OCEANA Protecting the World's Oceans

Oceana Request for Proposal: Most Important Fisheries for People Study

Oceana is evaluating the intersection between its current (and potential future) campaign activities and those fisheries most important for livelihoods or domestic food production in four countries: Brazil, Chile, Peru and the Philippines. Oceana is seeking consultants to bid on both the entire package or the specific topics and/or countries where they have the greatest experience and knowledge.

Oceana is a campaign-based advocacy group focused on changing fisheries policy at the national or regional government level. Oceana currently has offices in Belize, Brazil, Canada, Chile, the European Union, Mexico, Peru, the Philippines, the United Kingdom and the United States. Oceana's campaign approach in these countries includes five basic elements: science, law, media, policy work, and public pressure. Oceana's campaigns in each country emphasize improvements in national fisheries management via science-based limits on fish catches, bycatch reduction, protection for critical fish habitat, and increased transparency in decision-making and monitoring.

This analysis should identify the most important domestic, marine capture fisheries in each study country (Brazil, Chile, Peru and the Philippines) in terms of their contributions to domestic livelihoods and domestic seafood consumption. This information will be used to inform Oceana's commitment to its vision of Save the Ocean, Feed the World.

Contract Details

This research will take place from August – December 2018 with a possible extension into 2019, if necessary. The research will cover the topics outlined in the Scope of Work. In anticipation of possible budget and time constraints, Oceana has indicated the level of priority for each component within the Scope of Work. The contract may consist of one or more of the priority countries (Brazil, Chile, Peru or the Philippines) and/or a subset of the Scope of Work, if appropriate.

The deliverables will be a final report and an organized spreadsheet that are to be submitted electronically to Oceana. These deliverables are due to Oceana by December 21, 2018. Oceana requires that the consultant communicate on an on-going basis with Oceana about their progress and answer questions on these topics during the study process and after Oceana receives the final deliverables.

Your Oceana point of contact during the process will be Kevin He, Economics Associate, at khe@oceana.org, +1-202-467-1911. A schedule of regular updates will be discussed with finalists. Proposals should be sent to Kevin He by Friday, July 20, 2018.

Timeline and Planning

Contract amount:

Negotiable – Please include your estimated fee for the total project, or the component of the project you propose to work on, in your proposal.

Proposal contents:

Please be sure to include a statement of your qualifications for this research, as well as a description of your methodological approach, in whatever form you wish.

Timeframe for project:

Date	Tasks
July 20, 2018	Proposals due from potential consultants
August 6, 2018	Consultants selected by Oceana
Week of August 27, 2018	Progress report phone call
Week of October 1, 2018	Progress report phone call
November 2, 2018	First draft of deliverables due
Week of November 12	Deliverables follow-up phone call
November – December	Revisions and refinement of report
December 21, 2018	Final deliverables due

Ideally, consultants will remain available for follow-up phone calls on study topics.

Scope of Work

We anticipate this research will be conducted using peer-reviewed literature, government white papers, unpublished documents from industry and nonprofits, custom and trade databases, and other sources. We encourage the use of expert interviews and request that full transcripts of these interviews be sent to Oceana in confidence, except under unusual circumstances to be discussed in advance of the interviews. Information linked to all original sources, including names, will not be released publicly. Final reports must be clear, in the consultant's own words, and provide a comprehensive summary of the scopes of work presented below.

The goal of this project will be to identify the major domestic, marine capture fisheries in each country (i.e., Brazil, Chile, Peru, and the Philippines) in terms of their overall and intra-annual (e.g. seasonal, if available) contribution to food security through impacts on fisheries-related food provisioning (direct consumption of fish and seafood) and livelihoods (employment and income). Information supporting these determinations should be supported by a synthesized research report and an organized spreadsheet of all supporting data.

1. **Fisheries Context (Low Priority)**

The goal of this scope of work is to provide lists of the top domestic, marine capture fisheries in each focal country (Brazil, Chile, Peru and the Philippines) based on their volume and value, respectively. These lists should be based on data about fisheries volume and value from the latest three years of available data that are common to the fisheries analyzed. All historical data gathered for this analysis should also be provided in this scope of work. Where possible, these data should also be broken down by gear type. This information will provide high-level context for the research completed for the other scopes of work.

Oceana recommends that data from the Food and Agriculture Organization (FAO), Sea Around Us (SAU) project, and national government institutions be used to support these rankings. A methodology for extracting, cleaning and summarizing these data should be included.

2. Fisheries Employment and Income (Medium Priority)

The goal of this scope of work is to evaluate the top domestic, marine capture fisheries in each focal country (Brazil, Chile, Peru and the Philippines) based on their impact on livelihoods. In this instance, the evaluation of livelihoods should focus on employment and income to those engaged in fish-related activities (e.g. harvesting, processing, selling). Where possible, Oceana is also interesting in understanding how this evaluation varies by fishing fleet type (e.g. small-scale vs. large-scale, artisanal vs. industrial). More specific questions for this scope of work are provided below:

- Top Fisheries by Employment
    - What are the top fisheries based on the total number of people employed?
    - What types of employment in fish-related activities does each fishery support? Which activity provides the most employment for each fishery?
    - For each fishery, how does employment vary by type of fishing fleet? Which type of fleet is the source of the most employment?

- Top Fisheries by Income
    - What are the top fisheries based on total income generated?
    - What are the top fisheries based on per-employee income?
    - For each fishery, how does per-employee income vary by the type of fish-related activity? Which type of activity provides the highest per-employee incomes?
    - For each fishery, how does per-employee income vary by type of fishing fleet? Which type of fleet provides the highest per-employee incomes?

This work will likely rely on literature reviews, data requests to government statistics/fisheries departments, and possibly interviews with the government or private sector. When relevant, compare findings from these data with international datasets (e.g. FAO, World Bank).

3. Domestic Fish Consumption (High Priority)

The goal of this scope of work is to evaluate the top domestic, marine capture fisheries in each country based on their direct contributions to domestic seafood consumption, as well as the relative contributions of other sources of seafood (e.g. aquaculture, inland capture, foreign). To the extent possible, this research should also consider the socioeconomic contexts of the focal countries and the consumers relying on those fisheries. More specific questions for this scope of work are provided below:

- Top Fisheries by Domestic Consumption
    - What fisheries are most important for domestic consumption of fish and seafood? What is the source and type of these fisheries (e.g. domestic, foreign, aquaculture, marine capture, inland capture)?
    - Which domestic, marine capture fisheries are most important for domestic consumption of fish and seafood?
    - Who are the main domestic consumers? Where are they located?

- Consumption Patterns
    - Has domestic consumption of the top fisheries changed over time?

  - How does domestic consumption of each of the top fisheries change seasonally?
  - Are there fisheries that are historically popular that are no longer plentiful enough to consume today? Are there fisheries that are currently plentiful but appear unpopular for domestic consumption?
  - What are the main substitution patterns between fish species by domestic consumers?
  - What is the primary driver of domestic consumption of the top fisheries (e.g. affordability, desirability)?

- Demographic Characteristics
  - What are the general socioeconomic patterns or divisions in each country's population?
  - What geographic or regional patterns exist for domestic fish and seafood consumption? Are there clear north-south or east-west divides among the population?
  - What socioeconomic patterns exist for domestic fish and seafood consumption? Are there clear urban-rural or coastal-inland divides among the population?

The consultant should compare results from the following suggested paths of research to ensure an informed analysis. However, Oceana is open to discussing alternative research methods.

- Use data on landings, exports and catch by foreign vessels to extrapolate the amount remaining in-country for domestic consumption by the local population.
- Review polls, surveys and other field studies on domestic food consumption.

This scope of work should include an output of two lists: (1) of all fisheries (foreign, domestic, marine capture, aquaculture, inland capture, etc.) ranked by per capita consumption (kilograms per person per year) in-country, and (2) of only domestic, marine capture fisheries ranked by per capita consumption (kilograms per person per year) in-country. If quantitative results are unavailable, a ranked list with qualitative results would be acceptable. If data are insufficient for identifying the most important domestic fisheries for domestic consumption, the consultant should develop recommendations for the best way of determining this information.

4. Critical Analysis (High Priority)

The goal of this scope of work is for the consultant to provide a discussion, based on their research of the components above and their expertise, as to the most important marine capture fisheries for people in Brazil, Chile, Peru and the Philippines. To the extent possible, this report should provide a discussion of the countries' socioeconomic conditions with a focus on whether the populations consuming fish and seafood align with those most vulnerable to food insecurity.

The discussion should also include caveats and assumptions of the analytical approach as well as suggestions for future research projects to address these shortfalls. For example, the consultant could provide context as to how the results of the analysis would change if it were to focus on nutritional benefits instead of weight of consumption.