

# **TOURISMED**

# Fishing Tourism for a Sustainable Development in the Mediterranean area

**Deliverable 3.4.9: Pilot Testing Report** 

**Pilot tests developed in Corsica (France)** 





# **Document Information Summary**

WP: WP3 – Testing

Activity: Activity 3.4: Testing the fishing tourism business model

**Deliverable Number: 3.4.9** 

Deliverable Title: Pilot Testing Report

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#### Introduction

TOURISMED aimed at testing and transferring a fishing tourism business model in coastal areas of Italy, Cyprus, Greece, Albania, France and Spain, as a tool to promote sustainable fishing tourism and to foster the preservation of the marine environment and the traditional fishing culture across the Mediterranean Sea.

Within the framework of the Work Package 3, referred to the testing of the fishing tourism business model, the project foresees the elaboration of a report on the pilot tests implementation in order to have a tool available to assess them and obtain conclusions able to improve both the performance of the activity at local level and the business model elaborated within the project.

The aim of this report is thus to collect the conclusions from the evaluation of the pilot tests developed in Corsica (France) as an input to improve the business model (both at local and at project scale) in the project's refinement phase.

#### **Planned activity**

Since the beginning of the implementation of the pilot testing phase, local and regional stakeholders have asked to take part to a specific Working Group. Within it, several key actors have been involved, such as

- 1. the **Corsican Environment Office**, a regional public body in charge of maritime and fishing affairs
- 2. the **Association of Municipalities of the Valinco Valley**, a sovra-local public body in charge of economic and social development
- 3. the **Territorial and Rural Pole of Excellence of the Valinco Valley**, a highly-specialized sovra-local body supporting local development in the Valinco Valley
- 4. the **LAG Ornano-Taravo-Sartenais-Valinco**, a Local Action Group in charge for, by others, touristic development
- 5. the Fishermen Association of Corsica, the Fishermen Association of Ajaccio, the Fishermen Association of Propriano, the Fishermen Association of Bonifacio, the Fishermen Association of Solenzara, five associations representing fishermen's interests at the regional and local level
- 6. the **Tourist Information Office of Ajaccio**, the **Tourist Information Office of Propriano**, the **Tourist Information Office of Bonifacio**, three public authorities in charge of tourism promotion at local level





Several co-planning and coordination meetings were organised on the ground. As partner of the project, Petra Patrimonia Corsica played to role of territorial facilitator and supervisor, also providing technical and specific support.

At methodological level, the Pilot Testing Methodological Guidelines (D.3.1.4) provided several important inputs that guided the whole planning phase as well as the implementation and communication phases.

Following steps were followed:

#### **Planning**

- 1. organisation of co-planning meetings
- 2. definition of 4 itinerary plans (Ajaccio; Propriano; Bonifacio; Solenzara)
- 3. definition of the format "The Month of Fishing Tourism in Corsica"
- 4. definition of roles (fishermen; tourist information Offices; Petra Patrimonia Corsica)
- 5. definition of the communication strategy
- 6. definition of the evaluation questionnaire to be submitted to tourists









## **Implementation**

- 1. organisation of the fishing tourism trials in 4 cities
- 2. evaluation of the fishing tourism trials

#### Communication

- 1. definition and development of communication supports (roll-up; brochure; interpretative panels; t-shirts; outdoor advertising)
- 2. promotion of "The Month of Fishing Tourism in Corsica" and of the fishing tourism experience
  - a. tourist information Offices: within their daily communication activity
  - b. fishermen: being located on the ports
- 3. definition, development and implementation of a specific social network campaign based on Facebook
- 4. definition of one press release
- 5. daily coordination activities
- 6. relationship with press and travel bloggers





# Pilot tests developed

#### **Overall description**

Pilot tests were carried out in 4 cities in Corsica (Ajaccio, Propriano, Bonifacio, Solenzara) from 15th September to 15th October 2018 within "The Month of Fishing Tourism in Corsica". 5 vessels/fishermen were involved: one each in Ajaccio, Propriano and Solenzara and two in Bonifacio.

Two different models of territorial partnership were tested. The first one (**Tourist-information-Office-based-model**) were tested in Ajaccio, Propriano and Bonifacio. There, the Tourist information Offices were involved in the whole process (planning, implementation, communication and evaluation). During the **planning phase**, Petra Patrimonia Corsica was in constant contact with tourism professionnels working on the ground (several face-to-face meetings were organised; calls; etc). Steps to be followed were co-planning and the decision-making process was set up as open. During the **implementation phase**, the role of Tourist information Offices was strategic. In fact, tourism professionals working in these institutions were trained to inform tourists about the opportunity to experience a fishing tourism experience. In that way, they acted as local ambassadors of the project. For the **communication phase**, each tourism professional acted as megaphone of the project. The Tourist information Offices were fully engaged and their communication managers worked in strict contact with Petra Patrimonia's person in charge for the project.

The second model tested in Corsica was entirely based on fishermen (**Fisherman-based-model**). This model was tested in Solenzara were the Tourist information Office is currently not working. There, the fisherman involved acted as key actor within the whole process (planning, implementation, communication and evaluation). In fact, he played both the role of fisherman than the role of Tourism Officer. In order to accomplish to that second role, fisherman in Solenzara - that by the way was the youngest fisherman involved in Corsica - decided to use his own fish shop (located in the city's main street) as a showcase for his fishing tourism's trips. Results from both models were very useful. In partner's view, the preferred model should be the Tourism-Office-based-model but it is very important here to stress the importance of having fisherman fully engagement able to work also as "Charon" for tourists. In this case, a special training session about the art of storytelling is required.

In total, 42 pilot fishing tourism trips were organised in 4 cities and 89 tourists took part to pilots in Corsica, of which: Ajaccio: 26 tourists; Propriano: 8 tourists; Bonifacio: 27 tourists; Solenzara: 29 tourists. The average age was 42 years old and 55% of tourists were male, 45% female.

A strong social-media based communication campaign was organised within "The Month of Fishing Tourism in Corsica".





5 different cover pages were developed and used on the official facebook page of Petra Patrimonia Corsica (https://www.facebook.com/petrapatrimoniacorse/)









Also Tourism Information Offices engaged (Ajaccio, Propriano and Bonifacio) were invited to use them as cover page for their Facebook pages. **27.492 people** were directly reached through Facebook and Twitter (as detailed below)

Social Network	Date	Link	People reached	Likes; Re-post; etc
Facebook	13/09/18	link	1221	48 likes; 10 re- post
Facebook	13/09/18	link	78	
Facebook	13/09/18	link	979	12 likes; 2 re-post
Facebook	14/09/18	link	84	3 likes
Facebook	15/09/18	link	375	8 likes; 1 re-post
Facebook	16/09/18	link	101	
Facebook	17/09/18	link	110	6 likes





Facebook	18/09/18	<u>link</u>	212	6 likes; 1 re-post
Facebook	18/09/18	link	219	14 likes; 1 re-post
Facebook	19/09/18	link	88	3 likes
Facebook	20/09/18	link	67	3 likes
Facebook	21/09/18	<u>link</u>	71	1 like
Facebook	21/09/18	<u>link</u>	59	3 likes
Facebook	22/09/18	<u>link</u>	94	2 likes
Facebook	23/09/18	link	154	4 likes; 1 re-post
Facebook	24/09/18	link	164	4 likes; 1 re-post

Facebook	28/09/18	link	86	5 likes
Facebook	30/09/18	link	104	3 likes
Facebook	30/09/18	link	1320	
Facebook	01/10/18	link	100	1 like
Facebook	02/10/18	link	93	1 like
Facebook	03/10/18	link	104	5 likes
Facebook	04/10/18	link	96	1 like
Facebook	05/10/18	link	90	1 like
Facebook	06/10/18	link	120	3 likes
Facebook	08/10/18	link	37	5 likes; 1 re-post
			6226	





	•			1
Twitter	10/07/17	<u>link</u>	590	2 likes; 1 retweet
Twitter	20/10/17	<u>link</u>	793	1 likes; 2 retweet
Twitter	24/01/18	<u>link</u>	595	4 likes; 1 retweet
Twitter	19/04/18	<u>link</u>	717	2 likes; 1 retweet
Twitter	19/06/18	link	1.525	7 likes; 3 retweet
Twitter	20/06/18	link	459	2 likes; 1 retweet
Twitter	03/07/18	link	572	4 likes; 2 retweet
Twitter	04/07/18	link	526	9 likes; 2 retweet
Twitter	23/07/18	link	1.869	11 likes 4 retweet
Twitter	30/07/18	link	882	4 likes; 3 retweet
Twitter	30/07/18	link	159	
Twitter	01/08/18	<u>link</u>	264	2 likes
Twitter	02/08/18	link	820	3 likes; 3 retweet
Twitter	05/08/18	link	146	
Twitter	06/09/18	link	2.711	7 likes; 6 retweet
Twitter	07/09/18	link	1.475	8 likes; 3 retweet
Twitter	13/09/18	link	1.913	11 likes; 8 retweet
Twitter	15/09/18	link	471	6 likes; 3 retweet
Twitter	20/09/18	link	793	5 likes; 2 retweet
Twitter	22/09/18	link	199	2 likes; 1 retweet
Twitter	26/09/18	link	406	3 likes; 2 retweet

Twitter	27/09/18	link	1474	4 likes; 3 retweet
Twitter	30/09/18	link	256	4 likes
Twitter	01/10/18	<u>link</u>	541	1 likes; 1 retweet
Twitter	02/10/18	link	522	2 likes; 2 retweet





Twitter	03/10/18	link	156	1 likes;
Twitter	04/10/18	<u>link</u>	432	1 likes;
			21266	

27 speaking-images were developed and a daily plan of contents to be published on social medias were developed (as detailed below).



























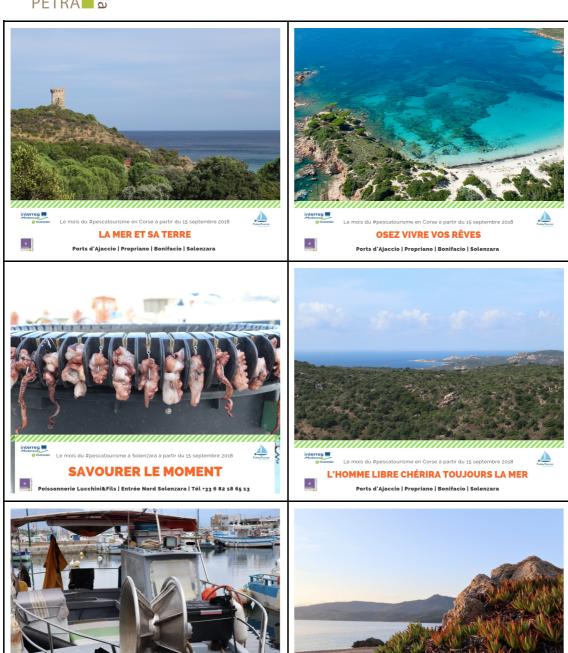












UN AUTRE REGARD SUR LA CORSE

Ports d'Ajaccio | Propriano | Bonifacio | Solenzara

ON APPREND L'EAU PAR LA SOIF, LA MER PAR LES TERRES QU'ON PASSE

Ports d'Ajaccio | Propriano | Bonifacio | Solenzara







Ports d'Ajaccio | Propriano | Bonifacio | Solenzara













Information auprès de l'Office de Tourisme du Sartenais Valinco Taravo 21 Avenue Napoléon III | Propriano | Tél. •33 4 95 76 01 49

**SARTENAIS-VALINCO-TARAVO** 

Information auprès de l'Office de Tourisme du Sartenais Valinco Taravo 21 Avenue Napoléon III | Propriano | Tél. • 33 4 95 76 01 49









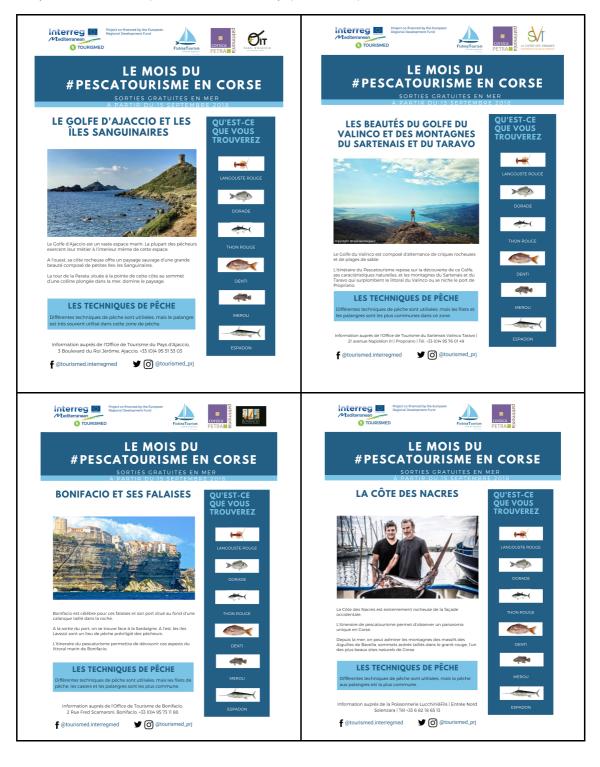








Also traditional tools were used to communicate with tourists. 4 Interpretative panels were developed and printed to be shown in the Tourism Information Offices (Ajaccio, Propriano, Bonifacio) and in the fish shop (Solenzara).









1 banner was developed and printed in 5 exemplars to be distributed to Tourism Information Offices in Ajaccio, Propriano and Bonifacio and to the fish shop in Solenzara. 1 exemplar has been printed for Porto-Vecchio (but then the fisherman involved was not allowed to pescatourise).





1 flag was developed and printed in 5 exemplars to be distributed to Tourism Information Offices in Ajaccio, Propriano and Bonifacio and to the fish shop in Solenzara, as well as to fishermen in order to display them in each port of the engaged cities.



1 t-shirt was developed and printed in 90 exemplars to be distributed to fishermen and tourists.











# Key figures

Please include any key figure that helps to understand and contextualize the activity (eg. Num. of fishermen involved, num. of fishermen associations involved, num. of economic operators involved, num. of institutions involved). This section will help to monitor the impact of the project in quantitative terms.





# Summary of the pilot tests carried out

Vessel Name: Luciano II

Port: **Ajaccio** Size: 10m50

Vessel Type: Vedette de Pêche (AJ 314 446)

Max. number tourists on board: 6



In Ajaccio, 1 fisherman (Colantonio Marc) and 1 vessel (Lucianu II) were involved. 12 trips were organised between 19/09/2018 and 15/10/2018 with the participation of 26 participants (15 Males and 11 Females. Average age: 44,42 years old). Participants were extremely happy about the experience, also if in an average way, during the whole piloting period, weather condition was cloudy. This confirms that fishing tourism is a good way to put in place seasonally adjusted tourism strategies and activities.

Trips	Date	Participa nts	Sex	Age	Weathe r	Source
1	19/09/18	1	М	64	Sunny	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=19-09-2018
	19/09/18	2	F	66	Sunny	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE FRANCE&date=19-09-2018
2	20/09/18	3	F	30	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=20-09-2018
	20/09/18	4	F	35	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI





						LLE FRANCE&date=20-09-2018
	20/09/18	5	М	25	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=20-09-2018
3	21/09/18	6	F	33	Sunny	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=21-09-2018
	21/09/18	7	М	58	Sunny	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=21-09-2018
4	22/09/18	8	М	51	Sunny	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=22-09-2018
5	23/09/18	9	F	30	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=23-09-2018
	23/09/18	10	М	46	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=23-09-2018
6	24/09/18	11	М	43	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=24-09-2018
7	29/09/18	12	M	47	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=29-09-2018
	29/09/18	13	М	37	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=29-09-2018





	29/09/18	14	F	32	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=29-09-2018
	29/09/18	15	F	44	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=29-09-2018
8	06/10/18	16	М	50	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=06-10-2018
	06/10/18	17	F	49	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuld=200040&lieuType=VI LLE_FRANCE&date=06-10-2018
	06/10/18	18	F	47	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=06-10-2018
9	09/10/18	19	F	69	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=09-10-2018
10	10/10/18	20	М	50	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=10-10-2018
	10/10/18	21	М	48	Very Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE FRANCE&date=10-10-2018
11	13/10/18	22	M	55	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=13-10-2018
	13/10/18	23	М	64	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI





						LLE FRANCE&date=13-10-2018
12	15/10/18	24	M	25	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=15-10-2018
	15/10/18	25	М	22	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=15-10-2018
	15/10/18	26	F	35	Cloudy	http://www.meteofrance.com/clim at/meteo-date- passee?lieuId=200040&lieuType=VI LLE_FRANCE&date=15-10-2018





Vessel Name: Sant'Antonu

Port: **Propriano** Size: 8m54

Vessel Type: Vedette de Pêche (AJ 690 085)

Max. number tourists on board: 2



In Propriano, 1 fisherman (Duval Antoine) and 1 vessel (Sant'Antonu) were involved. 4 trips were organised between 03/10/2018 and 12/10/2018 with the participation of 8 participants (7 Males and 1 Female; Average age: 48,85 years old). Participants were extremely happy about the experience, also if in an average way, during the whole piloting period, weather condition was cloudy. This confirms that fishing tourism is a good way to put in place seasonally adjusted tourism strategies and activities.

Trips	Date	Participants	Sex	Age	Weather	Source
1	03/10/18	1	М	60	Sunny	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE_FRANCE&date=03-10- 2018
	03/10/18	2	М	41	Sunny	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE_FRANCE&date=03-10- 2018
2	04/10/18	3	М	36	Cloudy	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE FRANCE&date=04-10- 2018
	04/10/18	4	M	61	Cloudy	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE_FRANCE&date=04-10-





						2018
3	10/10/18	5	М	43	Cloudy	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE_FRANCE&date=10-10- 2018
	10/10/18	6	М	40	Cloudy	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE FRANCE&date=10-10- 2018
4	12/10/18	7	M	57	Cloudy	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE_FRANCE&date=12-10- 2018
	12/10/18	8	F	53	Cloudy	http://www.meteofrance.com/cl imat/meteo-date- passee?lieuId=202490&lieuType =VILLE_FRANCE&date=12-10- 2018





Vessel Name: Max 2 Port: **Bonifacio** 

Size: 9m6

Vessel Type: Vedette de Pêche (AJ 863205)

Max. number tourists on board: 4



In Bonifacio, 2 fishermen (Botti Filippe and Festa Dominique) and 2 vessels (Max and Max 2) were involved.

Mr Botti organised 7 trips were organised between 17/09/2018 and 06/10/2018 with the participation of 15 participants (8 Males and 7 Female). Participants were extremely happy about the experience. During the whole piloting period, weather condition was sunny.

Trips	Date	Participants	Sex	Age	Weather	Source
1	17/09/18	1	F	49	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=17-09-2018
	17/09/18	2	М	49	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=17-09-2018
	17/09/18	3	F	21	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=17-09-2018
2	18/09/18	4	F	69	Very cloudy	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=18-09-2018





	18/09/18	5	М	64	Very cloudy	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=18-09-2018
3	22/09/18	6	М	51	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=22-09-2018
	22/09/18	7	F	50	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=22-09-2018
4	23/09/18	8	F	50	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=23-09-2018
	23/09/18	9	М	22	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=23-09-2018
5	24/09/18	10	М	44	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=24-09-2018
	24/09/18	11	F	69	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=24-09-2018
	24/09/18	12	М	71	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=24-09-2018
6	02/10/18	13	М	63	Raining	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=02-10-2018
	02/10/18	14	F	44	Raining	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType=





						VILLE_FRANCE&date=02-10-2018
7	06/10/18	15	М	33	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=06-10-2018
	06/10/18	16	F	28	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=06-10-2018





Vessel Name: Max Port: **Bonifacio** Size: 8m20

Vessel Type: Vedette de Pêche (AJ 923189)

Max. number tourists on board: 4

à completer

In Bonifacio, 2 fishermen (Botti Filippe and Festa Dominique) and 2 vessels (Max and Max 2) were involved.

Mr Festa organised 7 trips were organised between 19/09/2018 and 08/10/2018 with the participation of 10 participants (4 Males and 6 Female; Average age: 38,5 years old). Participants were extremely happy about the experience. During the whole piloting period, weather condition was sunny.

Trips	Date	Participants	Sex	Age	Weather	Source
1	19/09/18	1	M	57	Variable	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE FRANCE&date=19-09-2018
2	22/09/18	2	F	46	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=22-09-2018
	22/09/18	3	M	36	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=22-09-2018
3	25/09/18	4	F	27	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=25-09-2018
	25/09/18	5	M	29	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE FRANCE&date=25-09-2018





4	29/09/18	6	M	30	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=29-09-2018
5	05/10/18	7	F	40	Rainy	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuld=200410&lieuType= VILLE_FRANCE&date=05-10-2018
	05/10/18	8	F	52	Rainy	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuld=200410&lieuType= VILLE_FRANCE&date=05-10-2018
6	06/10/18	9	F	44	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE FRANCE&date=06-10-2018
7	08/10/18	10	F	24	Sunny	http://www.meteofrance.com/cli mat/meteo-date- passee?lieuId=200410&lieuType= VILLE_FRANCE&date=08-10-2018





Vessel Name: Corail Port: Solenzara

Size: 9m

Vessel Type: Vedette de Pêche (AJ 741368)

Max. number tourists on board: 4



In Solenzara, 1 fisherman (Douet-Poli Alexandre) and 1 vessel (Corail) was involved.

12 trips were organised between 16/09/2018 and 29/09/2018 with the participation of 29 participants (15 Males and 14 Female; Average age: 41,31 years old). Participants were extremely happy about the experience. During the whole piloting period, weather condition was variable.

Trips	Date	Participants	Sex	Age	Weather	Source
1	16/09/18	1	М	59	Very Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=16-09- 2018
	16/09/18	2	F	57	Very Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=16-09- 2018
2	17/09/18	3	F	64	Rainy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=17-09- 2018
	17/09/18	4	М	65	Rainy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=17-09- 2018





3	18/09/18	5	М	63	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=18-09- 2018
	18/09/18	6	F	55	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=18-09- 2019
	18/09/18	7	F	36	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=18-09- 2020
	18/09/18	8	М	31	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=18-09- 2021
4	19/09/18	9	М	75	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=19-09- 2018
	19/09/18	10	F	50	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=19-09- 2019
	19/09/18	11	F	75	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=19-09- 2020
	19/09/18	12	М	24	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=19-09- 2021





5	20/09/18	13	М	38	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=20-09- 2018
	20/09/18	14	М	38	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=20-09- 2018
6	21/09/18	15	М	32	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=21-09- 2018
	21/09/18	16	F	40	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=21-09- 2018
	21/09/18	17	М	45	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=21-09- 2018
	21/09/18	18	F	25	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=21-09- 2018
7	22/09/18	19	F	39	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=22-09- 2018
	22/09/18	20	F	36	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=22-09- 2018





8	23/09/18	21	F	23	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=23-09- 2018
	23/09/18	22	F	22	Very Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=23-09- 2018
9	25/09/18	23	М	52	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=25-09- 2018
	25/09/18	24	F	18	Sunny	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=25-09- 2018
10	26/09/18	25	M	22	Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=26-09- 2018
	26/09/18	26	М	22	Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE FRANCE&date=26-09- 2018
11	27/09/18	27	М	42	Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=27-09- 2018
	27/09/18	28	М	20	Cloudy	http://www.meteofrance.com/c limat/meteo-date- passee?lieuId=202690&lieuType =VILLE_FRANCE&date=27-09- 2018





12	29/09/18	29	F	30	Cloudy	http://www.meteofrance.com/c
						limat/meteo-date-
						passee?lieuId=202690&lieuType
						=VILLE_FRANCE&date=29-09-
						2018





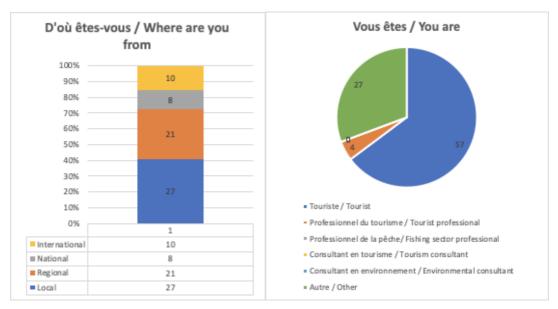
#### **Evaluation results**

#### The vision of tourists

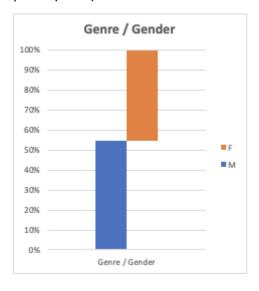
Participants were invited to experiencing one day in fisherman's boots within "The Month of Fishing Tourism in Corsica". Only sailing was allowed. Any fishing activities allowed on board.

5 vessels/fishermen were involved in 4 cities: Ajaccio, Propriano, Bonifacio and Solenzara.

Among 89 participants, 65% was tourist, 5% tourist professional. As for the origin, 41% was local tourists; 32% regional; 12% national and 15% international.



The average age was 40 year old (18-25 years old: 18% of participants; 26-35 years old: 23% of participants; 36-55 years old: 42% of participants; 56-75 years old: 23% of participants). 45% of them was female and 55% male.

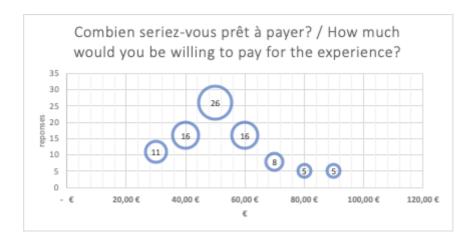






As for the reaction to the fishing tourism trial, 93% of the respondents was "very satisfied" and 93% was "very interested" to that kind of tourism.

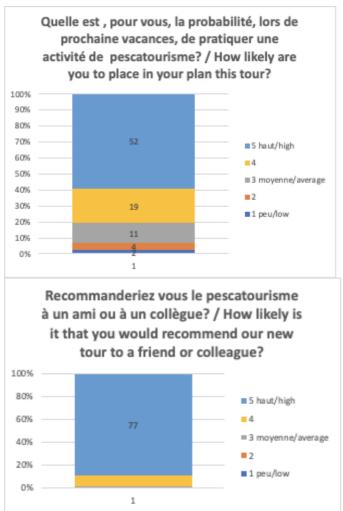
100% of the respondents are willing to pay and the majority (66%) expressed their willingness to pay between 40,00 € and 60,00 €.



81% of the respondents is "strongly willing" and "willing" to place the fishing tourism activity in their tourist plans and 89% of them is "strongly willing" to recommend the fishing tour to friends/family/colleagues.







As for the highlighted aspects, participants underlined that fishing tourism is a "way to discover the artisanal fishing methods", that is is a "way to exchange experiences with fisherman" as well as "to learn about maritime ecosystem".

Participants underlined also that "it is important to have to possibility to fish" or at least "to be actively involved in fishing, e.g. helping fisherman during the fishing activity". Another important aspect is that related to the "possibility to eat caught fish". So, the fishing tourism activity could be enriched with itti-tourism activities.

As for the potential supplementary activities to complete the tourism experience,

- 1) 82% of the respondents is "interested" and "very interested" in tasting the fish caught in a local restaurant. 85% of them is willing to pay between 30 and 50€ for it.
- 2) 79% of the respondents is "interested" and "very interested" to recreational fishing during the trip. 43% of them is willing to pay 50€ for it.
- 3) 71% of the respondents is "interested" and "very interested" visiting farms and tasting local products. 43% of them is willing to pay between 20 and 30€ for it.







Other suggestions expressed by participants were related to the organisation of cooking course based on caught fish (paying 30 €); attending informal learning opportunities organised during the trip as for maritime ecosystem; buying videos/photos of the fishing tourism experience (paying 50 €)





## The perception of fishermen and local partners

#### In fishermen's view, fishing tourism:

- 1. will give the possibility to tourists to experience one day in fisherman's boots, understanding daily difficulties, as well as showcasing the artisanal fishery techniques
- 2. will serve to make the sector more attractive to future generations and inspire and facilitate the entry of a new generation of fishermen into small-scale fisheries.
- 3. This aspect is very important because "youth deciding to become artisanal fisherman and nowadays it is very complicated to start-up artisanal fisheries entreprises should be equipped with passion", but also "youth fishermen could count on an important add-value (compared to the oldest generation): the possibility to use ICTs"
- 4. will decrease fishing pressure on the seafloor and preserve its regeneration and sustainability
- 5. will represent a good diversification activity, mainly if linked with itti-tourism activities

#### In the **local partners' view**, fishing tourism

- 1. is one of the two key enabling diversification actions that will be implemented on the ground within the FLAG Corse 2014-2020 (the other one is itti-tourism)
- 2. is to be intended as a showcase for inner and agro-tourism areas and products
- 3. has the potentiality to act as a strategic "attractor" able to link sea and mountain, coastal tourism with inner and agro-tourism
- 4. could be a way to successfully combat tourism seasonality





# **Main findings**

## - Customer Segments

- 1. Youth Backpackers
- 2. Couples (without children or with 7-13 years old children)

#### Value Proposition

1. experiencing one day in fisherman's boots

#### - Communication and sales channels

- 1. communication through social media (Instagram; Facebook; Twitter)
- 2. viral communication through social and "analogic" influencers

## Customer Relationship

- 1. face-to-face
- 2. social media interaction

#### - Revenue Streams

- 1. organisation of cooking course based on caught fish
- 2. informal learning opportunities organised during the trip
- 3. buying videos/photos of the fishing tourism experience

#### Key actions

1. Cooking the fish and serving the meal