

CALIFORNIA
FISHERIES FUND



California Fisheries Fund: Financing Sustainability

Fisheries Business Network
Monterey, CA

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ENVIRONMENTAL DEFENSE FUND
finding the ways that work



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What is CFF?

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- Experimental revolving loan fund
 - Latent value in fisheries
 - Developed by Environmental Defense Fund (EDF) and Shorebank Enterprise Cascadia in collaboration with Sustainable Fisheries Group (UCSB/EDF/TNC)
 - Loans to fishermen, fishing associations and fishing-related businesses

Background

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- 2005 – Market research and outreach
 - 2006 – CFF business concept
 - 2007 – State of California (OPC) commits \$2M
 - 2008 – Open for business with \$5M initial

Value Proposition

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- Favorable financial terms
- Risk sharing
- More than just money
- Strategic lending
- Opportunity to influence and profit from reforms

Fishery Reform Generates Wealth

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- *Sustaining America's Fisheries and Fishing Communities*
 - Transition from maximizing volume to maximizing value
 - Significant economic, community and conservation returns

Loan Products

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- Benefiting from reform underway or driving new reform
 - Business loans
 - Equipment
 - Marketing
 - Working capital
 - Infrastructure loans (ports)
 - Fishery association loans

Reforms and Other Wealth-Generating Investments

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- DAP or other incentive-based management planning
- Permit buyback
- Gear switching
- Observers
- Co-management
- Research and development
- MSC certification (in some cases)

Loan Requirements

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- Support for basic goals
- Business plan, cash flow projections and loan application(s)
- Credit information
- Potential collateral
- Review by conservation and credit committees for approval

Summary

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- CFF is open for business
 - Favorable financial terms and risk-sharing
 - Reform generates wealth and conservation benefits
 - Prospecting for customers