RECOMMENDATION DOCUMENT

*Practical guide and toolbox for the implementation of the fishing tourism model*

**WORK PACKAGE 4 – TRANSFERRING**

Activity 4.2 Transferring the tested model

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1. INTRODUCTION

TOURISMED project’s purpose is to develop, to test and disseminate a fishing tourism model in the coastal territories of Italy, Cyprus, Greece, Albania, France and Spain, as a way to promote a sustainable approach to tourism, while fostering the preservation of the marine ecosystem and traditional fishing culture of the MED region.

The first phases and activities of the project were dedicated to the elaboration of such a fishing tourism model, then to its implementation and testing in pilot territories.

This practical guide and toolbox aims to facilitate the dissemination of the fishing tourism model in the whole MED area, by giving operational and practical recommendations to local authorities and fishermen that want to implement fishing tourism activities. The operative goals of this deliverable are to support:

✓ The implementation of the fishing tourism model in other testing areas,
✓ The coordination and standardisation of pre-existing practices,
✓ The emergence of new policies supporting fishing tourism development at regional and transnational level.

The document contains recommendations on how to implement the fishing tourism model and appropriate measures that facilitates its realisation according the criteria established to protect the marine ecosystem and fishing resources.

The TOURISMED partners agreed to design this recommendation document as a practical guide and a methodological operational framework for the implementation of the fishing tourism model at local level. It contains:

⇒ A synthetic and clear methodological note describing step by step the actions to be implemented,
⇒ A toolbox gathering all the documents, tools and guidelines produced during the TOURISMED project that could be useful on the field to permit the achievement of each step.

The final shape of the output will be digital and integrated in the crowdsourcing platform; as it is destined for local professional end-users (fishermen, fishing organisations, tourism organisations, local authorities), it will be disposable both in english and in each partner’s language.
2. RECOMMENDATIONS TO LOCAL AUTHORITIES AND/OR COLLECTIVE STAKEHOLDERS

This first part is targeting the organisations (fishermen cooperatives, tourism destination manager, local authorities, etc.) that would like to develop and consolidate fishing tourism activities and offer on their territory. It details, step by step, the actions to be implemented, and the methodological and practical recommendations as well, to insure the actions’ efficiency.

Figure 1 - Operational steps to be followed for the development of fishing tourism in your territory

1.1. Identification and mobilisation of the stakeholders (step 1)

Actions to be implemented:

- **Business model adaptation**: One of the main TOURISMED Output is a business model for fishing tourism, that could be adapted to local specificities. The adaptation of this model will permit to identify the core aspects of the local fishing tourism business focusing on key activities, key resources, value proposition, customer relations and segments, key partners, cost structure and revenue streams.

- **Territorial analysis**: A state of art will provide information on to which extent fishing tourism is practiced in the territory, while a feasibility study will indentify key information about local specificities such as: Natural and cultural resources characteristics; Environmental considerations; Permitting processes and necessary approvals; Safety concerns; Economic viability.

- **Focus groups**: A local focus group with a large diversity of concerned stakeholders (fishermen, fishing organisations and administrations, tourism stakeholders and organisations, local authority, etc.) should be organised, following a participative approach, in order to: promote the commitment of local stakeholders, but also to assess how to link the fishing tourism business model and the local specificities, needs and potential related to fishing tourism.
Recommendations:

➔ At this stage, it is crucial to plan the activities with all the community of the concerned stakeholders, and specifically with fishermen associations and organisations. Be careful to involve collective organisations, it will have a direct effect in terms of confidence, trust and legitimacy.

➔ Do not forget to invite to the first meeting other key stakeholders indirectly concerned like restaurants, hotels, tour operators, local authorities or even fish retailers. They have to be part of the game, and will contribute directly to the success of the fishing tourism products. You can highlight/reward their commitment by posting logos-stickers in the enterprises’ places.

➔ At this early stage, try to identify a leader, the good person who is able to mobilise and lead the community of involved stakeholders: it could be the stakeholder who will market/commercialise the fishing tourism product as well as a fisherman.

Tools, templates and guidelines:

- Refined fishing tourism business model (En)
- Territorial analysis guideline (En)

Useful outputs, examples and documents:

- Territorial analysis report (En)

1.2. Preparing the fishing tourism activities (step 2)

Actions to be implemented:

✔ **Training sessions:** It is highly recommended to organise training courses to fishermen, to cover topics related to fishing tourism: Formal procedures for authorisation, Health and safety measures on fishing vessels board, Navigation safety rules, Hygienic and sanitary rules concerning food handling and storage, First aid measures, Management of a fishing tourism enterprise: bureaucratic and administrative aspects, Promotion and marketing notions for the tourism and hospitality sector, Biology of the main local commercial species and conservation of marine ecosystems and fisheries resources, Waste disposal principles and environmental regulations for the safeguard of the sea, Common and traditional fisheries systems and gears relevant for fishing tourism.

✔ **Agreements with fishermen:** in order to insure the involvement of key stakeholders in the development of a territorial fishing tourism product, it is highly recommended to sign agreements with: fishermen and/or fishery organisations (in order to ensure the direct involvement of the specific target group they represent, in the activities), but also with potential partners and external stakeholders, that wants to actively contribute to build a fishing tourism product integrated in the territory.
Recommendations:

➔ To insure the success of the training courses, **be sure that your pedagogical approach will keep the attention of the fishermen**, by using attractive materials, interactive and participative approach

➔ The effectiveness of the training sessions will be increased if **the trainer is himself a fisherman or a professional from the fishing sector**.

Tools, templates and guidelines:

- Agreement with fisherman template (En)
- Training programme guideline (En)
- Manual for trainers (En, It, Fr, Al, Sp, El)
- Manual for trainees (En)
- Certificate template (En)

Useful outputs, examples and documents:

- Training Materials (It, Fr, Al, Sp, El)
- Certificates (It, Fr, Al, Sp, El)
1.3. Implementation of the fishing tourism activities (step 3)

Actions to be implemented:

In this phase, your organisation should support the involved fishermen for the preparation, the implementation and the management of fishing tourism activities; it includes a technical and administrative support for:

✔ License procurement and satisfaction of legal requirements
✔ Boat equipment
✔ Definition and implementation of the itineraries
✔ Integration of the itineraries on the platform
✔ Promotion and communication of the itineraries

Recommendations:

⇒ For obtaining the fishing tourism license, verify the ability for the use of the VHF material
⇒ Upstream to the equipment of the boats, consult and associate the certification bodies and public authorities, to be sure that they will validate the equipment.
⇒ When designing the fishing tourism itineraries, it will be important to associate and involve tourism operators: they know better the interest centers and consumers habits of the tourists, and will be of good advice for the design of the touristic packages, to be sure that the touristic product will attract tourists.

Tools, templates and guidelines:

• Pilot Testing Methodological Guideline (En)
• Itinerary templates (En)
• Interpretative panel template (En)
• Outdoor Sign (En)
• Brand logos and materials (En)
• Customer satisfaction survey template (En)

Useful outputs, examples and documents:

• Itinerary plans (En, It, Fr, Al, Sp, El)
• Local Interpretative panels (En, El)
• Local brochures and flyers (En, It)

1.4. Governance of the fishing tourism activities (step 4)

Actions to be implemented:

✔ Writing and signature of a local consortium charter: in order to insure through time the constant quality and the sustainability of fishing tourism activities in your territory, it is crucial to build a local consortium (i.e. a multi-stakeholder organisation) that will take in charge the management of the fishing tourism activities and products you developed in the area. The consortium
building process should include the negotiation and the co-writing of a local charter that aims to regulate the roles, functions and operation system of such a local consortium.

Recommendations:

→ The local consortium charter should be co-written following a participative approach, involving all the stakeholders, in order to guarantee the long term commitment of the signatory parties, and to avoid a simple ‘opportunity effect’.

→ The rules, mutual commitments and control process should be directly negotiated and decided by the signatory parties: they will accept better constraints that they have chosen than constraints imposed by a superior authority.

Tools, templates and guidelines:

- Fishing Tourism Agreements Guideline (En)

Useful outputs, examples and documents:

- Local charters (It, Fr, Al, Sp, El)
3. RECOMMENDATIONS TO FISHERMEN

This second part of our practical guide is targeting the fishermen who want to practice fishing tourism activities in a territory where there is already an authority/body in charge of the management and coordination for local fishing tourism (public authority, tourism destination manager, local fishing tourism consortium, fishing cooperative, etc.). It details, step by step, the actions to be implemented by fishermen and some technical recommendations related to the local conditions for practicing fishing tourism.

Figure 2 - Operational steps to be followed by fishermen for the practice of fishing tourism

3.2. Specific recommendations for Valencia (Spain)

Step 1 - Evaluate the feasibility of fishing tourism activities

Resource person to contact for advice and support: Carolina Navarro Correcher, Area Manager-Fundacion Valenciaport, Muelle del Turia s/n, +34 687 629 583

Contact details of the responsible administration: Generalitat Valenciana, Conselleria de Agricultura, Desarrollo Rural, Emergencia Climática y Transición Ecológica, C/ DE LA DEMOCRACIA, 77 - Valencia, +34 961247178

Step 2 - Fishing tourism licence procurement

Legal constraints to be respected to practice fishing tourism and to obtain the licence:

The legal regulation for this activity is established on the Royal decree 56/2017, of 28 April, “del Consell, por el que se regulan las medidas para la diversificación pesquera y acuícola en la Comunitat Valenciana”.
1. In addition to natural persons, the following legal persons may carry out any of the activities the principal objective of which is one or more of the purposes referred to in paragraph 3:

- Commercial entities constituted by holders of authorizations, concessions or licenses referred to in paragraph 2(a), fishermen's associations or organizations of fishing producers.
- Service companies linked to tourist, leisure, educational or cultural activities covered by the decree, together with the holders of the authorisations, concessions or licences referred to in paragraph 2(a), fishermen's guilds or producer organisations, by means of an agreement in which the members of the fishing sector have a decision-making percentage of more than 50%.
- Commercial entities constituted by service companies linked to the development of tourist, leisure, educational or cultural activities covered by this decree together with the holders of authorisations, concessions or licences referred to in paragraph 2(a) of this article, fishermen's associations or producer organisations, provided that more than 50% of the shares or holdings of the entity belong to members of the fishing sector.

2. General requirements to be met by natural or legal persons wishing to carry out these activities:

(a) hold an authorisation, concession or professional licence for fishing, aquaculture or shellfishing.
(b) Draw up a descriptive report of the activities they wish to carry out and the technical means and resources that must be used to do so.
(c) Have the corresponding policies and insurances according to the activity, and specifically the following ones:

- Coverage of civil liability for personnel outside the boat when the activity takes place on board a professional fishing boat.
- Coverage of civil liability for personnel outside the enclosure when the activity takes place in an installation.
- Civil liability insurance covering all participants in the activity when the activity takes place on land within the framework of marine tourism.

3. Complementary requirements to be met by the requesting persons, in the case that the activities take place on board vessels:

- Be inscribed and registered in the General Registry of the Fishing Fleet.
- To certify that they comply with all the conditions established in article 74 ter of Law 3/2001, of 26 March, on State Sea Fishing, in the event that the fishing-tourism activity is carried out.

The conduct of tourist fishing activities shall comply with the following safety conditions:

- They must be carried out in accordance with the conditions laid down in the specific implementing legislation for the fishing modality, with regard to times, timetables, catch limits and authorised zones.
- A valid civil liability insurance or other equivalent financial guarantee covering possible damage to the entire passage shall be available, in compliance with the requirements of Article 74ter of Law 3/2001 of 26 March on State sea fishing, added by Law 33/2014 of 26 December.
- The boats will have the elements of rescue and security in sufficient number and type for all the people who embark. The first-aid kit on board must be appropriate to the type of navigation carried out by the vessel.
The skipper of the vessel shall be responsible for the safety conditions under which the passenger embarkation takes place. The boarding of minors shall not be admitted without the written authorization of the father, mother or guardian or persons requiring special assistance in conditions that are not compatible with the safe practice of the activity.

The vessel shall have secure means of access for the passage.

The fishing activity can only be exercised by the crew of the vessel. The handling of fishing gear and auxiliary elements shall only be handled by the crew. These operations shall be carried out at all times bearing in mind the presence on board of the passenger not familiar with the fishing activity. In the event that the type of gear, manoeuvre or specific activity makes it necessary, for safety reasons, spaces shall be provided on board in which the passage is free from danger and access to certain areas of the vessel shall be prohibited during manoeuvres involving risk.

All information on the ship, the safety measures to be complied with and the conditions under which the activity is to be carried out shall be provided in writing to the passenger in advance of the time of disembarkation. Such information shall also be conveyed orally and in a comprehensible manner.

The master or master of the vessel shall be responsible for ensuring that both the meteorological and operational conditions of the vessel are appropriate for the conduct of the activity,

The passenger must wear, at all times, the life jacket and other safety features necessary for the type of activity carried out on the vessel where the fishing tourism is to take place.

Regardless of the limitations imposed by the vessel's certificates, its constructive condition, operating conditions and safety and rescue elements, the maximum number of passengers allowed shall not exceed:

- For vessels up to 8 meters in length, 2 persons.
- For vessels of more than 8 meters up to 12 meters in length, 4 persons.
- For ships or boats over 12 metres up to 20 metres in length, 8 persons.
- For ships or boats over 20 metres in length, 12 persons.

In case the activity is carried out by means of auxiliary and transport vessels, from the fourth and sixth lists respectively of the Register of Vessels, that accompany the vessels during part of the fishing without carrying out extractive fishing, the limits will be:

- For vessels up to 8 meters in length, 4 persons.
- For vessels over 8 metres and up to 12 metres in length, 8 persons.
- For vessels of more than 12 metres and up to 20 metres in length, 12 persons.
- For vessels of more than 20 metres in length, 14 persons.

In case they were necessary, the works of adaptation of the vessel for this activity will be treated as a modernization, as regulated in Royal Decree 1549/2009, of 9 October, on management of the fishing sector and adaptation to the European Fisheries Fund or rule that replaces it, without being able to increase, in any case, the capacity of the vessel, neither in GT nor in Kw, as well as fishing capacity.

By regulatory provision may establish the times, times and areas authorized to carry out fishing demonstration activities, understood as activities that are carried out with gear or professional fishing gear that can lead to the capture of fishery products.

For example, the equipment list for the pilot activities conducted in Xàvea was:

- NAVAL ENGINEERING PROJECT
- LIFE JACKETS ABANDONMENT
- AUTO-INFLATABLE VESTS WITH RADIO BEACON
Step 3 - Prepare the itineraries

Training session and support for fishermen:

Fishermen Associations can contact Turisme Comunitat Valencia to support them in this task. Turisme Comunitat Valencia has a programme, CreaTurisme, that aims at developing a whole series of actions to accelerate tourist products that expand the catalogue of creative, experiential, diverse, sustainable and seasonal offerings, as well as promote new tourist products of interest, such as Sailor or Fishing Tourism.

The frequency of the session should be decided taking into consideration the number of interested fishermen.

Advice and recommendations for the preparation and the organisation of new itineraries:

There are a lot of potential on this new touristic activity. The itineraries should take into account the period of the year, the nautical and weather conditions, the location (touristic towns or areas are more appropriate)

The guided tour should include:

- Welcoming
- Introduction of the fishing crew
- Explanation of the day programme (sailing time, direction, fishing time, time of arrival....)
- Safety measures
- Tour through the ship
- Explanation of fishing methods
- Explanation of the main marine species
- Other activities needed in the fisher activity (maintenance of the ship, fish selection and preparation....)
- Explanation of the fish auction
- Closure and farewell

Step 4 - Insure the viability of your fishing tourism activities

Become a member of the local fishing tourism consortium:

Please contact Carolina Navarro at cnavarro@fundacion.valenciaport.com

Promote your itineraries on the www.fishingtourism.net platform:

The TOURISMED fishing tourism platform is a valuable promotional tool in the services of the local economic operators (fishermen, travel agents, restaurants). But in order to be attractive for tourists and web users, the platform should promote only updated information of the itineraries, the costs and the contact details of the fishermen. Be sure that the information concerning your itineraries are regularly up to date.
3.3. Recommandations spécifiques pour la Corse (France)

Etape 1 - Évaluez la faisabilité pour le développement d’activités de pescatourisme

**Personne ressource à contacter : Rémi BELLIA, Petra Patrimonia Corsica, 2 Chemin de l’Annunciade - 20200 Bastia, + 33 (0)4 95 38 05 70**

Etape 2 - Obtention de la licence de pescatourisme

**Contraintes légales à respecter pour pratiquer le pescatourisme et obtenir la licence :**

La réglementation du pescatourisme est régie en France selon le chapitre 10 de la division 227 de l’arrêté du 13 mars 2012 portant modification à la division 226, relatif à la sécurité des navires armés à la pêche d’une longueur égale ou supérieure à 12 mètres et inférieure à 24 mètres, et la division 227, pour la sécurité des navires armés à la pêche inférieur à 12 mètres, par la création respective des chapitres 9 et 10.

Le pescatourisme est une activité réglementée au titre des activités de la pêche professionnelle. Seul un navire qui détient un Permis d’Exploitation Maritime peut le pratiquer.

Les conditions ont été complétées, par façade maritime, par des doctrines des Directions Intérrégionales de la Mer lors de Commissions Régionales de Sécurité.

En Méditerranée, des conditions météo doivent être respectées selon la taille du navire:

- Pour les navires avec cabine, les conditions météo sont à l’appréciation du capitaine,
- Pour les navires de 8m50 à 12m, sans cabine, les conditions météorologiques sont limitées à vent force 3 et mer belle à peu agitée,
- Pour les navires de 7m à 8m50 avec ou sans cabine, les conditions météorologiques sont limitées à vent force 3 et mer belle à peu agitée,
- Pour les navires de moins de 7m, les conditions météorologiques sont limitées à vent force 3 et mer belle à peu agitée et navigation en 4ème catégorie limitée à 5 milles du port de départ et 1 mile de la côte.

Pour pratiquer le pescatourisme, un patron pêcheur doit demander auprès de la DIRM Méditerranée un dossier de demande d’activité “pescatourisme”. Avant de le remplir, il doit demander auprès du Centre de Sécurité des Navires de la DIRM une visite spéciale de son bateau pour juger de la conformité de son état et de ses équipements selon les conditions de la division 227.

Suite à cette visite, le patron pêcheur devra déposer le dossier demande dûment complété, avec les pièces demandées :

- Permis de navigation du navire
- Rapport de visite de sécurité
- Rapport de visite de l’agence nationale des fréquences
- Facture d’achat des Vêtements de Flotabilité Intégrés (gilet de sauvetage)
- Document Unique de Prevention
- Attestation d’assurance civile professionnelle pour le transport de passagers
- Copie du rôle d’équipage
- Copie de la décision d’effectif
- Schéma des zones de travail sur extrait de carte Shom

**Contraintes concernant l’équipement et l’aménagement du navire :**
Les équipements obligatoires sont les suivants:

- Brassières de sécurité en nombre suffisant pour le nombre de passagers autorisé à bord,
- Vêtements à flottabilité intégrés, en nombre suffisant pour le nombre de passagers autorisé à bord, avec port obligatoire pour les passagers,
- Dotation (trousse) médicale C (division 217),
- Drone de sauvetage suffisante en fonction du nombre de membres d’équipage et de passagers,
- WC obligatoire pour toute sortie en mer de plus de 6 heures,
- Equipement du navire, Radio VHF ASN,
- Système d’arrêt d’urgence des moteurs,
- Barrière de sécurité d’une hauteur de 1m à la station d’assise des passagers,
- Un siège fixe (amovible) par passager de 45 cm de largeur libre d’assise (place en cabine autorisée),
- Une zone dédiée aux touristes lors de manoeuvres particulières, d’un minimum de 0,5 m² par personne.

**Etape 3 - préparation des itinéraires et excursions**

**Sessions de formation** :

Des sessions de formation d’une journée peuvent être réalisées chaque année, durant les mois d’hiver, lors de la basse saison de la pêche, à destination de tous nouveaux patrons pêcheurs souhaitant pratiquer le pescatourisme.

Ces formations pourraient être dispensées soit par le Comité Régional des Pêches Maritimes et des Elevages Marins de Corse qui a seule compétence en matière de pêche à l’échelle de toute la Corse, soit par les prud’homies de pêche à l’échelle des ports et des quartiers maritimes d’Ajaccio, Bastia, Calvi et Bonifacio.

Toutefois, ces organisations ne disposent pas des moyens financiers pour assurer chaque année de telles formations. Un soutien pourrait être apporté par les communes portuaires ou les regroupements de communes (Pôle d’Equilibre Territorial et Rural, communauté d’agglomération). Toutefois, la question des moyens financiers demeurerait la condition à leur réalisation.

**Conseils concernant le choix des itinéraires et l’organisation des excursions** :

Toute activité de Pescatourisme doit être intégrée à son territoire. La découverte du métier de patron pêcheur à bord du navire doit se faire en tenant compte de l’histoire du port et du littoral marin.

Aussi, il conviendrait pour tout nouveau patron pêcheur d’effectuer le pescatourisme selon ses habitudes de pêche mais aussi en intégrant un parcours qui pourrait retracer l’histoire du littoral et des pêcheurs locaux : découvrir des plages où autrefois les pêcheurs faisaient une escale pour se reposer, une crique fréquentée par des célébrités (chanteurs, acteurs...), un passage habituel des dauphins ou des cétacés...

Pour préparer ces itinéraires, un rapprochement avec les offices de tourisme est utile afin de disposer de toutes les informations nécessaires ou du moins pour que le patron pêcheur complète ses connaissances avec les professionnels de la promotion du tourisme local.

Une première sortie, une sorte d’éductour, peut être réalisée avec des agents des offices de tourisme afin de tester la sortie avant de recevoir les premiers touristes.
L’élaboration des itinéraires pourraient donner lieu à des formation sur la construction d’un récit relatif à l’histoire de la côte et/ou des aspects patrimoniaux portuaires. Cela renvoie à la problématique des moyens nécessaires pour les réaliser.

D’une manière générale, les pêcheurs, de part leur passion pour leur métier et lorsqu’ils s’engagent dans une démarche de pescatourisme, sont de bons communicants sur leur métier qu’ils illustrent souvent de récits personnels d’histoire familiale ou d’anecdotes locales.

**Étape 4 - Assurer la pérennité des activités de pescatourisme**

**Vers des chartes locales de pescatourisme ?**

Une charte du pescatourisme doit reposer sur un consortium local tranversal aux domaines d’activité du pescatourisme en tant qu’activité de la pêche professionnelle : communes portuaires, affaires maritimes, organisations professionnelles de la pêche, organisations de la promotion du tourisme local.

Par expérience en France, c’est lorsque le pescatourisme est pris en charge par les acteurs du territoire qu’il fonctionne le mieux, comme par exemple le SIBA du pays Val de l’Eyre dans le bassin d’Arcachon.

Pour la Corse, les PETR et les communes, dont les offices de tourisme dépendent, sont les plus légitimes à s’engager dans une démarche de charte.

**Promouvoir ses itinéraires sur la plateforme www.fishingtourism.net**

Une fois les itinéraires définis, il est important de les communiquer aux Offices de Tourisme et de les télécharger sur la plateforme www.fishingtourism.net afin d’en faire la promotion et de toucher un public plus large. La mise à jour des informations une fois par an, avant chaque nouvelle saison, est un minimum requis.

**3.2. Specific recommendations for Rafina (Greece)**

**Step 1 - Evaluate the feasibility of fishing tourism activities**

**Resource person to contact for advice and support:** Vassileios Tselentis, University of Piraeus, Karaoli & Dimitriou 80, Piraeus, 18534, +306974022062

**Contact details of the responsible administrations:**

East Attica and Northern Athens Sector Fishing Office, 17th km Marathonos Avenue, Pallini, 15351, +302132005190

Piraeus Regional Unit, Fishing Office, Psaron & Mpotsari 7, Drapetsona, 18648, +302131602662

**Step 2 - Fishing tourism licence procurement**

**Check-list of the legal constraints to be respected to practice fishing tourism and to obtain the licence:**

- Own a professional fishing vessel up to 15 meters max.
- Own a professional fishing license for gear that excludes trawlers and beach seines
- The vessel must comply with the professional tourist vessels requirements
- The stability test is conducted with fishing equipment operating
- Carry up to 12 passengers
- Own a certificate of seaworthiness
- There must be enough space for the passengers’ accommodation without hindering the fishing activity
- During fishing trips, the professional fishermen are demonstrating fishing techniques according to the standing national or communal legislation, using the gear and techniques that are defined in the professional licence of the vessel (excluding trawlers and beach seines). The fishing licence also includes the gear that passengers are allowed to use
- The fishing gear must be accommodated in a way that does not hinder the passengers’ free and safe movements on-board
- The passengers are allowed to fish only with hooks on nylon lines (pulled by the vessel or set from the vessel) with no mechanical support
- The passengers are allowed to participate in fishing activities only if their safety is not at risk
- The captain is responsible for the passengers’ safety
- Boarding for recreation trips with whole charter or daily sea trips are prohibited

Check-list of the equipment that must be on board to practice fishing tourism:

- Fishing equipment (according to the professional license of the vessel)
- Create enough space for the passengers’ accommodation without hindering the fishing activity
- Accommodate fishing gear in a way that does not hinder the passengers’ free and safe movements on-board
- Navigation lights (for night trips according to the Port Obligations)
- Electronic systems (radio, radar, sounder, GPS, satellite phone, EPIRB) depending on the type of the vessel
- Life jackets
- Round life savers with 15 m. rope
- Towing rope with ready to tie hooks (at least 20 m. long)
- Anchor with rope and chain
- Floating anchor
- Signaling flares and smoke signals
- Satellite phone with additional battery
- Fire distinguish equipment
- Medical equipment
- Radio
- Water pumps
- Jackknife
- Flashlight with additional batteries
- Oars
- Floating device for the 50% of the passengers (depending on the type of the vessel)

Check-list of legal constraints to be respected before departure:

- Verification of crew responsibilities:
  - Adequacy of food, water and fuel supply
  - Machinery and electric parts
  - Electronic systems (radio, radar, sounder, GPS, satellite phone, EPIRB)
  - Fire distinguish equipment
  - Rescue equipment
- Navigation equipment
- Steering, engine and transmission (also after departure)
- Water pumps
- Power generator
- Emergency power systems, lights and fire pump
- Compressed air systems
- Vessel structure
- Hull, hatches, ropes, anchors, propeller
- Weather/tide conditions and forecast

- Fishermen must ensure that embarking/disembarking is safe and count the passengers in every embark/disembark
- Fishermen must inform the passengers for safety, acting on emergency occasions, rescue equipment, sun protection (for daytime trips), dangerous marine species.

Step 3 - Prepare the itineraries

Training session and support for fishermen:

In case the consortium could get public funding for organising training sessions, this would enable the consortium to deliver systematic courses. We are considering to deliver training material produced within TOURISMED in the website of the project or in other local websites. When a new fisherman will show interest to the activity, he will be able to examine the studies and the training material. After that, we could organise more personalised meetings in order to support the new fisherman in the entire process of getting a licence or promoting his business.

Advice and recommendations for the preparation and the organisation of new itineraries:

Depending on the type of the new itineraries, fishermen should cooperate with local environmental and cultural associations and with the municipality at a higher extend in order to support them for labelling the new routes.

The new itineraries should be organised in such a way in order to be compliant to the weather and wind conditions of each area and each month. The tourism season is open from May till September but not all of the coastal places are safe and suitable for families the entire summer period.

The fishermen should take into account that an all-inclusive ticket is more convenient for the tourists. Before planning the itinerary, they should consider potential services and costs, discuss it with their travel agent/s and restaurants they want to cooperate with, and then advertise their day at the sea under a single price per person/per family.

Fishermen need English speaking staff for all the vessels, regardless of the itineraries or the storytelling they choose. There are of course Greek tourists, but they could never really arrange to have only greek speaking customers or only english speaking tourists. So, they need to have english speaking staff all the time.

Storytelling can have a range of topics, such as:

- the fishing methods,
- the type of local fish, biology of the main local species
- the difficulties met depending on the weather conditions,
- the real job of the fisherman from catching the fish till selling it to the local market and the restaurants,
Storytelling should not be identical for all the fish trips and all of the tourists. The staff should understand the tourists’ interests and focus more on the topics the tourists would like to discuss and learn about.

**Step 4 - Insure the viability of your fishing tourism activities**

**Become a member of the local fishing tourism consortium:**

Prof. Vassilis Tselentis will be the consortium manager. The process (not yet defined by all the members) should be:

a) discussion with prof. Tselentis about the fisherman’s interests, area of fishing, itineraries, way of cooperation with other members,

b) completion of an application,

c) meeting with existing members,

d) signing the cooperation agreement,

e) provide details, offers and images for the [www.fishingtourism.net](http://www.fishingtourism.net) portal.

**Promote your itineraries on the [www.fishingtourism.net](http://www.fishingtourism.net) platform:**

The TOURISMED fishing tourism platform is a valuable promotional tool in the services of the local economic operators (fishermen, travel agencies, restaurants). But in order to be attractive for tourists and web users, the platform should promote only updated information of the itineraries, the costs and the contact details of the fishermen.

The fishermen should promote the platform in social media, in tourism agents’ websites, in hotel’s websites.

The fishermen should check on a systematic base the information provided in the platform and update the context. Further, they could add new images and comments of the tourists.

### 3.4. Specific recommendations for Trabia (Italy)

**Step 1 - Evaluate the feasibility of fishing tourism activities**

**Resource person to contact for advice and support:** all participating fishermen from Trabia (please check the platform [www.fishingtourism.net](http://www.fishingtourism.net))

**Contact details of the responsible administration:** Capitaneria di Porto di Termini Imerese (Port Authority), Via Lungomolo, 1, 90018 Termini Imerese PA, +39 091 814 1007

**Step 2 - Fishing tourism licence procurement**

**Check-list of the legal constraints to be respected to practice fishing tourism:**
• Not over 6 miles for vessels authorised to fish locally on the coast
• Not over 20 miles for vessels authorised to engage in close coastal fishing
• Practice is allowed all year round every day, including public holidays, during the daytime; if the vessel is equipped with accommodation of the same characteristics as those provided for the crew, also at night
• For the period from November 1 to April 30, the boats must be equipped with accommodation, fixed or removable, for sheltering under cover of persons embarked.
• The participation of tourists to fishing activities is permitted.

Check-list of the legal constraints to be respected to obtain the license:

**Documents to include in the application:**
- a copy of the vessel's safety notes;
- a copy of the stability test and/or a copy of the occasional stability test;
- copy of the safety notes, exclusively for the purposes of fishing tourism.

The authorisation does *not* have a pre-established duration by law, but it should be renewed after the expiry of the safety notes for the fishing tourism, i.e. every three years. However, each Port Authority is free to establish an expiration for the license. In the case of the Port Authority of Termini Imerese, the renewal is required every year, making it unsustainable for the fisherman that is forced to engage in bureaucratic processes year after year.

In addition to the specific safety notes for fishing tourism, the practical stability test carried out by the Italian Register of Shipping (RINA) is also required for authorisation to be granted.

Fishing tourism authorisation must be issued by the head of the compartment within sixty days of submission of the application.

Fishing tourism operators are required to update their safety documentation and, in the event of changes to the technical characteristics of the vessel, to submit a new application for authorisation.

Generally, the Maritime Authority requires, at the time of the issue of the authorization to exercise the activity of fishing tourism, an insurance policy in the name of the owner, which must be extended to the captain of the boat and the persons embarked, based on the maximum number authorized. The insurance contract must have as its object the coverage of civil liability against damage that may be caused involuntarily to persons on board, to port facilities or to third parties, both during navigation and during operations at the quayside.

**Necessary documentation for the issue of the fishing tourism authorisation and safety notes for fishing tourism to be presented to the Local Maritime Office of the Harbour Master’s Office:**
- The application, in accordance with the stamp duty applicable to the vessel, must be referred to a single vessel and must be duly signed by the ship owner;
- License for smaller and floating ships, certifying the service and qualification of the unit in regular course of validity;
- Crew file, certifying the actual composition of the crew in relation to the service performed by the unit. In order to guarantee an optimal level of safety, no fishing tourism authorization will be issued to armed units with a single crew member. For this purpose, a second crew member will have to be taken on board already when the safety notes for fishing tourism are issued. This requirement is unsustainable for most vessels that have very limited capacity.
- Fishing license, issued by the Ministry of Agricultural, Food and Forestry Resources, Directorate General for Fisheries and Aquaculture, in regular course of validity, i.e. Provisional Certification
for Fishing;
  • Photocopy of the certificate Safety notes for the fishing service, valid for the entire period. For vessels of less than three tons, a copy of the unit’s safety notes shall also be provided;
  • Photocopy of the certificate Safety notes for the Pesca Turismo service. In the same must be reported:
    o the time limit of operation, i.e. a period, in any case between 1 May and 31 October; if there are removable accommodation for the covered shelter of the persons embarked, it must be indicated and the activity is permitted throughout the year;
    o the maximum number of persons carried must not exceed 12;
    o the possibility of possible use at night;
    o the exclusion of the TRAIN fishing systems;
    o any other information required by current legislation.
  • Declaration for the purpose of issuing safety notes for fishing tourism, issued by the recognised body, valid for a regular period;
  • Declaration of practical proof of stability for the sole purpose of fishing, issued by the recognised organisation, valid for a regular period;
  • Declaration of practical proof of stability for the sole purpose of tourism fishing, issued by the Recognized Body, in regular course of validity;
  • Copy of the audit report, if there are self-inflating life rafts;
  • Test report/radiotelephone inspection, if any, in regular validity;
  • License to operate the on-board radiotelephone system, where applicable;
  • Limited certificate of radiotelephone operator for ships as per Decree 2005 for the use of on-board radio equipment;
  • Photocopy of the old fishing tourism permit, if issued previously;
  • Civil insurance for third parties transported in regular course of validity to cover the risks and accidents that may occur on board even during the use of fishing equipment;
  • Signed declaration by the skipper of the vessel on the intended exclusion of the ban on the use of trawling systems during the tourist fishing season;
  • Fees charged for the current year;
  • Stamp 14.62 euro to be affixed on the fishing authorisation for tourism.

If the issue of Safety notes to fishing tourism is requested, the following documents must be received:
  • The application, in compliance with the foreseen stamp duty referring to the unit, shall refer to only one unit, the same shall be duly signed by the ship owner;
  • Inspection report made by the local office, in the same must attest to the presence on board:
    o of the safety equipment of the collective and individual type, the latter also referring to the embarkation of children;
    o the medical equipment provided for by Ministerial Decree no. 279 of 25 May 1988;
    o of the radiotelephone station of the obligatory type or of the portable VHF apparatus in marine band of the homologated type MM.PP.TT. (also indicating type and serial number);
    o fire-fighting equipment, signaling, etc.;
    o the existence of anything else required by current legislation on the subject;
  • Stamp 14.62 euro to be affixed on the certificate safety notes for fishing tourism;
  • Photo static copy of the certificate of payment of taxes for the purpose of the visit carried out for the issue of safety notes to fishing tourism.

The inspections related to the exercise of fishing tourism by verifying the documentation (records, invoices, etc..), proving the embarkation of persons for these purposes, cannot be separated from the more general checks at the dock by the representatives of the port authority offices.
Check-list of the equipment that must be on board to practice fishing tourism:

- The equipment for first aid is required by current legislation.
- Each boat must be equipped with a lifejacket with light for each person on board.
- All boats authorized to operate at a distance of more than 3 miles from the coast, must be equipped with survival craft or life rafts of sufficient capacity for all persons on board.
- Each vessel, except those operating within one mile from the coast, shall also be equipped with lifebuoys. The number of lifebuoys is proportional to the size of the vessel:
  - Less than 10m: 1 annular lifebuoy with floating line
  - Equal to or greater than 10 m and less than 24 m:
    - 1 Ring lifebuoy equipped with an ignition light
    - automatic and buoyant smoke-forming
    - 1 annular lifebuoy with floating line
  - Equal to or greater than 24 m:
    - 2 lifebuoys equipped with an ignition light
    - automatic and buoyant smoke-forming
    - 2 lifebuoys with floating line
- All boats must have on board fire extinguishers, distress signals, compass, charts of the area and must be equipped with VHF radiotelephone apparatus, including portable type.

**Step 3 - Prepare the itineraries**

**Training session and support for fishermen:**

Trainings and meetings could be organised by the consortium either once a year or upon specific request. The opportunity of a tutoring program could also be included, in order to transfer fishing tourism competences from one more experienced fisherman to another through the mediation of the local consortium.

**Advice and recommendations for the preparation and the organisation of new itineraries:**

- Get info on the requirements
- Get in touch with local tour operators and info points
- Design an itinerary that includes beautiful and/or historically relevant stops, and plan the steps of the itinerary in a logical way
- Design multiple itineraries$options with different durations and focal points to fit the needs of your customers
- Research material for storytelling
- Research popular\traditional stories and/or historical\scientific facts related to the areas you visit
- Be clear and thorough
- Be open to questions and interaction with the tourists.

**Step 4 - Insure the viability of your fishing tourism activities**

Become a member of the local fishing tourism consortium:

Contact details of the consortium representant / manager: Agostino Vallelunga, Tel.: +39 328 2380161
An application form will be provided to become a member of the Consortium. The form will include contact info and the declaration of agreement to the aims and commitments of the consortium. The Board will then approve the application.

Promote your itineraries on the www.fishingtourism.net platform:

- Include as many info as possible in your online registration
- Use a nice picture
- Update your info regularly
- Check your booking channels regularly
- Networking with other fishermen (share tips and ideas).

3.5. Specific recommendations for Puglia (Italy)

Step 1 - Evaluate the feasibility of fishing tourism activities

Resource person to contact for advice and support: Marialucrezia Colucci, deputy president and responsible for Tourism of Cooperative Serapia, Via Mario Pagano, s.n. - Ostuni (BR), +39 328 6474719

Contact details of the responsible administrations: Port Authority – Fishery and Safety Section, Viale Regina Margherita, 1 – Brindisi (BR), +39 0831 521022/23

Step 2 - Fishing tourism licence procurement

Steps to be respected to practice fishing tourism and to obtain the licence:

- Invite the Certification body (RINA/BureauVeritas) to visit the vessel to:
  - provide you indications on the improvements to be done for obtaining the authorization;
  - perform stability tests;
  - issue a first “Safety notes” document (which is sent – for information – to the Port Authority as well)
- Buy the necessary equipment and realize the requested improvements to the vessel
- Invite the (Responsible) Port Authority to visit the vessel to:
  - verify the compliance with the requirements laid down in the Certification body “Safety notes” document;
  - issue a second “Safety notes” document;
  - issue the final authorization for fishing-tourism

Check-list of the equipment that must be on board to practice fishing tourism:

The exact list of equipment and improvement to the vessels should be checked with the Certification body, because it depends on the features of the vessel and the number of persons to be hosted. In general terms it normally includes:

- Life jackets (for the number of people allowed on board)
- Life buoys, life jackets, dan buoy
- Inflatable life rats
- First-aid kit
- Shots of distress
- Floating ropes
- Non-slippery deck surfaces
- Compasses
- VHF devices
- Telescopic ladder
- Fire extinguishers
- Cover awning (where possible)
- EPIRB (for vessels sailing over 6 miles)

**Step 3 - Prepare the itineraries**

**Training session and support for fishermen:**

The release of the license for fishing tourism at present does not require compulsory training certification.

There are not pre-scheduled training offered, but under request we can organize private informative sessions. Feel free to contact us for receiving details on the modalities and eventual costs.

**Advice and recommendations for the preparation and the organisation of new itineraries:**

Collect and valorise stories and fables from the local tradition concerning the surrounding territory (on rocks, caves, lighthouses, etc).

Make sure to have and provide correct information on the marine ecology of your territory (fishing tourism is an opportunity to convey messages in terms of environmental protection, natural phenomena, fish species and fish consumption, etc.).

You can offer basic tours or premium tours hosting marine biologists on board that could improve the service offered to the tourist. Moreover, they can let you offer the service in English, French or Spanish.

Prepare a set of itineraries with different options (with or without lunch, longer or shorter) in order to respond to the needs of tourists, but make sure to always include the demonstration of the fishing activities (otherwise you can’t call it “fishing tourism”).

Make use of social media for sharing images of the trips. They can represent a plus for the tourist on board (if they give consensus) and attract new tourists.

Link up with other activities on land (restaurants, hotels, parks, etc).

Make agreements with other fishermen who practice fishing tourism in the area, for coordinating the activities. This could be particularly relevant in case of:

- Requests from groups larger than the number of people that you can host on board;
- New requests for dates in which you already took other reservation;
- Problems that hampers you to realise services booked and that can’t be postponed (the other fishermen can substitute you).

Joining our consortium could facilitate you in this perspective, coordinating several fishermen in the area.
During the itinerary, try to use histories and storytellings when the tourist can see the central element of the story (a fish or a cave, etc). You can ask to tourists if they have similar stories from their territory. They would feel more involved and they could bring new stories from other territories that you can mention in your trips.

**Step 4 - Insure the viability of your fishing tourism activities**

**Become a member of the local fishing tourism consortium:**

Please contact Maria Lucrezia Colucci from Cooperativa Serapia at the contacts above.

You’ll get information on the procedures advantages and disadvantages to join the Consortium.

**Promote your itineraries on the www.fishingtourism.net platform:**

Invest in having high quality pictures of your fishing tourism activity, so that you can upload them on the platform (as well as on social media).

Add more than one itinerary, in order to respond to the request of the tourists.

Specify the boarding spot with precision, but trying to keep some steps away from any other fishermen already present in the platform (otherwise the profiles are overlapped).

The platform demands whether you offer services of pick-up and “keep the catch”. Make sure to have proper arrangements for them (and specify that they should be requested) if you want to activate them.
4. PROPOSALS FOR THE INTEGRATION OF THIS PRACTICAL GUIDE ON THE PLATEFORM www.fishingtourism.net

Practical guide and toolbox

In this section, you will find practical advices and operational tools to help you to develop, step by step, fishing tourism activities

I am an organisation

I am a fisherman

Step 1: Identification and mobilisation of the stakeholders
- Training sessions
- Agreements with fishermen

Step 2: Preparing the fishing tourism activities
- Administrative and legal steps (licences)
- Boat equipment
- Definition and implementation of the itineraries
- Integration on the platform
- Promotion and communication

Step 3: Implementation of the fishing tourism activities

Step 4: Governance of the fishing tourism activities
- Writing and signature of a local consortium charter
### Fishingtourism.net\Ressources\Practical_guide_and_toolbox\I-am-an-organisation\Step_1

#### Guidelines, Tools and Templates

- **Title of guideline 1**
- **Title of tool 1**
- **Title of template 1**

#### Documents and examples

- **Title of document 1**
- **Title of example 1**

#### Text with the corresponding advices and recommendations

- **Action 1 – Business Model Building**
  - Short description of the action

- **Action 2 – Territorial analysis**
  - Short description of the action

- **Action 3 – Focus Groups**
  - Short description of the action

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### Fishingtourism.net\Ressources\Practical_guide_and_toolbox\I-am-a-fisherman

#### Step 1 - Identification and mobilisation of the stakeholders

- **Contact the managing body / authority**
- **Evaluation / prescription visit**

#### Step 2 - Evaluate the feasibility of fishing tourism activities

- **Equipement of your boat**
- **Control visit**
- **Licence procurement**

#### Step 3 - Prepare the itineraries

- **Sign the charter and become member of the local consortium**
- **Contribute to the improvement of the platform**

#### Step 4 - Insure the viability of your touristic product

- **Sign the charter and become member of the local consortium**
- **Contribute to the improvement of the platform**

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Click on your location for more detailed advices, resources and recommendations:

- **Corsica (Fr)**
- **Rafina (Gr)**
- **Trabia (It)**
- **Puglia (It)**
Step 1 - Evaluate the feasibility of fishing tourism activities

Fishingtourism.net\Ressources\Practical_guide_and_toolbox\I-am-a-fisherman\Puglia

Step 1 - Evaluate the feasibility of fishing tourism activities

Evaluate the feasibility of fishing tourism activities and/or adapt the business.

- Evaluate the potential of the area for fishing tourism activities
- Identify possible threats and opportunities
- Identify potential customers
- Determine the potential for other activities (e.g., on-board experiences)
- Determine the potential for the development of fishing tourism in the area

Resource person to contact for advice and support:

Marialucrezia Colucci, deputy president and responsible for Tourism of Cooperative Serapia, Via Mario Pagano, s.n, Ostuni (BR), +39 328 6474719

Contact details of the responsible administrations:

Port Authority – Fishery and Safety Section, Viale Regina Margherita, Brindisi (BR), +39 0831 521022/23

Step 2 - Fishing tourism licence procurement

- Invite the Certification body (RINA/Bureau Veritas) to visit the vessel to:
  - Provide you indications on the improvements to be done for obtaining the authorization;
  - Perform stability tests;
  - Issue a first "Safety notes" document (which is sent – for information – to the Port Authority as well);
- Have the necessary equipment and realize the requested improvements in the vessel;
- Invite the Port Authority to visit the vessel to:
  - Verify the compliance with the requirements laid down in the Certification body "Safety notes" document;
  - Issue a second "Safety notes" document;

Tools of the operator that will be needed in practice fishing tourism:

- Lifejackets (for the number of people allowed on board);
- Lifebuoys, life jackets, don’t buoy;
- Railing for the safety of the workers;
- Ventilation system;
- Non-slippery deck surfaces;
- Compass;
- VHF devices;
- Telescopic ladder;
- Fire extinguishers;
- Cover awning (where possible);
- EPIRB (for vessels sailing over 6 miles);

Step 3 - Prepare the itineraries

Training session and support for fishermen:

The release of the licence for fishing tourism at present does not require compulsory training certification.

There are not pre-scheduled training offered, but under request we can organize private information sessions. Feel free to contact us for knowing details on the modalities and eventual costs.

Advice and recommendations for the preparation and the organization of new itineraries:

Collect and valorise stories and fables from the local tradition concerning the surrounding territory (on rocks, caves, lighthouses, etc).