna longliners. We share information on purchases, importing bait... It has already helped us a lot," he said. "Networking was more important for me. I was able to get a lot of contacts and learn how things are being done outside of Fiji."

"We could see for ourselves how they were doing things"

Overview

Improving trade and investment in tuna products is a very important component of DEVFISH's work, and is closely linked to the success of other DEVFISH initiatives. Pacific Islands need good access to foreign markets so they can sell their fisheries products. Without this access significant opportunities to boost their national incomes are lost. A lucrative market for Pacific Island tuna products is the EU (European Union). However, many Pacific Islands have needed help to gain or retain access to valuable EU markets.

DEVFISH has worked with both governments and the private sector to promote EU-Pacific trade and investment and business relations in the tuna fishery. These interventions have been effective in improving compliance with strict EU standards and other requirements that exports into that market must pass. DEVFISH has been one of several

Regional cooperation on trade issues has also been an important component of DEVFISH's interventions. The project has placed great emphasis on developing and supporting national tuna associations and even a regional tuna association. According to Mike Batty, the former DEVFISH Team Leader, "we saw these associations as very important, both in representing the needs of industry to Governments in the region and in providing a service to their members. A strong association was often found in countries with a thriving industry."

Meeting the requirements of foreign markets can sometimes be a long and resource hungry task for Pacific Islands. However, there is a lot of opportunity for Pacific Island tuna products within EU markets which provide real economic development opportunities for – a fairer slice for Pacific peoples.



Improved Trade & Investment in Tuna Products

projects helping the Competent Authorities in Papua New Guinea, Solomon Islands and Fiji. Other examples of DEVFISH assistance in this area include convening seafood inspectors' courses; funding studies into marketing opportunities, developing strategies for tuna processing; convening value-added training courses (see page 21) and funding attendance at various Pacific Islands Tuna Industry Association meetings to encourage greater regional industry cooperation.



Assistance for Pacific Island Competent Authorities

For many years the European Union (EU) has been a lucrative export destination for Pacific tuna. At the beginning of this decade EU importers introduced strict hygiene and sanitation standards for all their tuna imports. This led to the creation of Competent Authorities (CAs) within each Pacific Island who wanted to export into the EU. The CAs are authorised by EU inspectors to verify that Pacific Island exports comply with the EU's strict food hygiene certification standards for tuna products. This includes both onshore processing and the handling of tuna on board vessels. However, many Pacific Island CAs have needed assistance.

"We have to comply with the existing legislation both in-country and also the EU Directives," revealed Ethel Mapolu, of the Food

"DEVFISH has helped island countries improve their access to markets"

Safety Unit, in the Solomon Islands Ministry of Health, the CA in Solomon Islands. "We have to have systems in place both for the Inspection Services and the Analytical Services which the EU FVO inspectors come and audit." The Solomon Islands CA was established in 2003, following a training course in Hazard Analysis Critical Control Points (HACCP) and regulatory inspection of their fish processing plants.

Together with other assistance agencies, DEVFISH was able to help develop sampling and monitoring strategies as well as offer technical training to local CA inspectors.

"This meant a lot to the Competent Authority in terms of assistance," said Ethel. "To maintain its existing systems, a regular review of the systems is done and records are kept. The system includes

a documented National Monitoring Plan, which spells out when to audit and when to take samples for analysis either locally or overseas," Ethel said.

In order to comply with the EU regulations, the CAs are required to have control systems in place to monitor microbial and chemical contamination of fishery products, ice and water. Collecting and processing official samples is an essential part of this monitoring process. During an initial inspection, a DEVFISH expert saw an urgent need for training and material support to enable the CAs in Papua New Guinea, Fiji and Solomon Islands to fulfill this function. "The inspection services in the region currently do not have the facilities or adequately trained personnel to undertake field-based tests or collect and manage official samples destined for microbiological and chemical analysis," the expert reported.

Through their national fisheries authorities, DEVFISH has helped PNG, Solomon Islands and Fiji develop appropriate policies and strengthen their national CAs. A great success is the Solomon Islands who recently graduated to full approval. Also impressive is the work the PNG CA completed to reinstate their exports to the EU. Fiji has also made good progress to resume exports, with a recent inspection by the EU inspectors finding the CA much improved.



Investment

Training in Value-Added Services

In June 2007 DEVFISH organised a value-added training course involving a small group of Pacific Island business people who already operated their own tuna processing units. They came from around the Pacific wanting to know how to run their businesses more profitably. The workshop focused on a successfully run company in Fiji, the Gourmet Food Company. Gourmet Foods produced cold smoked tuna, fish burgers and other tuna products. The workshop was run by the company's owners, Lisa and Robert Stone.

"We didn't really train them in product development but rather systems; how to approach costing out new products they wanted to develop in their own factories. In addition, the importance of monitoring yields and integrating the business side of processing into the regulatory documents, such as HACCP & SSOPs, for each batch," said Robert.

In addition Robert wrote a 'Value-Added Manual' for DEVFISH. The manual provides linked excel sheets covering each step of processing/exporting fish. From discussions on the type of fish that can be processed profitably to the 'ins' and 'outs' of getting permits and loans, the manual contains a wealth of knowledge and first-hand experience. According to the DEVFISH manual, adding value to a whole raw fish at its source has many advantages. One advantage is that value-adding reduces the volume of the product so it becomes easier to transport. Another advantage is that it makes use of quality fish that are not expected to be exported to the high-end sashimi markets overseas.

Lisa, Robert and their staff took the participants through the entire operation of their processing factory. They ran through the manual and explained the yields participants

could expect as well as the list of important financial considerations for running a small company. Some of the participants already ran their own tuna processing plants while others operated smaller fish and chip shops. Robert has been involved in the fisheries industry since 1970 when he started his career as a government fisheries officer in Fiji. He quit government service in 1979 and moved into the private sector in commercial fisheries. In addition to establishing the fish processing factory, Lisa has had a long career in the aquarium fish trade industry. Their combined experience and knowledge of fisheries and processing businesses provided DEVFISH with two excellent hands-on trainers who could assist Pacific business people with practical information and guidance.

According to Robert, a key part of running a processing company that handles fish is hygiene. "Sanitation is the key issue. And you can't be very lax with that one," Robert asserts. The regional participants were taken through the entire operation of Gourmet Food including the sanitation side and the lengthy process that

staff go through to keep the factory clean.

"When you're running a small factory, there's a lot of detail you have to go into," says Robert. "And the systems are the main thing. You must have everything in place so it becomes an easy job rather than something you're thinking about every day. When Robert now travels to other Pacific Islands in his new role as a Fisheries Development Advisor with FFA, he sometimes runs into former workshop participants. "They say things are good and they're running their own businesses more profitably." Based on the success of the first one, Robert and Lisa ran a second DEVFISH workshop in 2008. Both workshops helped improve trade and investment in tuna products, one of DEVFISH's goals.

"Sanitation is the key issue. And you can't be lax with that one"



TABLE 1: DEVFISH PROJECT IN-COUNTRY BASED SUPPORT 2005 – 2009

Country	Activity
Cook Islands	Establishment and enhancement support to Tuna Industry Association. Cook Islands - June 2007
	Industry association study tour to French Polynesia - 2007
Fiji	Assistance to Government of Fiji - work on the Competent Authority (Phase I) - March 2007
	Support to Fiji Competent Authority Phase II - June 2007
	Industry participation at Pacific Tuna Conference and Seafood tradeshow in Fiji - 2007
	Cetacean/Depredation research into longline - 2007-2008
	Establishment and enhancement support to joint industry associations - December 2008
	IT assistance for Fiji CA - 2008
	Purchase of Fiji CA Lab Equipments from NZ - 2008
	Support to Fiji CA Data Base System - 2008-2009
	Support for Fiji Industry Rep's attendance to the EU IUU Meeting in Noumea, New Caledonia - November 2009
FSM	Support for Information website - 2008
	Funded the national Tuna Industry Meeting - 2008
	Support for FSM legal study - 2009
	FSM Development Adviser position project - 2009
Kiribati	Industry training attachment on "Value-Added Tuna Products" with Gourmet Foods, Fiji - October 2006
	Funded industry representation to PNA meeting - 2007
	Enhancement and support officer capacity to Betio Fishermen Association - March 2007
Marshall Is	Assistance with tuna management/development plan - 2008
Nauru	Establishment and enhancement support to Nauru Fishers Association - 2007
	Review of state-owned Nauru Fisheries Corporation - September 2007
	Development of Nauru Fisheries Development Plan - 2008
	Collaborative support in training on small tuna fishing boat building - 2007
	OBM Training for Nauru Fishers Association - 2009
Niue	Industry training attachment on "Value-Added Tuna Products" with Gourmet Foods, Fiji - October 2006
	Establishment and enhancement support to Niue Island Fishermen Association (NIFA) - January 2007
	Establishment of a seafood exports management system - February 2007
	Document Systems for Export of Seafood Products - follow up work - April 2007
	NIFA Headquarters office site renovation - October 2008
Palau	Participation in National Economic Summit - 2008
PNG	Economic analysis - PNG Pump Boat Fishery - April 2007
	Assessment of Airfreight options - 2007
	PNG Tuna Development Action Plans - 2007
	Support to PNG/Pacific Tuna Forum - 2007
	NIP/NFC-FAD for alternate fishery/pumpboat development - November 2007
	Fisheries Credit Scheme Review - February 2008
	Enhancement support to PNG FIA - July 2008
	Collaboration with NFC on coconut oil fuel trial - 2008
PNG	Competent Authority Audit support - 2008
	Training attachment for industry representative on processing - 2008
	PNA/Industry development attachment - 2008
	Collaborative support to PNG/Pacific Tuna Forum - 2009
	Capacity enhancement and logistical support to FIA - 2009
Samoa	Assistance to the Government of Niue – Competent Authority - 2006
	Asau Tuna Port and Albacorp Rehabilitation assessment - 2007
	Economic analysis for the Samoa alia and longline fishery - December 2007
	Support on sails trial on alia - August 2007
	Establishment and enhancement support to Tautai Association - May 2007
	Collaborative support on installation of alia ice-making facility - September 2007
	Alia outboard motor trial - 2009
	Industry training attachment on "Value-Added Tuna Products" with Gourmet Foods, Fiji - October 2006
Solomon Islands	Pilot Project study - Developing Small Scale Artisanal Tuna Supplies in SI - August 2008
	Support to SI Competent Authority officers attachment with Soltai - 2008
	Support to implementation of SI Competent Authority national monitoring plan - 2008
	Establishment and enhancement support to AFASI - 2009
	Small Scale Pole & Line Technical Assistance - 2008
	Competent Authority Micro-training - November 2008
	In-country support: Solomon Islands – Soltai Waste Disposal consultancy - 2007
	Soltai Refrigeration Engineering Consultancy - 2008
	Soltai waste disposal consultancy - 2008
	Solomon Islands Pole and Line Development project consultancy - 2009
Tonga	Tonga Port Management Review - 2006
	Establishment and enhancement support to TEFA - August 2007
	Support to TEFA-Executive Officer position - 2008
	FIAT Development Plans assistance - 2008
	Trial in fish finding technology (CatSat) - February 2007
	Capacity enhancement support to FIAT - Executive Officer position
Tuvalu	Establishment and enhancement support to TNAF - March 2007
	Development of Tuvalu National Tuna Development Plan - May 2008
	OBM repairs and maintenance training for TNAF - June 2008
	OBM repairs and maintenance training for TNAF - 2009
	Capacity enhancement support to TNAF - Executive Officer position
Vanuatu	Preliminary Environmental Assessment for Tuna Processing Plant in Port Vila - March 2007
	Funded representatives Co-management meeting, Noumea - October 2007
	EIA Impact Mitigation for Proposed Tuna Processing & Packaging Factories, Port Vila - October 2008
	Establishment and enhancement support to VFCA - October 2008

TABLE 2: DEVFISH REGIONAL BASED SUPPORT – 2005 – 2009

Project Type	Activity	
Regional	Gender Issues In The PICs Tuna Industry-literature review - 2006	A New Approach to Maximise Economic Benefits from Tuna Resources - 2009
	Sub-regional industry consultations- Polynesia-Apia - April 2006	Regional Laboratory Strategy & Contaminants Monitoring Plan - 2009
	Sub-regional industry consultations- Fiji-Melanesia - September 2006	Technical Publications
	Sub-regional industry consultations, Majuro-Micronesia & Tuvalu, Kiribati - November 2006	An Assessment of Development Options in the Longline Fishery - November 2006
	An Assessment of Development Options in the Longline Fishery Study - November 2006	Technical evaluation for proposed refrigeration upgrade - SOLTAL - June 2006
	P-ACP industry representatives to Pacific Tuna Conference and Seafood tradeshow in Fiji - 2007	PNG Tuna Development Action Plan - 2007
	Small scale tuna processing manual - April 2007	Tuvalu Fisheries Development Plan - 2007
	P-ACP industry representatives and PITIA to European Tuna Conference/European Seafood Exposition and EPA negotiation in Brussels - April 2007	Coconut Oil as an alternate fuel – progress in fisheries related applications - 2007
	Awareness work on fishing vessels' compliance with Torremolinos convention and STCW - May 2007	An Assessment of Development Options in the Longline Fishery (brochure version) - 2007
	Assessment of Increasing Utilization and Value Adding from Shark Bycatch in Longline Fisheries - June 2007	Gender Issues in the Pacific Islands Tuna Industries – a literature review - 2007
	Assessment of the Economic Benefits of Tuna Purse Seine Fishing and Onshore Processing of Catches - July 2007	Strategy for promoting Participation of women (PNG, Fiji, Cook Islands & Marshall Islands) - 2007
	Sub-Regional Management Framework for South Pacific Longline Fisheries - December 2007	Economic analysis PNG Pump Boat Fishery - April 2007
	P-ACP industry representatives to participate in Pacific Tuna Forum, PNG - September 2007	An Assessment of the Economic Benefits of Tuna Purse Seine Fishing and Onshore Processing of Catches - July 2007
	SPC regional statistics workshop collaboration - September 2007	An Assessment of the Economic Benefits of Tuna Purse Seine Fishing and Onshore Processing of Catches (brochure version) - July 2007
	Regional Course on Vessel Operation Management and Electronic Aids for Commercial Fishing Skippers - 2007	An Assessment of Opportunities for Increasing Utilisation and Value-Adding from Shark Bycatch in Tuna Longline Fisheries of FFA Member Countries
	Workshop on Export of Tuna Products to the EU market for participants from FSM, Kiribati, Nauru, Palau, Marshall Islands, & Tuvalu - 2007	Tuna for Tomorrow? (Updated and reprinted) - April 2007
	Industry representatives to ESE - 2007	Economic analysis of PNG Pump Boat Fishery - April 2007
	Industry representatives to trade workshop - 2007	An Assessment Of Small-Scale Fisheries in the Pacific Islands - The Samoa Alia Fishery - December 2007
	Supported PITIA AGM - 2007	A Sub-Regional Management Framework for South Pacific Longline Fisheries - December 2007
	Vessel Operators/Crewing agencies consultation meeting - 2007	Communication Strategy - 2008
	Sponsored EU participants – Regional Tuna Conference - 2007	Development Options in the Tuna Purse-Seine and Onshore Processing Industries - 2008
	Financial Manual for small-scale tuna processing - 2007	Processing Strategy for PNA - 2008
	Study on the Gender Issues in Tuna Fisheries focusing on PNG, Fiji and Kiribati - June 2008	A Pilot Project to Develop Small Scale Artisanal Tuna Supplies in Solomon Islands - 2008
	Awareness on Global Tuna Industry and the International Trade Regime - 2008	An Assessment of Development Options in the Longline Fishery (French version) - 2008
	Access Negotiation Workshop - 2008	Association Executive Officer profile - 2008
	Development Options in the Tuna Purse-Seine and Onshore Processing Industries - 2008	Fisheries Credit Scheme Review - PNG - February 2008
	Regional Longline Management Framework - 2008	Pacific Island Countries, the Global Tuna Industry and the International Trade Regime - May 2008
	Processing Strategy for PNA - 2008	Pacific Island Countries, The Global Tuna Industry and the International Trade Regime (French version) - May 2008
	Seafood Inspectors Course in New Zealand - July 2008	Lessons Learned – A Review of Successes and Failures in Tuna Fisheries Development in the Pacific Islands - May 2008
	Assessment of marketing opportunities for albacore & other longline caught species - 2008	A Pilot Project to Develop Small Scale Artisanal Tuna Supplies in Solomon Islands - August 2008
	Assessment of marketing opportunities - detailed market intelligence - 2009	The Economic Impact of Small Scale Tuna Troll Fisheries - October 2008
	CA Sampling Training in Suva for CA inspectors from PNG, Solomon Islands & Fiji - 2008	Marketing Opportunities for Albacore and other Longline caught species, from Polynesian Countries - February 2009
	P-ACP industry representatives to participate in Pacific Tuna Forum, PNG - September 2009	Regional Laboratory Strategy and Contaminants Monitoring Plan - March 2009
	Feasibility of PNA tuna corporation - 2009	An Assessment of Recreational Fishery Development Options - February 2009
	PNA Investment Study - 2009	



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