

STAKEHOLDERS MAPPING REPORT

FOR

APPLICATION OF THE COMPREHENSIVE TRACEABILITY PRINCIPLES & PATHWAY IN THE OCTOPUS FISHERY IN KILWA DISTRICT, TANZANIA



**PREPARED BY
AQUA-FARMS ORGANIZATION
P.O. BOX 22564, BAHARI BEACH
DAR ES SALAAM, TANZANIA:**

**SUBMITTED TO FishWise
P.O. BOX 233
SANTA CRUZ**

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Acronyms

AFO	Aqua-Farms Organization
BMU	Beach Management Unit
DED	District Executive Director
eCDT	Electronic Catch Documentation and Traceability
EU	European Union
FAO	Food and Agriculture Organization of the United Nations
FETA	Fisheries Education and Training Agency
MCS	Monitoring Control and Surveillance
MLF	Ministry of Livestock and Fisheries
SALT	Seafood Alliance for Legality and Traceability
SWIOCEPH	Southwest Indian Ocean Octopus Project
SWIOFISH	Southwest Indian Ocean Fisheries Governance and Shared Growth
TAFIRI	Tanzania Fisheries Research Institute
TFDA	Tanzania Food and Drugs Authority
TIFPA	Tanzania Industrial Fishing and Processors Association
TPDC	Tanzania Petroleum Development Corporation
TRA	Tanzania Revenue Authority
USAID	United States Agency for International Development
USFDA	United States Food and Drug Administration
WWF	World Wide Fund for Nature

Executive Summary

- I. The stakeholder's analysis was undertaken for the Application of the Comprehensive Traceability Principles & Pathway in the Octopus Fishery in Kilwa District, Tanzania. The project was requested by the Ministry of Livestock and Fisheries and is financed by the USAID and coordinated by SALT/Fishwise through a sub agreement with Aqua-Farms organizations (AFO).
- II. The main objective of this stakeholder analysis and collaboration mapping is to identify key stakeholders and create collaboration routes for the application of the Traceability Principles & Pathway in Tanzania; stakeholders involved in the whole supply chain including government, industry, fishers, NGOs, etc as well as ensuring the representation of youth and women in the octopus' fishery. This report advises the best approach towards establishing a practical strategy for establishing electronic traceability principles and pathways for Kilwa district Octopus fishery.
- III. The methodology used for this analysis involved desktop review for creating a baseline list of stakeholders, in-house brainstorming, interviews and Focus Group Discussion (FDG) to validate the stakeholders. The methods were used to identify the stakeholder, the roles, and the interest in cooperation with the project. The data obtained from this analysis will aid in the planning of the co-design workshop, development of the strategy and outreach plan for the project period
- IV. For the purpose of the analysis, stakeholders were kept in categories along the value chain and the discussions were geared per every communication. The consultations took place in
a) In house brainstorming b) Online webinar c) Field observations through Focal Group Discussion and interviews d) Information provided from previous stakeholders in Kilwa district provided by SALT.
- V. There were 11 different categories identified; those are involved in the catch, at the landing sites, in management and closure, in cold chain and storage, in processing and value addition, in marketing and trading, in government institutions, in consumers (local and international markets), in export, in service providers, and non-state actors.

- VI. The number of key stakeholders involved in the analysis in different categories was 4 in catch, 7 at the landing sites, 4 in management and closure, 3 in cold chain and storage, 10 in processing and value addition, 7 in marketing and trading, 9 in government institution, 7 in consumers (local and international markets), 9 in export, 4 in service providers, 8 in non-state actors.
- VII. The power/influence vs interest matrix shows that the octopus buyers/agents, boat owners and captains, World Wide Fund for Nature Inc. (WWF), Beach Management Units (BMU), Tanzania Fisheries Research Institute (TAFIRI), Fisheries Officer, Ministry of Livestock and Fisheries and Tanpesca Limited are the most important actors to be engaged as movers toward the implementation of the octopus traceability project at Kilwa district.

1.0. Introduction

1.1. Background of the project

FishWise promotes the health and recovery of ocean ecosystems by providing innovative market-based tools to the seafood industry, supporting sustainability through environmentally and socially responsible business practices.

The Seafood Alliance for Legality and Traceability (SALT) is a global alliance for knowledge exchange and action to promote legal and sustainable fisheries through improved transparency in seafood supply chains. SALT brings together the seafood industry, governments and Non-Governmental Organizations (NGOs) to accelerate learning and support collaboration on innovative solutions for legal and sustainable seafood, with a particular focus on traceability, the ability to track the movement of seafood through supply chains. SALT is a public-private partnership between USAID and the Walton Family, Packard, and Moore Foundations and is implemented by FishWise, a non-profit sustainable seafood consultancy.

SALT has four main objectives:

- i. Expand accessible, interoperable, and electronic catch documentation and traceability (eCDT) systems for wild capture fisheries and aquaculture.
- ii. Increase the capacity of seafood-producing countries to adopt catch documentation and traceability systems to strengthen fishery management and verify fisheries data.
- iii. Increase incentives and capacities for the seafood industry to adopt electronic traceability to ensure the legality of wild-caught fisheries products in their supply chains.
- iv. Identify ways in which the implementation of eCDT can support human and labor rights for all seafood workers, food security, livelihoods, and well-being.

For the past several years, the Tanzanian government has been communicating with SALT due to their strong interest in seafood traceability. A government representative from the Tanzanian Fisheries Department at the Ministry of Livestock and Fisheries (MLF) participated in a SALT Consultative Committee to develop Comprehensive Traceability Principles, a set of guidelines and best practices to follow when designing an eCDT program. Once the Comprehensive Traceability Principles were developed the goal was to apply them in coordination with stakeholders who

expressed an interest and need. Due to the MLF's assistance in developing the Comprehensive Traceability Principles, in September 2021 SALT began scoping the opportunity to apply them in Tanzania through a joint meeting between SALT, USAID, the Tanzanian Mission and the MLF. A joint Memorandum of Understanding was signed between SALT and MLF and set the stage for an initial application of the Traceability Principles in Tanzania as a demonstration project for worldwide learning.

Integral to the successful application of the Principles in Tanzania, SALT and the Government of Tanzania will seek to empower underrepresented groups such as youth and women in the designing, initiating, and implementation of the traceability program, starting with co-design.

The purpose of this sub-agreement is for Aqua Farms Organization (AFO) a youth-led Non-Governmental Organization to support the application of the Comprehensive Traceability Principles & Pathway in the Octopus Fishery in Kilwa district, Tanzania through two main objectives:

- i. Provide comprehensive seafood traceability technical assistance and management of the program activities outlined in the scope of work, and
- ii. Support communications and outreach for comprehensive seafood traceability program activities.

The overall goal of this effort is to improve biodiversity conservation and fisheries management in Tanzania by increasing transparency in seafood supply chains through traceability.

1.2 Key Stakeholders

For the purpose of this work, the key stakeholders for the application of the Traceability Principles & Pathway in Tanzania are the Tanzanian stakeholders involved in the supply chain including government, industry, fishers, NGOs, etc. - ensuring the representation of youth and women and other international bodies along the defined supply chain of Kilwa district octopus fishery.

As per the Contract:

AFO will use collaboration mapping to map key companies and organizations at the local, regional, national and global levels that will be affected by the project or important for the success of the project. Stakeholder information will be stored in a well-maintained database that will be used to contact any stakeholders from time to time, enhance the active involvement of the stakeholders, and will be updated during the life span of the project. To identify stakeholders, AFO will utilize a combination of i) desktop research, ii) webinars and using in-house brainstorming sessions, iii) field observations by the AFO team, and iv) information provided from previous stakeholders (i.e. snowball sampling strategy and SALT).

Engagement with key stakeholders will happen through individual interviews or Focus Group Discussions to assess the role they play in the octopus fishery sector and how they will be impacted by the project. The questions will uncover the stakeholder's role in the octopus supply chain and their needs and concerns regarding traceability and SALT's project. This information will later be used to refine the codesign process and strategy. In addition, the interest-influence map will highlight the power and influence of each stakeholder in relation to their interests. This information will be used to support stakeholder needs during design and development of potential strategies for eCDT system implementation.

Key Outputs:

- Collaboration map with a list of stakeholders.
- Spreadsheet/database of contacts that integrates easily with Zoho CRM, SALT shall provide the template.

1.3 Objectives of the stakeholder mapping

The objective of this study was to conduct a comprehensive stakeholder's analysis for the application of the electronic Comprehensive Traceability Principles & Pathway in the Octopus Fishery in Kilwa District, Tanzania .

The analysis was designed to provide information as follows:

- i. Stakeholders along the supply chain of octopus fisheries in Kilwa district
- ii. Benefit, roles, needs, interests and influence of stakeholders on the traceability and the SALT's Project
- iii. Collaboration mapping on the relationship between stakeholders and entry points for traceability in octopus fisheries in Kilwa district
- iv. Defining the outreach approach for the stakeholders in place for successful traceability

1.4 Reporting Structure

The report presents the findings of the comprehensive stakeholder's analysis and collaboration mapping and it is divided into 3 parts;

- i. The first part is about the **project background and the methodological approach** of the stakeholder's analysis and collaboration map.
- ii. The second part presents the **groups of identified stakeholders and their profiles** at the National, Districts and site level, defining their traceability needs, their expected impacts, and outreach strategies for each stakeholder group.
- iii. The third part is about the **stakeholder power influence matrix and the collaboration mapping** through maps.

2.0 Methodology

2.1 Working definition

Stakeholders: Stakeholders are described as those actors both institutes, organizations and individuals who may affect both positively and negatively the Kilwa district octopus fisheries and the development and implementation of the eCDT scheme.

Below is a Power/Influence vs interest Matrix description that entails what the project implementers should do when a stakeholder is falls on a specific quadrant in the matrix :

- i. **High power, highly interested people (Manage Closely):** AFO-SALT must fully engage these people/organizations/ institutes and make the greatest efforts to satisfy them. I.e. constructive working relationships and ensuring effective coalition of the project.
- ii. **High power, less interested people (Keep Satisfied):** AFO-SALT must put enough work in with these people to keep them satisfied, but not so much that they become bored with our message, they might be a source of risk because they have high influence they may not want to participate in the project and jeopardize the expected outcome.
- iii. **Low power, highly interested people (Keep Informed):** AFO-SALT adequately informs these people, and talks to them to ensure that no major issues are arising. People in this category are very helpful with the details of the project.
- iv. **Low power, less interested people (Monitor):** AFO-SALT shall monitor these people, but don't bore them with excessive communication.

2.2. **Workflow and stages for Stakeholders Identification, power influence matrix and collaborations mapping**

- The first stage was to conduct a desktop review from both published information and grey literature. This was done through a review of the technical reports such as Monitoring Control and Surveillance (MCS), Publications on octopus fisheries in Tanzania, and the Fisheries Frame survey of 2018. The key output from this was to solicit key stakeholders or actors involved directly or indirectly in the Kilwa district octopus fishery.

- The second stage was to identify and validate the identified stakeholders through team brainstorming, in house brainstorming and Online webinar. The key output from this stage was a draft validated list of stakeholders along the supply chain, which will then be fully validated at the co design event.
- The third stage was to prioritize and classify the stakeholders based on their power and interest and a power influence matrix (Figure 2) was used through the series of activities/events mentioned above
- The fourth stage was to conduct a collaboration mapping following the USAID learning lab manual for collaboration mapping to be used in co-designing and strategic plan development. In this assessment two aspects of the role and the influence of the stakeholders (institutions) in the uptake of electronic Catch Documentation and Traceability (eCDT). The first aspect is eCDT engagement (Table 1) which has three dimensions i) current interaction/relationship strength, ii) resource-based influence and iii) non-resource-based influence. The second aspect was the communication initiatives that can take place (Table 2), this had three dimensions; i) level of awareness of eCDT, ii) level of interest in eCDT and iii) willingness to support or adopt eCDT. The key output at this stage was collaboration maps.

Table 1: Showing the definitions of the map aspects on eCDT engagement

MAP LEGEND - eCDT Engagement
● Quadrant: Type of organization
● Size: Resource-based influence
● Shading: Non-resource-based influence
● Proximity: Frequency of interaction
● Glow: Attention needed

Table 2: Showing the definitions of the map aspects on the communication initiative

MAP LEGEND - Communication Initiative

- Quadrant: Type of organization
- Size: Level of awareness on eCDT
- Shading: Level of interest in eCDT
- Proximity: Willingness to adopt or support eCDT
- Glow: Attention needed

- The fifth stage was to gather field data through Interviews, Focus Group Discussions and field observations at Songosongo, Somanga and Kivinje on i) the value and supply chain in the octopus fishery, ii) roles of the stakeholders or actors iii) benefits and needs of eCDT, iv) impacts of eCDT to the Kilwa district octopus fisheries and v) Outreach approach to effectively communicate to the stakeholders.
- The sixth stage was to analyze and categorize the stakeholders in groups and this report evaluates the needs.

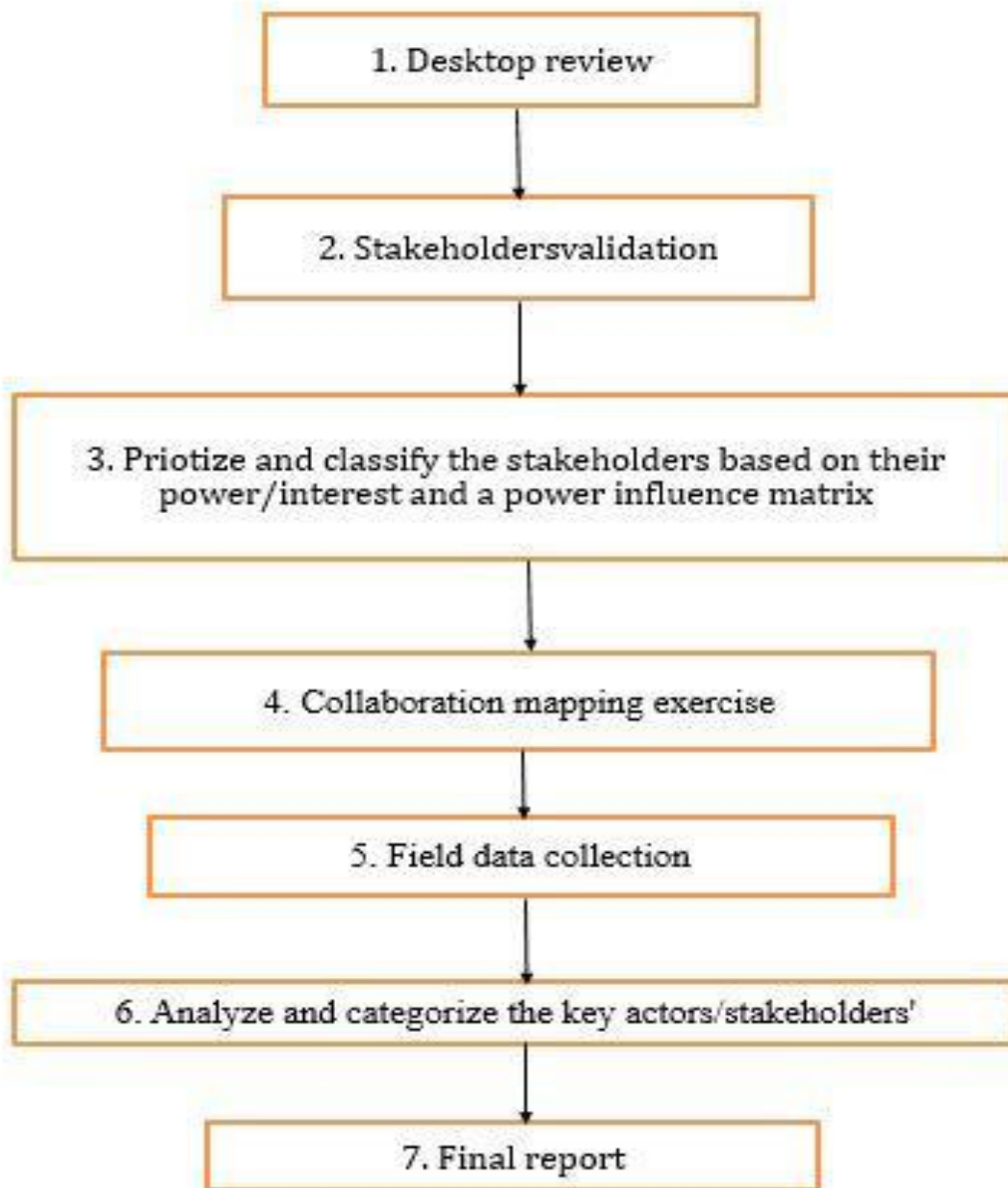


Figure 1: Workflow and stages for Stakeholders Identification, power influence matrix and collaborations mapping

2.3. Limitations

- i. The field observations were limited to 3 sites
- ii. The collaboration map results on eCDT engagement-focused only on the institutions and organizations in place and not actors such as fishers, traders etc.

3.0 Results

Table 3: A table showing profile of the Stakeholders groups along the value chain

	NAME OF THE STAKEHOLDERS	ROLE IN THE KILWA OCTOPUS FISHERIES	ACTION REQUIRED TO ADDRESS THE KNOWLEDGE GAP
CATCH LEVEL			
	<ul style="list-style-type: none"> - Octopus Fishers -Skippers/captain - Boat owner - Gear makers (pot and spears) 	<ul style="list-style-type: none"> - They fish octopus from the reefs - They offer taxi services to the fishers to take them fishing and back to the shore, - They collect catch data from all fishers (in the boat) to be handed over to the boat owner - Investment in boat transport which offers taxi services to the fishers, responsible for buying octopus from fishers who use his/her taxi service - Most fishers mend their own gears or play duo roles 	<ul style="list-style-type: none"> - Radio Mashujaa for dissemination and awareness - The Animated Video for dissemination and creating awareness - Conduct One Public meeting chaired by the District Executive Director - Community posters showing the importance of traceability and how one can benefit - Training and raising awareness on the application and importance of eCDT
MANAGEMENT & CLOSURES			

	<ul style="list-style-type: none"> - Fisheries officer - Beach Management Unit - Fanjove Private Island - Blue Ventures 	<ul style="list-style-type: none"> - Surveillance and license - Enhance co-management of the fisheries on Monitoring Control and Surveillance (MCS), Data collection and community sensitization - (Support fuel for patrols) help catch to increase - Offered funding for the purchase of a BMU patrol boat and Management of the fisheries 	<ul style="list-style-type: none"> - A flyer/brochure to foster the dissemination - Dissemination seminar or session during the co-designing workshop - Fishery Collaborative management - Training on community resources co-management
COLD CHAIN & STORAGE			
	<ul style="list-style-type: none"> - WWF - Alphakrust/Tanpesca Ltd - Agents and big traders in a location 	<ul style="list-style-type: none"> - Cold room/ice flex 1.4 tons per day and supply of 30 freezers to the fishers - Purchase and has a cold room for storage - Own freezers where they keep the purchased octopus before sending it to the main market - Agents Collect catches from octopus actors storage by freezing and transport to Dar es salaam industry for export, big traders can either supply catches to the agents or sell to the Dar es Salaam market directly (depending on the season). 	<ul style="list-style-type: none"> - A flier/brochure for dissemination - Dissemination seminar or session during the co-designing workshop, call for collaboration with WWF & Blue venture to emphasize traceability - Preparation of flyers depicting steps for the documentation and proper catch storage
LANDING LEVEL			

	<ul style="list-style-type: none"> - Boat owner - Skippers - Traders -Local government - Beach Management Unit -Agents, industries (Alpha Krust, Bahari Foods etc.) - Off loaders 	<ul style="list-style-type: none"> - Collect the catch from fishers embodied his/her boat (taxi) - Handing over all octopus fished to the boat owner or person in charge (on behalf of the boat owner) - Offer services vicinity to the landing site - Data collection electronic Catch Assessment Survey (eCAS) - Manual labor, carrying and shifting octopus load from point to point 	<ul style="list-style-type: none"> - Radio Mashujaa for dissemination and awareness - The Animated Video for creating awareness and dissemination - One Public meeting chaired by the District Executive Director (DED) - A community poster showing the importance of traceability and how one can benefit
PROCESSING AND VALUE ADDITION			
	<ul style="list-style-type: none"> - Women groups i.e village community banks - Beach tenderizers - Processing industry - Government (quality control) 	<ul style="list-style-type: none"> - Local processing (frying, sun drying) for local market consumption - Cold storage and packing for export - Inspecting quality for human consumption - Collecting Kilwa Octopus, Inspect the quality (size, freshness) and transport to Dar es Salaam industry for export - Create a forum for the Tanzania Industrial 	<ul style="list-style-type: none"> - Radio Mashujaa for dissemination and awareness - The Animated Video for creating awareness and dissemination - One Public meeting chaired by the District Director - A community poster showing the importance of traceability and

	<ul style="list-style-type: none"> - Private sector - Alpha Krust - Traders/Agents -Tanzania Industrial Fishing and Processors Association (TIFPA) - Retail octopus' sellers - World Wide Fund for Nature Inc. 	<p>Fishing and Processors Association</p> <ul style="list-style-type: none"> - Bringing a collective force for bargaining, negotiating, initiating, observing and advising on major issues touching on the member's collective and individual interests. - Facilitate studies on stock assessment and value addition 	<p>individual benefits. a flier /brochure</p> <ul style="list-style-type: none"> - Dissemination seminar or session during the co-designing workshop - Training and capacity building on the application and importance of eCDT
MARKETING/TRADING			
	<ul style="list-style-type: none"> - Tax collector/district - Traders - MLF permit - Collectors/ agency 	<ul style="list-style-type: none"> - Tax collection at landing sites - Policymaking - The link between fisher and consumer or industry - Collection point at Kilwa region and transport the octopus to Dar es Salaam industry - Local transport of octopus load within Kilwa district 	<ul style="list-style-type: none"> - Animated video for creating awareness and dissemination - Dissemination seminar or session during the co-designing workshop - A community poster showing the importance of traceability and how one can benefit - Training and capacity building on the

	<ul style="list-style-type: none"> - Alpha Krust - Transport ie motorcycle (bodaboda) - Ice distributors 	<ul style="list-style-type: none"> - Supply Ice for collectors who use it for chilling the octopus prior arrival to at the target market or main storage facility 	<p>application and importance of eCDT</p>
GOVERNMENT			
	<ul style="list-style-type: none"> - Tanzania Petroleum Development Corporation (TPDC) - TAFIRI - BMU surveillance - Academic Institutions (Universities and Training agencies) - Tanzania Revenue Authority - Ministry of 	<ul style="list-style-type: none"> - Collaborating with Fisheries Officers in Surveillance - Data collection, Research and publish the fishery status - Control illegal fishing, monitoring the reef during closure season - Capacity building, education generally on aquatic resources and conservation - Export permits and tax collecting - Overall fishery administration - Management of fishery from District level - Formulation of socio-economic policies which are environmentally friendly guiding the fishers and other actors 	<ul style="list-style-type: none"> - Dissemination seminar or session during the co-designing workshop

	<p>Livestock and Fisheries</p> <ul style="list-style-type: none"> - District Fisheries officers 		
CONSUMERS			
	<ul style="list-style-type: none"> - Hotels - Individual consumers (men)-belief as a source of aphrodisiac - Tourists - Restaurants - Domestic/local market - Soup sellers 	<p>Only 10% of consumers utilize the Kilwa Octopus, the rest exported outside Kilwa District</p>	<ul style="list-style-type: none"> - Animated video for creating awareness and dissemination - Dissemination seminar or session during the co-designing workshop - A community poster showing the importance of traceability and how one can benefit - Training and capacity building on the application and importance of eCDT
EXPORT AND EXPORTERS			
	<ul style="list-style-type: none"> - Swiss port - Bahari foods - EU council - United States- 	<ul style="list-style-type: none"> - A cargo handling provider on export - Provide a guideline for import in the European Union - Provide a guideline for import in the United 	<ul style="list-style-type: none"> - Animated video for creating awareness and dissemination - Dissemination seminar or session during the co-designing workshop - Training and capacity building on the

	<p>Foods and Drugs Authority</p> <ul style="list-style-type: none"> - MLF - Bahari foods - ALPHA KRUST - SEAFOOD LTD - 	<p>States</p> <ul style="list-style-type: none"> - Provide a guideline for export - Collecting, storing and exporting the catches - Collecting, storing and exporting the catches - Collecting, storing and exporting the catches - Collecting, storing and exporting the catches - Quality inspection for the export 	<p>application and importance of eCDT</p>
SERVICE PROVIDERS			
	<ul style="list-style-type: none"> - Motorcycles (Bodaboda) - Telephone networks (Vodacom, Airtel, Tigo and Halotel) 	<ul style="list-style-type: none"> - Provide local transport and distribution of octopus Catches from the landing site to nearby places (<50km) - Communication service 	
NON-STATE ACTORS			
	<ul style="list-style-type: none"> - Marine Stewardship Council MSC - FAO 	<ul style="list-style-type: none"> - Assessing and certifying fisheries - Small Scale Fishery voluntary guideline preparation to be addressed to the Small-Scale Fishers - Local coordinating institute for developing a 	<ul style="list-style-type: none"> - Animated video for creating awareness and dissemination - Dissemination seminar or session during the co-designing workshop - Call for collaboration with NGO &

	<ul style="list-style-type: none"> - AFO - SWIOFISH - SALT FISHWISE - SEA SENSE - Blue Ventures 	<p>strategy for eCDT in Kilwa octopus fishery</p> <ul style="list-style-type: none"> - South West Indian Ocean Fisheries Governance and Shared Growth project - Offering technical support on development of the strategy for eCDT in Kilwa district octopus fishery - Supporting in management of the Kilwa fishery 	<p>CBO venture to emphasize traceability</p> <ul style="list-style-type: none"> - Newsletters - AFO/SALT Q&A Blog
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3.1. Influence interest Matrix

The influence or power vs interest matrix is presented in Figure 2 below. The octopus buyers or agents, WWF, BMU, TAFIRI, Fisheries Officer, MLF and Tanpesca form the most important role players in the Kilwa octopus fishery. These are important (have high interest and high power/influence) to be managed closely as they are mostly involved in the day to day operations. The second group consist of the fishers, boat captains, tax collectors and boat owners who have high power/influence to affect the octopus traceability project, but they may have less interest to show cooperation toward achieving the traceability goal of the project. Thus, special training and awareness programs on traceability are necessary to ensure these players participate well in the value chain. The third group comprises the local military that ensures security at the fish landing sites, auctioneers, fishing equipment companies and transporters who have low power and low interest in the octopus traceability project. These are the crowd and have less effect on the traceability work to be conducted. The last group comprises mainly non-governmental organizations and associations like AFO, USAID, SALT/FISHWISE, and TIFPA. This group has high interest in the octopus traceability project at Kilwa but has less power in terms of making the practical policies in the country and making traceability work alone without working together with the in-country government and collaborators to make the traceability work possible.

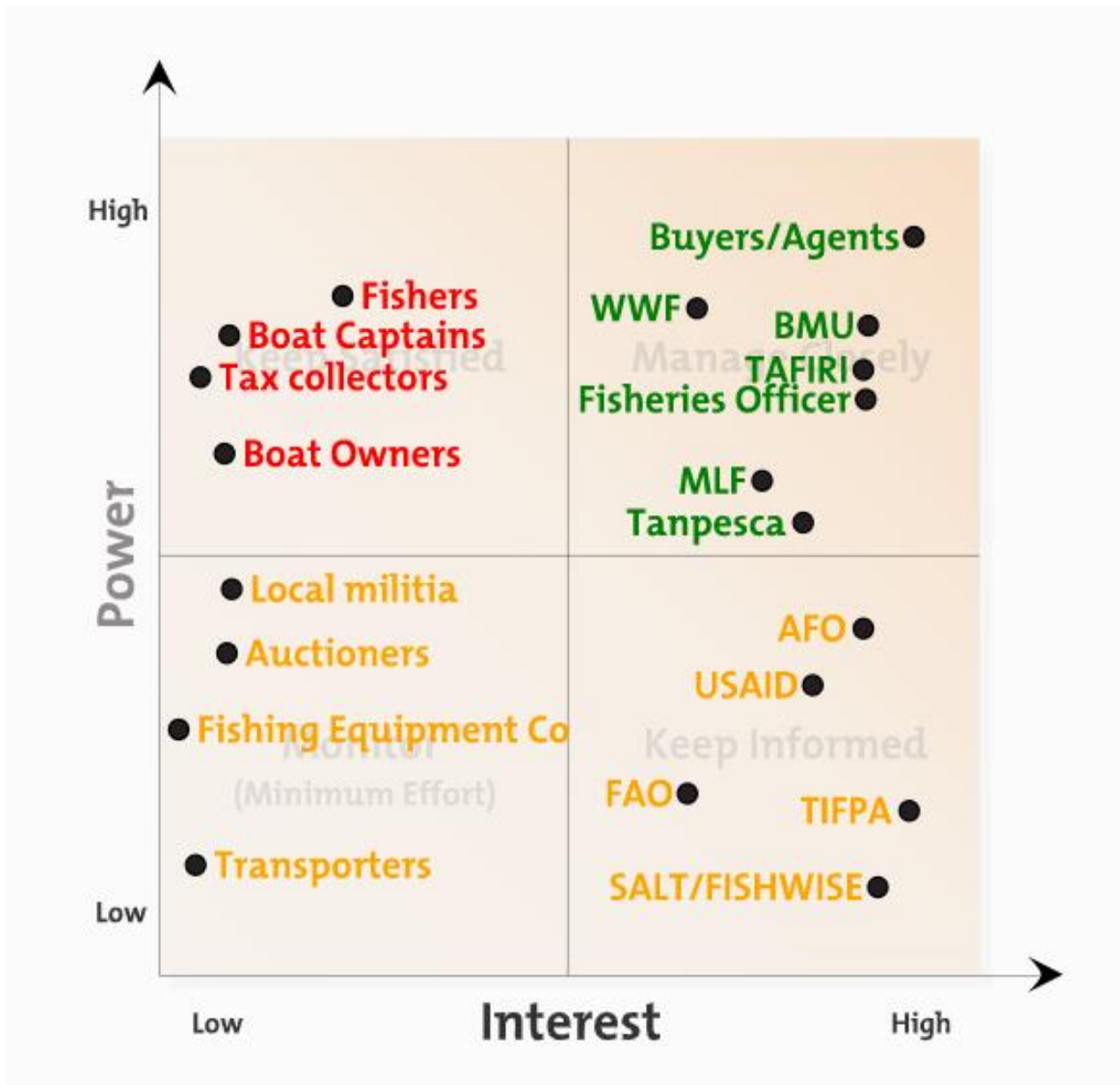


Figure 2: Showing the power/influence vs interest matrix of the stakeholders identified from the octopus fishery at Kilwa district Tanzania.

3.2. Collaboration Map

The collaboration map below shows the angles of collaboration in communicating and raising awareness of eCDT at Kilwa and the country at large. As per Figure 3. On the aspect of the level of awareness on eCDT, at the institution level is on average most of the stakeholders and the priorities, in this case, should be on the MLF, TAFIRI, BMU, Local Government Authorities (LGA), District Fisheries Officers and Traders or agents as entry points for outreach. Fishers are the least aware group of eCDT, but also lowest interest and lowest willingness to adopt. However, the influence of the key priorities on the map can accelerate the level of involvement, awareness and willingness to adapt for the most important stakeholders who are among the potential actors of the critical tracking events.

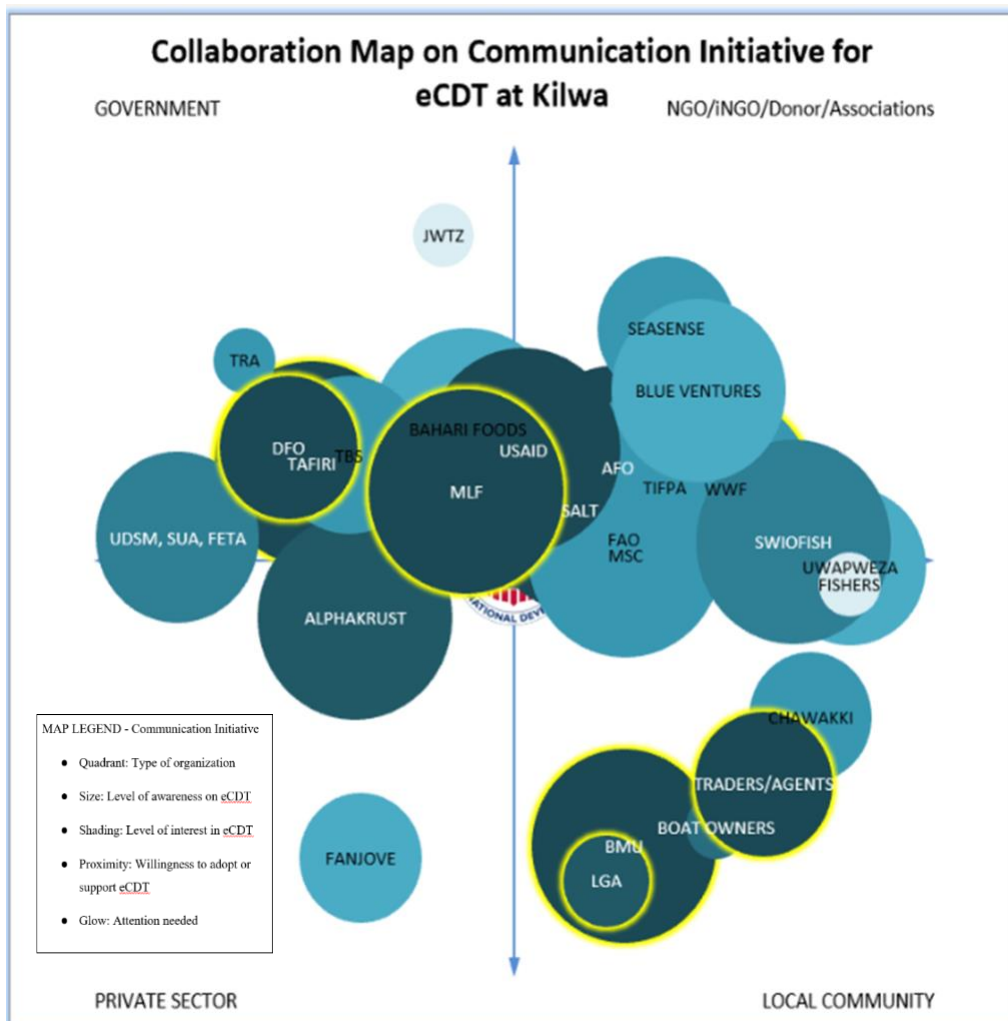


Figure 3: A collaboration map on the communication initiatives for outreach.

In the case of eCDT engagement, Alphakrust, MLF, TAFIRI and BMU are the key priorities entities in terms of the relationship between these institutions and the Kilwa octopus fishery, their resource-based and non-resource based influence.

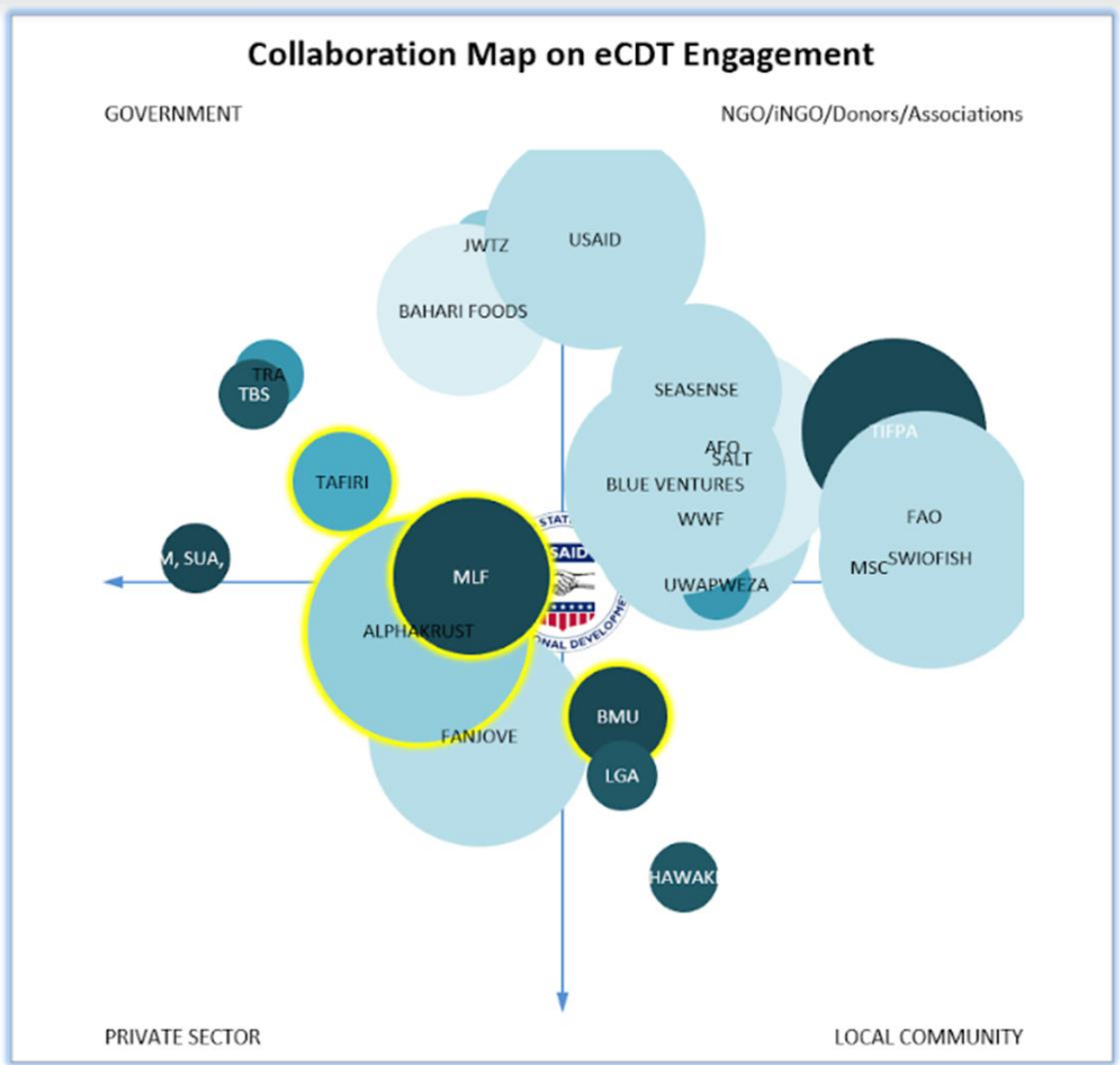


Figure 4: A collaboration map on the eCDT engagement

4.0 Conclusions

The report identified stakeholders in different categories; 4 in catch, 7 at the landing sites, 4 in management and closure, 3 in cold chain and storage, 10 processing and value addition, 7 in marketing and trading, 9 government entities, 7 consumers (local and international markets), 9 in export, 4 service providers, 8 non-state actors. The power/influence vs interest matrix shows that the octopus buyers/agents, boat owners & captains, WWF, BMU, TAFIRI, Fisheries Officer, MLF and Tanpesca are the most important actors to be engaged as movers toward the implementation of the octopus traceability project at the Kilwa district.

5.0 Annexes

5.1. Meeting notes with stakeholders

Agenda

In-House Brainstorming Session: Mapping Stakeholders to Facilitate Design of the Octopus Traceability Program Strategy at Kilwa District, Tanzania

Date: 25th March 2022

Time: 10:00 - 17:00

TIMING	25th March 2022
10.00-10.15	Arrival and Registrations
10.15-10.20	Remarks from Executive Director – Jerry Mang’ena
10.20-10.30	Introduction and Overview of the project – Cretus Mtonga
TEA BREAK	
11.00 - 14:00	<ul style="list-style-type: none">● Stakeholders mapping exercise● Stakeholder’s category● List of actors
LUNCH BREAK	
14:00-16:50	<ul style="list-style-type: none">● Collaboration mapping● Power/Influence vs interest matrix● Recommendations and way forward
16.50-17.00	Concluding remarks

Arrival and Registrations

Introduction of participants

Mr. Valeli Bugota introduces all staff from AFO to invited participants.

Remarks from Executive Director

The workshop started with opening remarks from Jerry Mangena, Director of AFO. Mr. Jerry welcomed the meeting participants and introduced the invited participants and allowed them to further introduce themselves to all participants. In his opening remarks, the director emphasized the importance of careful listening and contributing to the theme of the presentation during the meeting. All invitees express their experiences with the Octopus fishery. Dr Ngatunga from Tuna Alliance started with the certification and management plan for octopus fishery in Tanzania. Ms. Bigeyo from Tanzania Fisheries Research Institute (TAFIRI) (traceability experience, working with Alpha Krust port equipment for catching octopus trials in Kilwa and Mafia, researches in octopus seasonal closure). Mr. Ngongowolo is a fisheries officer from Kilwa. Moderator Mr. Valel welcomed Cretus to facilitate the overview of the project.

Introduction and Overview of the project – Cretus Mtonga

Background of the octopus fishery consumers demands information about what they eat. Mr Cretus highlighted the traceability principles as an alternative way to help promote biodiversity conservation, enhance sustainable exploitation, and expand access to wide markets, consequently benefiting the local communities through octopus fishery.

Further, introduces the main goal of the project as to develop a strategy to support the application of the Seafood Traceability Principles & Pathway on octopus' fishery at Kilwa District, Tanzania.

5.2. Stakeholders listing exercise

CATCH

- Fishers
- Skippers
- Boat owner (transport octopus)
- Gear makers (pot and spears)
- Fisheries officer (surveillance and license)
- BMU
- Fanjove Private Island (support fuel for patrol) helps catch to increase
- Distributors (Boda boda)

LANDING

- Boat owner
- Traders
- Skippers
- Local government
- BMU
- Auctioneers (promoted to have better prices and negotiation power) are not available in Kilwa for now.
- Collectors (agents, industries)
- Off loaders
- NGOs (ie infrastructure)

PROCESSING

- Women groups i.e. VICOBA
- Beach tenderizers
- Processing industry

- Government (quality control)
- Private sector
- Alpha Krust
- Traders
- Tanzania Industrial Fishing and Processors Association (TIFPA)

VALUE ADDITION

- Traders
- Retail octopus' sellers
- WWF facilitate studies on stock assessment and value addition
- Salt driers

COLD CHAIN

- NGOs (WWF), Cold room/ice flex 1.4 tons per day
- Wauza supu
- Restaurant
- Alpha krust
- Women group

MARKETING/TRADING

- Tax collector/district
- Traders
- MLF permit
- Collectors/ agency
- Alpha Krust
- Transport i.e. bodaboda (motorcycle)
- Ice distributors

GOVERNMENT

- TPDC
- TAFIRI
- BMU surveillance
- FETA fish handling
- Universities
- TRA
- MLF
- District officers
- Policymakers
- President office

CONSUMERS

- Hotels
- Individual consumers (men)-belief as a source of aphrodisiac
- Tourists
- Restaurants
- Domestic/local market

EXPORT

- Private sector
- Swiss port
- Bahari foods
- EU council
- MLF
- ALPHA
- TFDA
- Small scale exporters

SERVICE DELIVERY

- Boda boda (motorcycle)
- Food vendors
- Ferry

IMPORT

- TRA
- TBS
- Companies importing gears ie mask/fins/boat engine/other divers' equipment
- Company agents

NON-STATE ACTORS

- Women group
- Marine Stewardship Council MSC
- FAO
- AFO
- USAID
- SWIOFISH
- SALT FISHWISE
- SEA SENSE
- RESEARCHERS (SWIOCEPH)
- TUNA

Collaborative mapping - Every participant filled out a survey form

5.3. Collaboration mapping sheets

Collaboration Map working sheet - eCDT engagement					
Name					
Stakeholders name	Current interaction/ relationship strength (1-10)	Resources-based influence (1-10)	Non-resource-based influence	Priority (Yes/No)	
	<i>1= Low 10= High</i>	<i>1= Low 10= High</i>	<i>1= Low 10= High</i>		
	<i>1-2 = No Interaction</i> <i>3-4 = Rare</i> <i>5-6 = Intermittent</i> <i>7-8 = Regular</i> <i>9-10 = Constant and Consistent</i>	<i>This influence is defined strictly in terms of direct resources, i.e., how much money, time, and staff this stakeholder already invests or potentially has to invest in the desired outcome.</i>	<i>Non-resource-based influence can include political power, traditional and/or social media voice, name recognition, membership size, access to other resources, leadership in key working groups, etc.</i>		

Collaboration Map working sheet - communication initiatives

Name					
Stakeholders name	Level of Awareness of eCDT (1-10)	Level of interest of eCDT (1-10)	Willingness to Adopt and support (1-10)	Priority (Yes/No)	
	<i>1= Low 10= High</i>	<i>1= Low 10= High</i>	<i>1= Low 10= High</i>		
	<i>1–2 = No Interaction</i> <i>3–4 = Rare</i> <i>5–6 = Intermittent</i> <i>7–8 = Regular</i> <i>9–10 = Constant and Consistent</i>	<i>This influence is defined strictly in terms of direct resources, i.e., how much money, time, and staff this stakeholder already invests or potentially has to invest in the desired outcome.</i>	<i>Non-resource-based influence can include political power, traditional and/or social media voice, name recognition, membership size, access to other resources, leadership in key working groups, etc.</i>		