



Positive Coexistence Toolkit



Contents

Introduction	4
Representation and Engagement	6
High-Level Strategy	7
Communication and Engagement.	7
Operational Support	8
Overview	9
Developing Local Content	9
Direct Support	9
Supporting Internationally	9
Our Services.	10
Mariner Notices	11
Engagement Activity	11
Commercial Fisheries Representation	11
Fisheries Liaisons.	12
Fishing Data Mapping	12
Information Exchange	12
Gear Loss/Damage Claim Management	13
Vessel Activity Monitoring	13
Scouting Vessels	13
Safety Vessels.	14
Guard Vessels	14
24-Hour Support and Advice.	14
Command Centre	14
Responsible Business	16
SafetyFolder	17
FISH Platform	17
International Fund Fishing Safety	17
SUBSEA Expo	17



Introduction



Quinatham is a company formed in the fishing industry. We are committed to improving maritime safety internationally – it is part of everything we do. Our knowledge and reputation, especially in the commercial fishing industry, make us a unique resource in existing and emerging markets where a safety, social licence and long-term positive coexistence development make both commercial and moral sense.

We are uniquely positioned, with unmatched intent and integrity, as a public-good-focused business that improves safety in the commercial fishing industry. Every project we support helps to improve the world around us.

Our Positive Coexistence Toolkit is available to give your project the tools necessary to deliver a flexible and unique solution to meet the project's challenges. We know that no two projects are the same, but using our toolkit allows you to manage projects across your company's portfolio with consistency and without compromise.



Representation and Engagement

High-Level Strategy

Developing a high-level strategy will facilitate a streamlined approach towards maritime stakeholders and fisheries management, allowing a harmonious relationship between the project and the local maritime community. A comprehensive strategy with key principles will minimise potential conflict and associated risks with the local maritime industries.

This document sets out:

- › How to build a positive relationship with maritime and fisheries stakeholders, noting their concerns regarding the development of offshore energy and cables
- › A standard approach to engaging with the fishermen so they know what to expect and set a precedent at the beginning of projects and engagements
- › Timelines for the aforementioned engagement approach
- › Protocols for engagement and subsequent commercial compensation discussions (if required) to ensure standardisation, thus making it easier in the longer term
- › A methodology for an evidence-based approach to potential compensation agreements
- › Suggestions for potential mitigation measures to reduce potential impacts, maximise coexistence, futureproof the fishing industry in the area and reduce overall fisheries-related project costs during DEVEX, CAPEX and OPEX
- › Opportunities for collaboration and positive PR in relation to maritime and fisheries stakeholders
- › Supporting the fisheries to improve safety, health, and well-being to align with international conventions and local opportunities

Quinham can also offer ad-hoc fisheries support and advice, including EIA chapter reviews, attending preparatory meetings related to commercial fisheries, and facilitating meetings and workshops.

Communication and Engagement

Ensuring the high-level strategy is consistently delivered requires practical bidirectional communication across many channels, from social media and messaging apps to more traditional but no less effective means such as documents and face-to-face communications. The strategy should be delivered clearly and consistently.

Our team understands the concept of coexistence, the legalities of national management of resources within exclusive economic zones under the UN Convention on the Law of the Sea, maritime stakeholder needs, and the fishing industry's historical rights and socio-economic importance. This backdrop is often overlooked when educating the people who will be the points of contact between your projects and the stakeholder community. Ultimately, the resources of wind, minerals, fish, etc., belong to the people, and their chosen representatives and administrators have the ultimate choice in how best to manage these resources.

We strongly support the commercial fishing industry and believe in reducing environmental impacts, diversity, equality, and inclusion. The challenges to fishing are often difficult to understand when looking at a single project coexistence case, instead of seeing it from the Fishers' point of view, where one project could be only one of many changes in the area, creating increased spatial squeeze. Each project is a threat to livelihood, a time commitment to adapt, consult and comment, and potentially a change to many years of routine.

We also engage with and support the UN Sustainable Development Goals. We use the term "Fisherman" in its original form, which is not intended to be gender biased. It comes from the Proto-Germanic language and means "Fisher person." The alternative word that we use in some areas is Fisher. However, this word is often masculine in some languages that apply gender to words, so we use a paragraph to explain our intent.

Our services can be directly used or part of a collaborative effort between developers, creating further efficiencies and improving the maritime stakeholders' experience by reducing duplication of efforts.



Operational Support

Overview

In the Positive Coexistence Toolkit (PCT), we offer a range of services that ensure quality and consistency for the developer, regardless of regional or organisational differences at the point of delivery. This creates efficiency at the company's top levels yet supports delivering services that suit local requirements and opportunities.

Developing and supporting local content services may take extra effort and time. Still, the reassurance that the local content services delivered will meet the developer's requirements can allow the high-level strategy to be applied to all projects in all countries of operation.

The opportunities for new entrants to the offshore energy and cables industry are apparent. However, the complexities and challenges of meeting national legal and client-specific requirements and understanding how a new industry in the region operates can be a considerable challenge to overcome.

Quinatham's Watchful Hub makes it simple to collect and manage complex data across all our PCT services. It connects your team live with the fisheries liaisons, safety, scout, and guard vessels, allowing you to see where vessels and fishing gear are in real-time and historically.

Developing Local Content

Quinatham is focused on helping local fishermen and mariners find ways to work with offshore infrastructure projects. Up-skilling and supporting local vessel owners, managers, and crews can reduce conflicts later and improve the quality of service available to project owners. Creating this resource is complicated, yet Quinatham has achieved great success through reputation, expertise, commitment, and tenacity.

We offer local businesses the chance to franchise with us, enabling them to utilise our PCT services, adapt, and provide a locally developed provision suited to the area. This will allow your team to receive fast, high-quality, consistent services.

Developing the resources necessary to provide service vessels requires considerable effort. Our team can advise and support vessel owners in meeting international standards for service provision.

Direct Support

We are passionate about creating entirely domestic local providers; however, where this is not feasible, we can provide direct support internationally, subject to legal conditions.

Our preferred direct support is at the strategic level, ensuring that you have access to our framework of services in the local market of the intended project.

Supporting Internationally

Our Powering Positive Coexistence Toolkit services are developed into frameworks, allowing multiple ways to help clients deliver safe and efficient campaigns. Our value to developers is our ability to ensure consistency of service across all projects, allowing for local interventions to be supported by our standardised tools.

A person wearing a bright yellow raincoat and brown work gloves is pulling a rope on a boat. In the foreground, a yellow buoy is visible. The background shows a steep, green cliff and the ocean. The text "Our Services" is overlaid on an orange rectangular box.

Our Services

Mariner Notices

MarinerNotices.com |
Watchful Data

- › One location for all developers – simplifying stakeholder experience
- › No registration or barriers to accessing the data
- › Plotter files are included to give the best chance of contextualised data

Our MarinerNotices.com is a culmination of seven years of development and testing to create the only service to make the standard mariner information notice into a navigational plotter file. This service goes much further, giving an easy-to-use web interface that allows the mariner to select the notices relevant to their area and embeddable website code, enabling dynamic information sharing directly on your website. A standardised communication platform makes it much easier for the mariner, reducing the chance of information fatigue and transfer mistakes.

Additionally, MarinerNotices.com allows plotter files to be produced onto USB thumb drives and SD cards, ready to be installed on the vessels along the dockside. In our experience, this can be a helpful way to engage directly with the fishermen. With our team's support, we can train the person delivering the service.

Engagement Activity

Watchful Data

- › Industry-wide support to minimise stakeholder engagement fatigue
- › Independent mediation with a reputation of commercial fishing support
- › Development of region specific communication support materials

Working with coastal communities goes beyond businesses' financial concerns. Nothing is more important than the relationship between these communities, the fishermen who supply fresh, healthy food, and the maritime recreational facilities closely related to and supportive of tourism.

Engagement must ensure that the coastal community's importance is considered to mitigate immediate and long-term effects. Positive coexistence should support the community's long-term stability. By holding a long-term commitment to the viability of the commercial fishery instead of a short-term approach, you can improve your reputation and enhance your negotiation position when dealing with early discussions with commercial fishing concerns.

Commercial Fisheries Representation

Watchful Data

- › Support for fisheries representatives by experienced fisheries team
- › Coordination of strategic goals, especially with multiple developer needs
- › The organisation of data to make the role more effective

Two-way peer-based communication is the most effective method but has significant challenges and support requirements. The high-level strategy should include managing this communication.

Having routine contact with industry representatives can be a great way to listen to their concerns and comments and learn about their typical methods and work periods. Fisheries representatives must be able to influence and affect the project to demonstrate value to their peers.

Quinatham can help to manage the Fisheries Representatives to allow them to work across multiple projects for multiple developers, giving excellent efficiency and impact.

Fisheries Liaisons

Watchful App |
OFLO Kit |
Watchful Data

- › Training and specific operations manuals for on and offshore FLOs
- › Onboard software and hardware to collect geographic data and improve reporting
- › 24 hour support from our experienced team, creating quality service

Fisheries liaisons are valuable to any project, ensure you have the local experts with the best technical and experiential support. Quinham can train and support onshore and offshore FLOs to ensure they are professional, polite, and helpful in their engagement with the industry.

It is a daunting task to take on the role of fisheries liaison. Naturally, the right person to fulfil this role should be professional, from or known within the local industry and a competent communicator. Our Watchful App and FLO equipment pack allow them to quickly manage the parts of the role that are less familiar, especially in combination with the initial requirements. Report writing, communication records, and information supplied to the fishing industry are all standardised and combined with Quinham's 24-hour support; you can deliver consistency across your FLO team.

Fishing Data Mapping

Watchful Data

- › Safe management of fishermen's data
- › Import data from fishing plotters' sources to ESRI shapefiles
- › Data reviews and custom interpretations

Facilitating workshops, either directly for the project or through the wider developers' group where there are multiple projects to encourage early input from fishing vessel operators, obtaining fishing activity data at the scoping stage to feed into constraints mapping of the project.

Fishing data is highly valued and can significantly contribute to project development, so collecting and processing it in GIS formats should be carefully managed. Quinham can accurately import data from navigational plotters and convert it to industry-standard ESRI shapefiles, allowing for processing, interpretation, and analysis. Our team members have commercial fishing backgrounds and can interpret this data to ensure its educated interpretation.

Information Exchange

Watchful Data

- › Based on the equality of participants, bi-directional understanding
- › Shared experiences and building connections
- › New interpretations of existing models, creating local ownership

Through an information exchange programme you can better understand each others' industry, which ultimately leads to better neighbours.

Potential to introduce experienced personnel to local fishers to give the story of offshore energy, communications and fisheries.

Gear Loss/ Damage Claim Management

Watchful App |
Watchful Data

- › Independent process pan developers
- › Clear evidence-based assessments
- › Reduction of spurious or fraudulent applications

Supporting the gear damage process can be challenging. While compensating where genuine damage occurs is necessary, verifying the spurious claims that can be generated is equally difficult. Where we have vessels working on the site collecting data, we can interrogate claims to give an overview of vessels that may have interacted with the fishing gear. This allows for fair and proportional compensation to be paid where valid and dissuades applications from being made in the first place by making the validation process known.

When gear is damaged in a busy development area, it is often difficult for commercial fishermen to identify the developer who may be responsible. Centralising gear damage claims effectively simplifies the process for the fisherman and developer, avoiding multiple applications for single losses.

Vessel Activity Monitoring

Watchful App |
Watchful Data

- › Collect accurate data of user activity
- › Radar, AIS and Visual assessment
- › Fishing gear

Early deployments of scouting or monitoring vessels can provide a complete picture of the areas fished and navigated through, often as a by-product of the vessel's initial role. This gives an accurate baseline of the area's state. Early collection of this data can prove invaluable as the project develops, as it can supply data that informs the team designing the project and support genuine applications for displacement impacts when working in the area.

Our software collects radar, onboard AIS, and GPS data, giving the most accurate picture of activity and avoiding the confirmation bias issues that partial data sources, such as commercially available AIS data, can cause

Scouting Vessels

Watchful App |
Watchful Data

- › Comprehensive and accurate data collection including fisheries data
- › Instant data sharing to navigational plotter in survey vessel data formats
- › Continuity sharing across multiple vessels and periods of time

Scouting with our Watchful App onboard can increase efficiency and collect valuable data in addition to the primary scouting campaign.

Our software can accurately map the position of static fishing gear and add valuable data, such as the vessel name and fishing type, where known. This can then be shared live with other vessels running the Watchful App, with onshore teams viewed through Watchful Data or emailed on request in navigation file formats suitable for the survey vessels.

Working around vessels instead of moving them out of areas is an effective way to work with the fishermen to allow for minimal disruption. Combined with MarinerNotices.com, it is possible to minimise disruption, animosity, and compensation.

Safety Vessels

Watchful App |
Watchful Data

- › Advanced radar and AIS monitoring algorithms to manage large areas efficiently
- › Shore based support 24 hours a day, to react to changes quickly
- › Comprehensive data collection and daily reporting

Safety Vessels can be used during construction to help shepherd vessels safely through the project. They can reduce downtime by avoiding stop-work calls for errant vessel incursions. These vessels can also support the project team, as their radar and AIS data are shared near live with the Watchful Data map, allowing shore-side personnel to see the offshore situation throughout construction.

Guard Vessels

Watchful App |
Watchful Data

- › Integrated with FLO's and onshore live monitoring
- › Onboard specialist software, best in class
- › Project Specific rules document development

Guard Vessels were often seen as a way of engaging with local vessels but were not particularly valued in project delivery. We have improved the support and management of guard vessel services, including better data collection and accountability, leading to enhanced assurance of cable integrity during vital periods when the cable is not fully protected.

Our standardised daily reports visually represent vessel tracks over 24 hours, making them easy to understand.

24-Hour Support and Advice

MarinerNotices.com |
Watchful Data

- › Support from fishermen who have experience of fishing and offshore wind
- › Direct coordination and support of operations
- › Help local mariners with plotter file installs

Operations in different time zones are not a problem for Quinham; we have a 24-hour support team available to advise and support teams deployed globally. Especially in emerging markets, having skilled and experienced fishermen who have trained and worked as offshore FLOs on hand to use their experience to solve today's challenges ensures that the face of your engagement can focus on the task. At the same time, we support and work on the required solutions.

Command Centre

Watchful Data

- › Multi-supplier and campaign oversight
- › AIS, RADAR and Visually acquired data – live and historic
- › Easy to view online platform with overview map

Our Watchful software and services are designed to make it easy to monitor and manage project activity live and retrospectively. This enables quick activity reviews and rapid interventions where required, with full situational awareness.





Responsible Business

Quinatham was established after discussions with the UK Government, which encouraged our founding members to provide long-term security for the services offered freely to the commercial fishing industry. We adopted a business model incorporating a public good in all our activities. We are committed to enhancing commercial fishing safety in all our work.

Quinatham is a private company proudly improving commercial fishing safety, and working with local stakeholders to become leading provider of services in their own area. By working with Quinatham, you will also support our local and international work, some of which are listed below.

SafetyFolder

In 2009, we developed an online safety management system for fishing vessels. This system was initially intended to support UK fishing vessels' educational and legal requirements, but it soon became used by vessels worldwide. Today, over 3,000 commercial fishing vessels use the service, and we intend to expand it and increase its support internationally.

FISH Platform

In 2012, a group of fishing safety experts from around Europe formed an association to move the political landscape of fishing safety in a new and more proactive direction. This group has expanded to have over 130 members across all continents over the world. It represents fishing industry issues from national to international levels up to the United Nations, where they have successfully contributed significant text to international conventions.

IFFS

Quinatham's managing director initiated the International Fund for Fishing Safety (IFFS) project. This first-of-its-kind structure aims to improve the safety and health of fishers worldwide. The fund's founding partners are Lloyds Register Foundation, The Seafarer's Charity, and the FISH Platform. In its first year, starting in January 2024, the fund helped over 65,000 fishermen worldwide.

The IFFS is a structure available to funders who wish to make a responsible and managed impact on improving the fishing industry's health, safety, and welfare.

SUBSEA Expo

Quinatham received the safety award at the SUBSEA Expo 2025 International Awards ceremony. This significant award recognises our commitment to our company's direct and charitable purpose.





Quintham

Contributing global expertise to solve
regional maritime challenges



WWW.QUINTHAM.COM