





Examples of Clyde Fishing Boats

Community Coastal Boats – Usually Family Owned

Some Facts

CFA are politically neutral, pursuing the same aims as part of the UK/Independent Scotland/In EU or out – A fairer deal for local fishing communities working regionally where possible

Fishermen brought in a weekend ban in the Clyde and have introduced a range of measures to promote sustainability (Gear, Voluntary Closures etc)

The West Coast fishes mostly prawns and scallops (shellfish) due to lack of finfish quota. Additional Quota opportunities now, first annual negotiation as a coastal state.

The quality is high and the stocks are stable, pre Brexit & Covid 86% of the produce goes to the EU. Continued markets are essential. Majority of remaining sales are to domestic scampi market (processing in Northern Ireland)

Landings in the Clyde of shellfish exceeds £30million annually, this doesn't include Irish landings or the onshore profit this generates.

Local fishermen are working with Universities and Marine Scotland to develop science

We work with international partners when we can (visiting Norway, North America, Ireland and Iceland)

Family boats, fishing sustainably and generating socio-economic benefit which stays in communities.



- Islay, Faslane, Campbeltown, Oban, Carradale, Bute, Tarbert, Luing etc
- Historical Fishing for thousands of years
- Many families 5 generation fishermen+
- Worth over £30m landings alone to Argyll and Bute (not counting Irish Landings and onshore profits)
- Conservation orientated
- Community work and involvement





Our Aspirations

"A light on in every Coastal Village and Town"

"World class Scottish Inshore Seafood celebrated locally and worldwide"

"Fair & flexible Fisheries access & management for inshore fleets"

"Humans have a natural place in the eco-system, fishing should offer a basis for employment and settlement"



"Fisheries resources shall be sustainably harvested, mindful of future fishing generations"

"Regeneration of our coastal fleets and facilities around the coast"



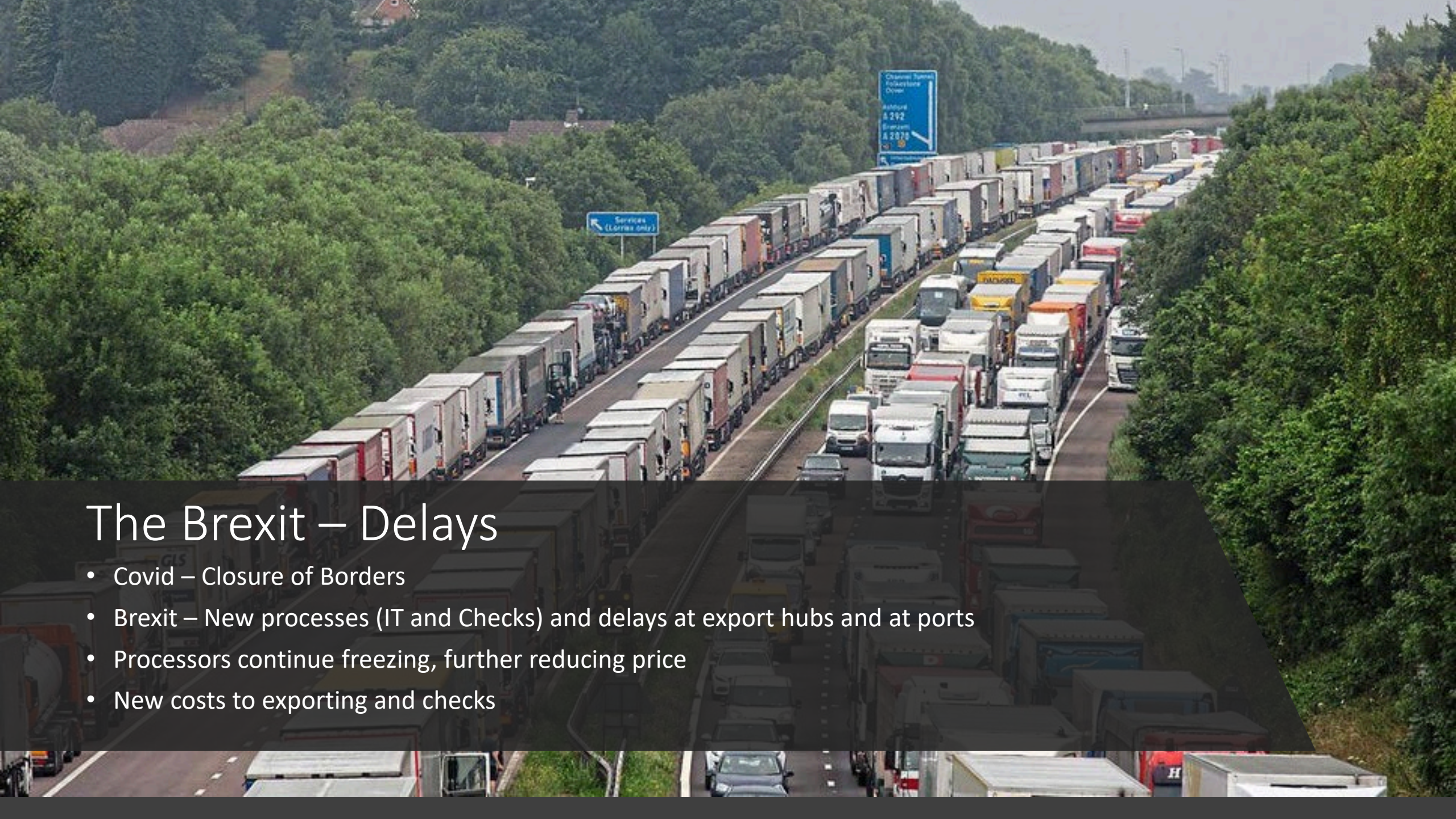
A LOOK AT INTERNATIONAL FISHING COMMUNITIES

In Scotland we have a long history of fishing and busy coastal harbours. Without a doubt sea fishing has for generations sustained communities. This



Covid – 19

- Fish Markets Closed (Dec 19 for Far East, Feb/March 20 for EU)
- Hospitality Closed
- Fishing Boats Tied Up
- Borders Closed Across EU, International and Domestic Travel Halted
- No Income for Many Fishermen
- Processor's Stock Up & Freeze Produce on Bulk – Further Reducing General Price of Seafood
- Some Processors/Exporters Close



The Brexit – Delays

- Covid – Closure of Borders
- Brexit – New processes (IT and Checks) and delays at export hubs and at ports
- Processors continue freezing, further reducing price
- New costs to exporting and checks



- **Example of Exporting Hub, February 2020 – Argyll and Bute Catch**
- **In Jan/Feb some products spoiled and didn't reach destination. Thousands lost per day. Now exports are improving, but product still subject to delay and longer delivery time, and high export costs.**



The Statistics

Covid – 19 Impacts on Shellfish (Late 2020)

Impacts on Shellfish

- Wide reduction in activity mainly due to not being able to access the EU market and large drop in prices.
- 33% of respondents reported that prices will have to increase by more than 30% to return to normal activity levels.
- 73% of Shellfish operators did not find new markets during the Covid period and 87% reported a decrease in prices.
- 78% of Shellfish operators are exporters and 49% of them reported that exports decreased by more than 50% during the Covid period.

Support, Sectoral Overview and Future Planning

Hardship funds - 69% applied and 73% received the Marine Scotland Sea Fisheries Support Scheme

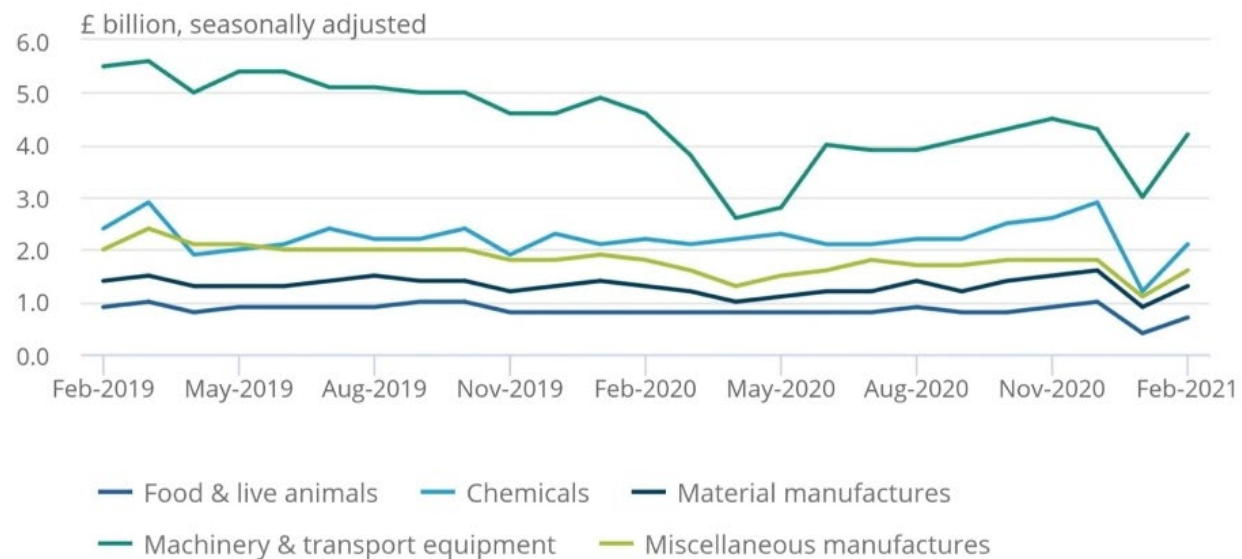
- 71% of Shellfish operators were able to cover both fixed and variable costs during the Covid period.
- Only 18% of Shellfish operators did not rely on any government support to survive through the Covid period.
- 33% were fairly confident that they would be able to continue to operate for the next 12 months.
- 86% of Shellfish operators source their workers locally. Less than 7% source their workers from the rest of the EU.
- 29% of Shellfish operators decreased working hours of their workers
- 16% laid off crew in the short term and less than 11% furloughed some of their workforce.
- 58% have made no preparatory plans anticipating a second wave of Covid-19
- 47% have made no preparatory plans to anticipate the end of the Brexit transitional period on the 31st of December 2020

Figure 4: Exports of goods to the EU, excluding precious metals, partially rebounded in February 2021

EU goods exports, excluding non-monetary gold and other precious metals, by commodity, February 2019 to February 2021

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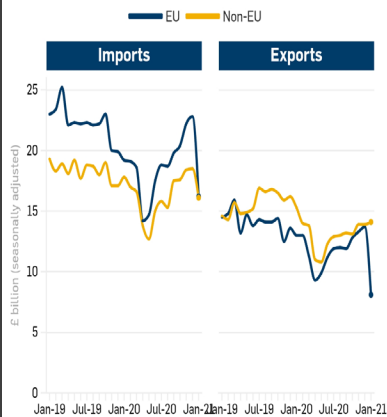


- General Statistics (Brexit)

to the EU almost completely wiped out amid a £700 million hit.

Information published by the Office of National Statistics have revealed the fish and shellfish industries suffered a massive 83% drop in January.

Goods imports and exports to the EU fell in January



Source: ONS

'There is no sugar-coating these statistics'

LATEST JOBS Commercial Manager, BioMar WestMed & Africa



UK Prime Minister Boris Johnson pictured at Grimsby Fish Market during the optimistic days of 2019. UK seafood exporters are hurting following his Brexit trade deal, with some ceasing to trade completely. Photo: Twitter/Boris Johnson/UK Government

Scottish seafood group warns of business closures after post-Brexit exports plunge 80%

An 83% drop in Scottish seafood exports to the EU in January is underlining the strain on the UK fisheries sector.

LIFESTYLE / FOOD AND DRINK

Brexit: Seafood industries suffer massive 83% hit to January exports to EU

by David Mackay

March 12, 2021, 4:45 pm



Fishing boats at Peterhead Harbour.

In January 2021 –
Over 80%
Reduction to
Seafood Exports
from UK to EU –
Of that figure
Shellfish hardest
hit sector of wild
caught Seafood

Shellfish Exports to EU



Shellfish export levels in 2020 impacted by pandemic, particularly the service sector. Down 20% by value on 2019 figures with April/May/June value down by around 50%



As of 1st of January additional paperwork, lack of preparation, inconsistencies of application, lack of agents etc, had a highly disruptive impact on exports. Shellfish exporters recorded an 83% drop in demand.



General improvements in systems and understanding between Feb/March, but full figures not yet available



Prices were very low, starting slowly to increase, but still real concerns over the viability of exports within current model.

Where are we with EU?

Things are likely to improve slowly with seafood trade between EU and UK, but are unlikely to get back to pre-Brexit position.

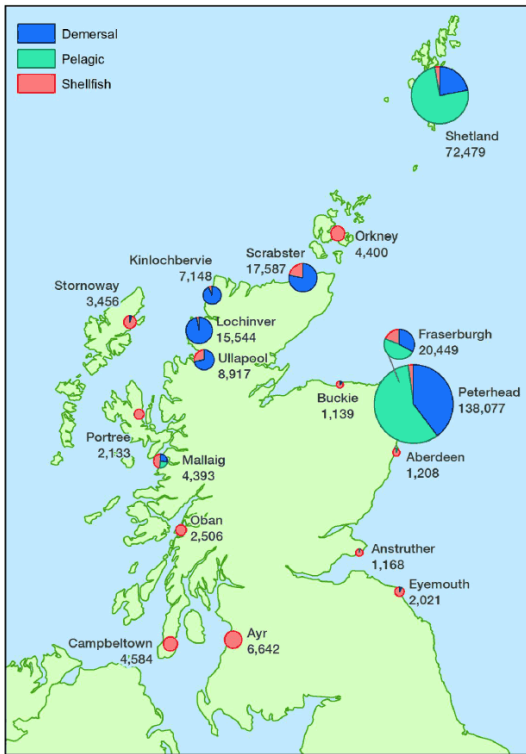
Exports will cost more and the UK will be less competitive in this sense, potentially losing markets to countries such as Ireland and Denmark.

Issue of Scottish Companies setting up or landing to countries such as Ireland and Denmark, potentially taking with them wider socio-economic benefit of fishing

EU partners will continue to look for cheaper more reliable supply of shellfish

Domestic and alternative markets being sought, but EU remains a critical market.

Drilling Down



- Initial impact in January 2021 from Brexit extremely hard for Shellfish
- Recent statistical publications show that goods exported from UK to France had picked up by 4% in February 2021 from January 2021, but were still considerably down on the monthly average of the second half of 2020.
- Still issues particularly with smaller ports and shellfish due to groupage, larger companies don't having same issues due to lack of groupage. Coastal fisheries disproportionately impacted again.
- Issues still with delays at checks and ports, IT issues, LBM, high costs in exporting



Northern Irish Protocol

- Of the shellfish not exported to EU, much of the rest goes to Northern Ireland to be processed. This results in extra transport costs & fishermen receiving less payment, this was true before Covid and Brexit.
- Post Brexit exporters experienced serious issues with new paperwork to NI, delays and new costs.
- NI now has a competitive advantage in exporting shellfish to EU, even on the shellfish caught in Clyde waters by NI boats.
- The issues have improved, but are likely to cause an issue when revisited after requested extension (2023)

PROTOCOL & CUSTOMS DECLARATION TRAINING
16 & 17 FEBRUARY 2021
ONLINE | ONE DAY TRAINING
9:00AM – 4:00PM

A&L Goodbody Grant Thornton QUEEN'S UNIVERSITY BELFAST

The advertisement features a background image of a large stack of colorful shipping containers in various colors (red, blue, yellow, green). The text is overlaid on a teal and white geometric design.



What are we doing?

- Engaging in multiple taskforces with Govt & Sector to rebuild markets
- Trying to tackle infrastructural transport and storage issues, remoteness & resilience for vulnerable communities . Direct selling is easier in Troon, Oban or Greenock than in Campbeltown or Tarbert
- Employing new post to look at infrastructural needs of coastal fishing communities (factories, davits, cold stores, direct selling)
- Negotiating new quota shares for our communities to diversify into new opportunities
- Working with local authorities
- Looking at strategic training/employability
- Supporting communities with hardship funds and business equipment (scales, packers, grants etc)
- Looking at digital selling/new supply chains
- Looking at wider economics of fishing to coastal communities





The Potential –
A root and
branch review
of the whole
system.

An overdue
levelling up for
Coastal
Communities



Training, Marketing, Upskilling and Flexibility

Depopulation? Unemployment? What did Denmark do?

The screenshot shows the homepage of 'The Fisheries Circle' website. The header features the logo 'THE FISHERIES CIRCLE' and the main title 'become a fisherman'. Navigation links include 'Fisherman', 'Skipper', 'Supplementary training', 'Meet us', 'Register', and 'Other commercials'. A search bar is present. Below the header is a large image of a man in a red jacket steering a boat. To the right of the image is contact information for 'The Fisheries Circle' in Copenhagen. The main content area is divided into three columns. The left column contains a placeholder for a missing plugin. The middle column features a section titled 'Rock 'n' roll fisher' with text about the Danish punk-rock song and a link to a training brochure. The right column lists external links for 'Fisheriescircle.com', 'Fisherstrainingcentre.com', and 'Blivfisker.nu'. At the bottom, there are three buttons: 'Become a fisherman', 'Become a skipper', and 'Supplementary training', each with a brief description and a link to read more. A small video player for the band 'FLAW MINOR' is also visible.

THE FISHERIES CIRCLE **become a fisherman** Home | Sitemap | Contact

Fisherman Skipper Supplementary training Meet us Register Other commercials Search

The Fisheries Circle
H. C. Andersens Boulevard 37 1. th.
DK-1504 Copenhagen V
Tel: +45 70 10 40 40
mail@fiskercirklen.dk

Rock 'n' roll fisher

With the Danish punk-rock song Rock 'n' roll fisher, the fishing industry is presented as an attractive place to work with a high degree of individual freedom. The song was written by the band Minor Flaw.

[About Rock'n'roll fisherman](#) | [Download training brochure \(in Danish, PDF\)](#)

[Fisheriescircle.com](#)
Read about education and recruitment initiatives in the fisheries sector.

[Fisherstrainingcentre.com](#)
Read about the Fisheries Training Centre here.

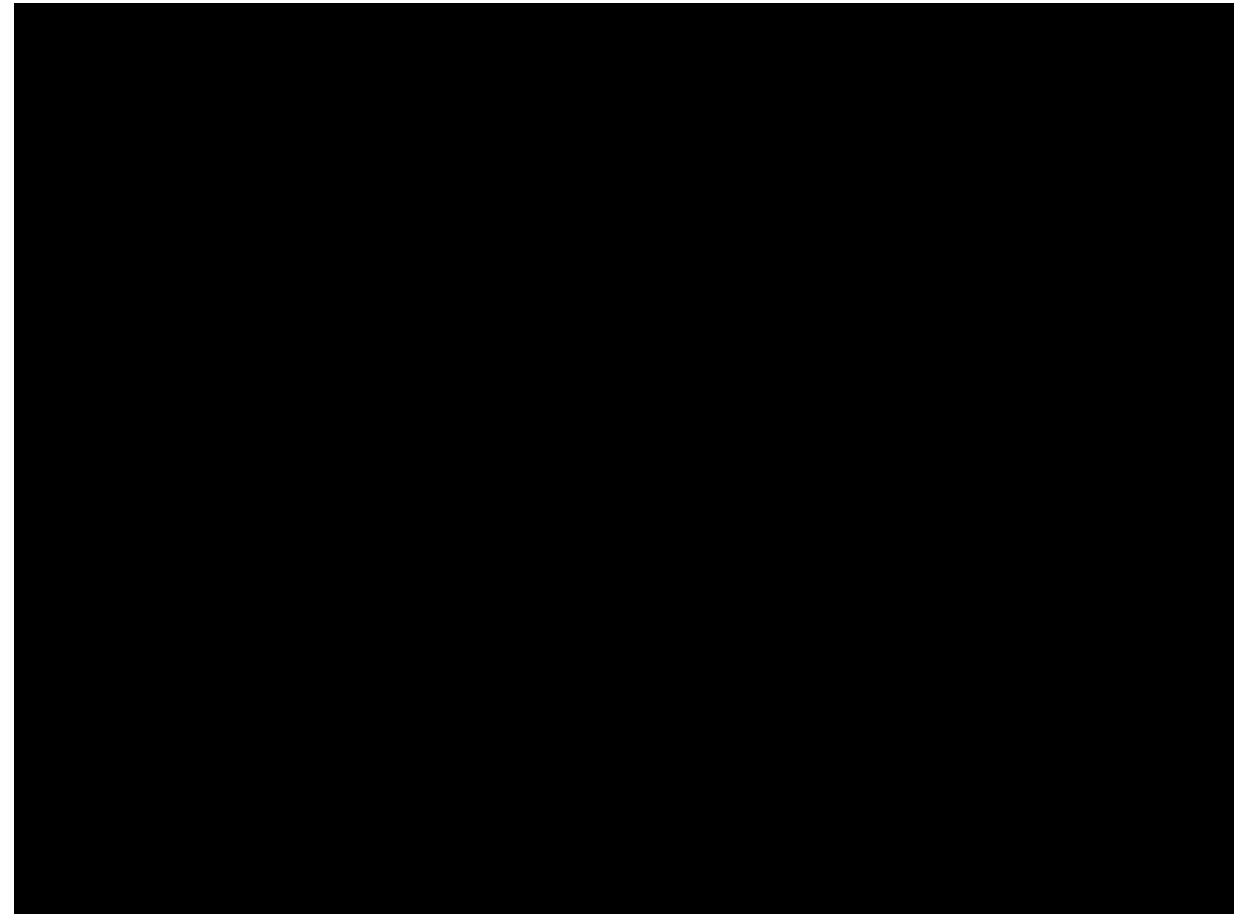
[Blivfisker.nu](#)
Klik her og kom ind på den danske hjemmeside (danish website)

Become a fisherman
Do you prefer life in the open where you can put your energy to good use? Then click here to learn more about training as a fisherman.

Become a skipper
Want to be captain of your own ship? Then the skipper training programme is right up your street. Click here to read more...

Supplementary training
As a fisherman and skipper you have a variety of opportunities for supplementary training. Read more about them here...

FLAW MINOR



Boat Building – Western Isles & Nordic Neighbours



Improved Science,
Partnership and
More Flexible Quota
Share (New Starts
Pool, Govt held as
National Resource)



Greater Community Benefit

- Socio-economically
- Culturally
- Tourism & Trade
- Sustainably managed
- Closer links to communities
- Fair Opportunity



Festival of the Sea

Saturday 16 September 2017
The Briggait, 141 Bridgegate, Glasgow G1 5HZ

Festival of the Sea 10am to 4pm
Market stalls, fresh seafood, cooked seafood, cooking demos by real fishermen and Seafood Scotland, arts and crafts, **live music by Emma Whyte & other great Scottish talents**, licensed bar, West Coast whiskies, photo exhibition by Ken Dundas and Michael Russell MSP, sea creature face painting and much more...

Premiere Something Fishy 7:30pm running time 75 mins
Playwright and Director **Tony Cownie**
Actors **Nicola Roy, Jimmy Chisholm and Matt Costello**
Music **John Kiely**

(Due to the nature of the building it can become cool quickly, so jumpers and coats are advised during the performance)

Ceilidh The Real Stramash 9pm
(Ceilidh only, admission from 9pm)

Tickets available at www.clydefishermenstrust.com www.clydefish.com

[@clydefishermen](https://www.facebook.com/clydefishermen) [@clydefishermenstrust](https://www.facebook.com/clydefishermenstrust)

[@CFAScot](https://www.facebook.com/CFAScot) [@cft_scot](https://www.facebook.com/cft_scot)

E: contact@clydefish.com

T: 07985674246

Supported by Seafood Scotland - Connect Local



Key General Issues

Brexit and Covid leading to new situations

Lobbying and interests in this area are strong.

Past system left little opportunity for new starts, flexible fishing access, foreign workers, issues are changing

Loss of EU markets and impact on fishing – competitive disadvantage of Argyll and Bute to regions like Northern Ireland.

Now there is an opportunity to restructure. Strategic funding, new quota, new post of Fishing Enabler

There is potential to benchmark with successful models and rejuvenate communities (60% of quota goes to coastal fisheries in Norway)

Chance to manage fisheries in a fairer way for both stocks and coastal communities

We need to make ourselves heard nationally – we have a growing voice.

Where are the employment opportunities? It's not just fishing!

The Obvious Answer!
Fishing – on boats.
Shellfish, white fish, pelagic
catchers. Opportunities
from deckhand to Skipper

Transport – we need
haulage etc

Processing – new

Online sales and marketing

Policy Development,
Management, Project
Development &
Management, and
Administration

Science and research

Infrastructure – Revenue
and Capital.
Teachers/Training through
to Physical Development

Cultural and Arts

Recap - What are we doing and where can we work together?

Working with Central Government, both Scottish and UK

Working with Councils & COSLA

Recruiting and expanding our staffing through employability

Developing Project links with training providers

Developing projects – Community Outreach

Fundraising

Planning – from quota to infrastructure

Developing new Social platforms for engagement with schools etc.