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.
Dear Friends,

I’ve been fighting for sustainable small boat fishermen on the Cape for more than twenty years. Although I am mired in minutia and bureaucracy daily, I keep my eyes on the big picture: the fishermen who carry on a centuries-old tradition with vision, small business savvy, and environmental acumen and the community that supports both the peninsula’s fishing heritage and its place in the blue economy of the future.

But it does get discouraging, every once in a while I question if all this work really matters. I look back at our annual reports from a decade ago and we are fighting many of the same battles. Last year, what I believe, what drives me day to day, was reinforced, not once, but twice: We are winning.

I have watched for more than a decade as fishermen spoke passionately and eloquently about the need to protect ocean herring, the heart of the ecosystem, the fish that most all other fish, and ultimately our fleet, depends on. I stood with them and mostly saw our truth ignored or overruled. But not last year. In 2018, fishermen and the Cape community turned the tide. In a meeting, where hundreds of supportive comments from the peninsula stood in the record, I saw almost all my fellow council members raise their hands. They raised their hands in support of more reasonable catch limits for midwater trawls that scoop up millions of herring, both ocean and river, and my suggestion of a buffer zone that keeps the industrial-scale boats up to 25 miles off our shore.

We also saw victory in a battle that stretched back even longer: The battle to protect essential fish habitat and fishing businesses that are the lifeblood of the economy.

Years after one of our founding members dropped a 30-pound weight on a flower pot to show how sensitive parts of the ocean bottom were, those areas were protected as essential for young groundfish, such as the iconic cod. Just as importantly, less vulnerable areas where $300 million worth of scallops were waiting to be harvested were opened. Those trips to Washington D.C. and hours of advocacy paid off.

These victories are enormously important in their own right. But they send a much louder message. As I look to this year and the furor over bogus catch limits, a struggling management system and good fishermen forced to make bad decisions to stay in business, I see a glimmer of hope. We have been working on this issue for years. We have gotten out in front, with much pushback, in putting cameras on boats so fishermen’s information is respected and not treated as anecdotal.

This year we are at a pivotal moment in management where we will be able to make the case for better monitoring, better management and better fisheries. With these three victories the Cape’s fishing fleet will be more vibrant and stronger than ever, and that rising tide will in turn make our communities healthier and protect our sense of place.

With your help we will win again.

Sincerely,

John Pappalardo, CEO

COVER: CAPTAIN BEAU GRIBBIN (BACK), F/V GLUTTON, PROVINCETOWN, MA, CREW: KEVIN CHASE (FRONT), ERIC REGO; PHOTO BY DAVID HILLS/FISHYPICTURES.COM
Counting on Accountability

“I’ve always felt that since the inception of the organization, people have taken a really forward-thinking approach.” — Captain Eric Hesse, current Fishermen’s Alliance board member who has been involved in the organization since its beginnings

Accountability is central to our mission. Since 2005 we have strongly supported monitoring what fish vessels are catching and were one of the first to promote electronic monitoring. Today more than two dozen captains in the Northeast have cameras installed to document their catches, improve data, and enforce regulations. This year will be an important one for fish and fishermen as regulators decide whether the entire groundfish fishery should have more effective monitoring.

Strides in Science

“I feel like we are helping to pay for research that will help the viability of our fleet in the future.” — Captain Nick Muto, Chairman of the Fishermen’s Alliance Board of Directors, referencing a scientific research set aside program approved by the New England Fishery Management Council.

We believe good science drives good fishery policy, so we have ramped up our scientific efforts with our new research coordinator George Maynard. We provide managers and seafood ratings groups with valuable information about the fisheries we depend on, benefiting the environment and economy. Our work with halibut, barndoor skate and monkfish are a few examples. Teaming up with partners, including The Nature Conservancy and the School for Marine Science and Technology at UMass Dartmouth, fishermen have collected more halibut samples in the past two years than the federal trawl survey did in the past decade. That data matters. Fishermen here are only allowed to harvest one halibut per trip; better information about the health of the species could allow local fishermen to sustainably harvest more, following the lead of Canada which already has a thriving fishery. Also because of the efforts of local fishermen, barndoor skate can once more be landed. When former regulations didn’t match the health of the fishery; hard data collected by local fishermen forced a change. We also support fishermen in efforts to gather information on the ugly but truly tasty monkfish and climate change impacts on the marine ecosystem. All of the work we do in the scientific realm has real benefits for the industry and the community.
Victory in the Making

“This is a very good day. For 15 years, it’s something we have been fighting for. I’m glad to see that they are finally looking at the ocean as an ecosystem.” —Captain Charlie Dodge

Charlie Dodge, a lifelong fisherman, spoke those words outside a meeting room in Plymouth, which was still packed with supportive community members. The New England Fishery Management Council had just approved vital protections for Atlantic herring, a keystone species essential to a healthy ecosystem.

Catch limits for industrial-scale midwater herring trawls, and an expanded buffer zone around the Cape (as proposed by our Chief Executive Officer John Pappalardo), are successes many believe will help revitalize the fisheries. The achievements will pay dividends for the Cape’s environment and economy, and are the result of strong support from a wide swath of our community — middle schoolers to selectmen, herring count volunteers to conservationists, recreational and commercial fishermen.

Efforts Over the Bridge

“The topic of young fishermen especially hits home for me as a 20-something rising in the industry. I hope we see the Young Fishermen’s Development Act passed so we can adopt similar programs in other fishing communities, and enhance existing programs to include training.” —Stephanie Sykes, commercial fisherman

Although we love the Cape we don’t spend all our time here. We joined members of the fleet to travel to Washington D.C. several times last year, and to California, to talk about issues that matter to us and the Cape. Fishermen advocated for a Young Fishermen’s Development Act, federal legislation geared to help overcome barriers faced by a new generation of fishermen. We also joined with nearly a dozen-like minded fishing groups from Alaska to the Gulf of Mexico to the Gulf of Maine to make sure protections in the landmark Magnuson Stevens Act are not rolled back.

Our long-standing experience also attracted delegations from China and Japan to visit Cape Cod to share perspectives on challenges in our fisheries.

“This visit is really important because China is undergoing fisheries reform and we want to emphasize the role of fishermen, which was undervalued in the past,” said Li Quanyun, director of the Bureau of Fisheries’ Division of Fishing Gear and Fishing Gear Management in China.
An Economic Engine

A gillnetter fishes in fertile waters to the east on George’s Bank.
A scalloper plies the Great South Channel in search of lucrative shellfish.
A longliner targets haddock in the Gulf of Maine.
A hook-and-line fisherman works close to shore, searching for cod and pollock.

All of them need federally approved quota, which gives them the right to catch their harvests, and all of them need more quota than any of them own.

That’s when the Cape Cod Fisheries Trust steps in.

Since 2008, the Trust has been leasing quota to small-boat, independent fishermen. Our quota, purchased permit by permit over a decade, provides a critical bank of community assets. We lease our quota back to Cape fishermen at a subsidized rate, creating opportunity, stability, and a market advantage for our fleet.

In 2018, we saved 57 Cape Cod fishermen more than $330,000 of quota leasing costs, allowing them to turn that quota into high value product when they land and sell their catch. More than 234,000 pounds of quota were leased to local fishermen at discounted rates.

And we continue to invest in more quota. Last year we purchased two commercial fishing permits with quota attached. One of them was affiliated with an historic Cape Cod vessel that years earlier had been sold to New Hampshire. Now, happily, it’s come home.

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Grand Clam and Oyster Plan

“Massachusetts’ ocean economy directly accounts for more than $6 billion annually and approximately 81,600 jobs. Tourism, recreational and commercial fishing, and shellfish aquaculture all directly depend on coastal water quality and for centuries healthy ocean resources have been integral to the way of life in Massachusetts.” — Melissa Sanderson, chief operating officer of the Fishermen’s Alliance

Across the state there is growing interest in aquaculture, comparing oyster ecotourism, exploring alternative types of shellfish, building oyster reefs, and involving shellfish in wastewater planning — no wonder #riseofthebivalve has been coined!

We understand the importance of shellfish and are concerned with emerging issues, so we helped launch the Massachusetts Shellfish Initiative. We are leading the charge to create a state-wide strategic plan that balances the economic, environmental, and social benefits of Massachusetts’ near shore shellfish resources. We are also working on ways to promote two native shellfish species, surf clams and blood clams.

For more information, visit massshellfishinitiative.org.
Partnerships Matter

“There is so much energy around the idea of local sustainable fishing. There is a lot of enthusiasm about trying to improve communities and bring them more dollars.”
—Kristin Uiterwyk, acting director of the Urban Harbors Institute

As Cape Codders proud to be part of our amazing community, we partner with others as often as we can.

We are working with harbormasters, state officials and the Urban Harbors Institute to document strengths and weaknesses in our ports, so they can remain mainstays of our communities.

Thanks to grant funding, we have developed curriculum for third graders in the Monomoy Regional School District to teach the value of shellfish in our past and future.

We work with the Cape Cod Chamber of Commerce’s Blue Economy initiative—our CEO chairs their foundation—to celebrate and promote the multitude of inspiring, well-paying and water-based jobs here, including the original blue economy: commercial fishing.

Eat Locally

“It’s important to support the local fishermen. And it’s always the best stuff we can get.”—Adrien Kmiec, owner of Hatches Fish Market in Wellfleet

We have expanded our successful Pier to Plate program, introducing many locals and visitors to under-loved, great-tasting fish, such as skate. At the core of our mission is making sure locally caught fish are celebrated here. Research conducted at public events, such as Farmers Markets, reveals that a “local” label incentivizes 92 percent of people surveyed to buy Cape caught fish. We are working to make sure that fish is available year-round. Some good news: Haddock, very hard to find ten years ago, is back and available at places like Whole Foods Market, where you even get to know the captain’s name.
Popular Pier Hosts

“Here at the pier is proof that the New England seafaring tradition and character are alive and in evidence.”
— Mark Simonitsch, retired fisherman and Pier Host

For 13 years, retired fishermen have spent Fridays through Mondays at the Chatham Fish Pier. They provide insights into the life of commercial fishermen, educating visitors and locals alike about what fish are being landed. Thanks to the fishermen’s great storytelling skills, the program has been wildly popular with hundreds of thousands of summer visitors, deepening understanding about fishing’s place at the heart of the Cape’s identity and economy. In 2018 we partnered with the Atlantic White Shark Conservancy and Northwest Atlantic Seal Consortium to reinforce our message that our ecosystem is intricately connected.

Fish for Families

“I feel honored to serve these people fresh fish. It’s rewarding to help the community, to be part of the solution.” — Tom Bayuk, a chef at Faith Neighborhood Kitchen

Since 2013, the Fish for Families program has served more than 130,000 servings of locally caught seafood, everything from scallops to skate, totaling more than 50,000 pounds of fish to more than 20,000 Cape Cod families. We provide recipes as well and fishermen join the distribution to answer questions. Thanks to major support from Cape Cod Healthcare, this great program is still going strong. We partner with The Family Pantry of Cape Cod and the Cape Cod Hunger Network, offering healthy protein to community members in need.

MORE THAN
130,000 servings of locally caught seafood

MORE THAN
50,000 pounds of fish

MORE THAN
20,000 Cape Cod families
Hookers Ball

“As a business that thrives in a seasonal community, I have the responsibility to support those who make this their year-round home. The work the Fishermen’s Alliance does to support the smaller scale fishermen has impressed, educated and inspired me. I am proud to partner with an organization that fights so tirelessly for those that carry on the tradition of making their living from the sea.”

— Judy Tarr, Ben & Jerry’s of North Eastham, Community Sponsor

In August, the 17th annual sold out Hookers Ball hosted more than 600 guests and raised more than $300,000, under the Big White Tent at the Chatham VFW, one of our most successful events to-date! Guests braved the rain, and true to form, the Hookers Ball was a night to remember, celebrating the fishing families of Cape Cod, locally-sourced seafood, our community, and all of the supporters who allow us to continue to protect and grow Cape Cod’s small-boat fishing fleets now and in the future.

Meet the Fleet

Now in its 7th year, our Meet the Fleet events continue to bring together local fishermen and chefs, providing a unique opportunity for guests to hear first-hand about working on the water, how local fish and shellfish are harvested and also try some of the tasty seafood brought in by their neighbors. In 2018, we hosted six events, captivating more than 450 guests, hearing from fishermen and community members about the Massachusetts Shellfish Initiative (MSI), seals and sharks, research on the elusive Atlantic halibut, innovative industry business models that propel fishermen forward, our advocacy work in D.C., and what challenges and opportunities young fishermen face in the industry today.
Fish Tales

“WOW. Another great e-magazine. Congratulations. Every article was terrific reading. Keep up the great work and communications.”—Peter Kennedy, Meet the Fleet attendee and supporter

This January we celebrated the one-year anniversary of our e-magazine, which now has nearly 5,000 subscribers. With features on fishermen, science that affects the industry, policy that guides the future, and history that celebrates the past—with a whole host of news-worthy tidbits—our emag strives to strengthen the connection between the sea and all of us. We also share our stories with respected media outlets across the Cape. With support from local cultural councils and the Cape Cod Foundation’s Chatham Fund, we are creating videos and podcasts to tell stories of the Cape’s commercial fishing industry. We hope to foster a better understanding of commercial fishing’s role in the creation of the Cape and its cultural identity. Conversations with fishermen, and a greater understanding of the working waterfront, is essential in protecting the Cape’s sense of place and the many fishing families that help define the peninsula.

Challenge Grant Success

The Gordon and Betty Moore Foundation challenged us in 2018 to increase our annual giving and loyalty in supporters with a $150,000 matching grant. We enthusiastically accepted the challenge and saw it as a wonderful opportunity to raise necessary, important funds to support our organization’s fuel—our talented and passionate staff who spearhead projects that continue to keep our mission alive and moving forward. Thanks to 377 donors who qualified for the challenge match—we met and exceeded our goal by year-end 2018! Far surpassing the end of 2019 deadline. This match will allow us to continue to develop working solutions, roll up our sleeves and do what it takes to make sure there is a commercial fishing industry on Cape Cod for generations to come. Thank you for investing in us.

RECEIVED
$150,000 matching grant from The Gordon and Betty Moore Foundation

377 DONORS MATCHED

Running Falmouth

“I had no idea what a huge impact running and raising funds for the Fishermen’s Alliance was for our local fishermen until I was personally thanked by Sam Linnell [local fisherman] on North Beach Island over Labor Day weekend. It was a great reminder for what I accomplished for myself and the Fishermen’s Alliance.”
—Lizzie Lane, supporter

2018 marked our debut in the world-renowned New Balance Falmouth Road Race that took place on Sunday, August 19. As part of the Falmouth Road Race’s Numbers for Nonprofit Program, the Fishermen’s Alliance was awarded with the opportunity to form a race team to participate in the iconic, seven-mile seaside course. Our team of nine runners, Andy Brennan, Colin Bannon, Francesca Derteano, Kathleen Giorgio, Lizzie Lane, Jim Nelson, Shawn Szturma, Chris Ruez and staff member Christa Danilowicz, and supported by volunteer team coach Caroline Lane, raised nearly $14,000 in support of a future for fish and fishermen on Cape Cod.
Rally the Alleys

In March, we teamed up with our friends at Habitat for Humanity Cape Cod and A.L.S Family Charitable Foundation and participated in the annual Rally the Alleys event—bowling for a cause. Our staff team members Holly Buddensee, George Maynard and Melissa Sanderson joined supporter and friend of the Fishermen’s Alliance, Ann Pike-Paris, and put on their best Grundens attire and raised nearly $1,500 for the Fishermen’s Alliance. Our engagement in Rally the Alleys persuaded us to continue to seek out additional “friendraisers” or peer-to-peer fundraising events to enhance our community outreach.

RAISED NEARLY $1,500 FOR THE FISHERMEN’S ALLIANCE

NAVIGATE YOUR WAY TO OUR 2019 SPECIAL EVENTS

**MARCH 27**
Meet the Fleet
Fishermen’s Alliance Chatham

**MARCH 28**
Annual Meeting
Fishermen’s Alliance Chatham

**JUNE 26**
Meet the Fleet
Nauset Marine East Orleans

**AUGUST 3**
Hookers Ball XVIII
Chatham VFW Field Chatham

**AUGUST 28**
Meet the Fleet
TBD

**SEPTEMBER 13**
Donor Recognition Evening
Honoring our Giving Society Members

**OCTOBER 30**
Meet the Fleet
TBD

**DECEMBER 12**
Alliance Appreciation Social
Fishermen’s Alliance Chatham
The following individuals, foundations, businesses, organizations and collaborators supported the Fishermen’s Alliance in 2018. The Fishermen’s Alliance gratefully acknowledges those whose gifts help to uphold the rich heritage of commercial fishing and its significant impact on the working life of our neighbors and cultural fabric of Cape Cod.

**THE HIGHLINER SOCIETY**
Honoring our most instrumental supporters who have a lifetime cumulative giving history of $100,000 or more.

--William Beinecke
Stephen & Mary Beth Daniel
Tom & Trish Kennedy
Barbara Matteson
The Max & Victoria Dreyfus Foundation
David & Gail Oppenheim
William B. & Sandra B. Rogers

**THE SALTY DOG SOCIETY**
Honoring our loyal supporters who have a lifetime cumulative giving history of $25,000 or more.

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**THE CAPTAIN HARDING SOCIETY**
Denotes The Captain Harding Society members who have donated $1,000 or more in 2018

**FISHING INDUSTRY MEMBERS**
Denotes Fishing Industry Members

--deceased

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Dan Wolf & Heidi Schuetz
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**FINANCIAL HIGHLIGHTS**

**REVENUES**

- **$2,535,572**
  - **63%** Grants: $1,596,836
  - **21%** Contributions: $520,559
  - **14%** Net Leases from Permits: $362,280
  - **2%** Other: $55,897

**EXPENSES**

- **$2,436,761**
  - **68%** Program: $1,648,653
  - **16%** Administrative: $384,773
  - **16%** Fundraising: $403,335

*The surplus revenues generated in 2018 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.*

*Denotes The Captain Harding Society members who have donated $1,000 or more in 2018 + Denotes Fishing Industry Members ~ deceased

**GRANTS AND FOUNDATIONS**

- The Bilezian Family Foundation
- Bourne Cultural Council
- Brewster Cultural Council
- The Cape Cod Foundation CARE for the Cape & Islands
- Chatham Cultural Council
- The Chatham Fund of The Cape Cod Foundation
- The David and Lucile Packard Foundation
- Falmouth Cultural Council
- Gordon & Betty Moore Foundation
- Harwich Cultural Council
- Horizon Foundation
- Mashpee Cultural Council
- Massachusetts Environmental Trust
- The Max and Victoria Dreyfus Foundation
- National Fish & Wildlife Foundation
- The Nature Conservancy
- NOAA Sea Grant
- Orleans Cultural Council
- Patagonia Works
- Pew Charitable Trusts
- Provincetown Cultural Council
- Truro Cultural Council
- Sandwich Cultural Council
- Saltonstall-Kennedy Grant Program
- Walton Family Foundation
- Tim Weller & Lynn VanDine Weller
- Wellfleet Cultural Council
- Women’s Club of Chatham

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The Fishermen’s Alliance believes that a healthy marine environment, and therefore, the success of Cape Cod’s fishing businesses, depends on a better way of managing our fisheries. Using fishermen’s knowledge we build lasting solutions. The Fishermen’s Alliance helps us do a lot of things we couldn’t do ourselves. They are instrumental in the policy process, so we know what is coming at us. We’re a bunch of independent fishermen and the Alliance helps us create a unified front. We wouldn’t be where we are without them.

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Without the work of the Fishermen’s Alliance for the last 25 years, small-boat fishermen wouldn’t have survived on Cape Cod.

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