Community Perceptions of the Sustainability of the Australian Fishing Industry



intuitive

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TABLE OF CONTENTS

About the Research	3
Management Summary	5
Detailed Findings	11
Sustainability of the Industry	12
Awareness and Interest of the Industry	17
Sustainability of Industry Sectors	25
Balancing Economics and Sustainability	28
Sustainability of Other Industries	32
Concern and Trust on Life Issues	33
Respondent Profiles	36
Research Design	41
Further Information	43

About the Research

background	Sustainability remains an ongoing challenge and key area of focus for the Australian fishing industry. All sectors, including both industry and Government, continue to invest time
U	and resources into improving the sustainability of the industry. In parallel, efforts are directed at ensuring the broader Australian community is informed about and engaged with
	industry's progress (in regards to achieving sustainability). The level of awareness and engagement remains one important 'marker' of success for the industry.

To this end, FRDC has conducted a biannual sustainability omnibus (in its current form) since 2011 to gauge the community's perceptions about the achievements and ongoing investment the industry is making into achieving long term sustainability. While there have been some slight changes over this time (including a shift to an annual study for 2018), the core design and metrics have remained unchanged. This has provided continuity in the information available through the program as well as trend information across a number of key metrics.

With that as context, we move to provide an overview of the 2018 design – the fifth piece of research since 2011 covering perceptions of sustainability of the Australian fishing industry.

research objectives The aim of the research was to track a range of measures including, among others:

- Whether the industry is sustainable;
- o How the fishing industry benchmarks against other countries and industries; and
- Knowledge and awareness of the efforts being made.

The quantitative research involved an online survey of a nationally representative sample of randomly selected adult Australians (aged 18 years and over). The survey took approximately 10 minutes to complete.

In total, n = 1,508 surveys were completed over the period to provide robust measures of community perceptions. The research was conducted over the period 4th April to 12th April 2018.

Respondent demographics from the survey were representative of ABS population estimates across age, gender and location to ensure the final results appropriately reflected the current size and structure of the Australian population.

The key findings from the research now follow.

Management Summary

community perceptions about the sustainability of the industry have softened

For the purposes of this research, sustainability was defined as "the industry having the necessary practices and policies in place that ensure the future of fish species and the marine environment, while at the same time providing sufficient supply of fish for commercial and recreational fishing needs".

The results from the 2018 research show that:

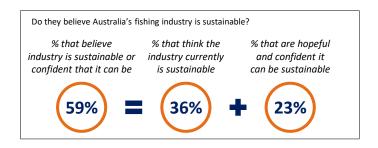
- 59% of all Australians believe that the industry (as a whole) is sustainable or are confident the industry can be sustainable; this result has remained largely unchanged over the past several years.
- 36% believe it is sustainable now; this result is down (-5%) on the 2017 result with the change now reflected in an increase in the proportion of the community who are confident the industry can be sustainable (23%, up 5%). The results are indicating a softening in the conviction about whether the industry is now sustainable.

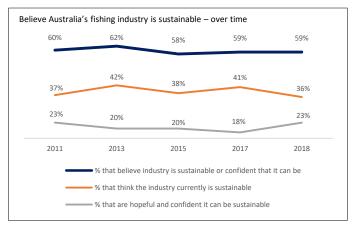
What remains clear is that:

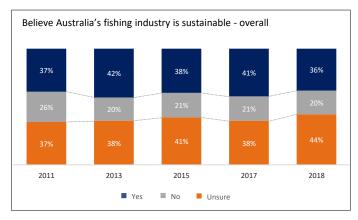
- There is a consistent cohort (around one in five people) who hold a view that the industry is not sustainable. This result has remained largely unchanged over the past seven years. It would appear that this group may be difficult to shift in their views.
- There is a high level of uncertainty about the sustainability of the industry today (44% unsure). Whilst this cohort report they are unsure about sustainability, they have mixed views about whether the industry can become sustainable. Very few rule out the industry becoming sustainable, with most split around their confidence as to whether the industry can achieve sustainability.

As we understand it, the industry continues to focus on building its credentials in the area of sustainability. The results suggest this focus and investment requires a continuous and ongoing effort as the community view is influenced by a range of factors, some in the control and influence of industry, while others not.

The rate of change in acceptance across the Australian community reflects the size of this challenge, both to sustain this current level and further improve community perceptions. Given these results, a different approach to influencing community perceptions may be warranted. One more targeted and perhaps narrow approach is discussed shortly.







What we've learnt from this research....

females continue to be less convinced about the sustainability of the industry

The results again in 2018 suggest that females are:

- o less likely than males to believe the industry is sustainable; and
- o more critical across most other measures in the research.

As shown opposite, while perception of the sustainability of the Australian fishing industry have declined for both males and females, the 'gap' between genders remains. The results continue to underscore the need to invest in communicating and engaging with female audiences across the community. This may require a different strategy, approach, language or proposition to better engage them. Further research and exploration into this area is warranted.

the commercial wild catch sector has been identified as a key influencer of overall sustainability

Over the past several surveys, the analysis has pinpointed the strong correlation between community views about the commercial sector and their views about the sustainability of the fishing industry overall. From the results, this year we note that:

- the community is unfamiliar with the commercial sector. 73% of people rated their familiarity at less than 6.
- there is a clear correlation between familiarity with the commercial sector and perceptions of sustainability of the industry overall. The more familiar people are, the more likely they are to think the industry overall is sustainable.

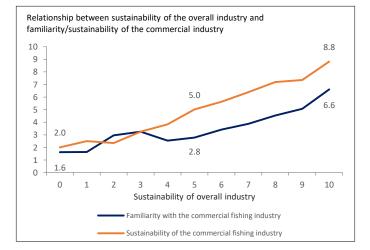
The challenge in driving overall community perceptions of sustainability will then likely reside in the industry's ability to build a stronger awareness of and engagement with the commercial sector, or to fundamentally shift the discussion to diffuse the strong influence this relationship has on community perceptions.

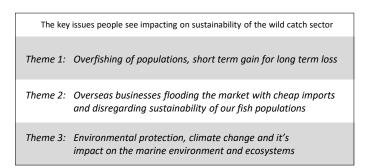
an immovable 1 in 5?

The research program has, over the past several years, reported a group within the community who do not believe the industry is or could achieve sustainability. This group represents about 1 in 5 of the community and is over represented by non-fishers and non-seafood consumers.

It is likely, given the relative stability of this group, that shifting their views and perceptions will be a hugely difficult challenge. While this does not remove the necessity or ambition to change perceptions, they are a group where achieving change will be challenging, problematic and long term.







the more engaged or connected with the fishing industry, the more likely people will believe the industry is or could become sustainable

In previous studies, it was evident that those people who were more 'engaged' with the industry were more likely to hold the view that the industry is or could become sustainable. This result is again evident this time.

Further analysis of the 2018 data was undertaken and has identified three segments:

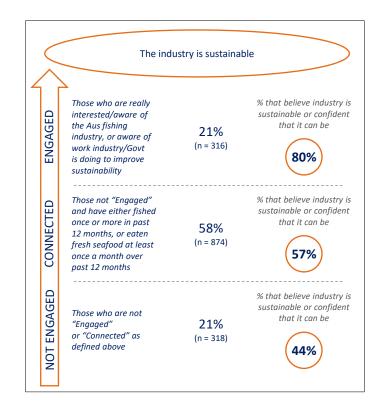
- the engaged segment (or those who are interested, familiar with and aware of things that are occurring within and across the industry);
- the **connected** segment (regular rec fishers and/or regular fresh seafood consumers); and
- o the **not engaged** segment (those not in either of the other two segments).

The results clearly indicate different perceptions across these three segments.

As discussed previously, a broadcast community-wide effort to change perceptions will require a significant resource and time investment, and require an ongoing continuous effort over the long term. The results (the level and change over time) of community perceptions on the industry's sustainability exhibits the significant challenge.

The segments perhaps offer a different perspective and pathway forward with:

- A need to continue and reinforce the success around sustainability across the 'engaged' segment. Given this segment is already engaged with the industry, existing channels and opportunities to communicate and share the successes achieved and future efforts to improve industry sustainability should be sufficient to reach this segment.
- An opportunity to target the 'connected' segment to more directly persuade and influence their perceptions with targeted efforts. This might be done using:
 - Fishing industry publications, websites, social media and blogs to reach and engage with the rec fisher community; and
 - Point of sale focus for the fresh seafood consumers. It is evident that the CoO labelling and sustainable accreditation are the 'obvious' mechanism to engage with consumers. Leveraging these opportunities and other POS opportunities should provide the opportunity to engage directly with seafood consumers.
- A more passive and selective approach to communicating with the 'not engaged' segment. This might include a downstream effect created by the established communications and promotions rather than any specific investment targeted to create a broad and wide change in perceptions.



Six additional insights from the research. . . .



Australians continue to believe sustainability is a shared responsibility

Within the research, respondents held the view that the responsibility for the sustainability of the Australian fishing industry is shared across all of the community, commercial fishers and the government.

Whilst the responsibility was seen to be shared, governments and commercial fishing operators were considered the custodians. This assignment of responsibility to commercial fishers (among other stakeholders) again reiterates the influencing role they can and do play in shaping people's views of the sustainability of the industry overall. Any efforts to engage the broader community in a shared responsibility model might help diffuse the current focus on the commercial sector as carrying primary responsibility for this.

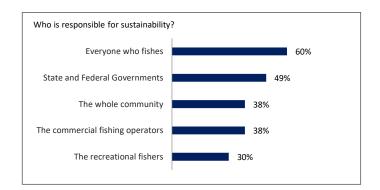
country of origin labelling empowers customers to make more informed decisions about seafood

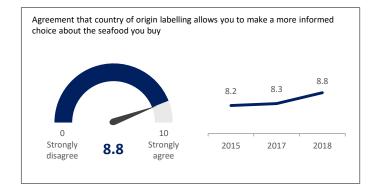
While this result <u>does not</u> relate to any one specific sector or part of the supply chain, the 2018 research confirms the increasing number of the community who believe country of origin labelling (as a general mechanism) is empowering. More than 79% rated their agreement at 8 or above (out of a possible 10) while less than 4% rated their agreement lower than a '5'.

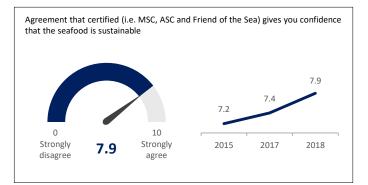
The results are now indicating an overwhelming majority of the community see the CoO labelling as one of the important (and perhaps one of the few) signposts in their purchasing decisions. Connecting CoO labelling to the sustainability proposition might be another way of shifting the broader community perceptions.

more people are getting on board with certification

Consumer support for certification systems received good support in the most recent research. The majority of consumers agree that certification systems provide confidence that the seafood is sustainable. We also note that this result has improved since the 2017 research (up 0.5). This should provide further encouragement to continue to support certification across the fresh seafood sector. Further reinforcement of this perception together with building and maintaining a strong link between certification and Australian seafood might also help with the ambition of changing community perceptions.







4

the community believe the Australian fishing industry is ahead of other countries

More than two in three people (67%) believe Australia's fishing industry is more sustainable than other countries.

This result is consistent with that reported in previous years and indicates a widespread view that, comparatively, the Australian industry is more sustainable.

5

6

the concerns of the Australian community vary on some quite specific issues

For the first time in this program of research, questions about the level of concern across a range of issues were measured. These measures were similar to those collected internationally by the Canadian Centre for Food Integrity and also the USA Centre for Food Integrity.

While on a number of measures Australians rate similar levels of concern, it was noteworthy that there is a greater level of concern about the safety of food imported from outside Australia and lower levels of concern about the safety of food produced in Australia.

the view of the fishing industry remains behind that of other sectors

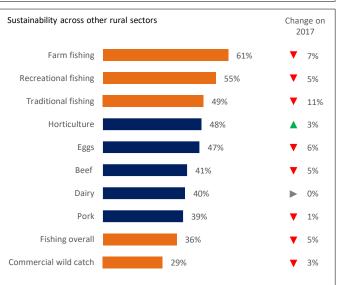
Australians continue to hold different views on sustainability across the various rural sectors. In the 2018 research, community views about the sustainability of the different sectors have moved (mostly) downward. That is, fewer people are acknowledging the different sectors as sustainable.

Changes in perceptions of the fishing industry have already been noted but are consistent with this reported in other sectors. It is clear however that the community perceptions of the commercial sector are dampening the overall perceptions of the fishing industry.

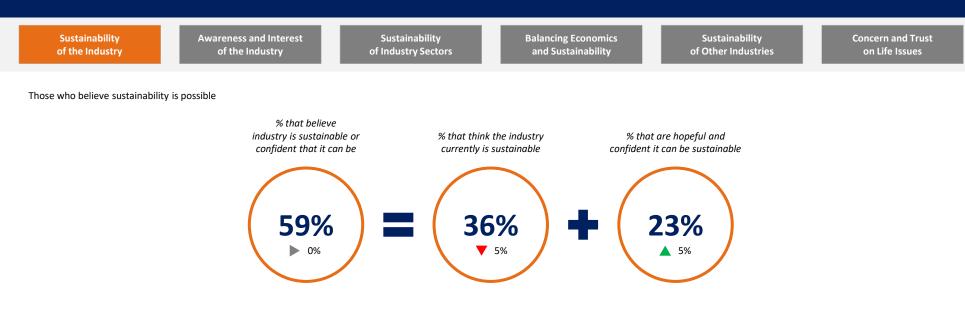
This now concludes the management summary for this study.

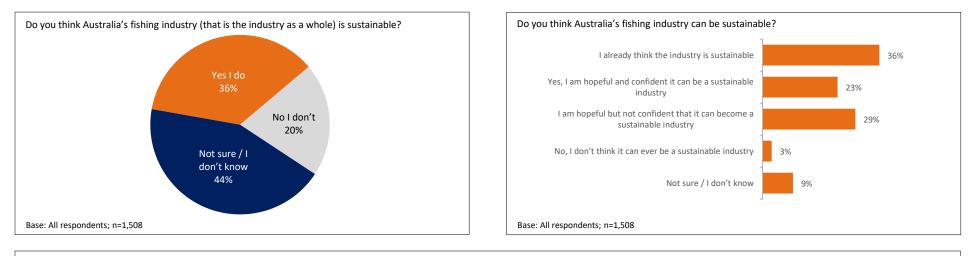


Concerns about "life issues"	2018 FRDC	2018 USA	2017 Canada	2016 Canada
The safety of food imported from outside of Australia	70%	59%	52%	*
Keeping healthy food affordable	65%	65%	61%	66%
The rising cost of food / affordability of food	61%	63%	62%	69%
Environmental sustainability of food produced in Australia	49%	*	*	*
The safety of food produced in Australia	48%	59%	51%	54%



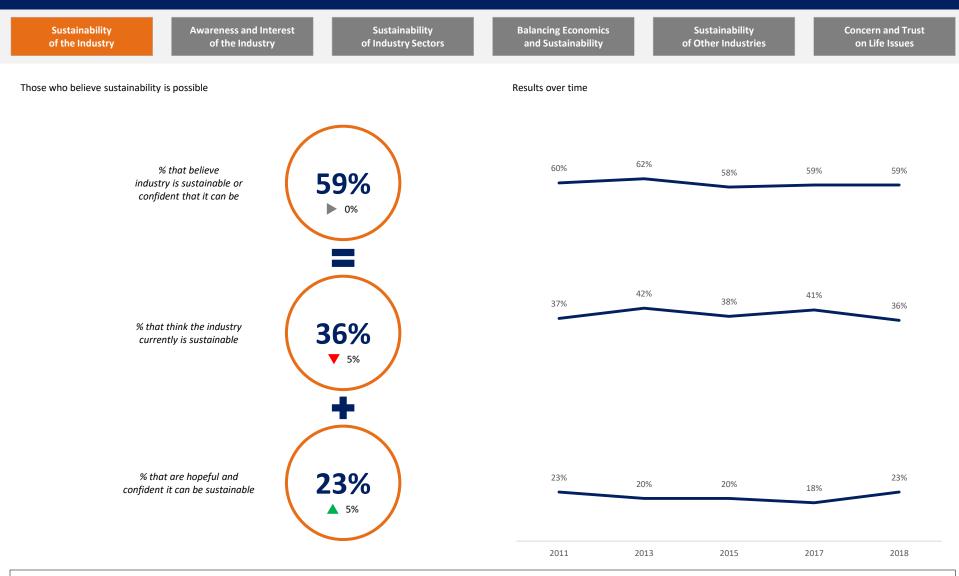
Detailed Findings





What we asked:

Do you think Australia's fishing industry (that is the industry as a whole) is sustainable? That is, does the industry have the necessary practices and policies in place that ensure the future of fish species and the marine environment, while at the same time providing sufficient supply of fish for commercial and recreational fishing needs? Do you think Australia's fishing industry can be sustainable?



What we asked:

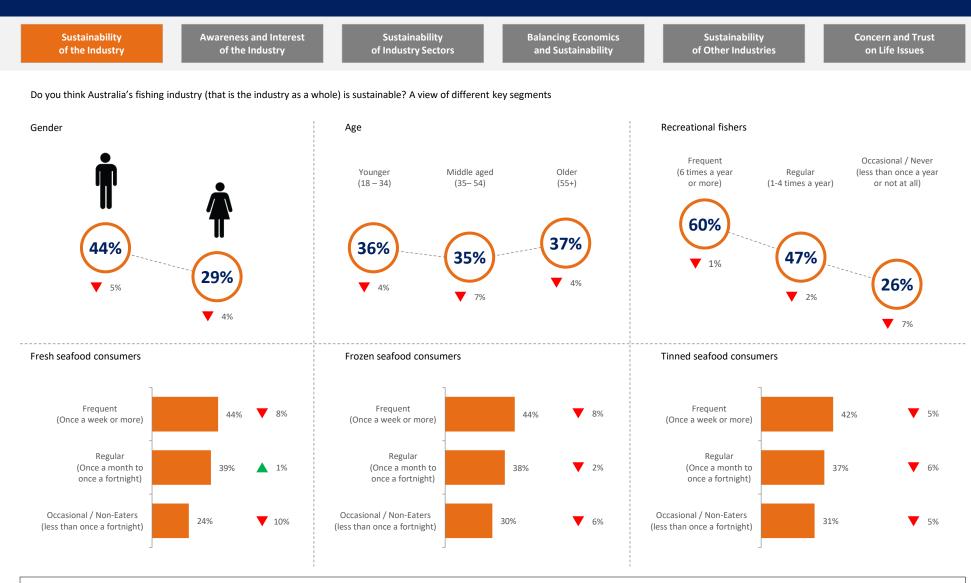
Do you think Australia's fishing industry (that is the industry as a whole) is sustainable? That is, does the industry have the necessary practices and policies in place that ensure the future of fish species and the marine environment, while at the same time providing sufficient supply of fish for commercial and recreational fishing needs? Do you think Australia's fishing industry can be sustainable?



Do you think Australia's fishing industry can be sustainab	le?	Results over time				
Yes, I am hopeful and confident it can be a sustainable industry	36%	37%	34%	33%	30%	36%
I am hopeful but not confident that it can become a sustainable industry	45%	48%	49%	44%	46%	45%
No, I don't think it can ever be a sustainable industry	4%	4%	3%	4%	5%	4%
Not sure / I don't know	15%	11%	14%	19%	19%	15%
Base: All respondents who do not think or are unsure whether A	ustralia's fishing industry is sustainable; n=964	2011	2013	2015	2017	2018

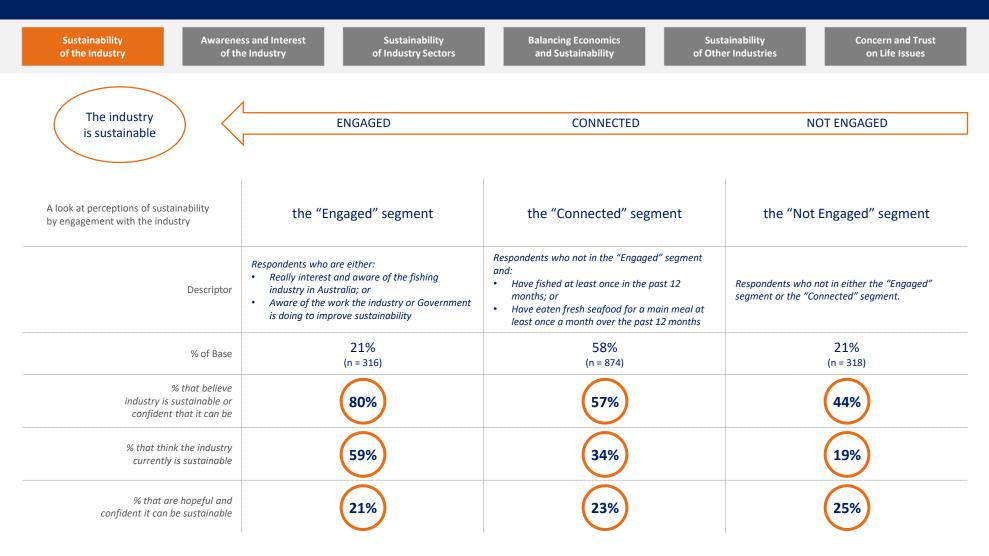
What we asked:

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What we asked:

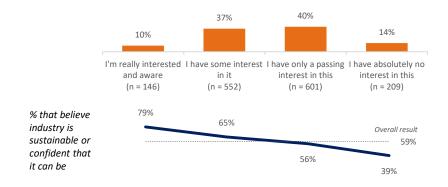
Do you think Australia's fishing industry (that is the industry as a whole) is sustainable? That is, does the industry have the necessary practices and policies in place that ensure the future of fish species and the marine environment, while at the same time providing sufficient supply of fish for commercial and recreational fishing needs?



This group is clearly more engaged, expressing a strong interest in the industry and awareness of what industry and Government are doing to improve sustainability. While not reporting an interest in the industry, this group are by default connected – either because they fish regularly or consume fresh seafood regularly. They have then more regular and frequent touch points with the industry. This group appears to have little engagement with the industry – they report no interest in the industry, and are not regular fishers or consumers. They are likely to have few direct interactions with seafood or the industry.

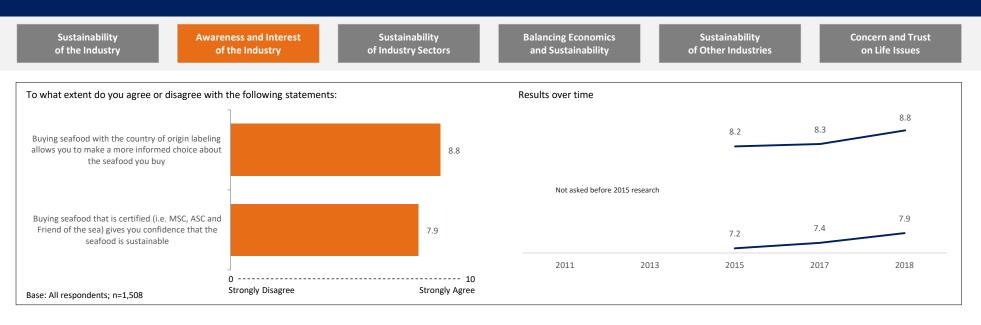


Do these groups vary in their view of whether they believe sustainability is possible?

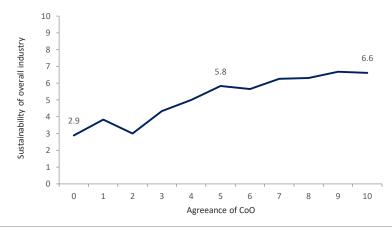


What we asked:

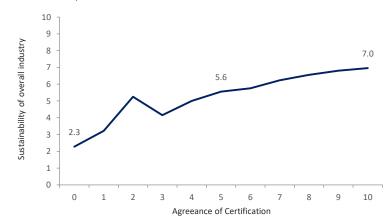
Which of the following best describes your interest in and awareness of the fishing industry in Australia?



Is there a relationship between agreeance of CoO and perceptions of the sustainability of the overall industry?



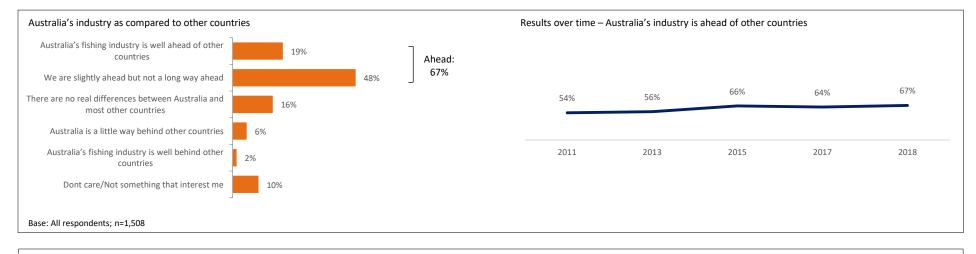
Is there a relationship between agreeance of certification and perceptions of the sustainability of the overall industry?



What we asked:

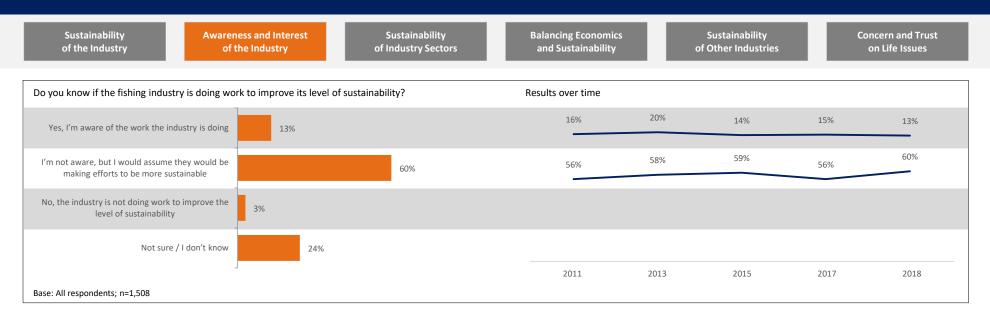
To what extent do you agree or disagree with the following statements:





What we asked:

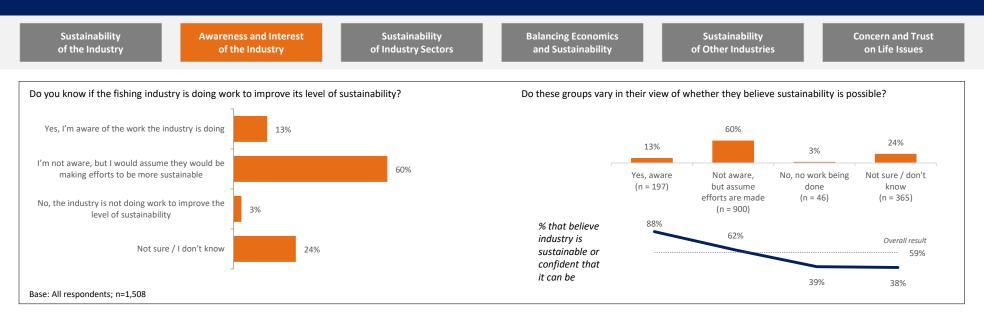
Do you think Australia's fishing industry and their practices around sustainability are better, worse, or the same to those used in other countries?

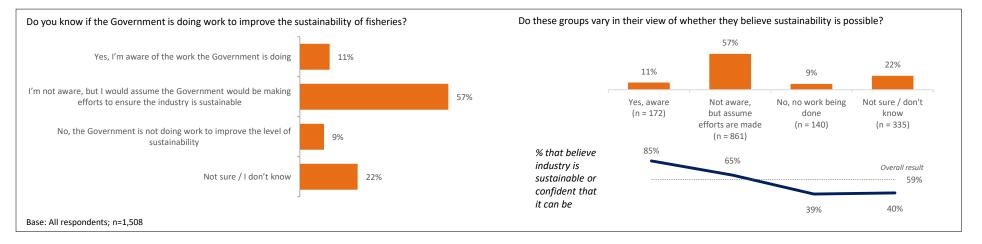


Do you know if the Government is doing work to improve the sustainability	ity of fisheries?	Results over time				
Yes, I'm aware of the work the Government is doing	.1%	16%	15%	14%	12%	11%
I'm not aware, but I would assume the Government would be making efforts to ensure the industry is sustainable	57%	53%	52%	56%	55%	57%
No, the Government is not doing work to improve the level of sustainability	ő					
Not sure / I don't know	22%					
		2011	2013	2015	2017	2018
Base: All respondents; n=1,508						

What we asked:

Do you know if the fishing industry is doing work to improve its level of sustainability? Do you know if the Government is doing work to improve the sustainability of fisheries?





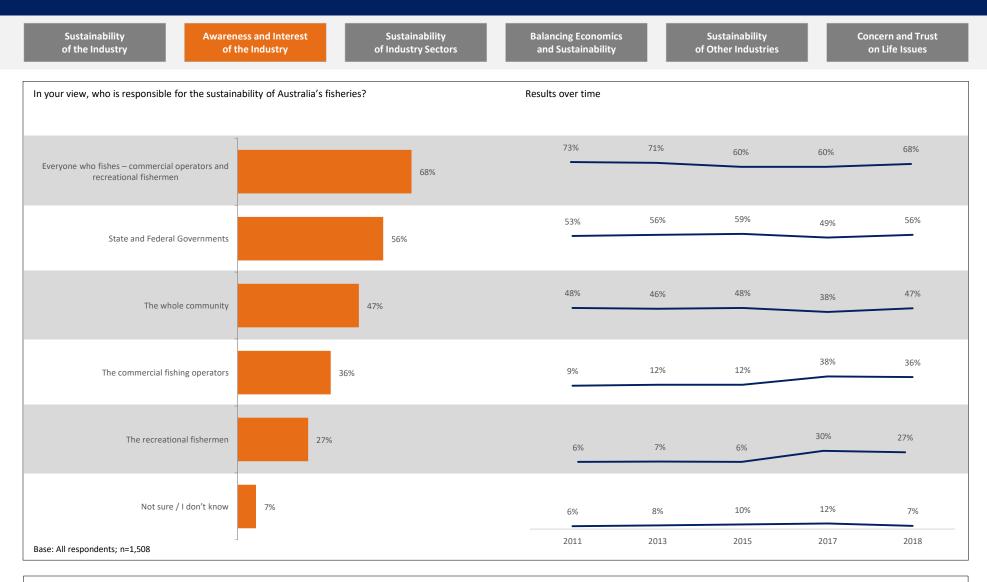
What we asked:

Do you know if the fishing industry is doing work to improve its level of sustainability? Do you know if the Government is doing work to improve the sustainability of fisheries?

Sustainability Awareness and Ir of the Industry of the Indust		Balancing Economics and Sustainability		Sustainability of Other Industries		Concern and Trust on Life Issues
Sources of information about the work the fishing indust	ry is doing	Results over time				
In general newspapers	43%	Not asked before 2013 research	49%	41%	34%	43%
On fishing specific shows (radio, TV)	37%	Not asked before 2013 research	45%	34%	48%	37%
Talking to friends and family who fish	29%	Not asked before 2013 research	34%	28%	26%	29%
On fishing websites	28%	Not asked before 2013 research	30%	26%	23%	28%
On general news websites	27%	Not asked before 2013 research	19%	29%	26%	27%
In general conversation with other people	24%	Not asked before 2013 research	26%	22%	18%	24%
In fishing industry publications	22%	Not asked before 2013 research	*	*	18%	22%
On general news radio	21%	Not asked before 2013 research	13%	30%	16%	21%
Other	11%	Not asked before 2013 research	9%	5%	7%	11%
Not sure / I can't recall	1%	Not asked before 2013 research	3%	2%	1%	1%
Base: All respondents who are aware of the work the industry is	doing; n=199	2011	2013	2015	2017	2018

What we asked:

And where did you hear about the work the fishing industry is doing to improve its level of sustainability



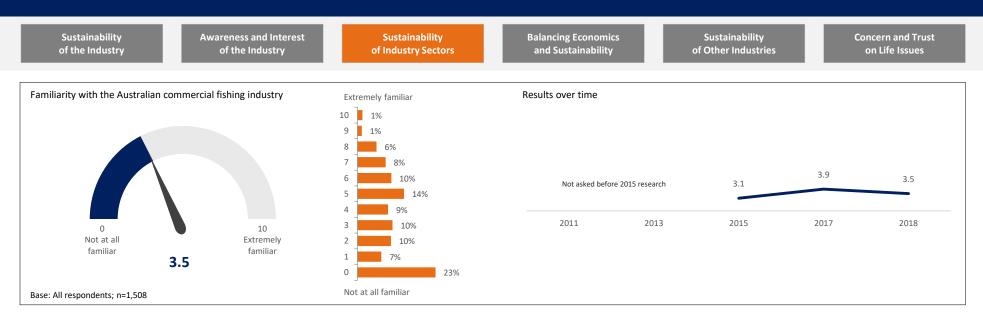
What we asked:

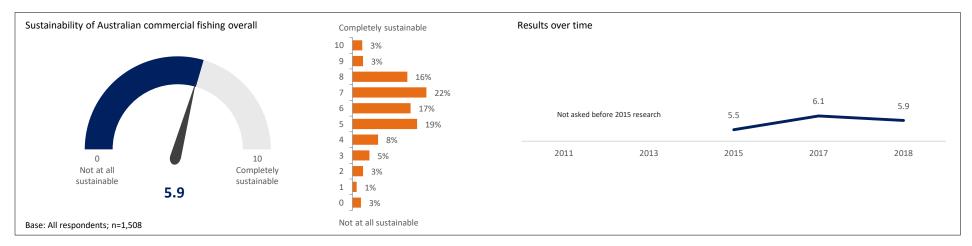
In your view, who is responsible for the sustainability of Australia's fisheries?



What we asked:

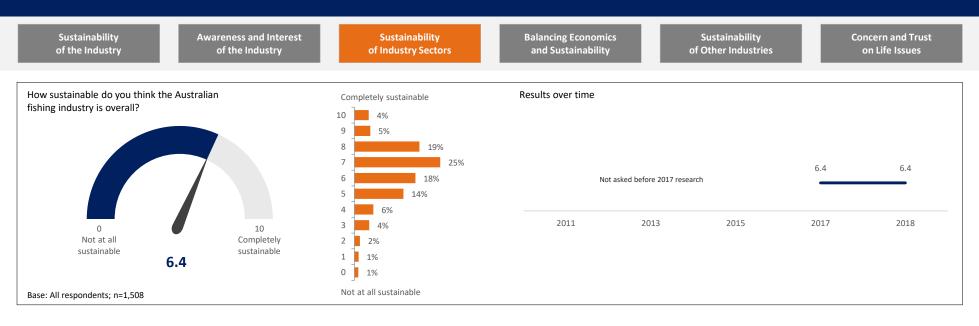
And what sort of responsibility does each of these have?





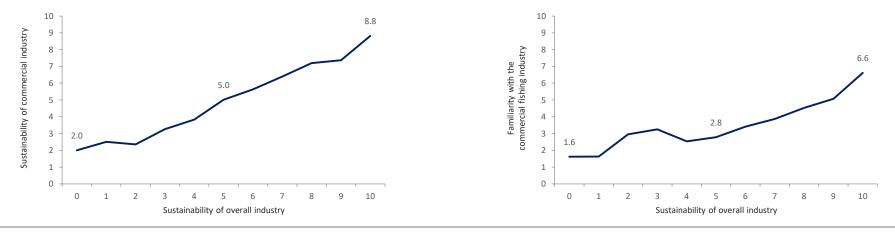
What we asked:

How familiar would you say you with how the commercial fishing industry – for example in how big it is, where its located, what commercial fishers fish for, how they fish and how they operate? With that in mind, on a scale of 0 to 10, how sustainable do you think Australian commercial fishing is overall?



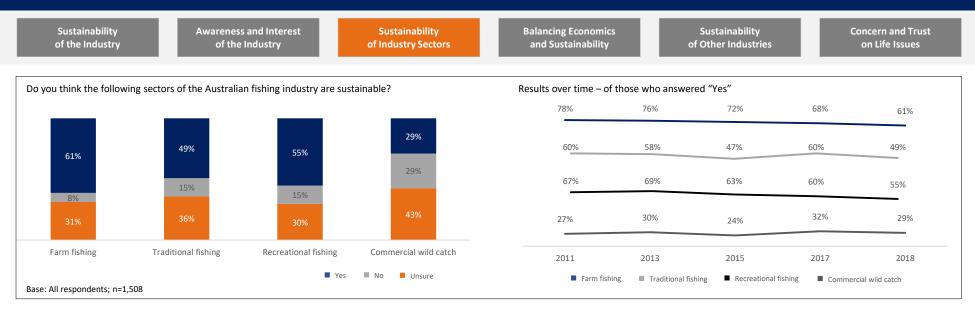
Are perceptions of sustainability similar between the overall industry and the commercial industry? 0 - Not at all sustainable, 10 - Completely sustainable

Is there a relationship between familiarity of the commercial fishing industry and perceptions of the sustainability of the overall industry?



What we asked:

With that in mind, on a scale of 0 to 10, how sustainable do you think Australian fishing industry is overall? Please consider all sectors of the industry (commercial fishers, aquaculture and recreational fishing)

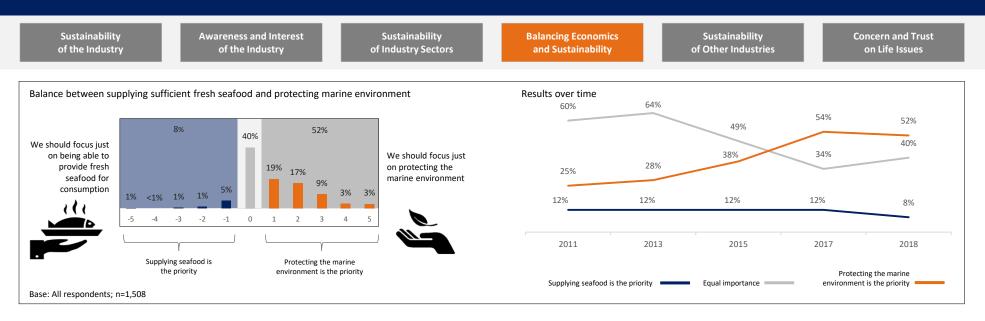


Results over time - by sector



What we asked:

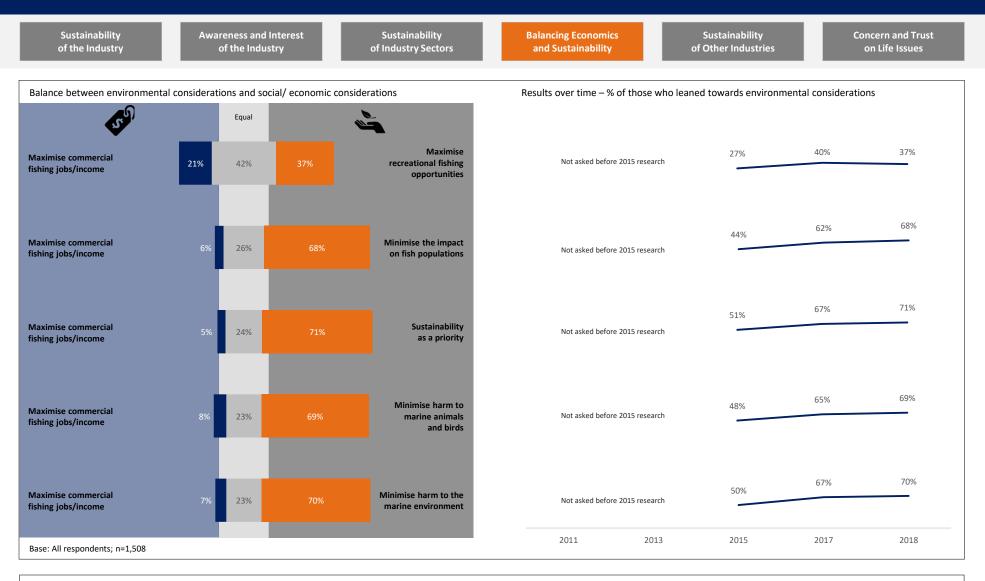
Do you think the following sectors of the Australian fishing industry are sustainable?





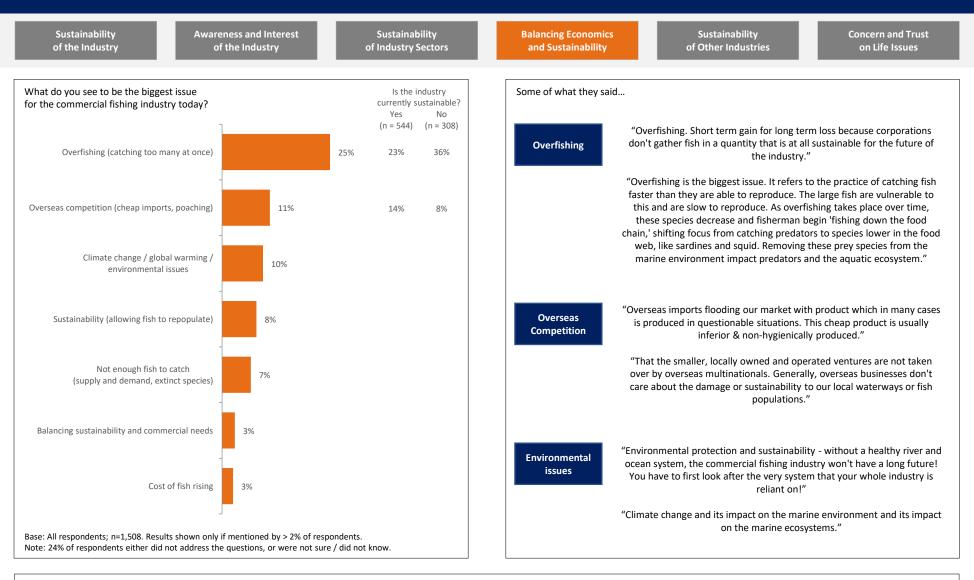
What we asked:

Most Australians acknowledge that it's important to have a fishing industry that can supply sufficient fresh seafood so that everyone can buy locally caught seafood for consumption, while at the same time having policies and practices that protect the marine environment. In your opinion how would you describe where the balance between these two, at times competing priorities, should be? When it comes to buying seafood, there can often be a trade-off between buying the cheapest seafood and buying sustainably caught seafood. When you are buying seafood, which is more important, price or sustainably caught seafood?



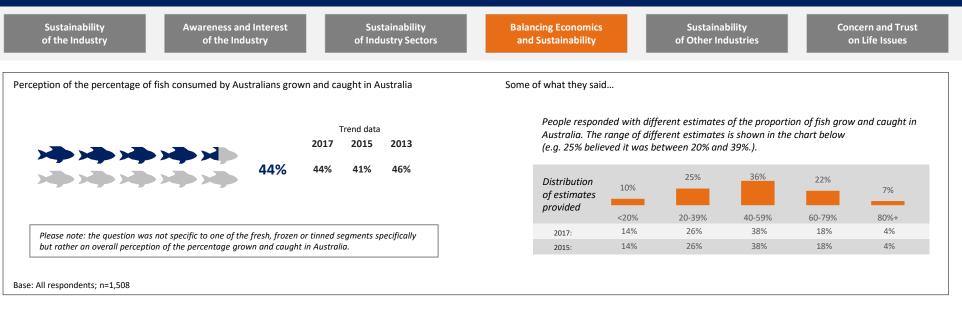
What we asked:

Managing fisheries often involves difficult trade-offs between environmental conditions and social and economic considerations. Where do you think the balance between these potentially conflicting values should be in the future?

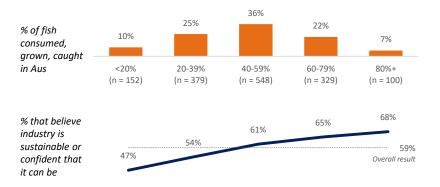


What we asked:

What do you see to be the biggest issue for the commercial fishing industry today?



Do those who have varying views of the percentage of fish consumed by Australians grown and caught in Australia also vary in their view of whether they believe sustainability is possible?



What we asked:

From what you know or have seen, heard or read, what percentage of the fish consumed by Australians is actually grown and caught in Australia, that is not imported from overseas?

Sustainability Awareness and Interest of the Industry of the Industry	Sustainability of Industry Sectors	Balancing Economics and Sustainability		Sustainability of Other Industries		Concern and Trust on Life Issues
Sustainability of		Results over time				
Horticulture 13% 1% 10% 27%	48%	Not asked before 2013 research	47%	49%	45%	48%
Eggs 14% 3% 11% 25%	47%	Not asked before 2013 research	57%	52%	53%	47%
Beef 15% 5% 12% 27%	41%	Not asked before 2013 research	51%	47%	46%	41%
Dairy 15% 4% 13% 28%	40%	Not asked before 2013 research	42%	48%	40%	40%
Pork 18% 4% 12% 27%	39%	Not asked before 2015 r	research	43%	40%	39%
 Not sure I don't think it is or ever can be a sustainable industry I am hopeful but not confident that it can be a sustainable in I am hopeful and confident it can be a sustainable industry It is a sustainable industry sector Base: All respondents; n=1,508	ndustry	2011	2013	2015	2017	2018

What we asked:

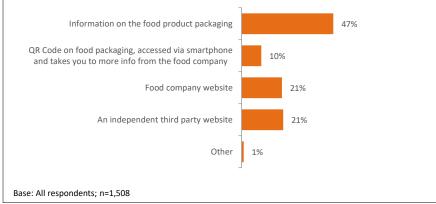
From what you know, do the rural sectors (listed below) have the necessary practices and policies in place that ensure the future of the industry and the environment is sustainable, while at the same time providing sufficient supply for Australians?

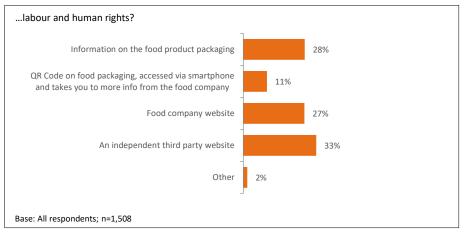
Sustainability Awareness and In of the Industry of the Indust		Balancing Economics and Sustainability	Sustain of Other I		Concern and Trust on Life Issues
How concerned are you about		Comparison to other res	earch - % rating 8-10		
		2018 FRDC Research	2018 USA	2017 Canada	2016 Canada
The rising healthcare costs	8.2	71%	75%	54%	58%
The rising energy costs	8.2	71%	*	58%	57%
The safety of food imported from outside of Australia	8.2	70%	59%	52%	*
Keeping healthy food affordable	7.9	65%	65%	61%	66%
The rising cost of food / affordability of food	7.7	61%	63%	62%	69%
Humane treatment of animals	7.4	55%	*	40%	43%
The state of the Australian economy	7.2	49%	61%	*	56%
Business ethics	7.1	47%	*	*	*
Environmental sustainability of food produced in Australia	7.1	49%	*	*	*
Labour and human rights	7.0	47%	*	*	*
Climate change	6.8	47%	*	47%	*
The safety of food produced in Australia	6.8	48%	59%	51%	54%
Having enough food to feed Australia	6.6	42%	*	36%	42%
	lot concerned at all Extremely concern				

What we asked:

We would now like you to rate your level of concern on several "life issues" that affect people in their everyday lives. Please rate these issues on a scale of 0 to 10, where 0 is "No concern" and 10 is "A high level of concern". How concerned are you about...







What we asked:

Where would you most prefer to access information from food companies regarding...

- ...how their food products may impact your health?
- ...food safety?
- ...their environmental stewardship?
- ...labour and human rights?

62%

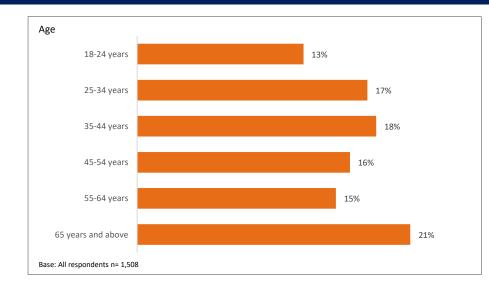


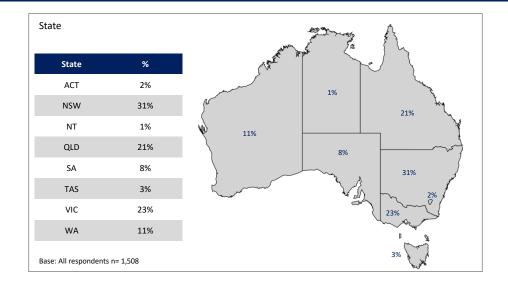
What we asked:

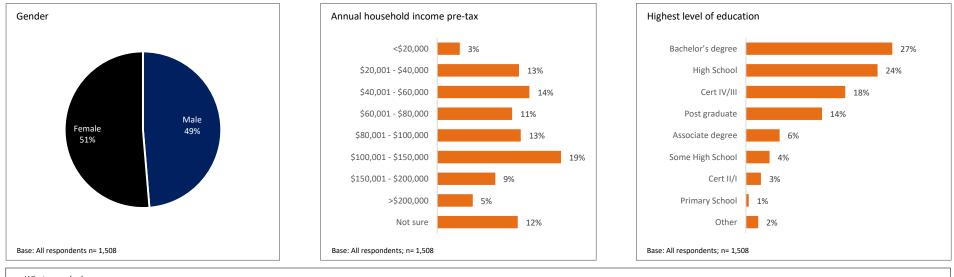
Now, please indicate the extent that being transparent in each of these areas builds your trust with food companies.

Respondent Profiles

RESPONDENT PROFILES







What we asked:

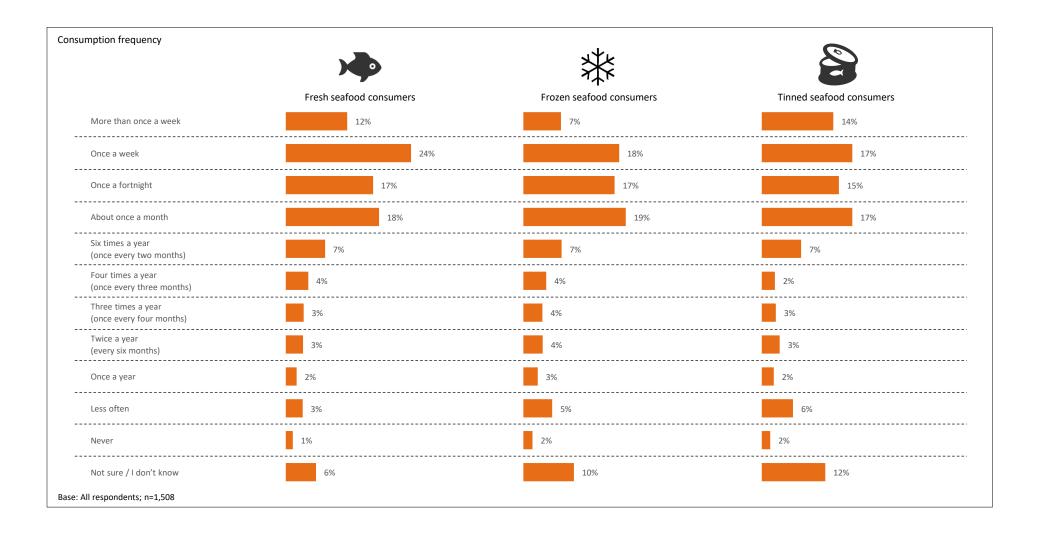
Are you...

In which of the following age brackets do you fit?

And what postcode do you live in?

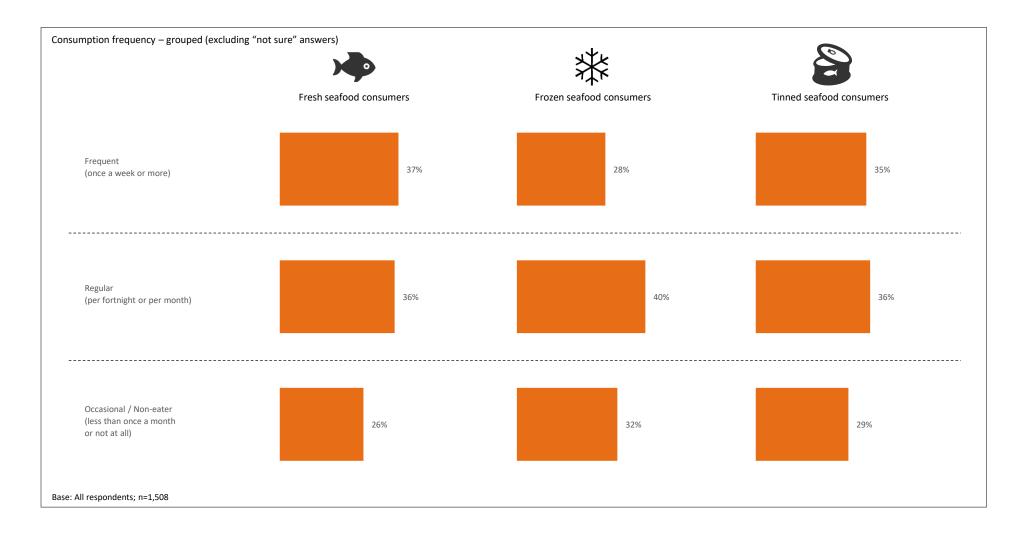
Approximately what is your total annual household income before tax? What is the highest level of education you have achieved?

RESPONDENT PROFILES



What we asked:

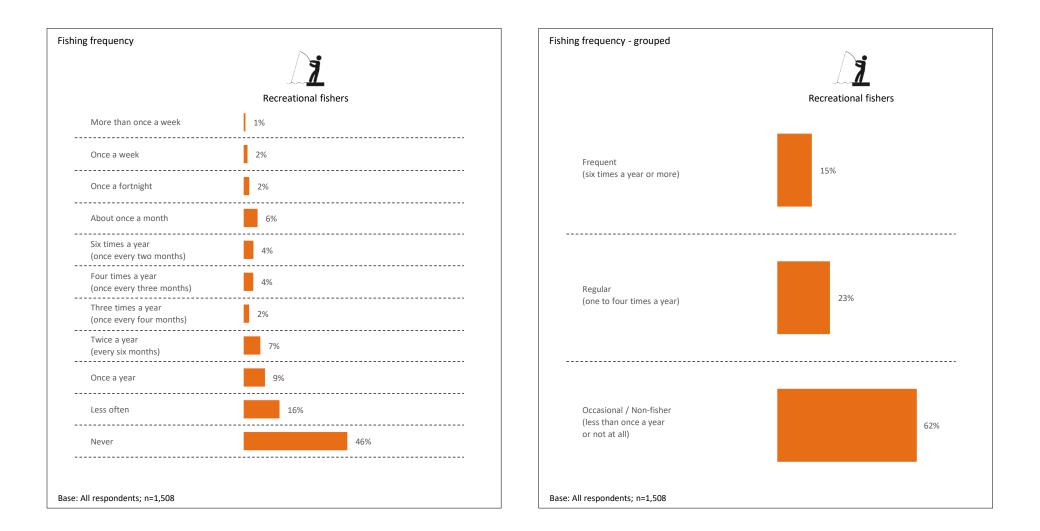
Over the past 12 months, how often would you say that you have eaten **fresh seafood** for a main meal? Over the past 12 months, how often would you say that you have eaten **frozen fish or seafood** for a main meal? Over the past 12 months, how often would you say that you have eaten tinned fish or seafood (i.e. tinned tuna, tinned salmon, prawns or mussels) for a main meal?



What we asked:

Over the past 12 months, how often would you say that you have eaten **fresh seafood** for a main meal? Over the past 12 months, how often would you say that you have eaten **frozen fish or seafood** for a main meal? Over the past 12 months, how often would you say that you have eaten tinned fish or seafood (i.e. tinned tuna, tinned salmon, prawns or mussels) for a main meal?

RESPONDENT PROFILES



What we asked:

And again over the past 12 months, how often have you gone fishing? Include any occasion you have gone recreational fishing - by yourself, with friends or family, or with others.

Research Design

RESEARCH DESIGN

Research Program	In the context of the ongoing effort directed at ensuring the broader Australian community is informed about and engaged with the Australian fishing industry's progress in achieving environmental sustainability, the level of awareness and engagement stands as an important indication of success. This research aimed to gauge the community's perceptions about the achievements and ongoing investment the industry is making into achieving long term sustainability.
Methodology	An online survey was distributed via an accredited online research panel of respondents over the age of 18 years.
Sample	In total, n = 1,508 surveys were completed by participants, an increase on the n = 1,002 collected in the 2017 research. Respondent demographics from the survey were representative of ABS population estimates across age, gender and location to ensure the final results appropriately reflected the current size and structure of the Australian population.
Questionnaire	Participants were asked to complete a 10 minute online survey which covered a range of topics relating to their awareness and their thoughts about the Australian fishing Industry. These included, but were not limited to:
	 Whether the industry is sustainable; How the fishing industry benchmarks against other countries and industries; and Knowledge and awareness of the efforts being made.
	A range of Likert rating scale, closed and open-ended questions were used throughout the survey to accomplish this.
Timing	The online survey was launched on the 4th April 2018 and remained open until the 12th April 2018.
Definitions	Eat fresh fish or seafood; Eat frozen fish or seafood; Eat tinned fish or seafood; Frequent eaters is defined as those who eat the specified fish or seafood at least once a week. Regular eaters includes those who eat the specified fish or seafood once a fortnight or once a month. Occasional / non eaters includes those who eat the specified fish or seafood less frequently or do not eat it at all.
	Fishers Frequent fishers is defined as those who go fishing at least six times a year (after every 2 months).

Frequent fishers is defined as those who go fishing at least six times a year (after every 2 months). Regular fishers includes those who go fishing either one, two, three or four times a year. Occasional fishers includes those who go fishing less often and those who never go fishing.

want more information?

Contact FRDC

Peter Horvat Manager - Communications, Trade and Marketing | FRDC E: peter.horvat@frdc.com.au

Contact Intuitive Solutions

Michael Sparks Director | Intuitive Solutions E: msparks@intuitivesolutions.com.au