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Annual Gratitude Report 2023

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**CAPE COD COMMERCIAL**  
**FISHERMEN'S**  
**ALLIANCE**

Small Boats. Big Ideas.



## MISSION

The Cape Cod Commercial Fishermen's Alliance is fishermen, community members, public officials and scientists working together to build creative strategies, advocate for improved marine policies, protect the ocean ecosystem, and ensure the viability and future of Cape Cod's fisheries.

## VISION

Cape Cod Commercial Fishermen's Alliance is the voice of Cape Cod's fishing community, working to ensure our future livelihood within a balanced ocean ecosystem.



The Fishermen's Alliance is a nonprofit organization subject to chapter 501(c)(3) of the IRS. The graphics represent a summary of the Fishermen's Alliance unaudited 2023 financial performance. Financial statements will be audited by Sanders, Walsh & Eaton LLP, certified public accountants. The Fishermen's Alliance is an equal opportunity provider and employer.

COVER PHOTO BY DAVID HILLS, FISHYPICTURES.COM

April 2024

## Dear Friends,

The Fishermen's Alliance has always been focused on the future. Forward-thinking fishermen started this headstrong nonprofit in 1991 because they felt managers weren't protecting the fisheries for those coming behind them. They were adamant they would not be the last generation.

We have spent 32 years following their example, working with fishermen year after year to protect the resource and foster a resilient, sustainable industry. 2023 was no different, as you'll see in the following pages.

When I first started with the Fishermen's Alliance in 1996, I naively thought my work would be short-lived. I now know this work will go on long after I am gone, which brings me to 2023's biggest accomplishment—launching our endowment.

Fisheries have only gotten more complex; increasing regulations, expensive quotas, and climate change, to name a few barriers to success. Fishermen need a group that represents them while they are at sea.

With help from our supporters, we meet those challenges. Each Cape community is still tied to commercial fishing, still boasts working waterfronts. Our success can best be summed up by a comment at a recent meeting, 'Look at all the young fishermen in this room.'

But we must continue to meet the challenge of an industry that is transforming and provide a future for men and women who want to get up, go to sea every day and provide seafood for your table. How best to do that?

Lacking a crystal ball, we settled on an endowment as an investment in the future, making sure we always have professional staff advocating on behalf of local fishermen, our marine environment and the interests of our community.

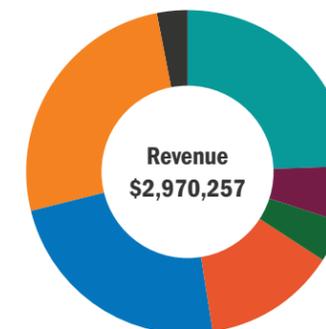
When I talk to people about our efforts, often they nod in agreement. They say commercial fishing is the heart and soul of the Cape; that the work of the Fishermen's Alliance is vital to our sense of place; that fishing is a tradition we can't afford to lose; that year-round, well-paying jobs are the backbone of the Blue Economy; that buying local seafood from someone you know is a gift.

They too are looking ahead.

With appreciation,

John Pappalardo, CEO

## 2023 FINANCIAL HIGHLIGHTS



\*Endowment Campaign revenue is restricted for endowment investments, to provide long-term support of future policy work. This Endowment Campaign revenue cannot be applied against expenses.

### 25% Endowment Capital Campaign\*

\$731,811

### 5% Events

\$161,450

### 4% Individual Gifts

\$126,584

### 13% Fisheries Trust

\$392,423

### 24% Small Boat, Big Taste

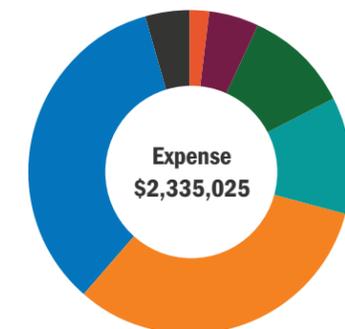
\$701,354

### 26% Grants

\$768,463

### 3% Other

\$88,172



### 2% Fisheries Trust

\$47,893

### 5% Events

\$117,351

### 11% Administrative

\$247,346

### 12% Fundraising

\$269,435

### 32% Policy & Program

\$752,635

### 34% Small Boat, Big Taste

\$801,986

### 4% Depreciation Expense

\$98,379

# Leadership For Fisheries Management

## Policy, Advocacy and Fishermen-Driven Science



Staff attended more than **300** policy meetings on behalf of fishermen.

Fishing and shellfishing are an integral part of Cape Cod's heritage and support a strong economy and provide a healthy local source of food.

We work closely with fishermen, community members, public officials and scientists to expand research programs and advocate for improved marine policies that protect the ocean ecosystem and ensure the viability and future of fisheries. We work to meet the emerging challenges that fishermen face and strongly believe fishermen's on-the-water knowledge must be brought to the decision-making table to develop workable, long-term solutions.

### REGIONAL FISHERIES MANAGEMENT

Fishermen's Alliance staff regularly attend regulatory meetings, both in-person and virtually, advocating for the fishermen of Cape Cod and taking part in state and federal fisheries management efforts that span the entire east coast. We play an active role in the Atlantic States Marine Fisheries Commission, New England Fishery Management Council, Atlantic Large Whale Take Reduction Team, Harbor Porpoise Take Reduction Team, MA Offshore Wind Fisheries Working Group, Massachusetts Commercial Fisheries Commission, and the Massachusetts Marine Fisheries Advisory Commission. We continue to advocate for sound science, sensible policies and effective fisheries management.



### TRIP TO WASHINGTON D.C.

Fishermen's Alliance was a part of the Fishing Communities Coalition trip to Washington D.C. Fishermen Ken Baughman and Andrew Spalt, as well as staff members Doreen Leggett and Aubrey Church, met with congressmen on key topics including: legislation to support working waterfronts and the Cape's critical needs around dredging and fishing piers; fishermen training and future funding for Young Fishermen's Development Act programs; USDA programs that support small seafood businesses; and robust funding for climate-resilient infrastructure and adaptive fisheries management.

### ATLANTIC HERRING, THE LITTLE FISH WITH A BIG IMPACT

In February 2021, after 20 years of advocacy to protect herring, we celebrated the implementation of regulations that created a 12-mile buffer zone from Rhode Island to the US/Canada border and a 20-mile buffer zone off Cape Cod. This buffer zone prohibited vessels from fishing with midwater trawl gear. The court removed the buffer zones in March 2022. This was a huge disappointment to the community, and we promised to keep fighting for protection measures. In 2023 we convinced the New England Fishery Management Council to consider new rules designed to attain optimum yield, value herring's role as a forage species, and minimize user conflicts.

### FISHERMEN-DRIVEN SCIENCE

Good science drives effective fishery policy, so we collaborate with fishermen on scientific research projects. In 2023 we participated in two scallop projects to improve year-round biological sampling and our understanding of growth and reproduction, started a project to improve data for monkfish stock assessments, and measured how catch handling impacts seafood quality with the Gulf of Maine Research Institute. We also connected fishermen with research opportunities such as eMOLT, a project that collects data to record water temperature, salinity and depth, and the University of New Hampshire's sampling program for Gulf of Maine cod.



### 2023 FISHERIES LEADERSHIP INTERN

Graduate student Ana Brown spent her summer with the Fishermen's Alliance studying monkfish, a species with so little known about its biology that scientists do not know how to measure its age. Her analysis of catch rates set the stage for a collaborative project with fishermen and UMass Dartmouth's School for Marine Science and Technology that aims to develop standardized fishery catch rates to improve management. Our internships are an excellent way for students to gain hands-on experience in the field of fisheries policy and community advocacy and a unique opportunity to work directly with commercial fishermen. Ana's internship was partially supported by the Nat Mason Memorial Internship Fund.



# Economic Development

## CAPE COD FISHERIES TRUST

The Cape Cod Fisheries Trust exists to provide local fishermen affordable access to groundfish and scallop quota. When management of those fisheries shifted to "catch share" systems, a group of fishermen collaborated with Fishermen's Alliance to create the Trust. Working together with the Community Development Partnership, the Cape Cod Fisheries Trust also offers financing, business planning, and technical assistance to fishermen who want to grow their business.



## SPECIAL ACCESS

Being able to land extra fish on a trip can be a financial windfall, netting more revenue without increasing expenses. We secured access to federal research set aside awards for local fishermen, providing extra scallop quota and monkfish days at sea as well as special authorization to bring in additional pounds. Almost 73,000 pounds of scallop research set aside (RSA) quota returned more than \$1 million to the local community. Over the next two years, we have 500 monkfish RSA days at sea to support the fleet.



## SMALL BOATS, BIG TASTE PROGRAM

Our Small Boats, Big Taste program keeps fishermen on the water and increases access to local seafood; it has provided more than a million servings to food banks and pantries on Cape Cod and across the state. In 2023, the program grew with the addition of clam chowder and collaborations with social service agencies across the Cape to provide the delicious and nutritious soups to preschool lunch programs. The general public can now purchase frozen containers of Haddock Chowder, Provençal Fish Stew, or Clam Chowder from our website's online shop for local pick-up at the Fishermen's Alliance office.

**We were proud to receive the Founders Award from The Family Pantry of Cape Cod at their summer gala. The award is given each year to a group or individual that exemplifies the community focus that launched the pantry more than 30 years ago. We have partnered with the pantry for a decade, first with our Fish for Families program, delivering local fish to families across the Cape, and now with the Small Boats, Big Taste program.**



## SAFEGUARDING THE FUTURE

We often say that if we are representing the last generation of fishermen, we have failed. To combat graying of the fleet and provide opportunities to those who want to enter commercial fishing, we offered a free online course, Fishing 101, and prepared for in-person training. We also participated in a national coalition of organizations promoting young fishermen training programs and inspired the next generation through partnerships with Cape Cod Regional Technical High School and the Blue Economy Foundation's WaterWORKS event.

Fishermen's Alliance staff worked closely with fishermen and town officials across the Cape to make sure working waterfronts meet the needs of today's commercial fishermen and the challenges of a climate-change driven ecosystem. These efforts include participating in the county's dredging summit and encouraging state and federal legislators to support port infrastructure upgrades.

# Community Outreach



We bring fishermen and the community together to promote the local catch, build appreciation for fishing traditions, and engage the next generation. Our staff actively participate in and present at numerous community outreach and educational events, while also hosting the following key programs.

## CHATHAM FISH PIER OUTREACH PROGRAM

Hosted by seasoned fishermen, the Chatham Fish Pier Outreach Program is a chance to meet these hard-working locals and hear about their experiences on the water. We are thankful to our gregarious and knowledgeable Pier Hosts: Ken Eldredge, Mike Anderson and Rick Miszkin. This successful program was started in 2006, and over the years Pier Hosts have engaged with hundreds of thousands of visitors, providing insights on the Cape's commercial fishing industry and the importance of protecting this traditional way of life.

## SMALL BOATS. BIG SCIENCE.

**Small Boats. Big Science.** brings together our community, researchers, and commercial fishermen to discuss the latest scientific advancements and how they relate to our fleet, our environment, and our coastal communities. Last summer we hosted a talk about black sea bass and how they are becoming more common in northern waters. Black seabass are climate winners! We discussed the mismatch between the amount of black sea bass available versus the amount fishermen are allowed to bring home.

## MEET THE FLEET

Meet the Fleet brings together members of the community with chefs and local fishermen to learn about the biology and management of a fishery. Each event is unique, and we had an inspiring year hosting four events and a virtual cooking class with more than 300 attendees. We thank the chefs who provided recipe tips and delicious tastings of the fresh catch: Tyler Hadfield of The Rail and The Barley Neck, Jeremiah Reardon of Red River Barbeque, and Ted Mahoney of Mahoney's Bar & Grill. Recipes and videos are available at [capecodfishermen.org/meet-the-fleet/](http://capecodfishermen.org/meet-the-fleet/).

**A big thank you to our sponsors Quahog Republic, Chatham Bars Inn, and Nauset Marine for helping make these events possible.**

## E-MAGAZINE

For six years the monthly Fishermen's Alliance e-magazine has showcased stories of our working waterfronts and kept subscribers informed about fishing traditions, policy and research programs, and events. E-mag articles are also available on our website.

more than  
**4,500**  
subscribers

# Fundraising Highlights



## HOOKERS BALL XXII

In August, 400 guests came together under the Big White Tent, at a new location at the Harwich Community Center, to celebrate Hookers Ball XXII – our most successful Hookers Ball in 22 years! The night was particularly special as we publicly announced the endowment capital campaign, Charting Our Course for the Future. We were thrilled to raise more than \$530,000 at the event with \$380,000 of the proceeds allocated for this endowment! Thank you to everyone who took part!

## FALMOUTH ROAD RACE

Fishermen's Alliance participated for the sixth consecutive year in the Numbers for Nonprofits program with the Asics Falmouth Road Race along with 200 other organizations.

**A huge congratulations to the amazing #fishrunfalmouth team who completed the iconic 7-mile race to help us continue our work advocating for the local fishing industry:** Alison Alessi, Ken Baughman, Michelle Beechinor, Alisha Bhagat, John Curtin, Mark Egerman, Steve Gelsi, Andrew Hutchinson, Brigid Krug, Heather Morin, Brendon Parker, Jamie Lynn Patterson, Patricia Plante, Stephanie Sykes and Caitlin Townsend.



The team raised  
**\$21,287!**

## BUSINESS PARTNERSHIPS

We are grateful to local businesses that support Fishermen's Alliance through unique fundraising activities.

**Aline Lindemann of Cottage coordinated Cods for the Cape**, a creative art show and auction, which raised close to \$4,000! A heartfelt thanks to the 2023 artists for donating their beautiful cod artwork: Susan Adler, Gail Bor, Aine Cole, Natasha Farrell Manhardt, Koneta Hurlstone, Stacey Klimkosky, Lydia Mann, Isabelle Quinn, Stephanie Reeve, Anina Sinclair, Ted Skirvan and Sarah Thornington.

**Chatham Candy Manor donated a portion of fudge sales** for an entire week, totaling \$3,749 – a sweet success!

**Quahog Republic provided their delicious Golden Ale** for events and donated a portion of sales. Their beverage products display our logo and mission on the packaging.



## CHARTING OUR COURSE FOR THE FUTURE

**\$1,200,506**

## Capital Campaign Progress to Goal

In 2023, we raised \$731,811 for the endowment capital campaign, Charting Our Course for the Future, with a year-end total of \$1,200,506. We are pleased to be nearly halfway to the \$2.5 million campaign goal and truly appreciate our supporters! This endowment will provide permanent funding to ensure we can continue advocating on behalf of our local fishing community for decades to come.

# Outstanding Partners and Supporters

The following individuals, foundations, businesses, organizations, and collaborators supported the Fishermen's Alliance in 2023. We acknowledge and greatly appreciate those whose gifts help to uphold the heritage of commercial fishing, protect our ecosystem, and create a better future for Cape Cod.

## THE HIGHLINER SOCIETY

Honoring our most instrumental supporters who have a lifetime cumulative giving history of \$100,000 or more.

Anonymous	Stephen & Mary Beth Daniel	John W. Kelleher	David & Gail Oppenheim	Keith & Janet Sherin
William Beinecke*		Tom & Trish Kennedy		The 1156 Foundation
The Bilezikian Family Foundation	The Max and Victoria Dreyfus Foundation	Barbara Matteson & Stephen Clayton	William & Sandy Rogers	

## THE SALTY DOG SOCIETY

Honoring our loyal supporters who have a lifetime cumulative giving history of \$25,000 or more.

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Jake Beinecke		John & Sarah Howe	Barbara Matteson & Stephen Clayton	Ron & Nellie Rudnick
William Beinecke*	Stephen & Mary Beth Daniel	John W. Kelleher	David & Gail Oppenheim	Bryan & Nancy Ruez
The Bilezikian Family Foundation	The Max and Victoria Dreyfus Foundation	Tom & Trish Kennedy	George & Nancy* Parker	Brian & Jane Anne Sherin
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		Rob & Heather Lovett		The 1156 Foundation

## THE CAPTAIN HARDING SOCIETY

Recognizing donors who gave \$1,000 or more in 2023.

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Recognizing those who gave donations of \$100-\$999 in 2023.

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Alison Alessi	Bruce & Betty Bogardus	Eric Carlson	Suzanne Doherty	Frank & Deborah Giso
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Cape Cod Blue Economy Foundation	Greater Atlantic Regional Fisheries Office	Responsible Offshore Development Alliance
Cape Cod Chamber of Commerce	Greater Boston Food Bank	Sea Trade
Cape Cod Cooperative Extension	Gulf of Maine Research Institute	Seafood Harvesters of America
Cape Mediation	Helping Our Women	South Shore Community Action Committee
Cape Cod Regional Technical High School: Marine Services	Maine Coast Community Sector	St. David's Episcopal Church
Catch Together	Maine Coast Fishermen's Association	TEEM Fish Monitoring
Center for Coastal Studies	Martha's Vineyard Fisheries Preservation Trust	The Family Pantry of Cape Cod
Chatham Fish & Lobster	Massachusetts Division of Marine Fisheries	The Nature Conservancy
Chatham Pier Fish Market	Massachusetts Emergency Food Assistance Program	University of Massachusetts Dartmouth School for Marine Science and Technology (SMAST)
Commercial Fisheries Research Foundation	MIT Sea Grant	Wellfleet Shellfish Company
Community Development Partnership	New England Fishery Management Council	Woods Hole Oceanographic Institution
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Gifts were received in memory of the following supporters who recently passed.

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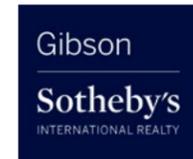


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**CAPE COD COMMERCIAL  
FISHERMEN'S  
ALLIANCE**

**Small Boats. Big Ideas.**

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