



2016, our 25<sup>th</sup> anniversary, was a year-long celebration, and it was incredible to look back at our accomplishments.

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CAPE COD COMMERCIAL FISHERMEN'S ALLIANCE 2016 ANNUAL REPORT

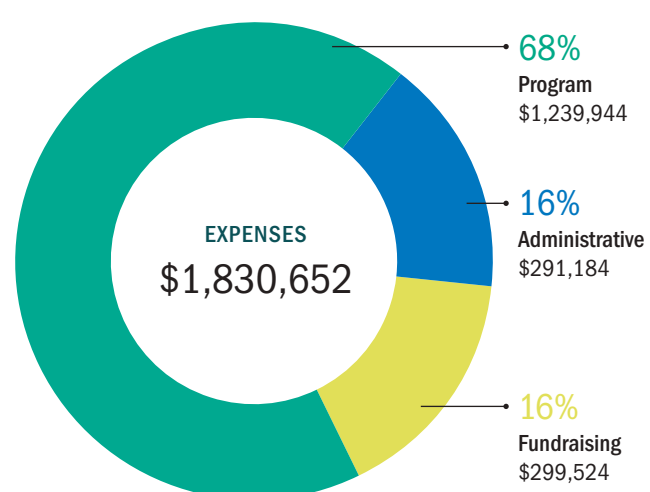
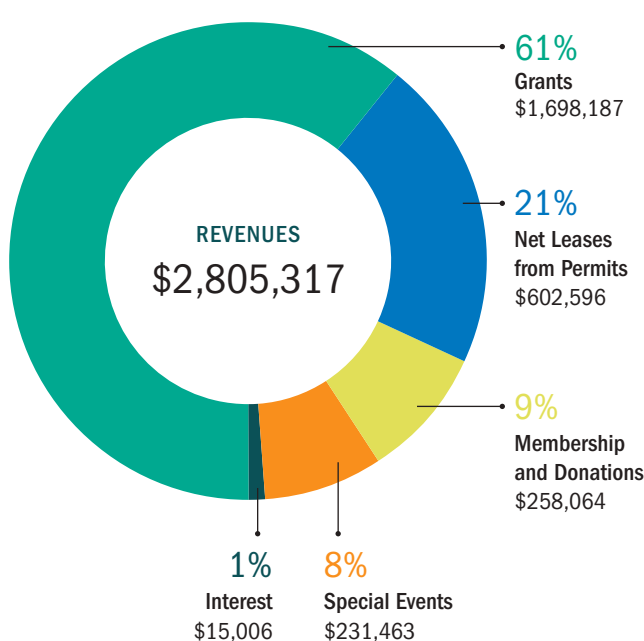
Celebrating 25 Years.  
Navigating 25 More.

We are the Cape Cod Commercial Fishermen's Alliance. We are fishermen. We rise to the challenges facing our oceans. We are creating solutions today, so there will be fish and fishermen tomorrow.



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 2016 financial performance. The financial statements were audited by Sanders, Walsh & Eaton, LLP, Certified Public Accountants.



The surplus revenues generated in 2016 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.

Small Boats. Big Ideas.

It also reminded us that despite our victories, our work to preserve and protect fish and fishing for future generations on Cape Cod continues. Last year, we worked with fishermen on matters they care about, such as building new markets for their fish and finding ways to collaborate with scientists and managers. What does it mean to "work together with fishermen?" Let's take a look...

Cape Cod fishermen pursue different species at different times of the year. They diversify their fishing portfolios, much as we diversify our investments. And this is important in the face of fluctuating fish populations, complex state and federal regulations and changing market conditions.

Working in the summer and fall, fishermen leave the dock before dawn and unload at the pier in the early afternoon. They call this period the 100-day marathon, as they will work each and every day as long as the good weather lasts. In the winter and spring, the trips are fewer as they have to wait for a window when the wind's not blowing too hard, but the trips take 36 hours because they steam to waters south of Nantucket. Either way, it's a grueling pace.

And in their "spare time," they work closely with us; here's a glimpse of action Cape Cod fishermen have taken to advance our shared goals:

- Our new Pier to Plate program will launch this summer and bring local skate and dogfish to Cape Cod restaurants. It is the product of a fishermen marketing team that meets monthly and works together to introduce these lesser known fish to chefs and distributors both on Cape and off.
- Fishermen have met with Congressman Bill Keating and attended fishery management meetings across New England, where they successfully advocated for revised rules that kept skate boats in business and stretched limited monitoring funds to support groundfish fishermen.
- Skate fishermen participated in a study on barndoor skates, collecting data that the government used to inform population assessments.
- More than 30 fishermen have caught and distributed seafood at The Family Pantry of Cape Cod through our Fish for Families program, which provided over 30,000 servings of seafood in 2016.
- All sorts of fishermen meet with journalists and editorial boards to spread the word about issues important to the local, small-boat fleet, resulting in countless news articles that educate consumers far and wide about fishing and seafood.
- Local fishermen are advocating for a buffer zone off the backside of the Cape to keep industrial herring trawlers out of near-shore waters so fish will have herring to eat and fisheries can thrive.

Fishermen also provide the seafood they catch for Hookers Ball every August! It just goes to show how much work is involved to help change fishing for the better. Fishermen in our community are at the heart of the work we do every day at the Fishermen's Alliance. Their knowledge, their innovative approaches and solutions on the water are critical to Cape Cod communities being able to fish. And we couldn't support these fishing families without people like you.

Our big ideas are put in to action because of your continued support. Stay on this journey with us as we navigate another 25 years together. Thank you.

2016 OUTSTANDING PARTNERS & SUPPORTERS

The following individuals, foundations, businesses and organizations supported the Fishermen's Alliance in 2016. Their generosity and shared vision aimed at protecting fish and fishing for future generations have made our work possible. Thank you.

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Honoring our loyal donors who have a lifetime cumulative giving history of \$25,000 or more.

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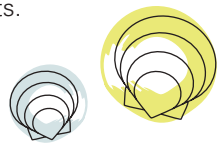
\*Denotes Fisherman +Denotes 2016 Captain Harding Society members who have donated \$1,000 or more

# The Fishermen's Alliance in 2016

With support from you, our donors and funders, we have provided opportunities for the family fishermen of Cape Cod to advocate for their businesses, develop new markets and protect ocean resources. In addition to these highlights, you can read more about the work we are doing because of your support at [www.capecodfishermen.org/our-work](http://www.capecodfishermen.org/our-work).

## Studying Scallops

In May, New England's small-boat scallop fleet gained access to the Nantucket Lightship Access Area. Previously closed since 2014, the area is near Cape Cod fishing ports and provides an opportunity for Cape scallopers to catch scallops and still make it home each night. The New England Fishery Management Council chose to open the Lightship after a concerted campaign by the Fishermen's Alliance and the local scallop fleet supported by scientists.



**485 trips** to the Lightship made a big difference to small-boat scallopers in New England

Not only were they able to fish from their home ports, but they used this opportunity to work with UMass Dartmouth's School for Marine Science and Technology and the Massachusetts Division of Marine Fisheries to conduct research aimed at improving the available science and fishing practices.

## Spotlight on Cameras

Local fishermen have been at the forefront of a several-year pilot project with NOAA Fisheries Service to allow fishermen to use video cameras rather than humans to document their catch at sea. Accountability is an essential component to sustainable fishing. This type of collaborative effort between fishermen and government takes time. But it's the only way to develop cost-effective electronic monitoring systems that produce the data that scientists need while allowing fishermen to focus on fishing.

Four Cape Cod vessels were outfitted with these electronic monitoring systems. This means a safer, more accurate and less expensive way to provide data to fishery scientists and managers. Your support over the last decade helped us finally make this a reality in 2016.



**20 vessels**

in New England will use electronic monitoring systems in 2017



## Dogfish and Pony Show

The Fishermen's Alliance connects fishermen with chefs, restaurants and large-scale fish distributors to get their catch onto local dinner plates and promote less familiar but abundant species.

In 2016, we saw dogfish gaining popularity. The Fishermen's Alliance helped Cape Cod fishermen build a domestic market for dogfish and other local species. Most of the six million pounds of dogfish landed by the Cape Cod fleet annually is exported to Europe and Asia, but through our partnerships and work, that is starting to change.

**35,000+ pounds**

of dogfish was sold to U.S. restaurants, foodservice companies and colleges in 2016, up from 3,500 pounds in 2014

## Neighbors Helping Neighbors

Since 2013, the Fish for Families program has distributed more than 85,000 servings of locally-caught seafood to 20,000 families in need across Cape Cod. Seafood is a healthier source of protein that is often cost prohibitive for families on a tight budget.

Our partnership with The Family Pantry of Cape Cod and the Cape Cod Hunger Network remains strong as we continue to improve the program by expanding seafood distribution and providing pantry clients with recipes and nutritional information for our fish in different languages.

**13,000 pounds**

of seafood, including mackerel, skate, scup and dogfish sourced by local fishermen were distributed to families in need from Provincetown to Falmouth

COMMUNITY SUPPORT

## How You Can Support the Fishermen's Alliance

We are a nationally recognized nonprofit organization and a leading voice for Cape Cod's small-boat commercial fishermen. If you share our belief that healthy fisheries support healthy fishing communities, we invite you to be a part of our work.

### ADVOCATE

The Fishermen's Alliance is dedicated to building lasting solutions to protect our ecosystem and the future of our fishing businesses. Join the Fishermen's Alliance online community at [www.capecodfishermen.org/get-involved](http://www.capecodfishermen.org/get-involved) and engage with us on Twitter, Facebook, Instagram at @fishalliance.



### DONATE

Your donation makes a real difference in helping us build a better future for fish and fishing. Make a tax-deductible contribution online today at [www.capecodfishermen.org/donate](http://www.capecodfishermen.org/donate). The Fishermen's Alliance also accepts gifts in the form of stock or securities and bequests.

### FISHERMAN MEMBERSHIP

We are an organization run by fishermen, for fishermen. We are guided by our fishermen members to create the organization's policy positions. If you fish for a living, become an industry member today.



## Did You Know?

→ In June, the Fishermen's Alliance received the 2016 Nonprofit Excellence Award in Advocacy from the Massachusetts Nonprofit Network. We were recognized for advocating for more than 300 family fishermen in 2015. Our campaign educated the community about how the Cape Cod fleet was being left out of the statewide distribution plan of federal disaster funds.

Thanks to the campaign, the disaster fund distribution plan was revised to include 100 percent of Cape Cod's eligible vessels.



→ The Fishermen's Alliance expanded its community's voice on a state level with the appointment of staff Outreach Coordinator Ray Kane as Chair of the Massachusetts Marine Fisheries Advisory Commission and as Delegate to the Atlantic States Marine Fisheries Commission.

### Programs + Events

**Pier Host Program:** Educated thousands of people at the Chatham Fish Pier about how fishermen affect the ocean and shape our community.

**Meet the Fleet:** More than 600 people attended the series that brought together fishermen and chefs.

**Dish on Fish:** 200 guests enjoyed unique boat-to-plate seafood dishes at meet-and-greet dinners with fishermen.

**Hookers Ball:** Was a huge success grossing more than \$275,000 including individual donations made night of and connecting our community to the fishermen of Cape Cod. This supports our work to ensure there is a future for fishing and a healthy ocean environment.

→ Investments and strong board leadership by the Fishermen's Alliance has helped give Aquacultural Research Corporation (ARC) new life. Our local shellfish hatchery successfully provided shellfish seed to the Cape after a winter rebuild.

### The Hatchery Supports

**1,400+** regional jobs in commercial shellfishing and the seafood industry

**17,000+** recreational fishermen

→ The Fishermen's Alliance worked hard alongside local fishermen to push for a buffer zone off the backside of Cape Cod that would prohibit industrial midwater herring trawlers from fishing in nearshore waters. A strong campaign is being mounted to protect baitfish and our inshore waters.

FISHERMEN & SCIENTISTS WORKING TOGETHER

GET INVOLVED

EATING LOCAL

### BOARD OF DIRECTORS

We're guided by a gifted group of leaders. Our board includes commercial fishermen and other members of the Cape Cod business community, along with experts in science, policymaking and finance.

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