

Evaluation of existing / good practices in pesca-tourism

Best practice N° 1

ITEMS	CHARACTERITICS, INDICATORS	DESCRIPTION	PICTURES, LOGOS
Name of organization submitting, providing the case	Dario Ferrante	Social enterprise	
	d.ferrante@prismonline.eu	www.prismonline.eu	
WHO, WHERE	Name of association/network/cluster/cooperative for pesca-tourism development	Municipality of Trabia	
	Contacts	Alessandro Melillo, president PRISM	
	Name of the area	Palermo metropolitan area	
	Country, organizations and administration (municipality, region)	Italy, Municipality of Trabia, a small fishermen village right outside Palermo, Sicily	
	Surface	20,57 km ²	
	Residents' population	10.481 (2017)	
	Short description of area – climate, marine resources, cultural heritage	The city centre is 55 meters above the sea level. The geological features are with clay and sandstone soil. The most common species in our sea are: Red shrimp , White or pink shrimp, Hake, bream, molluscs, cuttlefish, squid, octopus, tuna and swordfish, but there are over 550 species of fish in our sea, but only sixty species are consumed.	
	Fishing industry (fish caught per year and share of fishing sector)	Trabia: 20 fishers with boats between 5 and 10 meters. Entire Sicily: in 2003, there were ca.	

		18.000 fishers and, at the end of 2013, there were only 7.500 fishers. Main target groups are: Red shrimp with 16% of the total catch and 38% of the total revenues White or pink shrimp with 14% of the total catch and 16% of the total revenues. Hake with 10% of the total catch and 10% of the total revenues Molluscs with 13% of the total catch and 7% of the total revenues Other fish with 39% of the total catch and 24% of the total revenues	
	Tourism organization in the area	Associazione Turistica Pro Loco Trabia - San Nicola, Tourism Information Office	
	Tourists arrivals per year	Tourism in Trabia is a purely seasonal tourism, linked to the sea and the summer season. There has been a decrease in the tourists presence in Trabia from 83500 people in 2006 to 11883 in 2014. The trend is better anyway. In Sicily after the pandemic crisis, tourism is increasing. In 2021 summer arrivals have increased by 110%	
	Tourists nights per year	In addition, this is a residential tourism, as the holiday makers (coming from all over Sicily), in most cases, have a dwelling in the territory of Trabia, which only uses in the summer months (Late June – early September). This phenomenon	

		leads to an increase in population during the summer months, of about 300% (ranging from 10,000 to 40,000 inhabitants in this period). In addition, also Restaurants, Hotels and Bed and Breakfasts operating in Trabia benefits from this seasonal tourism.	
HOW	History - initiatives for start,	Fishing tourism is an established activity in Trabia. A previous ERDF project about fishing tourism has been implemented in Trabia in 2011/2012. It was a pilot project that showed the potential of this activity in the area, but no sustainable follow up activities have been carried out so far. Today only 1 vessel has the license for fishing tourism in Trabia (license to host 12 tourist on board).	
	Financing/funding approach for pesca-tourism development	Generally: no governmental funds. The Region of Sicily fosters entrepreneurship for young fishers.	
	Legal framework	Law Decree no. 293, 13 April 1999 (G.U. n. 197, 23 August 1999) and D.L. no.4, 9 January 2012 (as modified by the law no. 134, 7 August 2012). The vessel can carry 10 persons maximum and the crew must be 3 persons maximum. Anyone can participate, children younger than 14 years must be accompanied. All year round; with particular infrastructure (accommodation) even during the night.	

	Other factors/activities related to pesca-tourism	Fishers Associations and trade unions, Coop. Himera, Cristoforo Colombo Soc. Coop., Coop. Vespucci A.R.L. and Cooperativa Madonna Assunta, active in the field of Fishing at Sea and Lake fishing as also related services.	
WHAT	Offered services* (see example bellow)	Trips on a fishing boat with local fishermen – day or night, - fishing lessons and activities as casting and pulling the net, on the boat and on the coast, incl. traditional methods of fishing, - lunch on fishing boat with caught fish or in the fishing villages, - visiting to fishermen villages, sites of historical and natural interests and fish products markets	
	Marketing - strategies, communications and advertisement, platforms	Tourism always represented, for the territory of Trabia, one of the most important engines for the development of the local economy (together with fishing and agriculture). The attractiveness of, the beauty of the natural landscape, the mildness of the weather and a sufficient hotel and restaurant system, make a summer holiday to Trabia really unique. Cooperatives and associations	

		do organize dissemination and promotional activities with EU funds.	
	Channels for selling pesca-tourism services – direct, platforms, TIC	The Cooperativa Madonna Assunta promoted fishing tourism in the last two years. There is also an annual local fish festival. Usually, pesca-tourism is promoted via Tourism Office, tour operators, direct marketing on the port of Trabia.	
	Vessels used in pesca-tourism , incl. average number of tourists per a boat – number, type	Minimum standards of a fishing tourism boat are stricter from that of a small tourist passenger boat which usually are limited to a number of life vests equal to the allowed number of tourists.	
	Enterprises (in fishing, tourism, marine sectors) involved in pesca-tourism – numbers - general, by sectors, by size and types of enterprises	The cooperative Madonna Assunta (registered office in Trabia in Via Scalo Marittimo n, 20) is operational since 2010 but fostered fishing tourism activities only in the last two years. The fishing boat dedicated to fishing tourism has a size of 9,50 per 3, 35 metres with a capacity for 13 people in total (10 tourists plus max 3 of crew). It is equipped with a kitchen and n.1 toilet facility. The service offered on-board of “Pietro e Paolo” and which could be a model for the project includes an	

		itinerary from 9:00 am to 4:00 pm along several marine areas of naturalistic interest where it is possible to catch a variety of fish and may be served for lunch	
RESULTS	Benefits / effects (see examples of effects in the list with indicators)	Diversification of local economy as fishermen have the chance to differentiate their income Number of local / artisanal fishermen participating in pesca-tourism have increased so as the artisanal fishing, thanks to a campaign launched by the regional government.	
REFLECTION	Lessons learned and critical success factors	The fishing tourism sector is not a novelty in Sicily. In the last years, there are many initiatives of entrepreneurs and of fishing cooperatives. Nevertheless, the expected results have not been achieved yet because it was and still is hard to create enterprises paths with professional touristic sector. A main issue is to create an efficient network among receiving facilities, fishers and travel agencies to gain tourists from across the EU.	

*Example of offered services:

- trips on a fishing boat with local fishermen – day or night,
- fishing lessons and activities as casting and pulling the net, on the boat and on the coast, incl. traditional methods of fishing,

- lunch on fishing boat with caught fish or in the fishing villages,
- visiting to fishermen villages, sites of historical and natural interests and fish products markets,
- tour packages,
- renting boats for fishing tours,
- fishing tours, observation of marine mammals and fishes,
- preferred species of fish for caught

Lists of characteristics / indicators

I. General characteristics

1. Area of development in countries as Italy, Spain, Greece, Cyprus, Portugal, Latvia, Poland, Romania, Bulgaria, Turkey - village, tourist destination, municipality, region – description of the area- nature, climate, number of population, economic characteristics, fish caught per year and share of fishing sector,
2. History of pesca-tourism in the area (at least 3 years) – initiatives for start, legal processes and framework, public support
3. Funding/financing pesca-tourism in the area – EU' Programmes, public – private partnership, public funds/programme
4. Association / network / cluster/cooperatives for pesca-tourism development in the area – number and type of members, main goals and activities, type of support to pesca-tourism

II. Specific characteristics

1. Offered services – trips on a fishing boat with local fishermen – day or night, fishing lessons and activities as casting and pulling the net, on the boat and on the coast, incl. traditional methods of fishing, lunch on fishing boat with caught fish, visiting to fishermen villages, sites of historical and natural interests and fish products markets, tour packages, renting boats for fishing tours (*What are the services and products of pesca-tourism? How are they designed?*)
2. Marketing – strategies, communications and advertisement, platforms (*How are the services and products of pesca-tourism presented?*)

3. Channels for selling pesca-tourism services – direct to tourists, travel agency, online platforms, tourist information centers, other (*How are the services and products of pesca-tourism sold?*)
4. Type and number of used vessels for pesca-tourism, incl. average number of tourists per a boat
5. Number of boarding points which are presented to tourists
6. Number of enterprises (in fishing, tourism, marine sectors) involved in pesca-tourism – general, by sectors, by size and type, growth – rate, number per year or for the period
7. Collaboration/network with education, cultural institutions, NGO, incl. for training, digital and business skills acquiring

III. Effects of pesca-tourism

1. Economic effects

- 1.1. Diversification of local economy
- 1.2. Number of local / artisanal fishermen participating in pesca-tourism
- 1.3. Number of employees in pesca-tourism - general, by sectors
- 1.4. Revenue/ Income from sales in pesca-tourism – value, percent of tourism revenue, growth
- 1.5. Revenue from taxes
- 1.6. Number of tourists, trips per day and annually in pesca-tourism
- 1.7. Direct and indirect contribution to GDP – value, percent and growth
- 1.8. Other – investments in tourism and fishing, business start up in sectors connected to fishing

2. Social effects

- 2.1. Protected traditions in fishing, culinary, local activities and cultural heritage, connected with fishing, sea and marine
- 2.2. Preservation/ enhancing of local identity
- 2.3. Protected / preserved landscape of the area/fishing villages
- 2.4. Developed/redesigned fishing villages
- 2.5. Increased satisfaction of tourists from pesca-tourism

3. Environmental effects

- 3.1. Protected and preserved coastal areas and marine resources
- 3.2. Protected population of fishes
- 3.3. Other



Trabia touristic port



Trabia coast line

Best practice N° 2

ITEMS	CHARACTERITICS, INDICATORS	DESCRIPTION	PICTURES, LOGOS
Name of organization submitting, providing the case	Dario Ferrante	Social enterprise	
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WHO, WHERE	Name of association/network/cluster/cooperative for pesca-tourism development	PESCAra TURISMO	
	Contacts	Claudio Lattanzio	
	Name of the area	Pescara	
	Country, organizations and administration (municipality, region)	Italy, city of Pescara, Abruzzo, Italy	
	Surface	34,36 km²	
	Residents' population	120.420 (2017)	
	Short description of area – climate, marine resources, cultural heritage	Its climate is part of the Mediterranean typology with hot but often very humid summers due to the sometimes intense NE breezes that reach the mainland from the sea, especially when combined with the persistence of anticyclonic structures of African origin, which push the air a lot. warm in the upper layers of the African atmosphere, which contrasts with the "fresh" air on the surface of the sea. Pescara is located on the Adriatic coast, about 4 m on sea level, and develops around the mouth of the Pescara river. Pescara is famous because the renowned Italian poet Gabriele	

		D'Annunzio was born here. Pescara is a sea town and it has been relying on fishing for centuries.	
	Fishing industry (fish caught per year and share of fishing sector)	Fishing has long been a vital activity for the local economy, but nowadays it has lost the weight and relevance it had in the past. The sector, supported by a fleet of fishing boats among the largest in the mid-Adriatic Sea, is experiencing a phase of great difficulty due to the increase in the management costs of shipowners. About 2,500 tons of fish are traded in the municipal fish market of Pescara each year	
	Tourism organization in the area	Abruzzo Promozione Turismo (Regional Tourist Promotion Company), Pescara Tourism Office	
	Tourists arrivals per year	Boom in tourist presences in Abruzzo in 2018, with a particularly positive and important data in the Chieti area. Confartigianato Chieti-L'Aquila has pitted off the data relating to tourism last year, which show how over 1 million tourists arrived in the Pescara area, with + 8.5% compared to the previous year (2018) before the pandemic	
	Tourists nights per year	The province of Pescara recorded 211,614 arrivals with 590,745 presences; the provincial capital city had 74,573 arrivals with 138,642 presences	
HOW	History - initiatives for start,	Fishing tourism is an established	

		activity in Pescara thanks to businesses like PESCARA TURISMO which has been active since 2010.	
	Financing/funding approach for pesca-tourism development	Abruzzo Region is funding pesca-tourism. Flag Costa dei Trabocchi has issued a new public notice, expiring on April 26, 2021, through which it makes available a total financial endowment of 22 thousand euros deriving from the European Maritime and Fisheries Fund. FLAG is an important tool for the promotion of pesca-tourism in Italy (Fisheries Local Action Group). Generally, all funding actions are funded by the FEAMP.	
	Legal framework	New provisions on fishing tourism and ittiturismo and amendment to the L.R. n. 40 of 2.12.2011 (Rules for the organization and functioning of the Regional Technical Administrative Committee - Public Works Section), together with national laws on fishing and pesca-tourism. L.R. 27 April 2017, n. 28 - Approval of the Regional Fish Calendar - year 2020 and modification of the Guidelines for the discipline of fishing in inland waters of the Abruzzo Region.	
	Other factors/activities related to pesca-tourism	FLAGs are important tools for the promotion of pesca-tourism at regional level.	
WHAT	Offered services* (see example bellow)	Trips on a fishing boat with local fishermen – day or night,	

		- fishing lessons and activities as casting and pulling the net, on the boat and on the coast, incl. traditional methods of fishing, - lunch on fishing boat with caught fish or in the fishing villages, - visiting to fishermen villages, sites of historical and natural interests and fish products markets	
	Marketing - strategies, communications and advertisement, platforms	Cooperatives and associations do organize dissemination and promotional activities with EU funds. Many pesca-tourism operators are using social media and their websites to promote their services. PESCAra TURISMO website is very informative and gives hints on cultural sights and history of the city of Pescara. The Abruzzi Region has a massive presence on national TV and newspapers with territorial marketing campaigns promoting its territory	
	Channels for selling pesca-tourism services – direct, platforms, TIC	PESCAra TURISMO has been on the market since 2010. Usually, pesca-tourism is promoted via Tourism Office, tour operators, direct marketing on the port of Pescara. They are	

		very active on social media and their official website to sell their excursions and services.	
	Vessels used in pesca-tourism , incl. average number of tourists per a boat – number, type	Nonno Remo I, the main boat owned by PESCAra TURISMO can host 10 people.	
	Enterprises (in fishing, tourism, marine sectors) involved in pesca-tourism – numbers - general, by sectors, by size and types of enterprises	There are 6 boats working in the pesca-tourism sector in Abruzzo Region. They are all fishermen who differentiate their activities to increase their income. They are generally small enterprises, family businesses supported by Abruzzo Region with funds to innovate the fishing sector. The pesca-tourism is also heavily supported by tour operators which offer this kind of tourist attractions to their costumers.	
RESULTS	Benefits / effects (see examples of effects in the list with indicators)	Diversification of local economy as fishermen have the chance to differentiate their income Number of local / artisanal fishermen participating in pesca-tourism have increased so as the artisanal fishing, thanks to a campaign launched by the regional government.	
REFLECTION	Lessons learned and critical success factors	The fishing tourism sector is not a novelty in Abruzzo Region. In the last years, there are many initiatives of entrepreneurs and	

		of fishing cooperatives. Nevertheless, the expected results have not been achieved yet because it was and still is hard to create enterprises paths with professional touristic sector. A main issue is to create an efficient network among receiving facilities, fishers and travel agencies to gain tourists from across the EU.	
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View of Pescara from the sea



Nonno Remo I boat

Best practice N° 3

ITEMS	CHARACTERITICS, INDICATORS	DESCRIPTION	PICTURES, LOGOS
Name of organization submitting, providing the case	Dario Ferrante	Social enterprise	
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WHO, WHERE	Name of association/network/cluster/cooperative for pesca-tourism development	Lo Squalo (the shark)	
	Contacts	Luigi Zingarello, info@pescherecciolosqualo.it	
	Name of the area	Castrignano del Capo, Lecce Metropolitan area	
	Country, organizations and administration (municipality, region)	Italy, City of Castrignano del Capo, a small fishermen village near Lecce, Puglia	
	Surface	20,27 km ²	
	Residents' population	5.257 (2017)	
	Short description of area – climate, marine resources, cultural heritage	Located in the extreme edge of the Salento peninsula, 65.4 km from the provincial capital, it is the southernmost municipality in Puglia. From a meteorological point of view, Castrignano del Capo is part of the lower Salento area which has a purely semi-arid climate (BWh) and a practically tropical thermal regime. Winters are very hot for latitude (comparable to those of the northern coasts of the Persian Gulf) and summers are characterized by intense heat and humid.	

		Castrignano al Capo is located on the sea so fishing is a very important activity.	
	Fishing industry (fish caught per year and share of fishing sector)	Of absolute importance the numbers of fish caught in Puglia, whose economic value is equal to 1% of the Apulian GDP and reaches up to 3.5% if we consider the entire induced which counts 1500 boats, 5000 employees, 10 aquaculture and mussel farming facilities. The suitable areas are primarily Manfredonia, Molfetta, southern Bari, Salento, where the most important catch is made up of prawns, scampi, cod and mussels of exceptional quality.	
	Tourism organization in the area	Tourism Information Office in Castrignano del Capo, Pro Loco Castrignano del Capo	
	Tourists arrivals per year	In 2019 Castrignano del Capo recorded 17.677 arrivals with 68.208 night stays from Italy and 8.777 arrivals with 24.087 night stays from abroad totalling 26.454 arrivals and 92.295 night stays	
	Tourists nights per year	In 2019 night stays reached 92.295 units.	
HOW	History - initiatives for start,	Pesca-tourism is an established activity in Castrignano del Capo. Lo Squalo Boat is a well known brand for those who wants to visit the area and experience pesca-tourism	
	Financing/funding approach for pesca-tourism development	The GAL Alto Salento 2020 announces the new funding	

		opportunities of the European Fund for Maritime Affairs and Fisheries (EMFF) in implementation of the new Alto Salento Local Development Plan. The EMFF calls have been published. Intervention 3.3 “Supporting fishing tourism and fish tourism” Intervention 3.4 “Network for the direct sale of local fish products”. Puglia region has provided for three public tenders, to diversify the sector's activity, as part of the local action plan Gal Porta a Levante. The funding is aimed at fishing tourism and fish tourism activities, for private beneficiaries with a license for fishing activities and interventions for the direct sale of local fish, and the gastronomy of fish products.	
	Legal framework	Puglia Region - REGIONAL REGULATION 9 December 2019, n. 24 “Regional Regulation on fishing tourism and fish tourism, as per Regional Law n. 13/2015 and subsequent amendments”. REGIONAL LAW 23 March 2015, n. 13 “Discipline of fishing tourism and fish tourism”.	
	Other factors/activities related to pesca-tourism	Local FLAGS (Fisheries Local Actions Groups) and GAC (Coastal Action Groups) support pesca-tourism.	
WHAT	Offered services* (see example bellow)	Trips on a fishing boat with local fishermen – day or night, - fishing lessons and activities as	

		casting and pulling the net, on the boat and on the coast, incl. traditional methods of fishing, - lunch on fishing boat with caught fish or in the fishing villages, - visiting to fishermen villages, sites of historical and natural interests and fish products markets	
	Marketing - strategies, communications and advertisement, platforms	Lo Squalo has an appealing website and a constant presence on web engines and the internet. When searching for pesca-tourism in Puglia on the web, it is impossible not to come across Lo Squalo website. All Puglia region tourist platforms have Lo Squalo as a main pesca-tourism operator in the region.	
	Channels for selling pesca-tourism services – direct, platforms, TIC	Pesca-tourism is promoted via Tourism Office, tour operators, direct marketing on the port of Castrignano del Capo, a constant presence on the web.	
	Vessels used in pesca-tourism , incl. average number of tourists per a boat – number, type	Average number of tourists per boat is 6, small boats owned by family businesses	
	Enterprises (in fishing, tourism, marine sectors) involved in pesca-tourism – numbers - general, by sectors, by size and types of enterprises	Around 200 vessels are practicing pesca-tourism in Puglia. They are usually small boats equipped for pesca-	

		tourism activities owned by family businesses.	
RESULTS	Benefits / effects (see examples of effects in the list with indicators)	Diversification of local economy as fishermen have the chance to differentiate their income Number of local / artisanal fishermen participating in pesca-tourism have increased so as the artisanal fishing, thanks to a campaign launched by the regional government.	
REFLECTION	Lessons learned and critical success factors	Lo Squalo boat is a well established pesca-tourism operator thanks to its communication and presence on the web, so putting together the tradition of fishing with new communication channels for a new service, pesca-tourism which is a way to differentiate the income of the fishing sector. The tourist attractions near Castrignano al Capo such as Santa Maria di Leuca and other famous tourist destinations, are a fertile soil for the pesca-tourism activities. The critical success factor is the communication that Lo Squalo started years ago and now assuring a constant visibility on the net.	



Lo Squalo boat

