





1. Family name:	BANKS
2. First name:	Richard
3. Date of birth:	16 November 1959
4. Nationality:	British
5. Contact details:	 e-mail: richard@consult-poseidon.com  Skype: Richard.Banks (Port Douglas)  +61 740993985  + 61 467489042
6. Education:	1. M.Sc. in Agricultural Economics, Wye College, Univ. London, 1981-2 2. B.A. (Joint Honours) in Economics and Geography (Agric & Fish. Economics), Univ. Portsmouth 1978-81
7. Present position:	Director of the <i>Poseidon Aquatic Resources Management Ltd</i> and Australian Subsidiary (ABN 69 124 983955), a leading international consultancy specialising in fisheries, aquaculture and aquatic environment.
8. Key qualifications (linked to relevant experience overleaf, Ctrl + click to follow)	<ul style="list-style-type: none">• 29 years of consultancy, industry and Government in the fisheries sector• Team leader experience in over 30 projects• <u>Fisheries policy, strategic planning, legislation & management</u>: Team Leader covering identification of national policy priorities and effective implementation including design of appropriate management systems.• <u>Human capacity development & institutional strengthening</u>: Team leader positions in institutional analysis and human capacity development.• <u>Project design, monitoring and evaluation</u>: Team leader in project planning, and evaluations with strong knowledge of the Log Frame Approach.• <u>Fisheries economics, processing, marketing and strategic studies</u>: Modelling of fleet and aquaculture inputs and outputs, price, trade and value chain analysis.• <u>Monitoring, control & surveillance</u>: Cost efficiency analysis and inspection benchmarking, reporting and planning• <u>Certification</u>: MSC assessment• <u>Harbour and other investment appraisal</u>: Undertaking economic cost benefit and business viability studies for harbours, landing sites, ice plants and fuel stations• <u>Compensation</u>: Undertaking economic assessments of capital loss, including forensic accountancy, as an expert witness• <u>Aquaculture</u>: Economic assessment of input output variables in fish farming
9. Other skills:	Computer literate – Word, Excel, Project, Visio, QuickBooks
10. Language skills	5 highest to 1 lowest
Language	ReadingSpeakingWriting
English	555
French	432

11. Geographic experience and client summaries

Geographic experience:		Previous clients:	
Pacific	Papua New Guinea, Solomon Is, RMI, FSM, Kiribati, Tuvalu, Palau, Nauru, Fiji, Vanuatu French Polynesia. Cook Is, Samoa, Tonga	International organisations	Asian Development Bank, FAO, World Bank, IFAD, IFC, EC, CARICOM Fisheries Agency
Australia	South Australia, Coral Sea, Northern Territories,	Donors	AusAid /AIPRD, MFAT, DANIDA, DFID, CIDA, SIDA, USAid,
Asia	Bangladesh, Cambodia, China, India, Indonesia, Iran, Malaysia, Philippines, Sri Lanka, Thailand, Vietnam	National Gov organisations	Fishery Departments in UK, Australia, Ireland, Denmark, Croatia, Montenegro, Romania, Iran, Sri Lanka, Uganda
Africa and WIO	Angola, Cape Verde, Comoros, Kenya, La Reunion, Madagascar, Mauritania, Mauritius, Mozambique, Namibia, Sao Tome e Principe, Seychelles, South Africa, Tanzania, Tristan Da Cunha, Uganda	Private clients	Solicitors, investment bankers, fishing & fish processing companies
Europe	All EC, EC candidate states, Faeroes, Iceland,	Others	PNAO, WWF, SFP, MSC, FFA, NACA,

Americas	Russia, Norway, Ukraine CARICOM, Canada, Falkland Is, Greenland, Mexico, South Georgia, USA	SFIA, BIM, DDBRA, Moody MI, GLG
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13 Specific experience:

Fisheries policy, strategic planning, legislation & management

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- **MSG (Fiji, Papua New Guinea, Solomon Is and Vanuatu).** Strategic assessment of fisheries development opportunities in the longline sector, Melanesian Spearhead Group/FFA Devfish II, 2012
- **Solomon Islands:** Management and development options for the Solomon Island long line tuna fishery, MFMR/MFAT, 2011.
- **TVM (Samoa, Tonga, Tokelu, New Zeal, and, Cook Is).** Strategic assessment of fisheries development opportunities in the longline sector, New Zealand Aid, 2011
- **PNA (PNG, Solomon Is, Kiribati, R Marshall Is, FS Micronesia, Palau, Nauru, Tuvalu).** Strategic Assessment and management development opportunities, PNA 2010-2011.
- **French Polynesia:** Fisheries assessment, Improvement Plan and Management Plan for long line, pêche côtière and reef fish fisheries in French Polynesia
- **South and South East Asia:** Transition to management best practice in Asian fisheries: Use of an assessment methodology and fisheries improvement planning to implement an ecosystem approach and sustainable fisheries management principles, FAO, APFIC, 2011
- **Indonesia:** Development of tuna fisheries management plan for MMAF Indonesia (MMAF in partnership with WWF, 2010-2011)
- **Vietnam:** Development of tuna fisheries management plan for MMAF Indonesia (MMAF in partnership with WWF, 2010)
- **Philippines:** Fisheries assessment, Improvement Plan and Management Plan for fisheries in Mindanao, Philippines, FAO RFLP/BFAR, 2011
- **Australia, Indonesia, Malaysia, Thailand, Vietnam, Philippines, PNG, Singapore, Cambodia, Brunei, Timor Leste.** Policy review and management review and assessment of Regional Development Needs, DAFF/RPOA, 2010.
- **World Case study evaluations in Australia, India, Indonesia, Madagascar, Mexico, Mozambique, USA, Vietnam):** A blueprint for sustainable tropical shrimp trawl fisheries (WWF, September-December 2009)
- **Indonesia and Vietnam:** Management strategy for conservation of tuna, tropical reef fish, swimming crab and bivalve molluscs (WWF Coral Triangle/MARD (Vietnam)/MMAF (Indonesia), 2009)
- **Australia:** A review of DPIQ fisheries management policy as affecting fishers and recreational fishermen in Far North Queensland (Private client, September 2008)
- **Indonesia:** Policy development options for the Provincial Government of Aceh in the context of Indonesia's fisheries policy (MDF/ADB (2008))
- **Sri Lanka:** Responsible for planning the implementation of Fisheries Policy in Sri Lanka (FAO, April 2007 to the present)
- **Indonesia, Philippines and Vietnam:** The impact of pro poor trade issues on shrimp and coral reef fish (edible and ornamentals), (NACA / EC, 2004)
- **Bangladesh:** Policy evaluation of the shrimp aquaculture and marine harvesting sector (DFID, 2002)
- **UK:** Strategic development review of the UK fishery sector (Sea Fish Industry Authority, 2001)
- **UK:** Assessing the appropriateness of introducing an ITQ management system into UK fisheries, (MAFF/CEMARE, 2001)
- **UK:** Feasibility and preparation of economic justification for a fishing vessel decommissioning scheme (DARD, 2001)
- **Romania:** Developing a fisheries management regime for sturgeon in the Danube Delta (Team Leader), (Nautilus Consultants/World Bank, 1999)

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- **EU:** A review of inshore fisheries management strategies, (Nautilus Consultants/European Parliament, 1998)
- **UK:** Evaluation of the UK fleet decommissioning scheme (Team Leader), (Nautilus Consultants/DEFRA, 1995)
- **Tristan Da Cunha:** Assessment of licensing options for rock lobster and organisation of the tendering process (Nautilus Consultants/DFID, 1994)
- **EU:** Review of EC licensing and management policy conducted, Europêche, / DGXIV, 1995EU: Member of the EU Advisory Fishery Committee (EC DG IV, 1989 – 1994)
- **UK:** Developing licensing regime for UK fisheries, (DEFRA 1994)

Human and institutional capacity development

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- **Indonesia:** Livelihood Service centre design study and capacity building of the Panglima Laot fisher organisation, Aceh Indonesia, NACA/ADB ETESP, May 2008
- **Sri Lanka:** Institutional analysis and capacity assessment, (Team Leader) (FAO May-August 2007)
- **Indonesia:** Fisheries cluster development, West Aceh, (Economist/Cluster dev) ADB, March 2007
- **Serbia & Montenegro:** Strategic evaluation of national fisheries issues and design of project fiche (Team Leader) (European Agency for Reconstructions, October - December 2005)
- **Croatia:** Project design fiche for Twinning Programme for Croatian Ministry of Agriculture and Fisheries, Croatia (EAR, May-August 2005).
- **Sri-Lanka:** Strengthening Fishery Cooperative Societies, cluster evolution and access to micro credit (RBL/DFID 2000)
- **Romania:** Development of fishermen's organisations in the Danube Delta, (Nautilus Consultants/DFID/DDBRA, 1995)
- **UK:** Strategic development options for enhancing fishermen's ANIFPO incomes. (Nautilus Consultants/Anglo North Irish Fish Producer Organisation, 1996)
- **UK:** Chief Executive of the National Federation of Fishermen's Organisations responsible for fisher organisational management, political representation and policy formulation, 1989-1994
- **UK:** Director and Secretary of the Grimsby Fish Producers' Organisation, 1989-1994

Project design, monitoring and evaluation

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- **Mozambique:** Project design: Value chain and financial analysis input into Value strengthening project for artisanal coastal fisheries in 8 Provinces of Mozambique (IFAD, 2010);
- **Western Indian Ocean:** Project design (PIF/AF for strengthening tuna fisheries management and development capacities in the Western Indian Ocean countries, Indian Ocean Commission, February 2009.
- **Comoros, La Reunion, Madagascar, Mauritius, Seychelles:** Evaluation of EC / IOTC tuna tagging, (EC, January -February 2009)
- **Indonesia:** Evaluator/Economist, Project Completion Report, ETESP Fisheries, Aceh and Nias, Indonesia (ADB/NACA, September - December 2008)
- **Indonesia:** ETESP (Tsunami) rehabilitation and reconstruction evaluation and economic analysis of investment options (Economist) (NACA/ADB, Sept 2007 - July 2008)
- **Indonesia:** Project design of shrimp and seaweed recovery program (IFC/AIPRD, PEP Aceh, July-Sept 2006)
- **Indonesia:** Master plan for Re-development - Aceh, Indonesia, (IFC/AIPRD, PEP Aceh, June 2006)
- **Montenegro:** Strategic Review and design of EC Twinning Programme (EAR, 2006)
- **Thailand:** Mid Term Review of the Coastal Habitats and Resources Management (CHARM) Project (Team Leader) (EC/Department of Fisheries, Sept 2005)
- **Croatia:** Strategic Review and design of EC Twinning Programme (EAR, 2006)
- **EU:** Evaluation of Fisheries Partnership Agreements (Team Leader): **Greenland, Mauritania, Kenya, Tanzania, Gabon, Sao Tome e Principe, FR Micronesia, Cook Is, Solomons, Cote D'Ivoire, Mauritania, Cape Verde, Angola, Senegal, Guinea Bissau, Norway, Iceland, Faeroes,** (EC/Poscidon/OD/Megapesca 2003-March 2005)
- **UK:** Mid Term evaluation of EC financial support FIFG Program (DEFRA/SEERAD, 2003 & 2005)

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- **SADC:** Evaluation of SADC MCS Programme in **Tanzania, Angola, South Africa, Namibia and Mozambique** (Team Leader) (EC/SADC, 2003)
- **Ireland:** Ex-Ante Review of Financial Assistance to Fishery Harbours in Ireland (Department of the Marine, 2001)
- **EU:** Guidelines for review of evaluations: strengths and weaknesses of the Evaluation process (EC, 2000)
- **UK:** Ex Ante evaluations of EC financial support program (DEFRA/SEERA/DARD, 1999)

Fisheries economics, processing, marketing and trade

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- **PNA:** Business development strategy, PNAO, 2011
- **Mozambique:** Economic modelling and value chain assessment into artisanal fisheries in Mozambique (IFAD, 2010)
- **Europe:** Economic modelling and bio economic impact assessment of fishery management proposed for North Sea benthic species (DG Mare, April 2010)
- **Europe:** Economic modelling and bio economic impact assessment of fishery management proposed for Baltic pelagic species (DG Mare, April 2009)
- **Europe:** Economics of deep sea fishing, (WWF/MRAG), December 2009
- **Sri Lanka:** Quality enhancement and value chain analysis (FAO, August 2008)
- **SE Asia: (Vietnam, Bangladesh, Philippines, India and Thailand)** Review of the Economics of feed regimes in catfish, shrimp and carp aquaculture (FAO, August 2007).
- **SE Asia:** Provision of advice to investment bankers assessing strategic investment options in aquaculture in SE Asia (GLG, 2007-2008)
- **Indonesia:** Value chain and cluster analysis in tuna, shrimp, grouper and seaweed (NACA/ ADB ETESP, 2007)
- **Indonesia:** Economic modelling for traditional and semi intensive shrimp culture, hatchery design and ice plant design and seaweed culture (IFC/AIPRD, PEP Aceh, 2006).
- **Europe & Worldwide:** The European Tuna Sector: economic situation, prospects and analysis
- **Bangladesh:** Coastal fisheries and shrimp aquaculture specialist, Fisheries Sector Review (DFID, World Bank, FAO, Danida, USAid, 2002)
- **Iran:** Review of marketing strategy for caviar and sturgeon meat (SHILAT Trading C., 2001)
- **Uganda:** Development of a Business plan for Kajjansi Aquaculture Development Unit (DFID, 2003)
- **Uganda:** Development of economic data collection frame survey, value chain analysis and business plan for a National Fisheries Agency, (MRAG/ILM/ DFID, 2003)
- **CARICOM:** Needs analysis, data collection and interpretation methodology for fisheries economic and socio economic data in the Caribbean (**Antigua, Bahamas, Barbados, Belize, Jamaica, Surname, Trinidad & Tobago**) (CFU/CIDA/ EC, 2002, 2002/2003)
- **EU:** The fish meal and Fish oil industry, its role within the Common Fisheries Policy (European Parliament 2004)
- **Russia:** Review of fisheries development opportunities in the Russian Republic (EC, 2002)
- **UK:** Regeneration of fishing communities in North West England (Government North West, 2002)
- **EU:** Concerted Action into analysis of economic performance of EU fishing vessels, (EC, 2001)
- **Romania:** Strategic review of investment opportunities for the Romanian / EU Fisheries PHARE and SAPARD Programmes (PHARE / MAFF (Romania) in association with Landell-Mills, 2001)
- **UK:** Principal author of Seafish Fishermen's Pocket Book, (Seafish Industry Authority / Clydesdale Bank, 1997-99)
- **UK:** Review of international raw material product processing opportunities (Marr Seafoods, 2001)
- **Europe:** Fish prices and electronic auctions (MAFF & SERAD, 2001)
- **Iran:** Fishery sector study (Economist) (Cofrepeche/World Bank, 1996)
- **Ireland:** Review of development options for the Irish pelagic sector (Nautilus Consultants/BIM, 1995)

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- **EU:** Socio-economic consequences of the Multi-annual Guidance Programme & targeting of capital measures (Nautilus Consultants/EC, 1995)
- **UK:** Fisheries Economist, Sea Fish Industry Authority responsible for investment appraisals in fishery harbours and fleet and fish processing costs and earnings data collection, (SFIA, 1985-1989)
- **UK:** Fisheries economist, Department of Agriculture, responsible for investment appraisals in fishery harbours and fleet and fish processing costs and earnings data collection, (SFIA, 1985-1989)
- **FAO:** A Review of the Potential World Market for Grey Mullet and Other Pelagic Species (FAO, 1987)

Monitoring, control & surveillance

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- **Papua New Guinea and Vietnam:** Assessment of the application of the EU Catch Certificate System by Competent Authorities, GOPA/DG Mare, 2010.
- **Global:** Re-evaluating strategies for the development of a global record to counter IUU, (FAO/DFID, 2008)
- **EU:** Identifying required changes to deployment strategies in EU high risk fisheries and measuring cost efficiencies of proposed strategies (EU, 2008)
- **Ireland:** Review of the fishery control regime (Team Leader) (DCMNR, 2007)
- **EU:** Senior project coordinator: Evaluation of the Community Fishery Inspection and Control Agency (DG Fish 2004)
- **SADC:** Evaluation of SADC MCS Programme in **Tanzania, Angola, South Africa, Namibia and Mozambique** (Team Leader) (EC/SADC, 2003)
- **EU:** Review of the EC / NAFO Observer Programme in the NAFO Regulatory Area (Team Leader) (EC, 2002)
- **EU:** Examination of the Costs and benefits of monitoring, control and surveillance in EU and selected third countries (Team Leader), (EC/Oceanic Dev, 2001)
- **Denmark:** Review of the methodology used in securing fishery prosecutions, (Danish Directorate of Fisheries, 1999)
- **EU:** Examination of the costs and benefits of fisheries fraud (Nautilus Consultants/EC, 1998)

Certification

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- **Full Assessments** undertaken on:
 - Australian Northern Prawn, NPF Industry Ltd/WWF
 - Pacific Skipjack, purse seine, PNA
 - King prawns, Spencer Gulf bottom trawl, WWF/SGWCPFA
- **Fisheries Improvement Plans**
 - Blue swimming crab, Thailand
 - Tonggol tuna, Thailand
 - Pacific FAD purse seine
 - Sardines, Mindanao, Philippines
 - Tunas in Indonesia coastal and archipelagic waters – pole & line, troll & line, purse seine, long line, hand-line, ring net, gill net.
 - Long line tuna in French Polynesia
 - Snappers and Grouper hand-line fisheries, Indonesia
 - Blue swimming crab, Vietnam
 - Tropical Shrimp Trawl – Australia, India, Indonesia and Malaysia
- **Pre assessments** undertaken in Asia Pacific Region (Australia (30), Vietnam (3), Indonesia (2) China (1) PNA (1) and French Polynesia (1), January 2009 onwards. All pre assessments are confidential. Fisheries covered to date include:
 - Fiji albacore long line
 - Yellowfin, skipjack, albacore and neritic tunas and billfish fisheries (purse seine, hand line, long line and pole & line);
 - Tropical and temperate shrimp trawl;
 - Crawfish trap;
 - Blue and Red swimming crab trap and gill net

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- Scallops and other bivalve mollusc hooker
- Snappers and groupers hand line and bottom long line
- Aquarium fish hand collection
- Beche der mer hand collection
- Australian Demersal and midwater trawl, long line and Danish seine
- Shark long lining

Lead assessor for MRAG in Australia/Asia Pacific. He formerly worked for Moody Marine where he successfully completed two Full assessments.

Aquaculture

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- **Indonesia:** Investment appraisal of Integrated mariculture production (Grouper, seaweed and tilapia) in N Sumatra and Aceh, ADB 2007
- **Asia:** Economics of shrimp, pangus and carp production in Bangladesh, China, India, Thailand, Philippines, Viet Nam (*ed*), FAO, 2007
- **Indonesia:** Economics of traditional shrimp farming in Aceh, hatchery design and implementation, ADB 2007
- **Indonesia:** The economics of seaweed and grouper farming in Sumatra and Sulawesi, IFC, 2006
- **Sri Lanka:** Programme design for aquaculture policy in Sri Lanka (Shrimp, barramundi, tilapia, marine plants, exotic fish), FAO 2005.
- **Uganda:** Development of a Business plan for Kajjansi Aquaculture Development Unit (DFID, 2003)
- **Bangladesh:** The economics of shrimp production in Bangladesh (Input/Output modelling), DFID, 2003
- **Bangladesh:** Policy evaluation of the shrimp aquaculture and marine harvesting sector (DFID, 2002)
- **Montenegro:** Policy formulation and identification of investment needs in trout production, EAR, 2005
- **Romania:** An evaluation of carp production systems in Romania, NRI, 2001

14. Professional Experience Record

2007 to date	Director of Poseidon Aquatic Resource Management (Pty) Ltd, Australia
2001 to date	Founder and Director of Poseidon Aquatic Resource Management Ltd, UK
2010 to date	Assessor for MRAG, Australia
2008 to 2010	Assessor, Asia Pacific, Moody Marine International
1999 to 2001	Director of Richard Banks Ltd expanding to form Poseidon, UK
1995 to 1999	Senior consultant with Nautilus Consultants Ltd, UK
1989 to 1995	Chief Executive, National Federation of Fishermen's Organisations, UK
1984 to 1989	Economist, Sea Fish Industry Authority, UK
1983 to 1984	Economist, Department of Agriculture, Northern Ireland

15. Other:

- CMAS Dive Master (>1000 hours, 27 years diving experience)
- MSC Fisheries Assessment and Chaif Custody.
- Interests: diving, swimming and cycling