



Sea Source: A modern Kilkeel seafood business

Sea Source is a unique organisation. Established as the Anglo-North Irish Fish Producers Organisation (ANIFPO) in 1984, the collective of County Down trawler owners have their own fish selling division, processing arm and offshore energy services company. In effect Sea Source catches, sells and processes its own fish and shellfish products, with the aim of reducing costs and maximising the financial return to local fishermen.



Alan McCulla OBE (pictured right) is the Chief Executive of Sea Source and with a family background in fishing he is passionate about Northern Ireland's commercial fishing industry. He was honoured to be awarded an OBE in The Queen's Birthday Honours in June 2008 "For services to the fishing industry and wider community". Whilst Sea Source and ANIFPO have diversified into a range of functions, at its core it remains a Producer Organisation, dedicated to promoting the fishing industry and ensuring that fishermen along the Co. Down coast are prepared to embrace all the opportunities which exist now and in the future, in making a livelihood from the sea.

The membership, who are largely based in the fishing ports of Annalong, Ardglass, Kilkeel and Portavogie on the Co. Down coast are supported by a professional and friendly team of Sea Source employees who ensure the needs of members are met.



Sea Source is committed to promoting sustainable fishing methods and is involved in a variety of projects including the Seafish Responsible Fishing Scheme and Marine Stewardship Council (MSC) certification for Northern Ireland's pelagic catches of herring and mackerel species.

Sea Source members harvest top quality seafood from the waters around the UK and Ireland. Catches range from mackerel, herring and other oily fish landed by the biggest trawlers in the Northern Ireland fleet; through lobster and crab from small inshore potting vessels; to langoustines or Dublin Bay Prawns, which are landed alongside a range of whitefish such as haddock by trawlers based in Co. Down's fishing ports.



Davey Hill and Alan McCulla of Sea Source

As well as the fish sales, processing and offshore energy responsibilities, Sea Source's diverse remit includes fishermen's training, assisting members in accessing grant aid and arranging overseas trips to allow local fishermen to learn about fishing practices elsewhere.

Quota management is one important part of the company's remit – the main aim of Sea Source as a Producer Organisation being to seek a fair deal for members, minimising the cost of quota whilst maximising the value of the landed catch. All quotas are owned by the members.

Sea Source/ANIFPO's offshore energy projects are also important to their membership and indeed fishing vessels from other organisations. Contracts for DONG (Danish Oil and Natural Gas) and other international companies free up fishing opportunities for those vessels unable to partake in offshore energy work. Fishing remains central to the membership of Sea Source and they ensure that all

offshore work is carried out in a way that does not damage their core business.

Sea Source is also a constituent organisation within the UK's National Federation of Fishermen's Organisations (NFFO). Through the NFFO, Sea Source is involved in a range of national and European forums and they represent members' best interests and lobby at the highest levels in the UK and in Europe.

Sea Source also helps members access funding and EU funding for 'measures of common interest' has also been exploited by Sea Source through the Kilkeel Collaborative Network which represents many businesses around the harbour including fishermen, electricians, boat builders, plumbers, engineers and others who stand to gain from the new business opportunities presented by offshore energy developments as well as a strong and vibrant fishing industry. The aim of the Collaborative Network is to invest in Kilkeel fishing port and ensure the infrastructure and services provided secure Kilkeel's future as a hub for fishing and the offshore services industry in the Irish Sea basin.

Davey Hill, Director of Sea Source and Chairman of the Collaborative network said: "The long-term strategy will be to develop the business, expand the harbour and regenerate the town so that we can stop the migration of young people out of this wonderful place."

With new ideas and dynamism from Sea Source, the future is bright for the fishing industry in Kilkeel.



To learn more about Sea Source/ANIFPO:

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