

Setting the stage for community-based, fishermen-led lost crab fishing gear recovery in California

FINAL REPORT

February 14, 2014

Project No. R/OPCCFRW-12MG

Grant No. 11-027

Grant term: 8/1/13 – 12/31/13

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UC Davis Wildlife Health Center, Davis, CA

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Humboldt Fishermen' Marketing Association, Eureka, CA

I. Project Goal(s):

The goal of this project was to conduct the preliminary work necessary to reaffirm industry support for a community-based, fishermen-led lost commercial Dungeness crab gear recovery effort on the Northern California coast. Specifically, based on pilot work conducted in 2010, we wanted to re-engage crab fishermen who would be willing and able to engage in future lost Dungeness crab gear recovery work in the field, and to lay the groundwork for the Humboldt Fishermen's Marketing Association assuming a lead role in managing and incentivizing fishermen participation in gear recovery work. An additional aim of this project was to explore strategies or models for achieving financial self-sustainability for the future program, so that ultimately, lost fishing gear recovery in California may become a more financially self-sustaining endeavor that is "owned" by local fishing communities.

II. Project Objectives:

Our primary objectives were to:

1. Conduct the preliminary work necessary to reaffirm Dungeness crab fishing industry support for a community-based, fishermen-led lost gear recovery effort on the Northern California coast; and
2. Explore a variety of strategies or models to develop two or more financial frameworks for lost fishing gear recovery in California that will move crab gear recovery towards becoming a self-sustaining endeavor "owned" by local fishing communities, ready to be tested starting in Summer 2014.

III. Project Implementation

In order to achieve these objectives, we developed the following work plan, and herein report on success in achieving the following tasks:

Task 1: Reintroduce the project in detail to members of the Humboldt Fishermen's Marketing Association (HFMA) in Fall 2013; conduct follow-up meetings with HFMA as indicated.

Project Co-Investigators Jennifer Renzullo (UC Davis) and Dave Bitts (Humboldt Fishermen's Marketing Association, HFMA) and HFMA Board member Aaron Newman reintroduced the project to HFMA members via multiple channels:

First, in early October we mailed a letter to the membership describing the project in detail, along with a 1-page description of the pilot project conducted in 2008 and 2010, to all HFMA members (n=68). Although member feedback was specifically solicited, only one member contacted project staff with suggestions.

Next, Renzullo introduced the project in-person at an HFMA meeting held on November 25 in Eureka, CA. Having participated in a 2-day NOAA-sponsored workshop in Portland, OR on large whale entanglement in mid-November, Renzullo provided each attendee with a description of each of two options for financially-structuring the project (see *Attachment 1: Options for Gear Recovery by Fishermen*). Briefly, Option 1 described the originally proposed framework, wherein fishermen recovering lost gear would sell gear back to original owners, and unsold gear would be auctioned at a future date by HFMA; Option 2 described a program currently underway in Washington state in which fishermen willing to recover lost gear are specifically permitted to do so by the state, and benefit by receiving tags for any gear they recover. Respondents were invited to provide feedback on these options using a 1-page response form; just two forms were returned.

Renzullo then presented the project in-person once again at second HFMA meeting held on December 4 in Eureka, CA, but this time solicited feedback using a form that posed just two questions (see *Attachment 2: HFMA Survey*). The first question asked the respondent to check a box for which option he/she preferred, the second question provided an opportunity for those who preferred no option to explain why, or to provide any additional information they wanted to disseminate. Renzullo also had the opportunity to present this information at a Del Norte Fishermens' Association meeting the previous evening, on December 3, in Crescent City, CA.

As a result of her presentations and distribution of the more succinct questionnaire, 39 responses were returned. The majority of respondents (n=33) expressed a preference for Option 1, five respondents preferred Option 2, and one respondent thought nothing should be done to recover lost Dungeness crab gear. The responses to these surveys concurred with feedback Renzullo received in conversations with fishermen regarding Option 2: most were resistant to having a program in place that would allow other fishermen to legally assume ownership of their gear to use, and most expressed misgivings about a program that would require fishermen to have a greater interface with the California Department of Fish and Wildlife.

Based on these survey results, we went forward in earnest with steps necessary to implement the fishermen-led lost Dungeness crab gear recovery project as originally conceived, with some modifications resulting from discussion with fishermen (explained below).

Task 2: Present the project in detail to the Dungeness Crab Task Force; conduct follow-up meetings with HFMA as indicated.

Renzullo had several direct communications with Rachelle Fisher, Dungeness Crab Task Force Facilitator, regarding the best way to present project information to the Dungeness Crab Task Force. Because the crab season was scheduled to start mid-Fall, Task Force meetings were not scheduled to resume until April. Fisher introduced the project by including a project description, in the Task Force's November e-newsletter, and comments and feedback from Task Force members were solicited and directed to Renzullo. Renzullo also met with a Task Force member regarding the project; this individual concurred with the need to address derelict crab gear, and expressed an interest in participating both in having his gear recovered and also collecting gear himself.

Prior to soliciting HFMA members in December regarding their support for Option 1 vs. Option 2, Renzullo communicated by electronic mail with Dungeness Crab Task Force members, California Department of Fish and Wildlife Assistant Enforcement Chief Bob Farrell, and CDFW Associate Fisheries Biologist Peter Kalvass to solicit input regarding steps needed to implement a Permitted Crab Gear Recovery Program in California, following the Washington program model (Option 2); in general, the feedback was that such a program would have significant impact on CDFW Enforcement staff, and that the feasibility of the program would need to be discussed at a future Task Force meeting.

Task 3: Conduct multiple (at least 10) in-person, on-dock meetings with commercial crab fishermen in Eureka, Trinidad, and Crescent City to gauge individual fisherman willingness and ability to participate in lost gear recovery in the future.

In addition to in-person conversations with fishermen as described above, Renzullo initiated several (n=5) impromptu in-person conversations with crab fishermen on the Woodley Island Marina docks in Eureka to both reintroduce the pilot project and to solicit other ideas for derelict crab gear recovery. Most fishermen (4/5) she spoke with supported a lost crab gear recovery project as originally conceived (the Option 1 model); some fishermen (2/5) felt more enforcement should be done to prevent gear loss, and that fines should be issued for those who experience excessive gear loss. One fisherman stated that recent changes in legislation (trap limits and replacement tags) should decrease the amount of gear lost, which might reduce the need for a gear recovery program. He acknowledged, however, that both the Washington and Oregon Dungeness fisheries have exercised both trap limits and replacement tags requirements, yet gear loss continues to be problematic.

Once discussions began in mid-fall with the National Fish and Wildlife Foundation Fishing for Energy Program about the potential for programmatic funding for Fishermen-Led Fishing Gear Recovery and Recycling in California in the 2014 season, Renzullo began soliciting pledges of

participation from fishermen by inviting them to sign the voluntary letter of participation in the program. While technically-speaking, new legislation (AB 2363) allows Dungeness crab fishermen to now have gear on board their vessel belonging to another permit-holder, by signing our Letter of Participation, fisherman committed to purchasing their gear back from the fisherman who recovers the gear at an industry-agreed upon price of \$50/pulled trap and \$75/pumped trap. It was our feeling that having fishermen review the terms of the program and voluntarily sign the letter of participation would help avoid any future disagreements regarding financial transactions. To date, 18 Dungeness crab permit holders have signed the participation letter in Eureka and Crescent City; signatures were obtained through in-person meetings Renzullo had with fishermen on the docks, where she had the opportunity to explain the terms of the program and discuss any concerns they expressed.

Task 4: Establish a working relationship between the HFMA and a local marine/fishing equipment/supplier(s) willing and able to cooperate with HFMA in making available lines of “credit” for participating fishermen to purchase gear and supplies, to incentivize participation in gear recovery.

Renzullo worked with the West Coast-based Sales and Purchasing specialist at Englund Marine to confirm Englund Marine’s willingness and ability to provide credit at their Eureka store to fishermen who recover gear that is not purchased back by the original owners of the gear. In such situations, an amount of credit equal to the value of the recovered gear will be given to the fisherman recovering the gear. Englund Marine proposed that to establish “credit lines”: they could either receive gift cards in appropriate \$ amounts, or accounts could be set up for each participating fisherman that could be periodically paid through transfers from the HFMA.

Task 5: Work with Humboldt Bay Harbor District and Woodley Island Marina to establish convenient gear offloading procedures and a secure location for Dungeness crab gear storage and disposal as needed.

Renzullo worked with Humboldt Bay Port Director of Conservation to secure storage areas and equipment necessary for off-loading gear at Woodley Island Marina (Eureka, CA) during the Dungeness crab fishing off-season, approximately August through November 2014. Standard rates for storage will apply, depending on amount of gear and space needed. Storage and off-load resources have also been identified in Crescent City: Next Seafood, Inc. has offered use of its hoist for the duration of the project, and gear can be stored at Elk Valley Storage, a facility located a short distance away. Rates and transportation to this storage facility still need to be determined.

Task 6: In consultation with California Department of Fish and Wildlife Legal Division and a certified public accountant, develop an economic structure/system for a legally and financially sound, fishermen-led lost Dungeness gear recovery program. Specifically:

Research alternative systems – Throughout the 4-month grant period, alternative systems and methods to our proposed frameworks (Options 1 and 2, described above) for incentivized, cost-recovery programs for derelict fishing gear recovery were explored via literature searches and outreach to colleagues. No examples of such programs could be found in the published

literature. However, in conversations with fishermen and fisheries scientists, two of the more thought-provoking ideas were explored further: a Crescent City Dungeness crab fisherman suggested that each participating Dungeness crab permit holder could be required to perform two full days of gear recovery in the off season without compensation; gear would not be sold back to fund the recovery process, but instead, fishermen whose gear was recovered in this manner would be required to pay money into a disaster relief fund for fishermen to use as needed. Renzullo did present this option at the November 25 HFMA meeting, and asked attendees to indicate on their surveys if they thought this option should be developed further (none did). As well, a scientist at CSIRO in Australia wondered if a low-interest loan program that would require a one-time up-front source of funds, could be made available to permit holders who end up requiring very few replacement tags; those who qualify for these loans could use the funds for anything i.e. tuition, new equipment, etc. When Renzullo explored this loan program idea with fishermen, they were skeptical that the incentive would be enough to significantly influence the amount of gear left in the water.

Consult fishermen on feasibility and financial sustainability – Throughout the course of the 4-mo grant period, Renzullo specifically explored with North Coast Dungeness crab fishermen various alternative models for incentivizing gear recovery and maximizing profitability while minimizing the need for upfront funds. While Option 2, the permitted program currently underway in Washington, appeared to be the most cost-effective option, very few Northern California Dungeness crab permit holders supported this method, citing a long history of mistrust of the California Department of Fish & Wildlife, and discomfort with the idea of other fishermen being allowed legally to pull their gear. However, several fishermen did express their support for the permitted program option, especially if funding was not available to support the preferred option (Option 1).

At the end of December, the California List Fishing Gear Recovery Project was awarded a National Fish and Wildlife Foundation Fishing for Energy grant for full implementation of a fishermen-led fishing gear recovery and recycling program in Northern California starting in January 2014. This prompted Gilardi and Renzullo met with HFMA Board members to discuss the terms of a subaward to HFMA for project implementation, and options for future sustained support of the program was discussed at length. Out of this discussion came broad support for a feasible option for sustainability: instead of creating the profit opportunity for fishermen engaged in gear recovery through fishermen-to-fishermen sales, use the “seed” funding in the NFWF grant to seed the system, with flow of funds re-directed back to HFMA in order to establish a “nest egg” to fund gear recovery the following year. Specifically, the Board members agreed that HFMA could use the NFWF seed funds to purchase recovered gear from the fishermen who recover it, and then itself sell the gear back to original owners, depositing that revenue into a designated fund for future gear recovery.

Long-term, many fishermen felt that funds raised by the State’s sale of replacement tags would be an appropriate source of funds to continue support of crab gear recovery. While all fishermen acknowledged that all crab boats lose gear at some point, the number of replacement tags purchased by individual fishermen will reflect the amount of gear lost, so in this way, the burden of funding lost gear recovery will fall on those who lose the most gear. An HFMA member wondered if setting a tiered structure for replacement tag cost would be appropriate, e.g. the first

10 replacement tags of each season could be purchased at one price, and each tag purchased after the initial 10 would be sold at much higher price, with the difference in dollars raised going to gear recovery.

Identify a process for receipt and transfer of funds and credit to and from crab fishermen – As stated, the HFMA Board agreed to restructure flow of funds (see *Attachment 3: Cash Flow Chart*), so that initial funding would be used to cover the out-of-pocket expenses of participating fishermen, and to “buy” recovered gear from them at the industry agreed-upon price, with HFMA then selling that gear back to the original owner, depositing profit in a designated fund for future gear recovery work.

Develop a plan for testing two to three different economic strategies, once programmatic-level funding is obtained for gear recovery work in the field starting in Spring 2014 –Programmatic-level funding for gear recovery in 2014 has been secured, and the program as described above will be rolled out in the off-season; the ease and success of logistics and processes for fiscal transactions will be monitored and adaptively managed closely by project staff and the HFMA, so that by the end of the 2014 off-season, the model will have been truly tested, with ideas for improvement clearly identified for future gear recovery work by the HFMA.

Task 7) Draft at least one grant proposal seeking funding for implementing Dungeness crab gear recovery, based on findings and completion of aforementioned tasks.

Our project was contacted by the National Fish and Wildlife Foundation’s Fishing for Energy Program, and invited to submit a proposal; the grant was awarded at the end of December, for full program implementation in calendar year 2014 (copy of *NFWF Award available upon request*).

IV. Deliverables

1. Committed Participants – The project now has a list of Dungeness crab fishermen in Eureka, Trinidad and Crescent City, CA who are members of the HFMA, and who are ready to participate in an HFMA-administered lost crab pot recovery program starting in Summer 2014, (see *Attachment 4: Participating Fishermen roster*).

2. A Model Program Ready for Implementation – A feasible economic models/strategy for achieving a self-sustaining program is ready to be “tested”; several potential models were explored, and a description of the proposed framework to be applied in 2014 is outlined above, and has taken into consideration modifications as described earlier regarding financial transactions between HFMA and fishermen recovering gear to be applied, in order for HFMA to bank funds for future gear recovery.

3. A Proposal for Programmatic-level funding for lost Dungeness crab gear recovery in Northern California starting in Summer 2014: achieved (see *Attachment 5*)

V. Expenditures

The table below depicts grant funds requested and allocated, and actual grant fund expenditures, proceeded by an explanation for expenses by category. NOTE: An accounting summary, including a cost-share report, will be sent under separate cover by UC Davis Extramural Accounting.

Budget Category	Proposed \$ Allocation	Actual Expenditure
I. Personnel	18,405	18,487.85
II. Travel	1,380	823.87
III. Operations	0	499.83
III. Indirect costs (15%)	2,968	2,730.14
TOTAL	22,753	22,541.69
(unexpended funds)		(211.31)

Explanation of expenditures:

Personnel: Portions of the salaries and benefits of Kirsten Gilardi (PI: 2%: 763.51), Jennifer Renzullo (Co-I: 50%: 15,183.91) and Elizabeth Leasure (Grant Administrative Assistant: 7.5%: 2,540.43) between August 1 and December 31, 2013 were supported on this grant.

Travel: Renzullo incurred costs for mileage in travelling to/from meetings with fishermen in Crescent City, CA. As well, she took advantage of an opportunity to meet West Coast governmental agency and industry representatives involved in derelict gear issues at a NOAA-sponsored meeting in Portland, OR November 13-14, 2013.

Operations: The original grant proposal did not request funding for operations. However, cellular telephone costs for Renzullo incurred between August 1 and December 31 were charged to this grant to reflect the essential use of her cellular telephone for communications with fishermen and others for the purpose of undertaking the work plan related tasks.

Indirect costs: The University of California charged indirect costs at the CFR West permitted maximum rate of 15%.

Respectfully submitted,



Kirsten V.K. Gilardi
UC Davis Wildlife Health Center
February 14, 2014

Attachment 1. Options for Gear Recovery by Fishermen

Option 1: Northern California Crab Pot Recovery Effort

Objective: Based on results of a pilot effort conducted in partnership with Humboldt Fishermen's Marketing Association in 2010, our objective is to refine and implement a project to remove lost or abandoned commercial crab gear off the North Coast in the off-season.

Project Description:

1. For fishermen who wish to conduct field recovery of lost gear, funding will be provided to reimburse them (hereinafter referred to as participants) for significant costs such as fuel, equipment that experiences wear and tear (e.g. blocks, pumps), expendable supplies (e.g. rope, wire, hoses), and slip fees for temporary stays at non-home ports. Participants may realize financial profits by selling recovered gear back to fellow fishermen, which will be made all the more profitable because significant real costs in conducting the work (fuel, supplies, equipment) will be reimbursed to participating fishermen through grant funding. Those who purchase gear back from participants will benefit by spending only \$50-75/pot instead of the \$150/pot it costs to replace that trap with a new one. To reassure the commercial crab fishery that legally-deployed gear is not being pulled out of the water in the guise of derelict gear recovery, all recovery work will occur during the off-season (September through mid-November).

2. Anyone who has the necessary equipment may participate. In most cases, necessary equipment includes adequate deck space for storage of recovered traps and a pump; however, a pump may not be necessary in some areas (i.e. Crescent City).

3. Participants must be willing to record data using standardized forms (i.e. what is being collected, location, what is in the pots), and be open to having an observer on board (Jen Renzullo or other SeaDoc staff). The data collected will help generate further financial support for the effort from funders. In addition, the industry has opted to have the observer collect data on gear ownership to ensure the transparency of project participant's efforts in removing other fishermen's crab gear. Data on gear ownership will be shared with crab fishermen only, and held by an industry representative at the Eureka or Trinidad port, and will not be held by the CA Lost Fishing Gear Recovery Project.

4. Project participants will have the option to either give recovered gear back to rightful owners, or give the owner of the gear the first option to buy the gear back at \$75/pumped pot and \$50/pulled pot. If the owner decides not to purchase the gear back, the participant who recovered the gear will be given a credit that can be used to purchase new gear comparable to the pumped or pulled gear price. Gear that is not sold back to the original owner will be stored in a secure location (i.e. Woodley Island) by the HFMA, which will consider selling it at auction or taken to a scrap metal recycling center. All proceeds from auctioned or recycled items will go into a fund that will be used to sustain the program in the future.

5. Regarding legal concerns: newly adopted legislation (AB 2363, passed in September 2012) allows permitted Dungeness crab vessels to recover up to six lost or damaged traps belonging to another vessel owner within the open season, and an unlimited number of lost or damaged traps belonging to another vessel owner after the season closes, in September-October. AB2363 will take effect in the 2013-14 fishing season, and the updates in fishery management present an opportune time to creatively address the problem of lost crab fishing gear. While recovering and temporarily possessing gear from various owners will now be legal, a prior document will need to be signed by all participants willing to pay the agreed upon price to get their gear back. This solution will need to be approved by California Department of Fish and Wildlife Enforcement Officer, Bob Farrel and CDFG Legal Staff Counsel, Joe Milton.

OPTION 2.

California Permitted Crab Gear Recovery Program

(Modeled after WDFW Permitted Stray and Abandoned Gear Recovery Program)

This program would provide fishers who hold a California State commercial crab fishing license the opportunity to request a permit from CDFW that allows them to recover and retain any pots remaining in the ocean following the close of the commercial fishing season. This permitted program would require action by the state legislature to modify long-standing lost property statutes in California State law and would provide some incentive for fishers to recover abandoned pots by allowing them to keep the gear recovered. This permit, when issued by the CDFW to a commercial Dungeness crab license owner, would allow for the recovery and retention of commercial Dungeness crab gear owned by California state licensed fishermen in the specified areas and at times outlined below. Failure of the license owner or alternate operator to abide by the terms of this permit would result in termination of the provisions authorized.

Permit Conditions:

- Recovery operations are restricted to the waters between 42° North Latitude and the California-Mexico border.
- This permit must be on board the vessel at any time crab pot recovery work is being conducted or anytime crab pots that do not belong to the license owner are on board.
- CDFW staff must be notified 24-hours prior to the vessel leaving the dock and at least 2-hours prior to returning to the dock following a gear recovery operation even if no gear was recovered during the trip. Notification can be made by calling (number TBD).
- All pots recovered during permitted gear recovery must remain on the vessel and remain in the condition it was recovered until the gear is registered and tagged by CDFW. Tampering with recovered gear, including removing pot tags, buoys or other markings prior to registering the gear will result in termination of this permit.
- Accurate and complete data records must be collected and provided to the Department upon returning with recovered gear.
- It is unlawful to retain crab during the closed season, all crab caught must be immediately returned to the ocean.

Table 1: Results from the Washington State Coastal Permitted Stray and Abandoned Gear Recovery Program since it's inception in 2009.

WDFW Permitted Dungeness Crab Gear Recovery		
Permit Season	Permits Issued	Recovered Pots
2009	8	372
2010	13	512
2011	7	176
2012	18	908
2013	13	70
Total		2,038

Attachment 2. HFMA Survey

Humboldt Fishermen's Marketing Association

Gear Recovery Options Survey (Dec 2013)

1) Which option do you think has the highest likely hood of success? and why?...

2) Which option would you prefer to see in effect? why?...

3) What concerns (if any) do you have with these options?

4) Do you have any other suggestions for how fishers can be encouraged to recover lost or abandoned gear in timely manner?

5) Additional comments and suggestions? Please use back of page if needed...

Attachment 4. Participating Fishermen Roster (see next two pages)

464-1000 RPOD

California Department of Fish and Wildlife
Marine Enforcement Division

California Lost Fishing Gear Recovery Project
SeaDoc Society,
UC Davis Wildlife Health Center One Shields Avenue Davis, CA 95616

To: CDFW Enforcement Officer,

_____ (name of captain) is participating in a crab pot recovery effort led by the Humboldt Fishermen's Marketing Association and the SeaDoc Society at the UC Davis Wildlife Health Center. This vessel captain and crew will be recovering lost crab fishing gear as part of a project designed to reduce impacts on deployed fishing gear and hazards to boaters and wildlife, as well as to enhance the aesthetic value of our coastline. More importantly, this project removes impediments to successful harvest by the fishery. This is a voluntary program in which participation by commercial crab fishermen is encouraged and greatly appreciated. All recovery operations will take place when the crab fishing season is closed. A UC Davis staff person will be present on the boat collecting data during all recovery operations. Bob Farrell at the CDFW Marine Enforcement Division has a written copy of the project policies and procedures, and a notification of field operations. A copy of this signed letter will be sent to him/her at least 24 hours prior to planned removal activities.

The original owner of the fishing gear will be given the opportunity to purchase his/her gear back at the industry-agreed upon price of \$50/pulled pot and \$75/pumped pot. If the original owner does not wish to purchase his/her gear back, the recovered gear will either be transported to a scrap metal recycling facility or taken to a landfill. The following fishermen give their permission to have their crab gear on board this captain's vessel and have agreed to participate in this program:

Fisherman's name (printed)	Signature	Buoy #	Phone #	Draw Buoy
Ricardo Desolani			707-954-2577	
Dabi Lewis		15481	707-954-4519	
Rob Wakefield		17276	707-951-0178	
Bill DeBacker		L20190	(707) 954-6953	
Larry Stang		CT-0336	707-465-4730	
ALAN MELLO		L20210	707/954/0677	
Jeff Angelo		70032	707 499-1996	
JAN Roberts		00960	(707) 499-6343	

Captain Joseph
5V
Cowan News

List continues on back of page

California Department of Fish and Wildlife
Marine Enforcement Division

California Lost Fishing Gear Recovery Project
SeaDoc Society,
UC Davis Wildlife Health Center One Shields Avenue Davis, CA 95616

To: CDFW Enforcement Officer,

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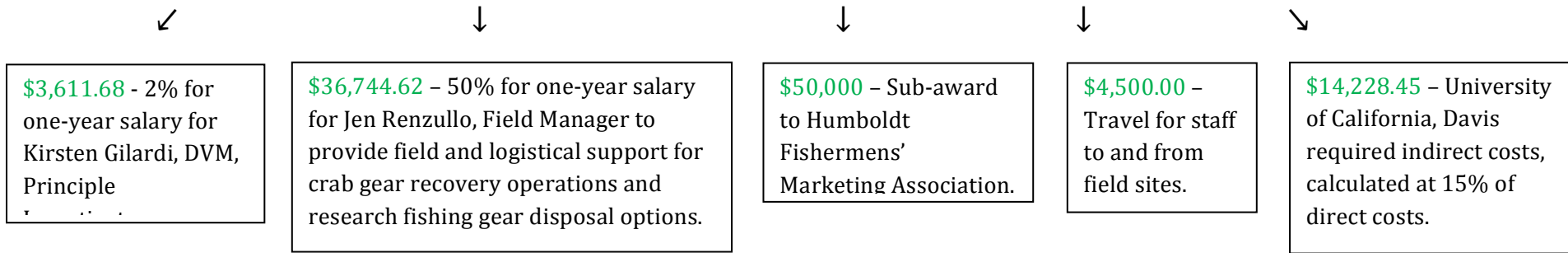
The original owner of the fishing gear will be given the opportunity to purchase his/her gear back at the industry-agreed upon price of \$50/pulled pot and \$75/pumped pot. If the original owner does not wish to purchase his/her gear back, the recovered gear will either be transported to a scrap metal recycling facility or taken to a landfill. The following fishermen give their permission to have their crab gear on board this captain's vessel and have agreed to participate in this program:

Fisherman's name (printed)	Signature	Buoy #	Phone #	Draw Buoy
Bob Borek		L91573	707 845 8088	
DAVE BATS		L18078	707 498 3512	
Candee Manslin		L-35778	707 768 3841	Reflective tape
Doug Cairns		L08892	707-954-6353	
Richard Hugel		L20244	707-951-1135	
George Bradshaw		L20163	707 954-9339	
Thomas Harris		L15525	541-469-9818	
Mike Rickner		L27162	707-464-3732	

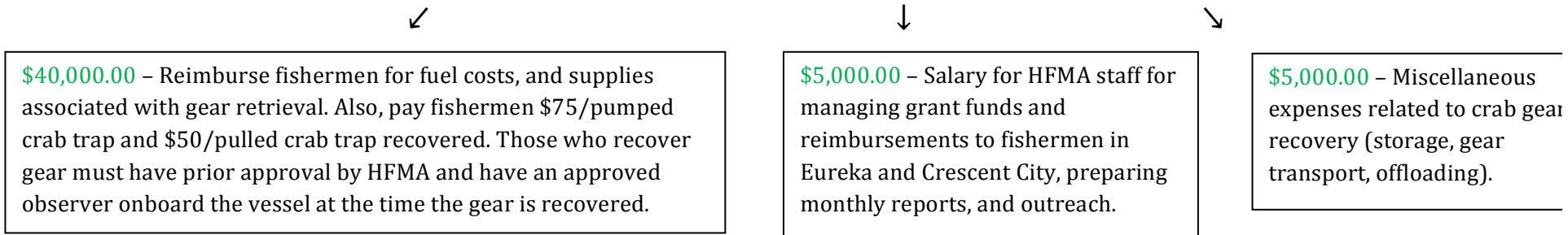
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Attachment 3. Cash Flow Chart

\$109,084.75 Grant Award to California Lost Fishing Gear Recovery Project



\$50,000 Sub-award to Humboldt Fishermens' Marketing Association



HFMA will earn money for future support of this program in two ways:

