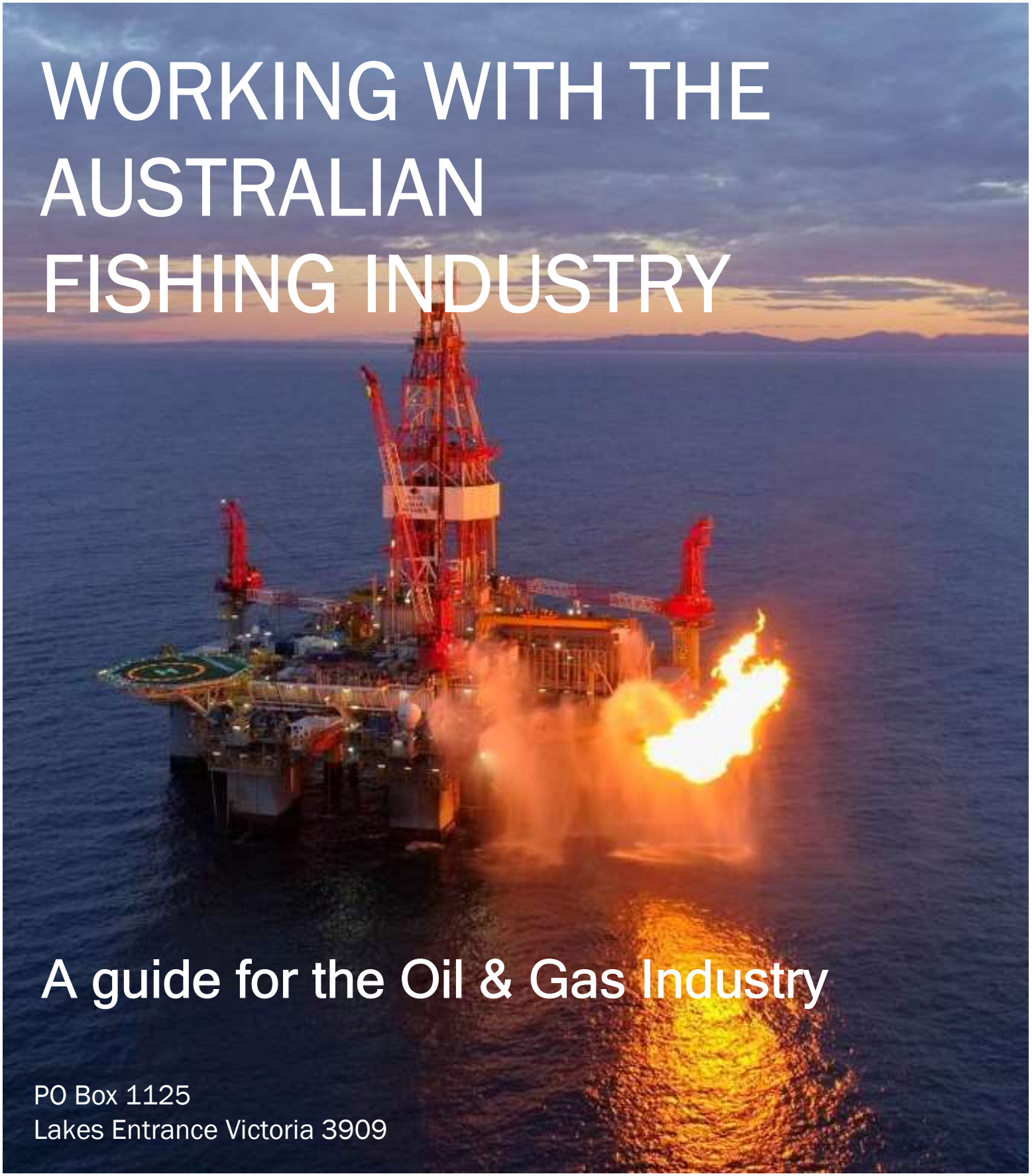
WORKING WITH THE AUSTRALIAN FISHING INDUSTRY



A guide for the Oil & Gas Industry

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SETFIA
SOUTH EAST TRAWL FISHING INDUSTRY ASSOCIATION

sustainable fishing practices protect our future

Working with the Australian Fishing Industry

The Australian fishing industry was structured using cannon balls

Following European settlement Australia consisted of self-governed States. At Federation in 1901 the roles, rights and responsibilities of States and the Commonwealth began to develop. Currently the four south eastern States and the Commonwealth have signed agreements under something called the Offshore Constitutional Settlement (OCS). These agreements divide fisheries to the States and the Commonwealth either by fish species, geography (lines on the water) or a combination of both. In general, but not always, the geographical division between States and the Commonwealth occurs 3 nautical miles to sea measured from the low tide mark; this international standard is based on how far it was possible to fire a cannon ball.

The challenges the oil and gas industry face

Australian fisheries are governed by a complex network of State and Commonwealth legislation with numerous stakeholders and variable management methods. Ultimately, this presents a unique challenge to the oil and gas industry in knowing who to contact and how to manage consultation with fishers. To understand the issue, you need an introduction as to how fisheries in Australia operate….

Australian fisheries were first developed 50-120 years ago with very few controls. However, as catch increased, and sustainability concerns emerged, regulators introduced fisheries management tools to reduce both the number of operators (fishers) and how much product they could catch. These management tools are commonly known as **Input and Output Controls.**

Input Controls are designed to limit effort in a variety of ways by reducing:

- The number of operators (permits, statutory fishing rights, licenses, concessions) - usually these limits are by fishing gear type (fishing method);
- The size of fishing gear that can be used;
- The number of days that can be worked, and;
- The size or horsepower of fishing vessels.

While input controls have been embedded in the Australian Fishing Industry for decades, advances in fisheries management have found controlling the limit on actual catch (**Output Control**) rather than focusing on fishing effort is critical to ensuring best practice fisheries management and sustainable productivity.

Output controls are designed to limit the tonnage of fish that can be taken. Catch quotas are an ownership stake usually expressed as a share of the annual catch that can be taken. Types of quota include:

- Individually transferable quotas (ITQ) in which entities can catch the quota or trade quota with others
- Competitive arrangement where fishers race each other to catch the quota (known as Olympic quotas)

Australia has found it very difficult to convert input controls to output controls. Historical Government buy-backs of input-control fishing rights means that a right to fish has value and therefore fishers are reluctant to give this up. This means that Australian fisheries management has become a mix of input and output controls.

Consequently, the oil & gas industry is faced with a complicated network of State and Commonwealth managed fisheries that are further divided by fishing method. There is currently no central point of contact willing to engage with your industry that has a mandate from fishers to consult.

The challenge for your industry to operate offshore

The mix of OCS arrangements and input and output controls have divided up Australian fisheries perhaps more than any fishery the world.

This means that Proponents face a consultation landscape divided by State and Commonwealth jurisdictions and that these jurisdictions are further divided by fishing gear types (known as sectors or fisheries).

More often than not, these groups of fishers do not co-ordinate their approach or communicate and may even be hostile to each other, believing that they compete for catches and for space to fish.

Likewise, the management of Commonwealth and State fisheries often work under Governments formed by different political parties. Driven by decades of complaints from their respective fisheries, Fishery Managers often operate in an environment of longstanding tension over the fairness, relevance and execution of historical OCS agreement.

What is the South East Trawl Fishery?

The South East Trawl Fishery or "SET" (technically the Commonwealth Trawl Sector) is an example of one of these divisions (known as fisheries). The SET uses the trawl fishing method and is managed by the Commonwealth. It is the main supply of local fresh fish in Australia with trawlers landing around 20,000 tonnes a year much of which is sold into the Melbourne and Sydney fish markets.

However, although the SET is the largest finfish fishery (by volume) supplying fresh fish in Australia. It is only one of several other State and Commonwealth managed fisheries in the south-east region.

Who is SETFIA?

The South East Trawl Fishing Industry Association (SETFIA) is an association representing the interests of trawl fishermen, quota owners, wholesalers and others with a stake-holding in the Commonwealth Trawl Sector.

SETFIA members pay an annual voluntary membership fee to the Association dependent on their level of activity in the fishery. Members elect a board of their peers from within the membership.

Around 80% of this fishery's quota owners and fishers are members of SETFIA.

SETFIA was incorporated under the Commonwealth Corporations Act more than 30 years ago. It is not-for-profit meaning it does not pay tax but does not make distributions to its members. SETFIA is registered for GST. It holds significant professional liability insurance and its insurers are aware that it offers consulting services to your industries.

SETFIA's approach to your industry

Unlike many in the fishing industry, SETFIA does not broadly oppose oil and gas exploration in the marine environment.

Rather, our policy is that we:

1. Love your product (particularly renewable energy, oil and carbon sequestration).
2. Want to be good neighbours and share the space that the Australian community has entrusted us with.
3. Expect you, as the Proponent will minimise the impact of your activities on the fishing industry (which you must do under your Act).
4. Further, that you actively undertake and pay for the work required to minimise impacts on the fishing industry.
5. Consult with in good faith; we expect you only take into consideration the requests of relevant stakeholders and that the extent of individual stakeholdings should be taken into consideration (do not "shop around" for feedback that suits your existing plans).

What advantage is there for SETFIA in offering to work collaboratively?

SETFIA's strategic plan is to maximise membership. Membership fees and external funding allow us to execute projects that reduce risk in the fishery by improving the quality of our data, scientific knowledge and our ability to reduce interactions with protected species. SETFIA has several communication goals to ensure that fishing industry decision-makers and influencers understand these gains.

A fishery with reduced risk has several advantages:

- Lowered management costs (management costs are cost-recovered from industry)
- Quotas are set based on robust scientific knowledge, rather than an overly cautious guestimate which often results in an unnecessary reduction in quota allowance
- Stronger social license to operate.
- Potential to market fish at a higher value due to its sustainability credentials
- Product is likely to be more sustainable which ensures that investment and employment are protected into the future

Each year SETFIA reports to its members. The Association's success is judged by three simple metrics:

1. **Grounds: changes in the fishing grounds available to trawlers.**
2. **Quota: are quotas for each fish stock too high or too low?**
3. **Levies: measured as a % of fishery revenue.**

Not-for-profit SETFIA has no financial goals so does not undertake work in this space for consulting profit.

Rather, if we work in partnership with your industry and limit your impacts on the fishing industry so that grounds available for fishing are maximised (metric 1).

Further, we believe that fishing industry influencers and decision makers recognise SETFIA's leadership in this space and we hope that this is reflected in other decisions affecting the fishery.

What exactly is SETFIA offering?

SETFIA is offering to help you minimise your impacts on **all** south east fisheries by optimising your consultation process.

We can help you understand:

- Which fisheries operate in your area of interest (your polygon).
- To what extent (catch and & value to individual fisheries) relevant fisheries are working within the area of interest.
- The fisheries who do not work there and are irrelevant.
- How the relevant fisheries work and what they catch.
- How to contact Associations representing the relevant fisheries.
- How to effectively communicate with relevant fishers.
- How to establish communication channels to advise vessels that you plan to work in the fishery, and.
- How to ensure that fishing vessels are not in your way.

SETFIA and our connections with other fisheries

Our sphere is **all** fisheries in south east Australia. We hold extensive communication databases of both license owners and active fishers from all fisheries within the region, allowing us to help you to establish connections within these fisheries.

Over the years, SETFIA have built strong connections with several specific surrounding and coexisting fisheries. And while our highly connected organization can obtain catch and effort data for all south-east Australian fisheries, SETFIA can only comment on how your impacts might be minimise on behalf of the following fisheries:

- South East Trawl Fishery (Cth)
- Gillnet Hook and Trap Fishery (Cth)
- Eastern Zone Rock Lobster Fishery (Vic)
- Central Zone Scallop Fishery (Cth)
- Small Pelagic Fishery (Cth)

Our Team

Simon Boag - Team Leader

B.Ed (Env. Sc.)
Grad Cert. (Applied Sc. Fisheries)
MBA

Executive Officer SETFIA; Executive Officer Gillnet Hook & Trap Fishery; extensive experience in international fisheries, member several Cth science and management advisory groups.

Dr Matt Koopman – Fisheries Scientist

Fishwell Consulting
B.Sc.
PhD (Fisheries Science)

High level statistical skills; excellent understanding of SE-Australian fisheries; experience in fishery manager data requests & confidentiality rules; report writing, experimental design in fisheries; work history with Vic management agency.

Natalie Manahan – Relationship & Commercial Manager

B.Sc. (Environmental & Social)
M.Sc. (Biology & Biotechnology)

Fisheries analyst, fisheries researcher, communications expert.

Nicola Sondermeyer – Team Member

B.Sc (Ecology and Conservation Biology) Hons.

Fisheries analyst, fisheries researcher, communications expert, work history with eNGOs.

Ross Bromley – Team Member

Executive Officer EastRock (Vic); Member Shark RAG (Cth); work history with Cth and Vic managers.

Chantel Foord - Project Manager

B. Env. Sc (Hons)

B. Comm.

Candidate PhD (School Biological Science: Toxicology Marine Mammals)

Fees and Services

Service	Purpose	Fee (all +GST)
SMS messages to fishing vessels (a single SMS often covers >100 fishing operations)	Notifying vessels of operations that they need to be aware of and how they should act.	$200 per group SMS
Major consulting project that involves actual historical records of past catches.	Descriptions of and contacts for relevant fisheries, identification of irrelevant fisheries.	$25,000 – $35,000 dependent on the number of jurisdictions that cover your area of interest
Consultation with several SE Australian fisheries: • South East Trawl Fishery (Cth) • Gillnet Hook and Trap Fishery (Cth) • Eastern Zone Rock Lobster Fishery (Vic) • Central Zone Scallop Fishery (Cth) • Small Pelagic Fishery (Cth)	Working with fishers to find ways to minimise impacts on these fisheries.	$150/hour per representative + a 50% rate for travel + travel costs