

DELIVERABLE D4.1.1

ALL Reports

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Project acronym	Adri.SmArtFish
Project full title	Valorisation of SMall-scale ARTisanal FISHerY of the Adriatic coasts, in a context of sustainability
WP4	Valorisation of Small-Scale Fishing and diversification of opportunities
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SMALL FISHERY, BIG FISHING

D4.1.1

"I have a lot of innovative ideas,
but I don't tell you because I don't trust you."
Cit. fisherman Adri.SmArtFish

November 21st, 2019

Agriturismo La Presa, Taglio di Po – Rovigo, Italy

PART 1

WHAT WE DID, HOW WE DID IT, WHO WE MET

Organization day November 21st 2019 - Agriturismo La Presa, Taglio di Po (RO)

The Cooking Lab of November, 21st 2019 takes place at the farm La Presa a Cut of Po (RO). Upon our arrival, the room is divided into two parts: the part with the work tables consisting of 4 tables for 8 people each, the projector and the wall to project slides; the kitchen consisting of a single large table divided into 2 working stations with the same ingredients in equal parts for 2 groups (mainly meat, potatoes, carrots, eggs, flour, fennel and toppings).

Upon arrival, each participant registers by filling out a form with his own data. Everyone is given a tag with his name attached to their clothes. Everyone is told that the lab will have an informal tone. Some fishermen arrive in pairs, many of them already know each other. In total, there are 13 fishermen in Taglio of Po, from 7 different areas.

The day begins with an introductory talk on Adri.SmArtFish project by Prof. Fabio Pranovi. He explains that:

- it is an Italy-Croatia project;
- the aim of the project is to create a trans-national consortium of small-scale fishermen. From the earliest stages, the project involved fishermen and envisaged the creation of a pilot project (the 'Fisherman's Village') that can be managed by the fishermen themselves;
- the purpose of the day is to: 1) convey that collaboration can be an effective way of working; 2) demonstrate that fishing is not only a value for fishermen but also for other subjects; 3) produce a document that, along with what is produced by the Croatian fishermen afterwards, will serve as a starting point for the next steps;
- the idea is that the consortium is a tool for fishermen and therefore imagined by the fishermen themselves ("the consortium is for you and you have to imagine it").

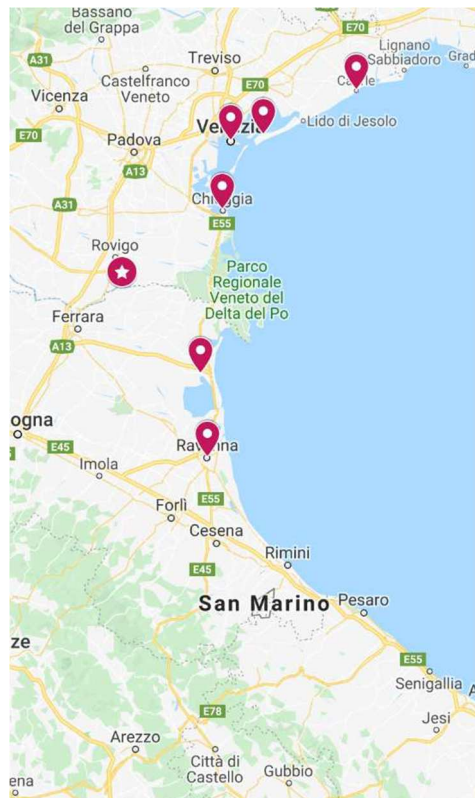
Prof. Vladi Finotto (Ca' Foscari Venice University) intervenes by saying that our goal is **to work together as people** to understand which are **the common issues and problems**. In this sense, "it is important **to understand who you are and what you can do**". The purpose of today's lab is therefore to try to build up a common ground to work together developing ideas in order to understand how to achieve the project's objectives. We strongly believe in this approach. It is important to start from the fishermen: who they are, what they can do, how they can do it, and define the goals to work together on. The team building and networking activities was created with this purpose. So, we're going to try to build this base-line that you're going to work on together, and at the end of the day we're going to try to figure out if we've been able to work together to get to know each other, on the other hand to pull out pieces of useful idea that can then lead to the goals of the project.

Davide Boschiggia introduces the workshop and reiterates what the purpose of the day is, describes the working methods and presents, one by one, the facilitators; the participants are divided into 2 groups, a group will prepare the first dishes, a group the second. The aim of the staff is to get fishermen out of their comfort zone and bring them in to work together.

PART2

GEOGRAPHICAL REFERENCE

Here below are reported the different areas of origin of fishermen who have participated in the lab.



PART 3
THE PEOPLE



ITALY

60.48 MILLIONS (2018)

30 KG/YEAR PER CAPITA CONSUMPTION

"Se te me sbuxi e vene, vien fòra acqua salà"
"If you pierce me, I bleed salt water"

ITALIAN FISHERMAN

IDENTITARY VALUE: "I am a fisherman!"

TRADITION

age 45/65

I do not have an e-mail 📧

<p>“</p> <p>LIMITATION</p> <p>Living UE recommendations as a limitation</p> <p>”</p>	<p>“</p> <p>RELATIONSHIP</p> <p>Commercial relationships with fishmarkets and consortium</p> <p>”</p>	<p>“</p> <p>CHANCE</p> <p>Associationism as a good chance</p> <p>”</p>	<p>“</p> <p>TERRITORY</p> <p>Revising of regional limitation Local rivalry</p> <p>”</p>
<p>“</p> <p>SEA BOTTOM</p> <p>Fishermen works on a shallow sandy bottom</p> <p>”</p>	<p>“</p> <p>MAINLAND</p> <p>Fishing at sea but also in brackish/fresh waters</p> <p>”</p>	<p>“</p> <p>CONSERVATION</p> <p>To preserve sea resource is a duty</p> <p>”</p>	<p>“</p> <p>UNIQUE</p> <p>Fishing is the only work</p> <p>”</p>
<p>“</p> <p>LACK OF TRUST IN OTHER FISHERMEN</p> <p>”</p>		<p>“</p> <p>CONTROLS</p> <p>Need of strict controls to prevent illegality</p> <p>”</p>	<p>“</p> <p>RETIREMENT</p> <p>Retirement will be a problem</p> <p>”</p>
<p>“</p> <p>PROMOTE CHEAP FISH</p> <p>”</p>		<p>“</p> <p>COMPETENCE</p> <p>Need to be represented by competent people with knowledge of fishing activity</p> <p>”</p>	

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Cit. fisherman Adri.SmArtFish

November 23rd, 2019

Bobolo Gourmet, Poreč - Croatia

PART 1

WHAT WE DID, HOW WE DID IT, WHO WE MET

Organization day November, 23rd 2019 - Bobolo Gourmet, Poreč (Croatia)

The cooking lab of November, 23rd 2019 takes place inside Bobolo Gourmet in Poreč (Croatia). Upon our arrival, the room is divided into two parts: the part with the work tables consisting of 6 tables for 4 people each, the projector and the wall to project slides; the kitchen consisting of two large islands divided into working stations with various ingredients (mainly meat, fish, vegetables and seasonings).

Upon arrival, each participant registers by filling out a form with their own data. Everyone is given a tag with their own name to attach to the clothes. Some arrive as a couple and many of them already know each other. In total, there are 16 fishermen in Poreč, from 5 different areas.

The day begins with an introductory speech by the Croatian reference partner (Oceanographic Institute) on the project. It explains that:

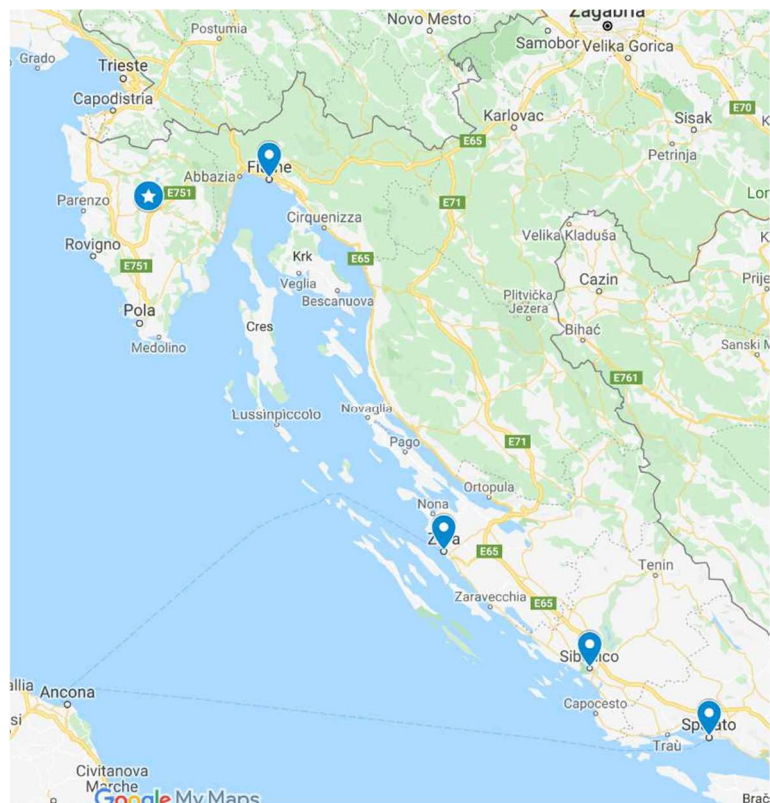
- it is an Italy-Croatia project;
- the aim of the project is to create a consortium for small-scale fisheries to carry out activities together.
- the purpose of the day is to: 1) convey that collaboration can be an effective way of working; 2) to demonstrate that fishing is not only a value for fishermen but also for other people; 3) to produce a document that will serve as a starting point to take the next steps;
- the idea is that the consortium is a tool for fishermen and therefore imagined by the fishermen themselves ("the consortium is for you and you have to imagine it").

Sanja Matić-Skoko (Institute of Oceanography and Fisheries) intervenes by saying that our goal is **to work together as people** to understand what are the common issues **and problems**. In this sense, "it is important to understand **who you are and what you know to do.**" The purpose of the lab is therefore to try to build a common ground and to work together on ideas useful to understand how to achieve the goals of the project. We believe a lot in this approach, so let's start with people. It's important to start with who you are, what you know to do, how you know what to do, and what goals you can achieve by working together. We will try to do this in a day of team building and network. So, we're going to try to build a starting point from which you're going to work on together, and at the end of the day we're going to try to figure out if we've been able to work together to get to know each other, on the other hand to pull out pieces of useful idea that can then lead to the goals of the project.

PART2

GEOGRAPHICAL REFERENCE

Here below are reported the different areas of origin of fishermen who have participated in the lab



PART 3
THE PEOPLE



CROATIA
4.07 MILLION (2019)
8 KG/YEAR PER CAPITA CONSUMPTION

CROATIAN FISHERMAN age 45/65

I do have an e-mail 📧

IDENTITARY VALUE "I work as a fisherman"

PROFESSION

<p>“</p> <p>COOPERATIVE</p> <p>Lack of participation</p> <p>”</p>	<p>“</p> <p>RELATIONSHIP</p> <p>Commercial relationships with restaurants, island markets, IT fishermen and companies</p> <p>”</p>	<p>“</p> <p>CHANCE</p> <p>A better use of UE relationship</p> <p>”</p>	<p>“</p> <p>TERRITORY</p> <p>Fragmented. Many islands, geographical distance</p> <p>”</p>
<p>“</p> <p>SEA BOTTOM</p> <p>Rocky and deep</p> <p>”</p>	<p>“</p> <p>SEA</p> <p>Fishing in the open sea</p> <p>”</p>	<p>“</p> <p>RESOURCE</p> <p>Getting paid to collect plastic</p> <p>”</p>	<p>“</p> <p>DIVERSIFICATION</p> <p>Fishing is not always the main activity</p> <p>”</p>
<p>“</p> <p>LACK OF TRUST IN OTHER FISHERMEN</p> <p>”</p>		<p>“</p> <p>CONTROLS</p> <p>Lack of controls means illegal fishing</p> <p>”</p>	<p>“</p> <p>RETIREMENT</p> <p>Retirement will be a good chance</p> <p>”</p>
<p>“</p> <p>PROMOTE CHEAP FISH</p> <p>”</p>		<p>“</p> <p>REPRESENTATION</p> <p>Not interested in being represented as a category</p> <p>”</p>	

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Analysis and integration of the two cooking labs

PART2

COMPARISON BETWEEN ITALIAN AND CROATIAN FISHERMEN

From the words of the Italian and Croatian fishermen, we have identified some differences that are shown in the following table:

Italy	Croatia
very strict controls	more bland controls
cultural and social fragmentation: local rivalry	geographical, cultural and social fragmentation
strict geographical limitations (you can fish in your own region, you can't trespass)	there are no geographical limitations: you can fish wherever you want to

PART 3

OUR CONCLUSIONS ABOUT THE CROSS-BORDER CONSORTIUM: WHICH ARE THE GOALS? HOW TO PURSUE THESE GOALS?

NEED TO FIND THE POINTS IN COMMON! CONSORTIUM TO ALIGN FOR PRICES. BEFORE A CONSORTIUM IS NECESSARY TO KNOW EACH OTHER. A LEGAL FORM DOES NOT MAKE A NETWORK. TO MAKE A CONSORTIUM THERE IS THE NEED TO FIND A COMMON PATH

The activities developed in Italy and Croatia were constructive and brought out interesting ideas. It has been highly valued in relation to a normal seminar and has shown that the constitution of the cross-border consortium is not the starting point of the project, but the goal that we want to achieve. To create it you need to plan in advance using innovative, engaging and informal ways that allow meeting, comparison and planning among participants. On both sides, there was a great willingness to meet again. Despite this, we found a great difficulty with language communication and the need to comply with different demands. Therefore, first of all, it is necessary to ask ourselves **which is the common ground to create a constructive dialogue?**

The structure that collects Italian and Croatian fishermen can be compared to that of a sport club, in which every team - the Italian fishermen and the Croatian fishermen - needs not only to have many presidents but requires experienced coaches. The two teams are currently playing two different games. There are elements of similarity and diversity. In order that the two teams can play the same game, they must both be trained to achieve the same goals. Training, however, must be tailored to the characteristics of each team and its players. To do this, every team needs to have a qualified coach. To date, this figure is missing. The coach must be competent, must have been or still be a fisherman. In fact, he has to know the language and what it means to be the players of the match. The coach must be a concrete and reliable spokesman, willing to propose and realize meetings between all the local players, and able to relate to the president.

Therefore, the idea is to activate a process. Italian and Croatian fishermen must first get to know each other among their compatriots and identify how they can work together. Then, meetings between the two fishing communities will be organised to work on building a common network. The motto is: get to know each other and understand how to work together to be able to create a network! The path must be gradual at the territorial level: starting from Taglio di Po, we could extend the dynamics, till reaching to Croatia. Our conclusion is a process, a path, that can generate a relationship that has the ultimate goal of creating a unitary consortium; It is necessary in any case do not forget that each territory has its own specificity.

To conclude:

- From what has been done on the ground, we believe that the consortium cannot be made from a top-down action but from a bottom-up action: come now, let's sail together!
- It is also necessary to progress gradually, for levels, gradually increasing the intensity of the action: from light blue to dark blue, with many different gradations of pantone.
- The linguistic problem has been very problematic: facilitators must be native speakers. The activity in Croatia was certainly less effective, because we lacked the basic Croatian cultural context.

All friends, all enemies.