

SALT DataLab EU/Africa Report

March 2018

London, England

SALT

SEAFOOD ALLIANCE FOR
LEGALITY & TRACEABILITY



Executive Summary

Approximately forty participants attended the **Seafood Alliance for Legality & Traceability (SALT) DataLab EU/Africa**—a two-day, workshop focused on investigating the main issues around traceability and IUU (illegal, unreported, and unregulated) fishing, and identifying opportunities for knowledge sharing, learning and collaboration. This was the second of three regional DataLabs as part of the SALT co-design, and convened influential stakeholders from the EU and Africa with diverse perspectives on issues related to seafood traceability and legality, fisheries management, and associated labor rights issues.

Outcomes

Participants identified four primary issues to address and several potential collaborative actions that SALT and others could support:

Traceability Issue	Suggested Collaborative Actions
How to incentivize producer-country governments to mandate transparency?	Pilot project in West Africa using in-country champions that explores the varying benefits of traceability for each country, and how to communicate those benefits to catalyze action
Why aren't we discussing our failures with other initiatives and donors?	Engage organizations to share failures and lessons learned, and create a platform to share those failures
How to reduce illegal transshipments?	Create methods for inspectors and buyers to identify legal transshipments, and spotlight ones at high risk for illegality
Why aren't we sharing data and why don't we have a common framework?	Convene data harmonization efforts to verify if there's a "sweet spot" for basic data needs that overlap for all users

Many participants completed an evaluation that showed the workshop achieved the intended outcomes, such as:

- 95% of respondents formed new or strengthened relationships, and 81% found that key influencers participated in the event.
- More than half of respondents said that they achieved consensus on one or more possible collaborative actions.

At the end of the DataLab, most participants made commitments to share information about the outcomes of the meeting and SALT overall with their colleagues. In addition, several participants offered to serve as a resource and stay connected to colleagues from the meeting.

SALT received valuable feedback that will be incorporated into the next DataLab, including adjustments to content and continuing to strive to get more government and industry representation. To overcome the

barrier of in-person meeting attendance, FishWise will host webinars to share information about SALT and solicit feedback from diverse groups via an online survey.

What's Next for SALT?

SALT will enter the final phase of its co-design, holding the third of three DataLabs in Bangkok, Thailand in July. SALT and its Co-Design Advisory Committee will then review all stakeholder input from the DataLabs, webinars and online surveys, and prioritize areas where SALT can bring the most value. Through webinars and other outreach, SALT will share its priorities with interested stakeholders in preparation for the PartnerLab, the first joint learning and collaboration event, to be held in October or November 2018. SALT hopes DataLab participants and others will agree to engage in learning and collaborative action around the identified priorities through the PartnerLab and future SALT convenings.

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Background

Over the last several years, many stakeholders have indicated a strong willingness to work together on seafood traceability, particularly those aspects that no group can solve alone. SALT will enable a wide array of stakeholders to clarify the needs, challenges, and opportunities for improving seafood traceability, and focus on those issues best addressed through learning and collaborative action. SALT's activities will include learning events (in-person and virtual) that convene diverse stakeholders across seafood supply chains, and an online resource and learning platform to support sharing knowledge and expertise from other projects from around the world. SALT is a five-year public-private partnership between USAID, the Walton Family, Packard and Moore Foundations, and implemented by FishWise. [SALT](#) was jointly announced at the 2017 Our Ocean Conference.

Approach

In its first year, SALT will convene stakeholders across seafood supply chains to define problems and issues related to seafood traceability and identify innovative solutions that require learning and knowledge exchange. During this co-design phase, there will be three DataLab convenings (Americas, EU/Africa, Asia-Pacific) to ensure the process is representative of diverse interests around the globe. If stakeholders are not able to participate in DataLabs, they can register their interest and contribute input to SALT [here](#) or email SALT@fishwise.org. SALT will also solicit virtual feedback through webinars and an online survey to ensure that co-design input is representative of the diversity of stakeholders.

SALT Year 1 Co-Design Dates

DataLab	Location	Date
DataLab Americas	Palo Alto, California	December 13-15, 2017
DataLab EU/Africa	London, England	March 21-22, 2018
DataLab Asia-Pacific	Bangkok, Thailand	July 19-20, 2018
PartnerLab	TBD	October/November 2018

The co-design process is supported by CollaborateUp, a collaboration consulting firm, and a Co-Design Advisory Committee consisting of leaders from government, philanthropy, industry, and civil society. The DataLab EU/Africa followed Collaborate Up's steps for multi-stakeholder collaborations. The co-design findings will inform the official launch of SALT in late 2018 and the scope of work for the remaining four years of the project. Slides explaining SALT and the co-design process can be found [here](#).

Issues around Traceability

For this DataLab, participants were asked to focus on what issues around IUU fishing (IUUF) and traceability require collaboration to address. SALT initiated the DataLab by asking participants to highlight where on a seascape poster they are working to help orient the participants to the type of work being done by their colleagues (see image below).



The range of organizations attending the DataLab, and where they work within a fisheries "seascape." Colored notes represent programs or initiatives involving NGOs (green), private donors (blue), academia (red), government (pink), and industry (yellow).

Collaborate Up then facilitated activities to identify problems and issues around IUUF that require collaboration to tackle. The issues were:

1. Value of Improved Transparency: How do we demonstrate the potential value of transparency to governments, industry and other stakeholders and in economic, political and social terms? Through discussions brought up many stakeholders, the focus landed on how to incentivize producer-country governments to mandate greater transparency in fisheries supply chains.
2. Failure and Learning in Fisheries: How can sharing failures increase the efficiency and effectiveness of programs? How do we change project frameworks to include failure? How can we change priorities and mindsets of donors? How do we define and package failure?
3. Illegal Transshipment and IUU Fishing: How does illegal transshipment facilitate IUU fishing and human rights abuses? Inspection personnel lack the information and tools to effectively prioritize



resources towards high risk shipments. The economics and the scale of transshipment are not well understood.

4. Data for Multiple Purposes: What are we trying to solve through traceability (IUU, sustainability, supply chain management, etc.)? Is there a “sweet spot” for data needs across users and the problem they’re trying to solve? What is the cost of data collection and who bears it? What is the value and who receives it? When are data validated, by whom? And what if it fails?

Key Outcomes

While working in groups, participants examined and refined the above problems, and identified key opportunities for collaborative action.

The table below presents summaries of the collaborative actions and their benefits proposed at the DataLab EU/Africa.

Table 1: SALT DataLab EU/Africa Suggested Collaborative Actions

Issue: How can we incentivize producer country governments to mandate transparency?	
<i>Benefit: Governments will reap rewards from greater transparency by reducing seafood theft to increase revenue.</i>	
Issue	Suggested Collaborative Action
The value of transparency may not be clear to governments	Traceability Country Pilots – Conduct a regional analysis, piloted in West Africa (Ghana, Senegal, etc.) exploring the benefits of transparency for each West African country (e.g. less IUUF, increased revenue, trade and investment, food security, more fishing opportunities for legal fishermen). Be intentional about sharing out the findings with diverse stakeholders including civil society, media, traditional leaders, artisanal sector.
Issue: Why don’t we talk about our failures in fisheries with other initiatives and donors?	
<i>Benefit: Lessons learned from traceability efforts that are quantified, shared and fully integrated lead to more efficient, impactful, nimble and adaptive projects—resulting in healthy fisheries, improved livelihoods, food security, etc.</i>	
Issue	Suggested Collaborative Action
Grant criteria and funder mindsets do not include learning through failure to increase program effectiveness	Speak with funders, governments, philanthropic organizations, and industry that we already work with to discuss incorporating failure and sharing those lessons. Build social capital and trust so that closely guarded knowledge and experience can be shared in a safe space. Emphasize their importance in learning.

Defining and packaging “failure” is challenging	“Failure” is a powerful teacher. Groups need a platform to communicate their challenges and SALT could aggregate this information. Opportunities to map failures and successes in traceability (like fisheries fail fests/fairs) could occur to encourage sharing and learning.
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Issue: How can we reduce illegal transshipments?

Benefit: A reduction in illegal transshipment could reduce IUU fishing, improve sustainability, food security and revenue in coastal states, plus help address human rights violations.

Issue	Suggested Collaborative Action
Inspection personnel lack the information and tools to effectively prioritize their focus on high-risk shipments of illegal fish	A standard is needed for dealing with illegal fish product as part of transshipment. There are two potential frameworks: one that works with inspectors from certain countries who need help stopping fish at borders, and one for the buyers (wholesalers and retailers) to leverage their methods of verification. A framework for verification will enable legal transshipments and help identify the high risk ones.
The economics and the scale of transshipment are not well understood; major research is needed	Gather more information about transshipment by identifying major players and engaging them, generate definitions, map key markets, etc. Use case studies of illegal transshipments to demonstrate real-world examples.

Issues: Why aren't we sharing data, and why don't we have a common framework to do so?

Benefit: Sharing data creates clarity and consistency in data reporting and distributes the costs and benefits across the value chain

Issue	Suggested Collaborative Action
Other groups are working to solve this problem, too	Identify and convene leaders of data harmonization efforts (such as Global Dialogue on Seafood Traceability, FAO, Catch Documentation and Traceability, Import Control, Trade Association for Seafood Traceability Technology) to identify their data requirements, or key data elements (KDEs), to help identify a “sweet spot” for data needs that overlap for all users.

SALT Information and Adaptive Management

In the first DataLab, SALT received valuable feedback about how to improve the DataLab process, which was incorporated into the DataLab EU/Africa. Here are answers to some of the most frequently asked questions.

1) *What resources does SALT bring?*

SALT is a five-year project with \$5M (\$1M annually) in funding for the life of the project. That funding is dedicated to staffing SALT, convening, and attending events (and possibly funding others to participate), and developing a learning platform. SALT will not be giving grants at this time.

2) *What infrastructure does SALT bring? What can SALT staff provide?*

SALT will bring human resources to support learning, knowledge exchange, and collaboration among SALT participants, create an online information and learning platform, and offer FishWise expertise in traceability and human rights issues.

3) *Does SALT intend to be an informer, facilitator, process convener¹, or mediator?*

SALT could play many of these roles but for the co-design in the first year, SALT is acting as a convener of diverse stakeholders interested in working on IUUF and traceability. We see our role as facilitating knowledge exchange and action around important traceability and IUUF issues by convening people in person (DataLabs, PartnerLab and beyond), and providing platforms for learning and collaboration to happen. In future years, SALT may act as an informer and directly facilitate collaborations as well.

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¹ A convener is an individual or group responsible for bringing people together to address an issue, problem, or opportunity. The convener's primary responsibility is to serve as the organizer and administrator of the collaboration, carrying out the preliminary and follow-up tasks that ensure the process proceeds smoothly. <http://collaborativeleadersnetwork.org/leaders/the-role-of-the-convener/>

What Can DataLab Participants and Others Do?

DataLab EU/Africa participants can continue to engage SALT by sharing the outcomes from the meeting. One of the first ways to engage with SALT is through the PartnerLab, which will be a joint learning and collaboration event. The PartnerLab will bring together those interested in learning about the topics prioritized under SALT or working directly on some of the priority collaborative actions for SALT.

You can also spread the word about SALT in general and direct people to get more information or register their interest at www.fishwise.org/SALT. If you have any questions about SALT please contact SALT@fishwise.org.

List of EU/Africa DataLab Participants

Participants	Organizations
Kofi Agbogah	Hen Mpoano (Ghana)
Tobias Aguirre	FishWise
Jenny Barker	FishWise
Kristof Bevernage	Aquaculture Stewardship Council
Sarah Bladen	Global Fishing Watch
Lucy Blow	New England Seafood International
Mariah Boyle	FishWise
Brian Crawford	Coastal Resources Center, University of Rhode Island
Richard Crespin	CollaborateUp
Maria Damanaki	The Nature Conservancy
Mandy Doddema	Wageningen University
Sally Frankcom	Stop Illegal Fishing
Uli Heindl	GTS Global Traceability
Kaija Hurlburt	One Earth Future Foundation
Teresa Ish	Walton Family Foundation
Jennifer Kane	USAID
Charlie Kilgour	OceanMind
Blake Lee-Harwood	Sustainable Fisheries Partnership
Tristram Lewis	Funding FISH
Venkat Maroju	SourceTrace Systems

Marta Marrero	The Nature Conservancy
Alistair McDonnell	Interpol
Ben Metz	Fish Tracker
Alice Miller	International Pole & Line Foundation
Katie Miller	ClientEarth
Dana Miller	Oceana
Fabian Mollet	Blueyou Consulting Ltd.
Julio Morón	OPAGAC
Helen Moser	CollaborateUp
Eleanor Partridge	Trygg Mat Tracking
Elsa Patria	Stop Illegal Fishing
Cephas Ralph	International Monitoring, Control, and Surveillance Network (Scotland)
Mark Richardson	FishWise
Titia Sjenitzer	Marine Stewardship Council
Vanya Vulperhorst	Oceana
Amy West	FishWise
Paul Whitaker	Kongsberg Satellite Services
Joe Zelasney	FAO