



CAPE COD COMMERCIAL
FISHERMEN'S
ALLIANCE

Small Boats. Big Ideas.

ANNUAL REPORT 2017



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Dear Friends,

Our Annual Report is always an excellent opportunity to reflect on the many programs, policy initiatives, and internal developments of the past year. We celebrated some important successes, overcame new challenges, and gained important insights about how best to support the small-boat fishermen of Cape Cod. I hope you take the time to dive into the report and read the in-depth articles on our website.

We made a lot of progress on our policy initiatives in the past year. The most long awaited was the Habitat Amendment decision. In 1995 we sued the federal government to protect the Great South Channel and the codfish that live there. Fishermen, fisheries managers, and advocacy organizations spent the last decade developing possible solutions for habitat protections, and in January our hard work paid off when the new rules were finalized.

I was honored to be reappointed for another 3-year term to the New England Fishery Management Council in April. I will continue to give the 6,368 fishermen of Massachusetts a voice, while keeping the fishermen of Cape Cod at heart. Engaging our community in the fishery management process is personally satisfying, and I am encouraged to train the next generation of leaders to continue this legacy and to do it better.

“**The Fishermen’s Alliance always tries to help new fishermen build their businesses and to bring fishermen together to find a common ground and a unified voice. I especially appreciate the organization’s efforts to keep small, historical hook boats in business and reaching out to develop new markets for the fish we catch.**”

—WILLIE LIGENZA, F/V BLUE JAY, CHATHAM, MASS.

One of our most innovative projects this past year came from an idea that a fisherman had about marketing locally-caught seafood. We turned that idea into a really powerful program: Pier to Plate. Spending a year handing out free dogfish and skate to local restaurants allowed us to learn a lot about what the public thinks about our fish. The most important takeaway is that people truly want a link between their seafood purchases and their community. Our goal is to continue making seafood marketing connections that will ultimately mean more awareness and a better price to the boats.

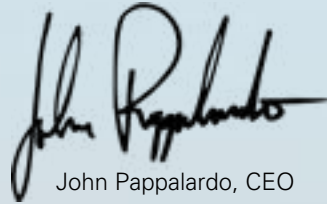
Throughout our work, I am mindful of the generation that is caught in the middle of a previous era of unregulated fishing and a future of better fisheries management. For that, I am proud of the collaborative work resulting in the Young Fishermen's Development Act, which will allow organizations, universities, and municipalities across the country to apply for funds for training, technical assistance and certification programs for the next generation of fishermen. A sustainable future of fishing also includes better tools for accountability, so we've been at the forefront of testing electronic monitoring solutions with the fishermen. To further incentivize sustainable fishing, we are refining our approach for leasing quota through the Cape Cod Fisheries Trust.

You may have noticed that we have some new faces around the office. We have a unique opportunity to teach the new staff about our community and culture, while learning from and embracing their new perspectives. It is a testament to the passion and commitment of both our experienced and new staff that we continued to see such success despite the transitions.

The Fishermen's Alliance also dedicated time last year to updating its organizational vision and mission. While our core values have not changed, we clarified the language to make it more reflective of our ever-expanding work. Check out the revised mission and vision on the back of this annual report.

It is my pleasure to work side by side with fishermen, community members, donors, sponsors, volunteers, staff and partners to continue our work of improving the future of fishing on Cape Cod. All of this would mean nothing without your support and for that, I am truly grateful.

Sincerely,



John Pappalardo, CEO



From the Wheelhouse



PHOTO: LAUREN OWENS / FOR THE NATURE CONSERVANCY

The angle from the video camera has a wide view of the F/V Dawn T. The camera is used to monitor fish discards.



Halibut Research

The Fishermen's Alliance participated in TNC's research project to assess halibut populations in the region. Cape Cod fishermen are collecting halibut samples as part of their regular fishing operations. The samples are processed by Fishermen's Alliance staff and delivered to the Massachusetts Division of Marine Fisheries and NOAA's Northeast Fisheries Science Center to study reproduction, growth, and movement. Our fishermen members collected more halibut samples in one season than the previous three years of NOAA's trawl survey combined.

Electronic Monitoring

The Fishermen's Alliance obtained NOAA's approval to allow 18 groundfish captains around New England to install cameras on their boats as a more cost effective way to measure discarded fish, instead of having a human observer. A majority of the vessels, including six Cape Cod boats, are running the cameras on 100% of their trips, which dramatically increases the quantity of data available to scientists and gives the vessels unprecedented access to selected closed areas.

Young Fishermen's Development Act

The Fishermen's Alliance traveled with 10 fishermen to Washington DC to meet with federal officials to support local and regional training, education, outreach, and technical assistance for young fishermen, so they can maintain the legacy and economic viability of fishing communities nationwide. Thanks to their efforts, this bipartisan and bicoastal legislation was introduced in the House and Senate; once it is approved, new Cape Cod fishermen will learn the skills necessary to keep our fishing traditions alive.

PIER TO PLATE

DISTRIBUTED
4,070 POUNDS
OF DOGFISH



DISTRIBUTED 5,600
POUNDS OF SKATE



10 COMMUNITY EVENTS
46 LOCAL FOOD
ESTABLISHMENTS



RECEIVED COVERAGE
IN 68 MEDIA OUTLETS



Herring Buffer Zone

We are very close to protecting an area off the outer Cape from Chatham to Provincetown, where destructive midwater trawlers would be banned. After receiving letters from local fishermen, community officials, and members of the public, the New England Fishery Management Council sent the Herring Amendment out for public comment. You'll have one more chance to weigh in on the new rules this spring before the Council makes a final decision.

CAPE COD FISHERIES TRUST

Cape Cod Fisheries Trust

The Fishermen's Alliance acquired \$4 million of New England fisheries quota since 2008, including 113,050 pounds of scallop and 3.6 million pounds of groundfish. In 2017, the Trust had leasing revenue of \$532,373. The Trust leased 688,677 pounds of quota. Of that, all of the sea scallops and 130,090 pounds of groundfish were leased at below-market rates to Cape Cod fishermen. This quota was landed by 27 captains and their crew, saving fishermen approximately 50% in leasing costs.

TRUST PROVIDES



ANNUAL LEASE FEE SAVINGS OF \$500,000+



TO 50 FISHING BUSINESSES



EMPLOYING 100 FISHERMEN



Pier to Plate

The Pier to Plate program proved there is interest in locally caught, under-loved, sustainable fish and that a domestic market can be developed. Dogfish had its national debut with the launch of US Foods "Cape Shark Tenders" and distributor presentations to more than 25 educational institutions.

Habitat Protections & Scallops

With campaign support from the Fishermen's Alliance, local scallop fishermen advocated for the Habitat Amendment, which took a decade to develop and approve. It struck a balance between increasing protections for sensitive habitat in the Great South Channel while allowing the scallop fleet to access productive scallop grounds close to Cape Cod that had previously been closed. Now they can fish close to their home ports and turn their catch into increased business for the entire Cape.

Community Impact

Commercial fishing is at the heart of Cape Cod's heritage, supporting our local economy while sustaining our connection to the oceans. Managing the complexities of our local fisheries extends beyond the business of catching and selling fish for food and profit. It also includes a deep understanding of our community, ever-shifting regulations, and how to be good stewards of our environment. We want to thank our partners, sponsors, collaborators, volunteers, donors, and especially our fishermen for sustaining the fishing community of Cape Cod.

PHOTO: ELLIE LEANING

Meet the Fleet

Our Meet the Fleet events are always changing in topic but still providing an opportunity to hear first-hand from fishermen about working on the water. We have been hosting Meet the Fleets for 6 years. In 2017, we hosted 320 guest at Meet the Fleets.

www.capecodfishermen.org/meet-the-fleet

6 years Hosted 320 guests in 2017

Fishermen's Committees

We trained fishermen to engage in the fisheries policy-making processes and brought them together in Community Fishermen Committees, such as the Scallop and Groundfish/Monk/Skate Committees, to advance policy solutions. The Seafood Marketing Committee promoted the local species that are the backbone of their businesses.

MSI

Almost 400 shellfish stakeholders guided the formation of the Massachusetts Shellfish Initiative (MSI) in 2017. Shellfish are valuable to the people of the Commonwealth, supporting 3,000 shellfish businesses, providing high-quality local protein, and supporting healthy coastal ecosystems, but there is no plan for maximizing the economic, environmental, and social benefits of shellfish resources. Shellfish harvesters, aquaculturists, state and town agencies, advocacy and environmental groups, and researchers are working together to develop a state-wide holistic shellfish plan. 2018 will be full of public meetings to create the recommendations. Sign up to receive meeting notices and review survey results at www.massshellfishinitiative.org

400 shellfish stakeholders involved – supporting 3,000 shellfish businesses



PHOTO: PHOTOJENIC STUDIO



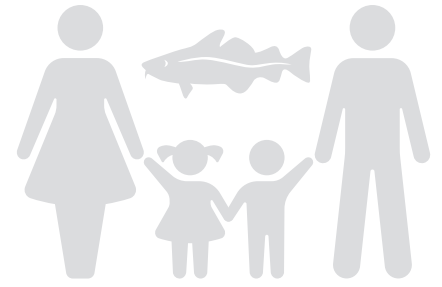
Hookers Ball

The 16th Annual Hookers Ball hosted 710 guests last August and raised more than \$210,000 in event revenue and donations. True to form, the Hookers Ball was a night to remember, celebrating the Cape Cod community with great music, locally sourced seafood, auctions, specialty booths, fishermen, locals, and summer visitors. The event continues to support our work to ensure the traditional fishing industry continues to thrive and be a vital contributor to the Cape Cod economy.

710 guests raised over \$210,000

Fishermen's Voices

Cape Cod Fisheries Trust Director Seth Rolbein hosts a community radio show called "Voices From the Wheelhouse" Check it out on WOMR 92.1 FM and WFMR 91.3 FM. www.capecodfishermen.org/voices



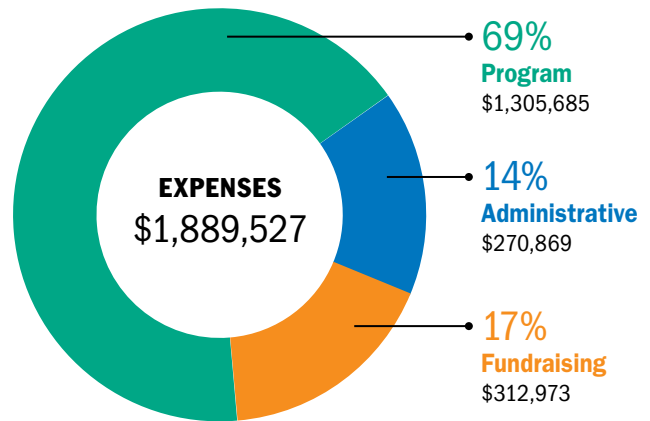
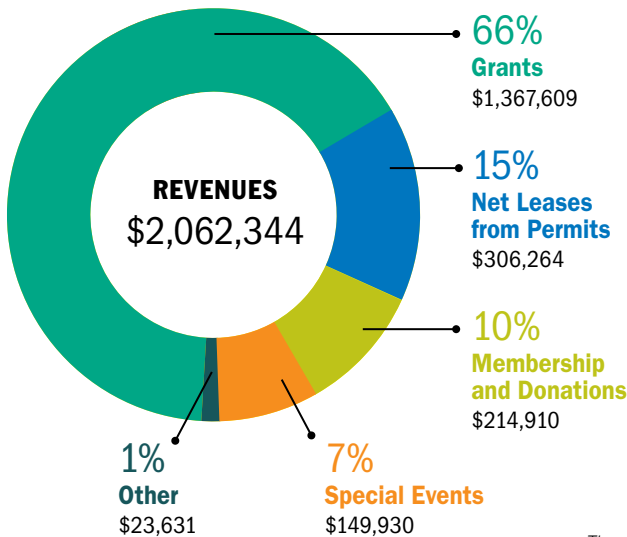
Fish for Families

The Fish for Families program celebrated its fifth year providing locally-caught seafood to Cape Cod families in need. Through our dedicated fishermen, we were able to provide nearly 26,000 seafood meals, bringing the total to 130,000 seafood meals since we began this important community partnership in 2013 with The Family Pantry of Cape Cod and the Cape Cod Hunger Network.

26,000 seafood meals this year
130,000 seafood meals since 2013

Financial Highlights

The Fishermen's Alliance is a nonprofit organization subject to chapter 501(c)(3) of the Internal Revenue Service. The graphics below represent a summary of the Fishermen's Alliance unaudited 2017 financial performance. The financial statements will be audited by Sanders, Walsh & Eaton, LLP, Certified Public Accountants.



The surplus revenues generated in 2017 are not available to provide general operating nor programming support. These revenues are restricted by the Fishermen's Alliance Board of Directors for the purposes of debt repayment or reinvestment in the Cape Cod Fisheries Trust. Fishermen's Alliance is an equal opportunity provider and employer.

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VISION

Cape Cod Commercial Fishermen's Alliance is the voice of Cape Cod's fishing community, working to ensure our future livelihood within a balanced ocean ecosystem.

MISSION

Cape Cod Commercial Fishermen's Alliance is fishermen, community members, public officials and scientists working together to build creative strategies, advocate for improved marine policies, protect the ocean ecosystem, and ensure the viability and future of Cape Cod's fisheries.

www.capecodfishermen.org