# ATLANTIC NETWORK OF FISHING AND MARITIME TOURIST EXPERIENCES

## DELIVERABLE 1.3 1<sup>st</sup> Policy Feedback Report

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#### Information of the project

<u>Project full title:</u> Atlantic Network of tourist experiences to promote fishing and maritime cultural heritage.

#### Acronym: FISATUR

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Abstract:	This document is the first policy feedback report developed in the framework of the project FISATUR. It incorporates existing policies and inputs into the policy making process, accounting for the regulations and principles stipulated in the relevant national and European legislation. The demands of the stakeholders regarding the reinforcement needs for the development of the activity in a sustainable manner are examined in depth while identifying the European community framework in the context of the project leaving space for specifying more details in the second report as the project progresses. Suggested areas for improvement are the poor visibility and promotion of the fishing-maritime tourism, the low generational change of workers, or the excessive regulation that the development of maritime and fishing tourism, among others. With the implementation of new measures, maritime-fishing tourism has the potential to become a fundamental pillar for the blue economic and social resilience of fishing communities in Europe, while contributing to the preservation of maritime heritage and cultural identity in the European Atlantic region.

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#### List of acronyms

CINEA – European Climate, Infrastructure and Environment Executive Agency EC – European Commission EMFAF – European Maritime, Fisheries and Aquaculture Fund EU – European Union





## 1. Introducción

FISATUR's aims at the promotion and strengthening of maritime fishing tourism in the Atlantic European region, with a specific focus on analysing and evaluating its current model. To this end, an exhaustive study has been carried out to characterize maritime fishing tourism offer and demand in the countries of the European Atlantic coast, which provides a detailed view of its current state.

This document is the first policy feedback report developed in the framework of the project FISATUR taking part of the work package 1, project management and coordination. The policy feedback approach incorporates existing policies and inputs into the policy making process, so it accounts for the regulations and principles stipulated in the relevant national and European legislation. In this first report, the demands of the stakeholders regarding the reinforcement needs for the development of the activity in a sustainable manner are examined in depth. The current report presents an approximation to the demands gathered through the exercise of elaborating the 'characterisation of the supply and demand of maritime fishing tourism'. It also identifies the community framework, in a preliminary way, so that in a second report it will be possible to deepen in detail the regional and national acquis of all the economic activities (entrepreneurship) in which the FISATUR project will work.

Through this document, that contains a first reflection on recommendations to be considered in the reinforcement of policies and regulations at EU level we try to bring political considerations to bear on policy analysis by assessing how policies related to tourism and promotion of unmaterial heritage affect crucial aspects of governance in the Atlantic Blue Economy field.

## 2. Main results of the diagnosis of the project and the European Commission politic framework

As reported in our D2.1, the development of tourism linked to fishing, aquaculture and maritime heritage can be observed throughout Europe. The main motivation behind this growth is based on two key factors: the **decline in income generated by fishing** and the increasing instability of the sector due to climatic changes, environmental regulations and market fluctuations, many fishermen have had to diversify their activity in search of complementary or alternative sources of income, with maritime-fishing tourism being a viable option aligned to their knowledge and skills of the environment. However, despite the potential of this type of tourism, the professional fishing and aquaculture sector does not always benefit equally, as the transition to tourism presents challenges in terms of training, promotion, regulation and adaptation to new market demands.

The other factor is the **development of a leisure economy** for both residents and international tourists who have shown a growing interest in sustainable and 'authentic' recreational activities. Despite this growth, professionals in the fisheries and aquaculture sector have not always benefited equally. FISATUR in its diagnosis has identified key challenges, such as the lack of professionalization and promotion of the tourism offer, which limits the visibility of the activities and restricts their ability to attract a wider public. The European Commission, through its policy framework can support the development and professionalization of the sector, making coastal regions more prosperous.



The diagnosis carried out in the three countries (Spain, France and Portugal) of the European Atlantic seaboard reveals a promising panorama for the development of sustainable tourism, which enhances the value of maritime and fishing heritage, promotes economic development and favours social inclusion in the coastal areas of the Atlantic seaboard. This diagnosis shows that, while there are common challenges such as seasonality and the need for greater visibility of the tourism offer, it also identifies a wide diversity of tourism activities and experiences that can be better exploited through a solid alignment with European policies and strategies.

The alignment of the FISATUR project and its findings to the main European policies is shown below. The first policy has promoted the creation of new economic activities in coastal communities through Council Regulation (EEC) No 3638/85<sup>1</sup>, issued on 17 December 1985. This regulation establishes specific Community action for regional development, aimed at stimulating alternative economic activities in areas impacted by EU fisheries policies. The focus of this regulation is regional development and the promotion of new economic opportunities in areas affected by the decline in fishing activity. FISATUR aligns itself with this regulation by promoting fishing tourism as an economic alternative in areas affected by the reduction of fishing.

The European Commission's Sustainable Blue Economy strategy<sup>2</sup>, adopted in May 2021, is a new approach that aligns marine activities with the objectives of the European Green Deal and promotes coherence between Blue Economy sectors, including coastal tourism. FISATUR aligns with this strategy through its focus on creating a maritime-fishing tourism that promotes sustainable activities, preserving local ecosystems and reducing environmental impact through controlled and regulated tourism practices. Likewise, Directive 2014/89/EU<sup>3</sup> of the European Parliament and of the Council of 23 July 2014 establishing a framework for maritime spatial planning establishes a framework for maritime spatial planning that supports this alignment as indicated in its Article 5, which highlights the objectives of maritime spatial planning, including the promotion of sustainable tourism, all these promoted activities must be planned and not interfere with other maritime activities, ensuring their coexistence and the sustainable use of marine resources in the areas where they are developed.

The 2012 Blue Economy strategy<sup>4</sup> aligns with the FISATUR project through the promotion of economic growth in coastal regions through maritime and coastal tourism. This strategy highlights maritime and coastal tourism as a key sector for job creation and social inclusion in coastal communities, aligning directly with the objective of the FISATUR project. This strategy also seeks to promote the supply of tourism products, which as noted and remains a challenge today, are not attractively promoted or are not adequately associated with other coastal tourism offerings.

Cohesion policy<sup>5</sup> contributes to the reduction of economic disparities between regions, in line with the Union's political priorities, which include the promotion of integrated and sustainable development of territories, the mitigation and adaptation of climate change and innovative economic transformation. In addition, through the FEMPA funds, under Regulation (EU) 2021/1139, funding is provided to initiatives such as the project itself, which seeks to strengthen fishing communities through the diversification of the income of professionals in the fishing sector.

<sup>&</sup>lt;sup>1</sup> https://eur-lex.europa.eu/legal-content/ES/TXT/HTML/?uri=CELEX%3A31985R3638

<sup>&</sup>lt;sup>2</sup> https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=COM:2021:240:FIN

<sup>&</sup>lt;sup>3</sup> https://www.boe.es/buscar/doc.php?id=DOUE-L-2014-81825

<sup>&</sup>lt;sup>4</sup> https://eur-lex.europa.eu/legal-content/ES/TXT/?uri=celex%3A52014DC0086

<sup>&</sup>lt;sup>s</sup>https://www.miteco.gob.es/es/ministerio/servicios/red-de-autoridades-ambientales-raa/programacion-2021-2027.html





Together, these policies underscore the transformative potential of projects like FISATUR, which contribute to the diversification and resilience of coastal communities through sustainable tourism, while preserving local heritage and promoting economic inclusivity across Europe's coastal regions.

## **3.** Analysis in the current European polices

FISATUR is granted in the field of maritime affairs regulated by the European maritime, fisheries and aquaculture fund (EMFAF) in coordination with the European climate, infrastructure and environment executive agency (CINEA).

#### 3.1 European commission policies in the result's framework of FISATUR

In 2021, the European Commission adopted two important communications addressing a sustainable blue economy. A new approach that sets out an agenda vision for the blue economy to play a major role in achieving the European Green Deal's objectives and provide a systematic approach for the restoration, protection and preservation of the ocean through the mission "Restore our ocean, sea and waters by 2030".

FISATUR project is granted by the topic 1 of the 2022-2023 EMFAF Work Programme "Diversification of fisheries activities in the Atlantic area".

The Atlantic Maritime Strategy accorded a revised Atlantic action plan which identifies coastal resilience and healthy ocean, taking into account fisheries and tourism, among the four priority areas of cooperation between the Atlantic countries. Nowadays, many fishing vessels experience more periods of time without operations in the Atlantic throughout the year. The diversification of fisheries through other sustainable blue economy activities appeared as a compensation of incomes in these periods of work stoppage.

So far, the results of FISATUR, through the characterization of the fishing seaside tourism market, exposed that many activities related to maritime tourism remain unknown to a significant portion of tourists and some immersive experiences are targeted to specific market segments. These results highlight that policies aimed to make visible and promote the diversification of the fishery sector are needed to maintain the sustainability of fisheries in coastal areas.

Nonetheless, for the tourism already interested in these kinds of activities, the diversity of activities available on the North Atlantic front offers multiple options for visitors. This variety not only enriches the tourism offer but also allows tourists to make choices that align with their individual interests and expectations. Understanding tourists' preferences in depth is crucial for effectively adapting tourism offers aimed to promote the maritime heritage in the European Atlantic coast.

#### **3.2** Areas for improvement in relation to the diagnostic results of FISATUR

The European coastal areas are amongst the most preferred tourist destinations for European and international travellers<sup>6</sup>, making coastal areas a growing sector in terms of new employment opportunities. However, some inconvenient arose when speaking about the sustainability of the sector:

<sup>&</sup>lt;sup>6</sup> https://op.europa.eu/en/publication-detail/-/publication/9a345396-f9e9-11ed-a05c-01aa75ed71a1





#### - Promotion of the fishing-maritime tourism (visibility).

One of the key findings of the FISATUR project is the lack of visibility of the fishing and maritime tourism offer. Although there are various activities on the Atlantic coast, awareness among tourists is limited. The lack of promotion strategies (including the offer in well positioned websites on the internet, promotion and dissemination of activities in social networks, blogs, magazines and newspapers, printed brochures in tourist offices, etc.) is common in the sector, due to the costs and time involved, as well as the lack of experience in digital marketing and promotion in networks. As a result, their activities and the products they offer are not well regarded in the tourism sector.

To respond to this need, European policies are required to financially support capacity building and promotional partnerships for these coastal communities. This could include inclusion in European tourism portals, joint promotional campaigns and collaboration with regional tourism offices.

#### - Lack of environmental and maritime heritage awareness and long-term vision.

The lack of awareness about the cultural value of maritime heritage in some segments of the European tourism market represents another limitation identified in the diagnosis. While foreign tourists tend to value activities that highlight cultural and environmental aspects, domestic tourists tend to underestimate these experiences. This challenge reveals the absence of communication and promotion strategies specifically oriented towards the local community and, consequently, national tourists. This has reduced the visibility and appreciation of these activities among the domestic public. The situation is exacerbated by the paucity of educational campaigns that reinforce the relevance of maritime heritage and its fundamental role in local cultural identity, which affects both the knowledge and appreciation of these traditions by local residents.

To face this challenge, it is a priority to promote initiatives that integrate education in the valorization of maritime heritage in tourism programs. This not only strengthens the long-term attractiveness of coastal tourism, but also promotes greater awareness of the importance of the marine environment and cultural heritage among visitors and the local community.

#### - Seasonality.

The big majority of the diversification activities characterised in the framework of FISATUR, remarked the big seasonality of their demand. Since the high season of tourism affluence in the Altlantic coast is from May to October, the sustainability of these diversification labour activities is compromise when coincident with their primary season of work in the fisheries sector. Fact that limits the possibilities of offering tourist services or dedicating time and resources to additional recreational activities other than their primary activity.

Shellfish harvesters have their intense season of work between September and April approximately, so they are benefit during the summer for developing activities of diversification from their main source of incomes such as workshops or exhibitions. However, from May to July, small scale fisheries have their best period of catches being their diversification opportunities restricted to less demanded months during the winter. Issue that creates a temporary disconnect between tourism demand and supply availability, thus reducing the economic viability of many fishing tourism initiatives.

To address this challenge, it is crucial to implement policies that promote the de-seasonalization of tourism in the Atlantic region. These policies would allow a redistribution of demand throughout the year, promoting alternative activities during the low seasons, so that fishermen and shellfish harvesters can





take advantage of these periods to carry out tourist activities without affecting their main activity. This strategy is also essential to reduce environmental pressure on coasts during peak months, helping to preserve natural resources and maintain the sustainability of the marine ecosystem.

#### - Generational change of workers.

Another major problem facing the small-scale fishery sector in the is the lack of generational replacement. As the current generations of fishers approach retirement, there is a shortage of young people interested in pursuing this career path. For instance, to highlight this issue, in Spain, only the 27% of workers in the fishery sector are younger than 40 years old while the 42% are older than 50 years old<sup>7</sup>.

Professions linked to the sea, such as small-scale fishing, shellfishing and traditional maritime activities, require for specific technical knowledge and skills which, if not passed on to new generations, are at risk of disappearing. Moreover, the harshness of these occupations, exposed to environmental conditions, together with the economic uncertainty that often accompanies the fishing sector, reduces their attractiveness for young people, who are looking for job options with greater stability and flexibility.

The challenge of generational change requires modifying the perception of the sector. To this end, public awareness campaigns and educational programmes in schools in coastal areas can play a key role. Initiatives that involve young people in field activities, such as workshops on sustainable fishing or fishing gear and responsible tourism, would not only bring the new generations closer to the sector, but would also contribute to revitalising the maritime identity of communities and ensuring their survival. At the same time that the EMFAF may and has reinforce strategic work lines in this topic for the period 21-27, as aid to improve the professional training of young people under 40 years of age, more efforts are needed to socially sustain the sector.

#### - The economic cost and expenses of adapting the activity to tourism regulations on safety.

Some of the activities that can be diversify into touristic activities has a legal framework of adaptation needed to ensure the risks preventions during its development. Such would be the case of, for example, fishing tourism activities on board that requires life jackets, first aid boxes, radio beacons, non-slip materials, etc. An entrepreneur on diversification might not have the capability to afford all this cost.

So, with these aspects on mind, these policies place the fishers in a difficult situation to be able to prepare the documentation and make profitable the investment required, mainly in safety elements, since, in practice, it can lead to them choosing to stop being a fisher to dedicate him/herself to exclusively for tourism fishing.

#### - Lack of specific skills linked to tourism.

In the context of the diversification of the maritime-fishery sector towards tourism activities, one of the critical challenges is the lack of specific skills related to tourism among workers in the sector. The lack of tourism skills, such as customer service, tourism marketing, experience design and foreign languages skills, limits the potential of fishers and other workers in the sector to adapt to the role of guiding tours. This fact implies that, although workers have a deep knowledge about their maritime environment and its heritage, they often do not have the necessary skills to transmit this value effectively to tourists.

<sup>7</sup> https://www.ces.es/documents/10180/5232164/Inf0323.pdf





To overcome this limitation, it is crucial to develop specific training programs in tourism skills adapted to workers in the maritime-fishing sector. These programs can include everything from basic management and communication courses to advanced tourism experience design workshops. Furthermore, knowledge of languages, especially English, is essential to improve communication with international tourists and facilitate their integration into the European tourism market.

#### - Excessive regulation limiting the development of maritime and fishing tourism.

Fisheries diversification activities present a complementary source of income; however, they have strict legal and administrative requirements that make their implementation difficult. The lack of a unified and coherent framework across the European Union makes the activity less accessible and less competitive compared to other more consolidated tourism offers. This regulatory fragmentation discourages many fishers and entrepreneurs from considering tourism as a viable and sustainable diversification route.

For instance, in Portugal, according to Decree-Law No. 149/2014<sup>7</sup> it is prohibited that the catches obtained in tourism fishing activities from being sold, while is it allowed in partner countries. In addition, obtaining specific licences and permits represents another challenge, as the licensing process can be lengthy, costly and overly complex. Many operators must navigate a range of regulations that not only vary between EU member states, but also between regional jurisdictions within the same country. This fragmented legal environment is compounded by administrative procedures that require substantial resources, both in terms of time and compliance costs.

In Spain, the fishing exploitation permits with their duties and benefits are regulated by regions rather than nationally. In the common legal arch, it can be only maintained if the incomes of the diversification activity do not exceed the incomes of their primary fishing activity which is especially relevant in the context of climate change where extreme events are nowadays more common and the natural targeted resource is not ensure. For instance, shellfishers are motivated to diversify their activity through European policies but they encounter obstacles when they have catches stoppages translated in very low incomes while cannot increase their secondary activity to not lose the benefits (but also duties) of the workers in the special regime of sea.

Obtaining specific licenses and permits but commonly regulated through regions, countries and the Atlantic European countries, would promote fishers to increase their dissemination work activities while perduring the sector and promoting maritime heritage.

## **4.** Recommendations to improve EU policies

The recommendations aligned with the results of the characterization of the seaside fishing market of FISATUR can be focus on two main areas: The promotion activities of the sector and policy recommendations.

#### Promotion of diversification activities

While some aspects are already considered by the EU policies, such as the program funding this project, more efforts are needed to promote the sector:

<sup>&</sup>lt;sup>8</sup>https://www.fao.org/faolex/results/details/en/c/LEX-FAOC137979/





• Visibility: Promote digital marketing campaigns at European level that highlights this specific offer on recognized tourism platforms. These campaigns could include the creation of a European fishing and maritime tourism portal, where the activities and experiences available in the EU's coastal regions are centralized.

• Competencies: Financing specialized training programs in maritime-fishing tourism aimed at workers in the fishing sector. These trainings should focus on key skills for the tourism sector, such as customer service, marketing techniques, social media management, and language knowledge.

• Creation of a European fund aimed at innovation in maritime fishing tourism that ensures the prevalence of diversification activities over time.

• The lack of generational change is a critical challenge in the fishing sector. The implementation of youth employment support programs that makes this job more attractive is essential to perdure the sector.

#### **Concluding policy recommendations**

• The regulatory harmonization within the framework of fishing tourism at the European level could be considered by the European Commission. Currently, the different regulations in each country represent an entry barrier for many operators in the sector so, aspects such as standardizing and simplifying regulations to facilitate access to this activity with the reduction of bureaucracy, might encourage workers into the diversification of their main extractive activity.

• To reduce seasonality, the European Commission could consider fiscal incentive policies or subsidies that favor companies that offer maritime-fishing tourism activities throughout all the year around.

## **5.** Conclusions

Policy feedback reports are fundamental to transforming the regulatory framework and guide future policy development by bringing the experiences of local operations into the legislative arena of public policy. In this context, FISATUR project has identified through its diagnosis key areas for improvement to promote maritime-fishing tourism as an economically viable activity for the fishery sector and to achieve long-term sustainability of European's Atlantic coastal communities.

One of the findings highlighted by the diagnosis is the need to improve the visibility of maritime-fishing tourism activities. Currently, this emerging sector is little known among potential tourists due to the lack of promotion and digital marketing strategies, which underlines the need for the European Union to establish strategic actions for the promotion and professionalization of the sector. In this sense, it is recommended that the European Union funds specific training programs linked to the promotion of 'blue careers' in this specific sector that address key skills such as customer services, languages, promotional channels, etc., which would allow a better integration of workers in the fishing sector in the tourism activity and a better access to the European tourism market.





A barrier identified is the regulatory and bureaucratic complexity that hinders the diversification of fishing activity into tourism; issue that represents a significant obstacle to the economic diversification of maritime professionals, limiting their economic capacity and the generation of complementary income. The current lack of harmonization of fishing tourism regulations in European countries limits the competitiveness of the sector and discourages fishing tourism professionals and entrepreneurs from considering maritime fishing tourism as a viable option. In this context, it is recommended that the European Union consider the standardization and simplification of regulations, promoting a coherent and unified regulatory framework at a European level that facilitates access to this activity and reduces the bureaucratic burden for professionals in the sector.

Seasonality has also been identified as a critical challenge, as tourism activities in coastal areas tend to be concentrated in the summer months, which restricts the ability of maritime professionals to offer tourism services during their off-peak periods. It is therefore proposed that the European Union implement fiscal incentives or subsidies to encourage maritime-fishing tourism activities throughout the year, promoting a redistribution of demand that allows fishermen to maintain these activities without compromising their main activity in fishing and, at the same time, reducing environmental pressure in the busiest seasons.

The project has also highlighted the need to address the challenge of generational renewal in the fishing sector, as the lack of interest of young people in sea-related professions set the continuity of these activities at risk. Initiatives to support youth employment, as well as educational programs that promote the value of maritime heritage in coastal communities, are essential to ensure its sustainability and the transmission of knowledge to new generations.

In general, this first report has made recommendations to be implemented in the European legislative framework with the aim of making maritime fishing tourism activity viable and profitable while reducing economic disparities, protecting the environment and fostering inclusive economic development in coastal areas. With the implementation of these measures, maritime-fishing tourism has the potential to become a fundamental pillar for the blue economic and social resilience of fishing communities in Europe, while contributing to the preservation of maritime heritage and cultural identity in the European Atlantic region.

## 6. References

<sup>1</sup>Council of the European Union (1985). Council Regulation (EEC) No 3638/85 of 17 December 1985 establishing a specific Community regional development measure to assist the development of new economic activities in certain areas affected by the implementation of the Community fisheries policy. EUR-Lex. <u>https://eur-lex.europa.eu/legal-content/ES/TXT/HTML/?uri=CELEX%3A31985R3638</u>

<sup>2</sup>European Commission (2021). Communication on a sustainable blue economy: A new strategy for a sustainable blue economy in the European Union - Transforming the EU blue economy for a sustainable future. EUR-Lex. <u>https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=COM:2021:240:FIN</u>

<sup>3</sup>European Parliament and Council of the European Union (2014). Directive 2014/89/EU of the European Parliament and of the Council of 23 July 2014 establishing a framework for maritime spatial planning. BOE. <u>https://www.boe.es/buscar/doc.php?id=DOUE-L-2014-81825</u>

<sup>4</sup>European Commission (2014). Communication from the Commission: Blue Innovation - Harnessing the potential for sustainable growth and jobs in the blue economy. EUR-Lex. <u>https://eur-lex.europa.eu/legal-content/ES/TXT/?uri=celex%3A52014DC0086</u>





<sup>5</sup>Spanish Ministry for Ecological Transition and the Demographic Challenge (n.d.). Network of Environmental Authorities - Programming 2021-2027. Ministry for Ecological Transition. <u>https://www.miteco.gob.es/es/ministerio/servicios/red-de-autoridades-ambientales-raa/programacion-2021-2027.html</u>

<sup>6</sup>The EU Blue Economy Report 2023. <u>https://op.europa.eu/en/publication-detail/-/publication/9a345396-f9e9-11ed-a05c-01aa75ed71a1</u>

<sup>7</sup>03/2023 Report on La pesca, la Acuicultura y la Industria Transformadora en España. Retos para su sostenibilidad. Consejo Económico y Social de España. Publications department. <u>https://www.ces.es/documents/10180/5232164/Inf0323.pdf</u>

<sup>8</sup>Decree-Law No. 149/2014 approving the Regulation of Vessels Used for Maritime Tourist Activity in Portugal. <u>https://www.fao.org/faolex/results/details/en/c/LEX-FAOC137979/</u>



#### **ANNEX:** EU Grants: Policy brief template (EMFAF)

#### **POLICY BRIEF**

<b>POLICY BRIEF</b> (max 4 pages)				
Project acronym and number:	FISATUR — 101124851			

#### **Policy impact** (max 100 words)

How does your project contribute to the policy objectives indicated in the Call document (including more recent policy initiatives at EU or national level).

FISATUR aims at the promotion and strengthening of maritime fishing tourism in the Atlantic European region. It is aligned with the European Commission's Sustainable Blue Economy strategy, in accordance with the objectives of the European Green Deal and follows the Atlantic Maritime Strategy that includes a revised Atlantic action plan which identifies coastal resilience and healthy ocean, considering fisheries and tourism, among the four priority areas of cooperation between the Atlantic countries. FISATUR is focussed on creating a maritime-fishing tourism that promotes sustainable activities, preserving local ecosystems and reducing environmental impact through controlled and regulated tourism practices.

#### Impact for citizens and communities

Describe the impacts for EU citizens and citizen communities.

The Atlantic Strategy highlights maritime and coastal tourism as a key sector for job creation and social inclusion in coastal communities. FISATUR attained this objective through the promotion of the fishing maritime heritage by the diversification of the fishery's sector main activities.

So far, the results of FISATUR, through the characterization of the fishing seaside tourism market, exposed that many activities related to maritime tourism remain unknown to a significant portion of tourists and some immersive experiences are targeted to specific market segments. Nonetheless, the diversity of activities available on the North Atlantic front offers multiple options for visitors. This variety not only enriches the tourism offer but also allows tourists to make choices that align with their individual interests and expectations. Understanding tourists' preferences in depth is crucial for effectively adapting tourism offers aimed to promote the maritime heritage in the European Atlantic coast.

Nowadays, many fishing vessels and shellfishers on the shoreline experience more periods of time without operations in the Atlantic throughout the year. The diversification of fisheries through other sustainable blue economy activities appeared as a compensation of incomes in these periods of work stoppage. Thus, FISATUR, by promoting, training with project incubation programs and by giving visibility to the fisheries diversification activities, contributes to maintain the socioeconomical sector at a local scale in good shape ensuring the perdurance of the sector through time.

#### Impact for companies and businesses (if applicable) (max 100 words)

Describe the impacts for EU companies and businesses.

The project FISATUR encourages the creation of new jobs by promoting fishing, maritime and aquaculture heritage though the diversification of fisher's main activities. This diversification into tourism-linked activities contributes as well as a source of incomes for low periods of

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catches for fishers. In addition, through the incubation program of the project (in progress now), different initiatives will be promoted stablishing business to business encounters that could end up in collaborations among companies. Finally, the Atlantic Network of FISATUR also creates a group of stakeholders interested in the promotion maritime heritage that can collaborated and give visibility to their initiatives.

#### Barriers and future needs (max 100 words)

The results of the characterization of the seaside fishing market of FISATUR leave room for some policy recommendations carried out to achieve the sustainability of the sector. Suggested areas for improvement are the poor visibility and promotion of the fishing-maritime tourism, the low generational change of workers, or the excessive regulation, among others. With the implementation of new policy measures, maritime-fishing tourism has the potential to become a fundamental pillar for the blue economic and social resilience of fishing communities in Europe, while contributing to the preservation of maritime heritage and cultural identity in the European Atlantic region.

#### Market readiness and IPR (if applicable) (max 100 words)

Not applicable

Other

Are there any other elements about the project relevant for being mentioned?

This document is encompassed and expanded in the whole Deliverable 1.3 of the project FISATUR. Is the first policy feedback report developed in the framework of the project and will be extended at the end of the project incorporating existing EU policies and inputs into the policy making process.

#### **EU funding statement**



Funded by the European Union