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**USAID REGIONAL PROGRAM FOR THE MANAGEMENT
OF AQUATIC RESOURCES AND ECONOMIC ALTERNATIVES**

USAID REGIONAL PROGRAM FOR THE MANAGEMENT OF AQUATIC RESOURCES AND ECONOMIC ALTERNATIVES



DELIVERABLE: THIRD ANNUAL REPORT OCTOBER 2011 - SEPTEMBER 2012

October 15, 2012

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ACRONYMS

AdT	Friends of the Earth from Spain*
AECID	Spanish Agency for International Development Cooperation*
ANAM	National Environmental Authority, Panama*
AOP	Annual Operating Plan
ARAP	Aquatic Resource Authority of Panama*
BCIE	Central American Bank for Economic Integration
CAMBio	Central American Markets for Biodiversity Project
CATIE	Center for Tropical Agricultural Research and Higher Learning*
CCAD	Central American Commission for Environment and Development*
CME	Centre for Marine Ecology
CEMPROMYPE	Center for the Promotion of Micro and Small Enterprises in Central America*
CISP	International Committee for the Development of Peoples (Italian acronym)
CIT	Inter-American Convention for the Protection and Conservation of Sea Turtles*
CITES	The Convention on International Trade in Endangered Species of Wild Fauna and Flora.
COP	Conference of the Parties
CORAL	Coral Reef Alliance.
COTR	Contracting Officer's and Technical Representative (USAID)
DELMYPE	Local Capacity Building Project for the Promotion of Local Economic Development*
DIGEPESCA	General Directorate of Fisheries of Honduras*
ERIMC	Regional Strategy for Coastal Marine Research*
FAO	Organization for Food and Agriculture
FONDOSAM	Fund for the Mesoamerican Reef System*
GDA	Global Alliance for Development
GEF	Global Environmental Fund
GIZ	German Society for International Cooperation (German acronym)
GOF	Gulf of Fonseca
GOH	Gulf of Honduras
ICAPO	Eastern Pacific Hawksbill Initiative
ICF	Forestry Conservation Institute
IDB	Inter-American Development Bank
IHT	Honduran Tourism Institute*
INBOCA	Bocatoreña Initiative for Culture and Environment*
INPESCA	National Fishery Institute of Nicaragua*
KRA	Key Results Area
MARENA	Ministry of Environment and Natural Resources of Nicaragua*
MARN	Ministry of Environment and Natural Resources of El Salvador*
MOU	Memorandum of Understanding
NOAA	National Oceanic and Atmospheric Administration
OSPESCA	Fishery and Aquaculture Organization of the Central American Isthmus*
PEW	PEW Research Center
PPD	Small Donation Program
PRONEGOCIOS	Rural PRONEGOCIOS Project, Honduras
RAAN	North Atlantic Autonomous Region*

RAAS	South Atlantic Autonomous Region*
SERNA	Department of Environment and Natural Resources of Honduras*
SICA	Central American Integration System*
SIRPAC	Central American Integrated System for the Registry of Fisheries and Aquaculture*
STC	Sea Turtle Conservancy
TIDE	Toledo Institute for Development and Environment
TNC	The Nature Conservancy
TRIGOH	Trinational Alliance for the Gulf of Honduras*
UNDP	United Nations Development Program
USAID	United States Agency for International Development
WCS	Wildlife Conservation Society
WIDECAST	Wider Caribbean Sea Turtle Conservation Network
WWF	World Wildlife Fund

*Original Acronym in Spanish

EXECUTIVE SUMMARY

The USAID Regional Program for the Management of Aquatic Resources and Economic Alternatives (hereafter Regional Program), Task Order 5 under the WATER II IQC Contract Number EPP-I-00-04-00020-00, was awarded to Chemonics International Inc. in March 2010. It began its third year of implementation on October 1st, 2011 in partnership with its national and regional counterparts CCAD, OSPESCA, and USAID/El Salvador. The Program will end on September 30, 2014.

With the objective of reducing threats linked to unsustainable fishing practices and coastal development, the Regional Program promotes the creation of rights-based and market-driven mechanisms to strengthen the management of coastal-marine resources in Central America. By emphasizing ecosystem management and maintaining close and constant coordination with local fishing and environmental authorities, the Regional Program supports biodiversity conservation, particularly of marine species threatened by overfishing.

In its first thirty months of implementation, the Regional Program focused on consolidating the work with governments and key organizations. It supported the development of legislation and regulations on coastal-marine resources in Belize, Honduras, and El Salvador. At the request of OSPESCA and CCAD, the Regional Program began work on a regional scientific research strategy and a fisheries and environment agenda, which will be used to draft a regional fisheries and environment proposal for OSPESCA-CCAD. Under OSPESCA's leadership and coordination, the Regional Program also drafted a standardized form for the Unified Complaint System. The next step is to establish pilot sites to implement the Unified Complaint System who will support implementation of improved fishing practices for commercial species in the Program's target. The OSPESCA-CCAD-USAID Executive Committee is actively monitoring and supporting these activities.

The Regional Program also signed important cooperation agreements with the following organizations that will reinforce the Program's impact and results :(See annex C)

- DELMYPE Program of the Regional Center for the Promotion of Micro, Small, and Medium-sized Enterprises (CENPROMYPE) to commence implementation of alternative economic activities in the Gulf of Fonseca
- "BIOMARCC," a project of the German Cooperation Agency GIZ, to conduct a joint vulnerability study in Nicaragua, Costa Rica, and Panama which, combined with the findings provided by the Regional Program for Gulf of Honduras, will serve as the basis for a climate change adaptation plan for the Central American Caribbean.
- Partnership with Solimar International, National Geographic, and the Inter-American Development Bank (IDB) to implement the regional Geotourism Platform in Central America in two of the Regional Program's target sites: Gulf of Honduras and Bocas del Toro.
- Initiative for the Americas Fund (FIAES) to collaborate on the identification of sustainable productive alternatives for artisanal fishermen in Jiquilisco Bay - Gulf of Fonseca, El Salvador.
- Friends of the Earth - Spain for joint activities to strengthen the Program's influence in areas such as land management, fisheries, species conservation, and business plans in the Gulf of Fonseca.
- National Environmental Authority in Panama (ANAM) to draft the Damani Guariviara Management Plan

As part of the business approach, several MOU has been proposed with business companies such as Darde, Wallmart and Super Selectos. The process will incorporate these agreements within a short time.

The Regional Program has achieved more buy-in in the target areas and has earned the trust and understanding of the institutions with which it works in each of the countries of the region. Following an internal evaluation, the Program incorporated a business approach to enable it to reach targets related to sales, improved fishing practices and leveraging funds. Specialists from Chemonics International's Home Office trained the regional team and site coordinators in production and marketing for the implementation of alternative economic projects in the target sites.



Scuba Diving fishing practice Costa
Miskita Nicaragua
Photo Nestor Windevoxhel

In July, USAID awarded additional funds to the Regional Program to help improve labor and employment conditions of fishermen on the Honduran and Nicaraguan Miskito Coast following the conversion from lobster-diving to improved fishing practices.

In line with its two main objectives, the USAID Regional Program has achieved the following results:

The USAID regional Program is based on two major strategic objectives:

1. Promote monitoring and effective compliance in the application of policies and laws for management of coastal and marine resources.
2. Promote rights-based and market-driven mechanisms; promote incentives for the conservation and sustainable management of coastal and marine resources based on an ecosystems approach.

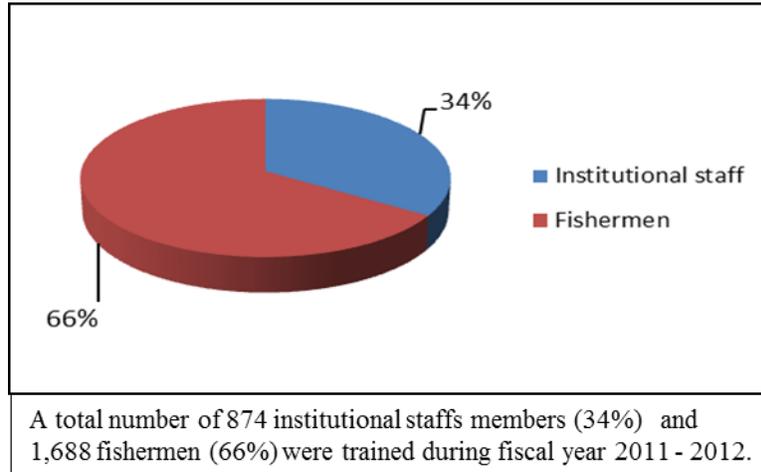
The main results for the past fiscal year were

Component I

- Approval to standardize the Nassau Grouper ban in Gulf of Honduras: Guatemala approved the ban within the same dates as Belize. An official request, facilitated by the Program, has been turned in in Honduras, as to have the same dates for the three countries that form Gulf of Honduras.
- Management plans for Queen Conch, Lobster, Mangrove Cockle and Nassau Grouper has been finished.
- Five digest on coastal marine legislation, one for the region and four for different countries has been concluded.
- A total of 103 government technical staff from the seven countries of the region met to discuss and draft regional fisheries and environment agenda and a research strategy (43 for the agenda and 60 for the research strategy).
- A coastal-marine resource management policy drafted for El Salvador and delivered to MARN; this policy will be used as a model for other countries of the region.
- Fishing gear for 200 fishermen in the Gulf of Fonseca replaced by a partnership between USAID and the Spanish Agency for International Development Cooperation (AECID) Fishing

Project from Honduras; this activity will contribute to report sales under better fishing practices.

- Training delivered to 874 government technical staff on fisheries management, law enforcement, business plan development, and conservation methods.
- Scribd page and website completed as tools for sharing information on coastal and marine issues relevant to the Regional Program's objectives.



Component II

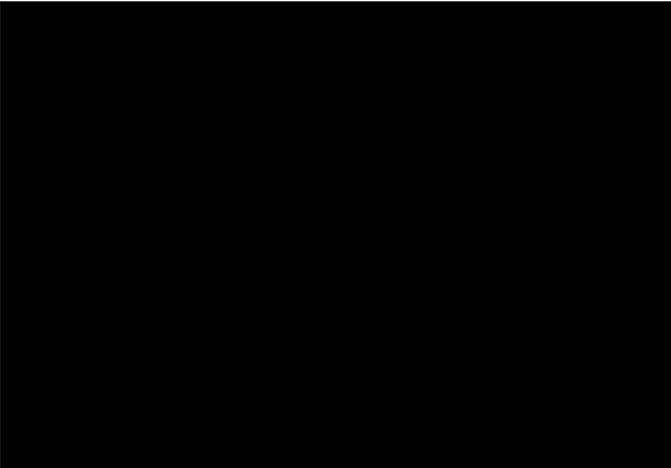
- Training in best practices delivered to 1,688 artisanal fishermen.
- A portfolio of 27 economic alternative projects has been developed, from which 12 are being implemented with artisanal fishermen in the Program's four target sites, and 15 are actually being worked to be implemented next fiscal year.
- US \$2.8 million leveraged for implementing best management practices and training events in the four sites, for a total of US \$3.457 million The protection and release of 218,954 sea turtle hatchlings reported as of September 2012 in two Program's sites: Bocas del Toro, Ngöbe Bugle district in Panama and the Gulf of Fonseca.
- Establishment of the NatGeo platform in Centralamerica to promote tourism products and services under best practices for at least 175 small and medium business in Roatán and Bocas del Toro.
- At least 10 communications efforts were launched, including a responsible fish and seafood campaign in the Bay Islands involving 100 organizations and businesses in Roatan. This communications campaign ensures that markets drive better fishing practices and compliance with existing laws and regulations, while encouraging sustainable tourism.
- A total of 218,954 sea turtles hatchling has been released up to September 2012, in Ngobe Bugle, in Bocas del Toro y Gulf of Fonseca in El Salvador.
- The Regional Program has approached the Government of Honduras about securing funding from the Ministry of Agriculture and Livestock's PRONEGOCIOS Program for five economic alternatives projects to promote conversion from lobster diving.



Honduran SAG Minister Mr. Jacobo Regalado, Vice-Minister of Commerce and Industry, Carlos Günther, Rodolfo Álvarez from PRONEGOCIOS and Director of the USAID Regional Program, Nestor Windevoxhel.

- The Regional Program supported negotiations between the private banking sector in Nicaragua and the Copescharly Seafood Company for funding to convert four lobster-diving vessels into boats which use sustainable and safe lobster fishing practices. Technical proposals for the management plans for Mangrove cockles (*curil*), lobster, conch, and Nassau grouper have been completed.
- Coordination with OSPESCA and CCAD to strengthen the regional communication effort on shark defining awareness and responsible seafood consumption.

This year the Regional Program has contributed to better fishing practices through: special licenses granted to 114 fishermen in Glover’s Reef, Belize; the replacement of 2 inch nets for 4 inch nets for 200 fishermen in the Gulf of Fonseca; and promoting conversion from lobster diving to fishing with improved traps. These activities have generated an estimated [REDACTED] in sales of products obtained through improved practices. As part of ongoing efforts to ensure that buyers purchase products obtained through better management practices, the Regional Program has already identified the following companies to partner with: DARDEN, Sea Delight, JOINFOOD, WAHOO Seafood, Wal-Mart, PRODUCT-C, and Super Selectos, among others. The Regional Program will work with each of these companies to promote specific business arrangements as well as potential projects using USAID’s Global Development Alliance (GDA) model, and has already explored several proposals in this regard.



Carlos Goff with USAID representatives, Michelle Jennings, Carlos Roberto Hasbun at Copescharly Company, Bilwi, Nicaragua.

The Regional Program has facilitated contacts between the government, private sector, the banking system, and other stakeholders in its target sites. With Program assistance, for example, businessman Carlos Goff from the Nicaraguan Miskito Coast took out a [REDACTED] bank loan at preferential rates in order to convert four lobster diving boats into boats which use sustainable fishing practices by outfitting the boats with traps and improving their cold chain.

Strategic partners like AECID and SGP- UNDP have played an important role in joint project implementation and have contributed leveraged funds. The Regional Program’s partnership (first year of implementation) with Project CAMBio of the Central American Bank for Economic Integration (BCIE) has already shown initial results in Nicaragua and has attracted significant private sector participation. Through these partnerships, the Regional Program leveraged [REDACTED], in Fiscal Year 2012. These partnerships will remain in place in the next fiscal year and the Program plans to expand them to promote business and best management practices in new geographical areas or countries of the Regional Program, in order to meet various USAID indicators.

The Regional Program is implementing activities in a harmonious manner tailored to the specific context for each of the four cross-border ecosystems target areas (sites) , working with local stakeholders, resource users, and authorities to coordinate activities and eventually institute them on a regional scale. The four sites are:

1. Gulf of Honduras (Belize, Guatemala and Honduras), site coordinator based in Puerto Barrios, Guatemala.
2. Gulf of Fonseca (El Salvador, Honduras and Nicaragua), site coordinator based in San Miguel, El Salvador.
3. Miskito Coast (Nicaragua and Honduras), site coordinators based in Puerto Cabezas, Nicaragua and La Ceiba, Honduras.
4. Cahuita-Bocas del Toro (Costa Rica and Panama), site coordinator in Colón Island, Panama.

Despite all of these achievements, the Regional Program faced several limitations and obstacles in its work in the Central American region during the 2012 Fiscal Year. These challenges include:

- Lack of trust from private sector of artisanal producer capacities to provide periodic supply of fishing products with the required quality and quantity.
- Lack of communication and coordination channels between the two sectors.
- Communication Challenges with Nicaraguan authorities may affect some of the Program's regional results.
- Asymmetries in political priorities for the central American countries might difficult the results in officialize the strategies and political proposals.
- The Regional Program's target sites are extremely vulnerable to illicit activities.
- Lack of human resources and logistical capacity to monitor regulatory enforcement.

This report on the Regional Program's third year is divided into four sections:

- The Executive Summary describes the context, main achievements, and limitations;
- Section I: Approach, Administration, and Implementation;
- Section II: Describes the main achievements and includes tables of indicators that reflect the progress made in the two programmatic components over the past 30 months; and
- Section III: Discusses performance based on the Monitoring and Evaluation Plan.

The report is illustrated with photographs, maps, and figures produced by the Regional Program team.

December 2012.

SECTION I: APPROACH, ADMINISTRATION AND IMPLEMENTATION

A. APPROACH



Map 1: USAID/ MAREA Regional Program office headquarters (One of a series of maps developed by the Program).

The results and achievements of this Third Report are based on the objectives set out in the Annual Operating Plan (AOP) for fiscal year 2012:

- a) Consolidate the strategic partnerships established at the regional, national, and local levels through specific actions in Program sites.
- b) Based on the study of the legal framework, develop proposals for regulations, strategies and policies to reduce the impact of unsustainable fishing practices.
- c) Carry out model projects designed to implement economic alternatives for users, taking into account the Program's target species and sites.

All of these actions were framed in the context of: institutional strengthening and policy-making; research and dissemination, pilots and promotion of rights-based and market-driven resource management mechanisms. Some of the topics were accompanied by communications efforts.

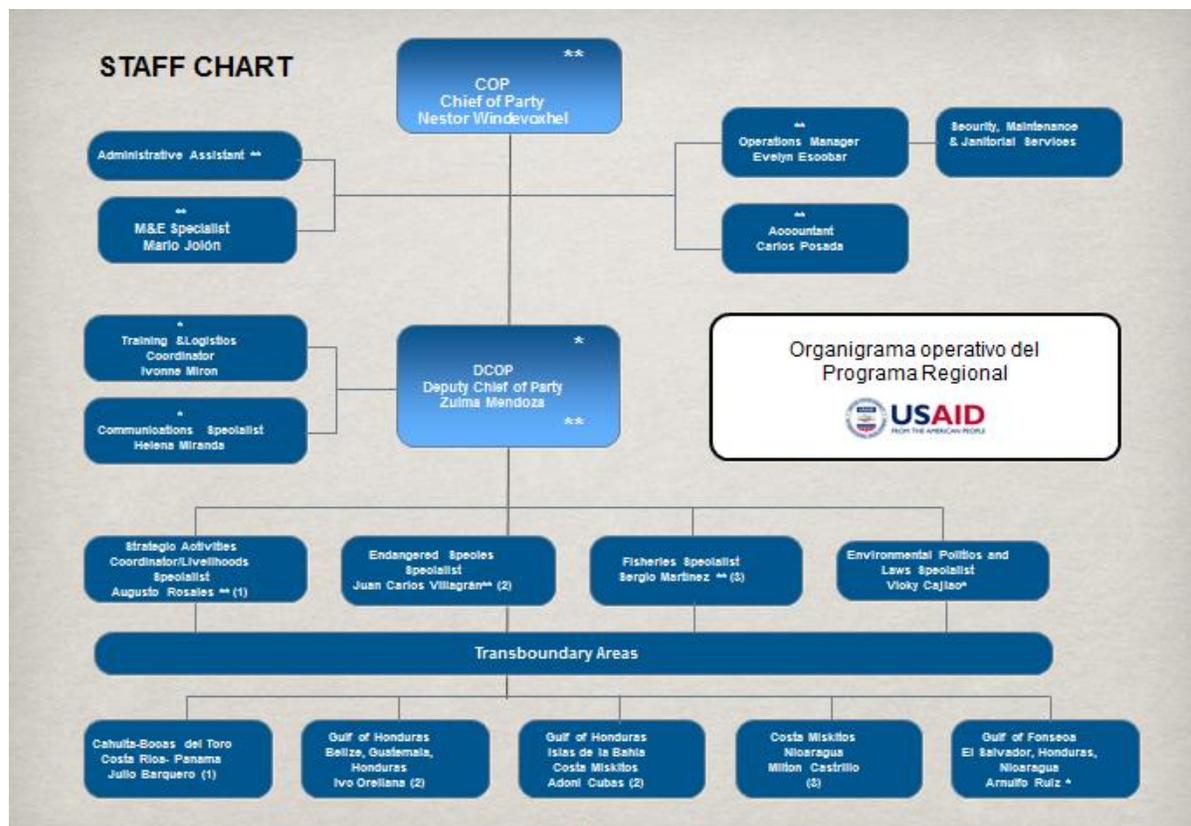
B. RESOURCES

B.1 Staff

The Working Plan for FY 2012 was drafted under the leadership of COP Néstor Windevoxhel and bases were settled to build the implementation during the second year of the Regional Program.

During the October – December 2011 period, the Program replaced policy and law specialist José Pablo González with Costa Rican national Vicky Cajiao. Ms. Cajiao left her post in September 2012 for employment-related reasons. The site coordinators have remained in their posts during the 2012 fiscal year. The only change has been to the location of the Gulf of Fonseca office, which was originally in La Unión. When the SICA-Spain-CCAD Mangrove Corridor Project ended, the office space that was being shared under a Memorandum of Understanding was transferred to the city of San Miguel, located 50 kilometers from La Unión in the Gulf of Fonseca.

During the second year of implementation, the Regional Program continued to work with the regional team and site coordinator structure based on the following staff chart, which at present is being restructured do to the Regional Program new approach:



In August 2012, under the Program's new business approach, an administrative decision was made in order to face the new challenge: to contract an expert in business and marketing, one business expert to assist site coordinators to meet the specific demands for the next fiscal year and a new operation manager will be hired, as Evelyn Escobar, the current Operation Manager will be appointed as Contract Manager.

B.2 Subcontractors

The Regional Program continued to work with its consortium subcontractors: World Wildlife Fund, The Nature Conservancy, Wildlife Conservation Society, Solimar International, and the Sea Turtle Conservancy on sea turtles, economic alternatives and conservation. In addition, the Eastern Pacific Hawksbill Initiative (ICAPO) is working in the Gulf of Fonseca site and the Wider Caribbean Sea Turtle Network (WIDECAST) in Cahuita-Bocas del Toro. The Program contracted the Utila Center for Marine Ecology (CEMU) to compile a database and to conduct an assessment of artisanal fishing in the Gulf of Honduras and shark and mangrove cockle (*curil*) harvesting in the Gulf of Fonseca and CATIE to conduct vulnerability analysis for climate change for the Nicaraguan and Costa Rica Caribbean Coast, this scope of work will allow us to deliver an integrated vulnerability plan for the Caribbean Coast of Central America.

The Regional Program has made significant contributions and progress through the work assigned to its subcontractors, as shown in the table below:

Subcontractor	Main tasks in the implementation process
<p>Wildlife Conservation Society (WCS)</p> <p>Laws and species management and conservation – Belize/GoH</p>	<ul style="list-style-type: none"> • A proposal for the implementation of a special fishing license in Glover's Reef Marine Reserve, Belize, developed • A quota system for lobster fisheries in Glover's Reef Marine Reserve, Belize, designed • A methodology for calculating the harvesting quota has been created • Carry out a socioeconomic assessment of fishermen affected by implementation of the special license program in Glover's Reef
<p>The Nature Conservancy (TNC)</p> <p>Protected areas, threatened species and climate change – GoH</p>	<ul style="list-style-type: none"> • Actually pursue an official agreement on synchronizing the closed season for Nassau Grouper with the Honduran fisheries authorities • Proposals for climate change adaptation plans adopted by Gulf of Honduras countries: Guatemala, Honduras and Belize, has been developed. • Conduct a rapid ecological assessment for the Cochininos Keys Natural Monument • Conduct fisheries studies for a proposal to expand “no take” zones in Port Honduras Marine Reserve • With the ICF develop a co-management mechanism for the Bay Islands Protected Area
<p>Solimar International</p> <p>Sustainable tourism</p>	<ul style="list-style-type: none"> • With IDB funding, facilitated a partnership between the Regional Program and the National Geographic Society • In process of establishing a Geotourism Platform in Central America to improve the market access of businesses and tourism destinations and encourage the tourism industry to adopt internationally recognized best tourism practices. Over 175 businesses and organizations in the Bay Islands, Honduras and Bocas del Toro in Panama are currently involved in the Geotoursim platform • In process of training 400 tourist company employees in codes of conduct and best practices for sustainable tourism
<p>Sea Turtle Conservancy (STC)</p> <p>Sea turtle conservation</p>	<ul style="list-style-type: none"> • Activities to protect leatherback and hawksbill turtle nests and hatchlings in the Ngöbe Bugle district and Bluff Beach, Panama • Draft a sea turtle conservation plan for the Ngöbe Bugle district • Designed and implemented a community “sea turtle watchers” program in Bluff Beach, Bocas del Toro, Panama
<p>World Wildlife Fund (WWF)</p> <p>Institutional strengthening and economic alternatives for lobster fishing –</p>	<ul style="list-style-type: none"> • A baseline study conducted on trends in Honduran spiny lobster (<i>Panulirus argus</i>) exports to the United States over the past ten years • Evaluate the spiny lobster value chain in Honduras and identify private firms willing to reinvest in the conservation of this species on the Miskito Coast • Fisherman and crew of the Honduran industrial fleet trained in best

Miskito Coast	<p>fishing practices for lobster</p> <ul style="list-style-type: none"> The signing of memorandums of understanding between three U.S. buyers and Honduran lobster packers interested in implementing best fishing practices facilitated and proposed
<p>Eastern Pacific Hawksbill Turtle Initiative (ICAPO)</p> <p>Hawksbill turtle conservation</p>	<ul style="list-style-type: none"> Actually carry out activities to protect hawksbill turtle nests and hatchlings in Jiquilisco Bay, El Salvador and Estero Padre Ramos, Nicaragua A scientific volunteer program designed and implemented, associated with hawksbill turtle conservation in the Gulf of Fonseca
<p>Wider Caribbean Sea Turtle Network (WIDECAST)</p> <p>Sea turtles and economic alternatives</p>	<ul style="list-style-type: none"> Carry out activities to protect hawksbill and leatherback turtle nests and hatchlings in the Moín-Cahuita-Bocas del Toro bi-national zone, Costa Rica-Panama. Carry out a feasibility study on the establishment of a regional artisans network for products related to sea turtle conservation in Central America In process of facilitate the establishment of a bi-national partnership for sea turtle conservation in the Costa Rican and Panamanian Caribbean
ARCAS	<ul style="list-style-type: none"> Assessment of sea turtle conservation in Guatemala completed.
<p>Utila Center for Marine Ecology (CEMU)</p> <p>Research and statistics on coastal-marine resources</p>	<ul style="list-style-type: none"> A database and study of industrial and artisanal fisheries in northern Honduras, produced. An assessment of fisheries where multiple hook fishing lines are used in the Gulf of Fonseca that includes a specific database on this method of fishing, conducted. Create a database of people and places in areas where mangrove cockles are harvested from the waters of the Gulf of Fonseca, Honduras Produce four scientific articles on issues related to the Program's target species

C. PROCESSES AND STRATEGIES

C.1 Program positioning

Regional authorities and strategic partners

The Regional Program continued to strengthen its strategic partnerships, especially with our implementing partners OSPESCA and CCAD, through the national fisheries and environmental authorities. The Program has been working on specific activities with each country in the region in the following areas: intersectorial relationship between fishing and environment, research, complaints processing, control and surveillance, and coastal-marine policy.



OSPESCA – CCAD – USAID Executive Committee for implementation of the Regional Program, at a briefing. (Photo: Helena Miranda)

C.2 Local strategic partners in the target sites:

The Regional Program works with strategic partners in its five target sites, as well as local organizations comprising various sectors and groups. These organizations serve as a forum for dialogue and decision-making at the local level.

Transboundary Committee for the Gulf of Fonseca: *Local Management Committee for the GOF*, with chapters in the three countries, with defined roles and a biannual work plan 2012 – 2014.

Fishermen’s Forum sponsored by TRIGOH in the Gulf of Honduras. The Program identified the Fishermen’s Forum as a source of support for its activities in the area of fisheries. This year, the national chapters have scheduled fishermen’s forums for July and September, and the tri-national chapter will hold its forum in October.

Artisan fishermen group on the Honduran Miskito Coast: Led by Misquita DAKNI TakAslika, a local organization, this group is working with the Regional Program and UNEP and UNDP projects to link economic alternative projects with the sustainable use of coastal-marine resources.

The Inter-Institutional Coordinating Committee of the Nicaraguan Miskito Coast: Inter-Institutional Coordinating Committee for Fisheries comprising the North Atlantic Autonomous Regional Government and a broad spectrum of community groups. The Committee is currently focusing on transitioning local fishermen and fleets from lobster diving to sustainable fishing practices.

Inter-Institutional Coordination Mechanism in Bocas del Toro – Cahuita: The Inter-Institutional Coordination Mechanism between the fisheries authorities of Costa Rica and Panama aims to promote sustainable fishing through coordination and cooperation. The Regional Program drew up a memorandum of understanding to support the development of a joint work plan.

The Regional Program will work with these local organizations as a strategy to solidify the impact and continuity of its activities at the local level.



Chapters of El Salvador Nicaragua and Honduras
Committees of Golfo de Fonseca Photo Arnulfo Ruiz

SECTION II: NARRATIVE AND ACHIEVEMENTS

This section offers an overview of the Regional Program's progress from October 2011 to September 2012, and life of the project - LOP. The activities are described in light of the Program's two strategic objectives and six Key Results Areas (KRA). A summary of up-to-date indicators for each KRA aligned with the USAID approved Performance Monitoring Plan (PMP) is followed by a narrative of the results obtained to date.

Strategic Objective I. Promote effective monitoring and enforcement of and compliance with coastal and marine resources, policies and legislation.

A. KEY RESULTS AREAS FOR STRATEGIC OBJECTIVE I.

KRA 1.1 Draft, harmonize, and adopt at the regional, national, and municipal level, policies and legislation on target coastal and marine resources, with emphasis on rights-based, market-driven approaches.

Progress to date:



MARN technical staff and the USAID Regional Program

Guidelines for a “National policy on coastal-marine resource management and use in El Salvador”, delivered to the MARN: The Regional Program worked hand in hand with MARN technical staff and experts to draft this instrument at request of the Ministry of Environment and Natural Resources from El Salvador. Currently it is a model national policy that covers access to coastal-marine resources and sustainable economic alternatives. The document was turned in to the Ministry of Environment last April. This national-

level policy will be useful in identifying regional guidelines that the Regional Program can use as the basis for a regional policy on coastal-marine resources. The policy has been useful for the Environment Ministry planning as well as to settle the priorities to the new FOMILENIUM national program focused on El Salvador coast.

Code of conduct for visitors to the beaches of Bocas del Toro, Panama. In early 2012, the Regional Program presented to the Bocas del Toro municipal government this agreement which built on the measures it had introduced the previous year. The code of conduct is intended to reinforce best practices for visitor conduct to protect species and their habitats. This activity is linked to KRA 2.3.

Synchronization of the Nassau Grouper closed season in the Gulf of Honduras: This year, the Regional Program's efforts have led to progress in this area, including Guatemala's publication of the Nassau Grouper closed season (March 2012) and—through the work of subcontractor TNC—the submission of a technical proposal for synchronization to the Honduran fisheries authorities. By fostering responsible and sustainable fishing practices, these agreements will influence the recovery of Nassau Grouper populations, one of the main commercial species in the Honduran Caribbean.

Development of the Regional Agenda for Fisheries and the Environment.

The Regional Program completed a round of visits to the seven countries to complete a survey on coastal-marine resource management, law enforcement, control and surveillance, and climate change. A total of 43 government technical staff from the countries were involved in drafting this

agenda. Next fiscal year, the Program expects to have seven national agendas drafted, as well as one regional instrument.



ARAP technical team working on the regional agenda for fisheries and the environment. (Photo ARAP-Zulma de Mendoza)

Next quarter, the Regional Program will examine the results of these work visits, prepare a report for each country, and recommend a national fisheries-environment agenda through the relevant national channels. Once this stage is complete, it will identify the main points for the regional fisheries and environment agenda and deliver a proposal to CCAD and OSPESCA.

The Program has also made progress in identifying the thematic areas that will inform the outline of the **Regional Coastal-Marine Policy**. The outline will include an analysis of existing policies in each Central American country as well as the draft policy on the use of coastal-marine resources in El Salvador.

KRA	Indicator		Targets	
			2011-2012	LOP
KRA 1.1	1.1.1 Number of coastal and marine resources conservation and sustainable use policies and legislation drafted and presented	Proposed	5	22
		Actual	4	9
		Progress	80%	41%

KRA 1.2 Draft and implement law monitoring and enforcement strategies and action plans for coastal and marine resources and ecosystems.

Progress to date: The Regional Program has focused on drafting and implementing three strategies for compliance and law enforcement in two pilot sites: Gulf of Fonseca (GOF) and Gulf of Honduras (GOH).

Monitoring, control and surveillance strategy: In a collaborative process, the Regional Program drafted an operational procedures protocol for poaching of coastal-marine resources in the Gulf of Fonseca (El Salvador side) and the Bay Islands in Honduras. After drawing up a list of the most frequent infractions and the institutions responsible for control and surveillance in each country, it worked with key stakeholders to design the methodology that will be used to develop these protocols.

Strategy to improve the imposition of penalties: This strategy aims to equip judges, prosecutors, and justice operators at the criminal and administrative levels with more specific information about fishing gear, how to read global positioning systems, endangered species, legal issues, and other more technical subjects. The Program will carry out this activity in Nicaragua, Honduras, El Salvador and Guatemala.

Complaint processing strategy: The Regional Program will identify common aspects of the complaint forms used by the national fishing, environmental, and naval authorities and the office of the public prosecutor. It will propose a standardized national format and a set of variables that can be used to monitor complaints at the regional level. It will carry out this activity in the five countries that make up both gulfs.

The Regional Program first presented these strategies to the Central American fishing authorities, coast guards, and armies in September 2011. These sectors recommended that aspects related to control and prevention also be included and recognized the Program's important role in the Regional Network for Control and Surveillance led by OSPESCA.

As an integral part of this process, the Regional Program drafted a Central American compendium on international coastal-marine law. Through national consultancies, the Program also developed these compendia on national coastal-marine law for Honduras, Nicaragua, Guatemala and El Salvador, which will serve as basic training materials for government officials and users. The two operational protocols to improve control and surveillance in Honduras (Bay Islands or Roatán) and El Salvador (La Unión), will be finished in October.

Plan for the Technical Conversion from Lobster Diving: In the first quarter of FY2012, the Regional Program drafted a proposal for direct assistance for this activity. Additional funds were allocated to the Regional Program to implement additional activities for expanded economic alternatives on the Miskito Coast of Nicaragua and Honduras.



Lobster diver in CM-Ni
(Photo N.Windevoxhel).

The Regional Program is providing direct assistance for the conversion from lobster diving plan in order to reduce pressure on the species and the health risks to fishermen, and strengthen law enforcement. Regional Program staff met with lobster divers, fisheries authorities, and scientists to identify and prioritize actions.

KRA	Indicator		Target	LOP
			2011- 2012	
KRA 1.2	1.2.1 Number of coastal and marine resources law monitoring and enforcement strategies drafted and implemented	Proposed	3	5
		Actual	0	1
		Progress	0%	20%

KRA 1.3 Promote transparency and accountability and support public participation.

Progress to date: The activities under this KRA, and the complaint monitoring system in particular, are closely linked to the preceding one. The Regional Program worked with OSPESCA to draft a complaints processing form for fishing infractions. It will present this form to the countries, which will then decide whether to adopt it at the regional level. This activity is linked to KRA 1.2 on the implementation of strategies for compliance and law enforcement. The Program has already created the TOR in order to contract a computer consultant to design the system.

KRA	Indicator		Targets	
			2011- 2012	LOP
KRA 1.3	1.3.1 Trend in reporting target species related violations	Proposed	3	3
		Actual	0	0
		Progress	0%	0%
	1.3.2 Increased effectiveness in processing target species related violations	Proposed	3	3
		Actual	0	0
		Progress	0%	0%

KRA 1.4 Strengthen fisheries and environmental institutions and organizations on improved enforcement practices and rights-based, market-driven mechanisms.

In Fiscal Year 2011 – 2012, the Regional Program trained 874 institutional technicians (Fig.2) in various topics in accordance with established priorities, which are also applicable to KRA 2.1 (Figure 3). These trainings focused on the following issue areas:

1. Institutional, Legal and Policy Framework (ILPF)[*
2. Economic Alternatives, Trade and Markets (EATM)
3. Coastal-Marine Resource Management (CMRM)
4. Responsible Fishing (RF)
5. Sea Turtles (ST)

* The acronyms are just to interpret Figure 2 of this Report.

Detailed information about the trainings, including the topics covered and the numbers for each quarter, is provided in the annex F of this annual report. The global target for this activity is 1,500 people. The Program has already met that target, having provided training to 1,771 people from fisheries and environmental agencies and from NGOs working in this area. Future trainings will be oriented to best practices and access rights, and surveillance and compliance strategies.

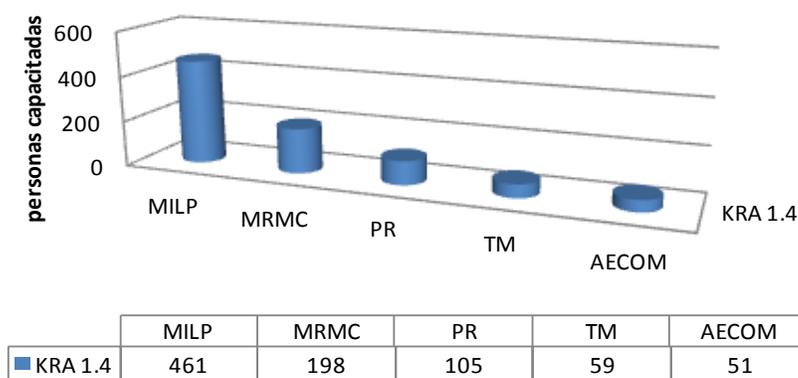


Figure 1. Number of people trained by country in FY 2012 under KRA 1.4 (as of September 2012) by main topic.
AECOM Economic Alternatives, MILP Legal and political framework, PR Responsible fishing
MRMC Coastal Marine Resource Management. TM Marine Turtles

KRA	Indicator	Targets		
			2011-2012	LOP
KRA 1.4	1.4.1 Number of people from fisheries and environment governmental and nongovernmental institutions trained	Proposed	500	1500
		Actual	874	1771
		Progress	175%	118%

KRA 1.5 Foster research on Central American coastal management and fisheries.

Progress to date: The Regional Program has completed seven national studies on the state of coastal-marine research in Central America. Over 175 people (63% men and 37% women) from 110 government organizations (GO), nongovernmental organizations (NGO) and academic or research institutes (AI) contributed information for the studies. The results have been compiled in a baseline document that will be used to develop the **Regional Strategy for Coastal-Marine Research**. The Program collected information from all seven countries in the following areas: installed capacity, education and training capacity, human resources, and research relevant to the region’s coastal and marine areas. Preliminary summaries of the information compiled are shown in Figure 2.

The Regional Program held 14 meetings for more than over 50 people, including representatives of the national fisheries and environmental authorities, to present its findings and obtain feedback, set priorities, and recommend strategic actions that each country may develop. It also finished setting up a database of the information compiled in the seven countries, which is currently being edited. The next steps are to integrate the information, share it with the National Authorities and establish national priorities in the research agenda required by the Fisheries and Environment sectors in each country, finally develop a Regional strategy, and transfer it to CCAD and OSPESCA.

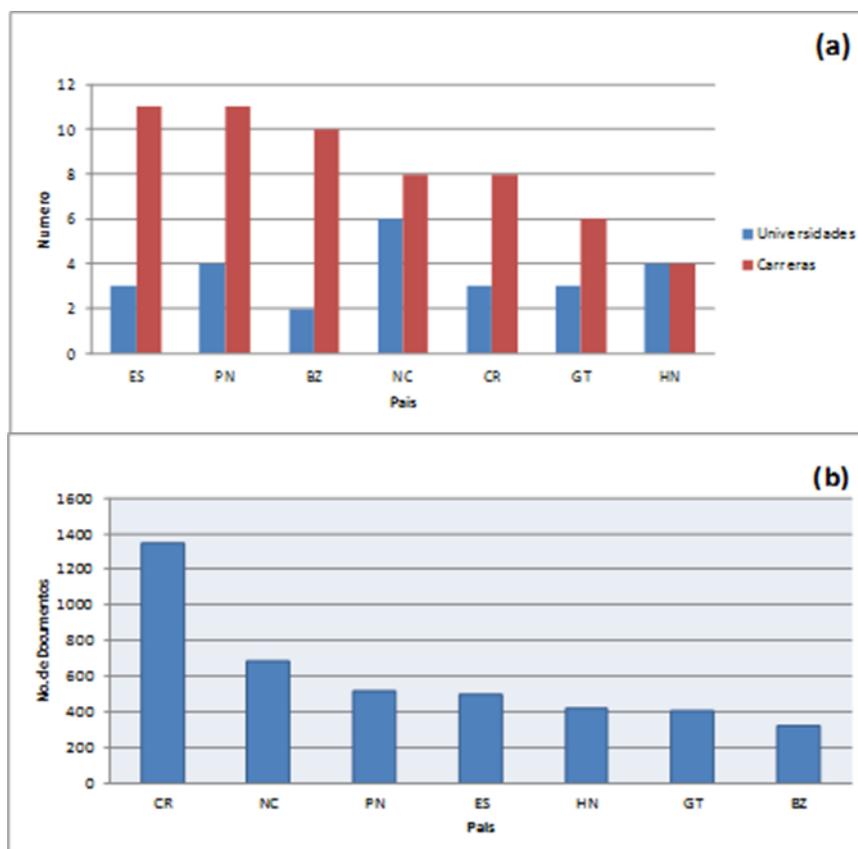


Figure 2. Main findings from the national studies on coastal-marine research in Central America. Number of universities and professional careers by country linked to the coastal marine subject (a) y documents related to marine coastal resources in each country (b, N = 4,191).

A total of 142 different documents related to the Regional Program are available on USAID's site on Scribd, the online tool for sharing technical-scientific information. The site has received 145,000 visits and has 256 subscribers from over 60 countries, including all of Central America. Documented sites visits are shown in figure 4 (September data preliminary).

Also this year, the Regional Program produced, or supported the production of, nine reports or scientific articles containing information relevant to its issues. Two important examples are its partnerships with FIAES in El Salvador and the UCA in Nicaragua for joint publications (KRA 2.3).

KRA	Indicator		Target	Life of Program
			2011-2012	
KRA 1.5	1.5.1 Number of regional mechanisms implemented to foster research and provide information to sustainable manage coastal and marine resourced elaborated	Proposed	1 CMRS + 3 MOU's	14
		Actual	1 CMRS-D, 3 MOU's	2
		Progress	74%	70%
	1.5.2. Number of technical and scientific articles on coastal and marine resources	Proposed	8	30
		Actual	8	16
		Progress	100%	53%

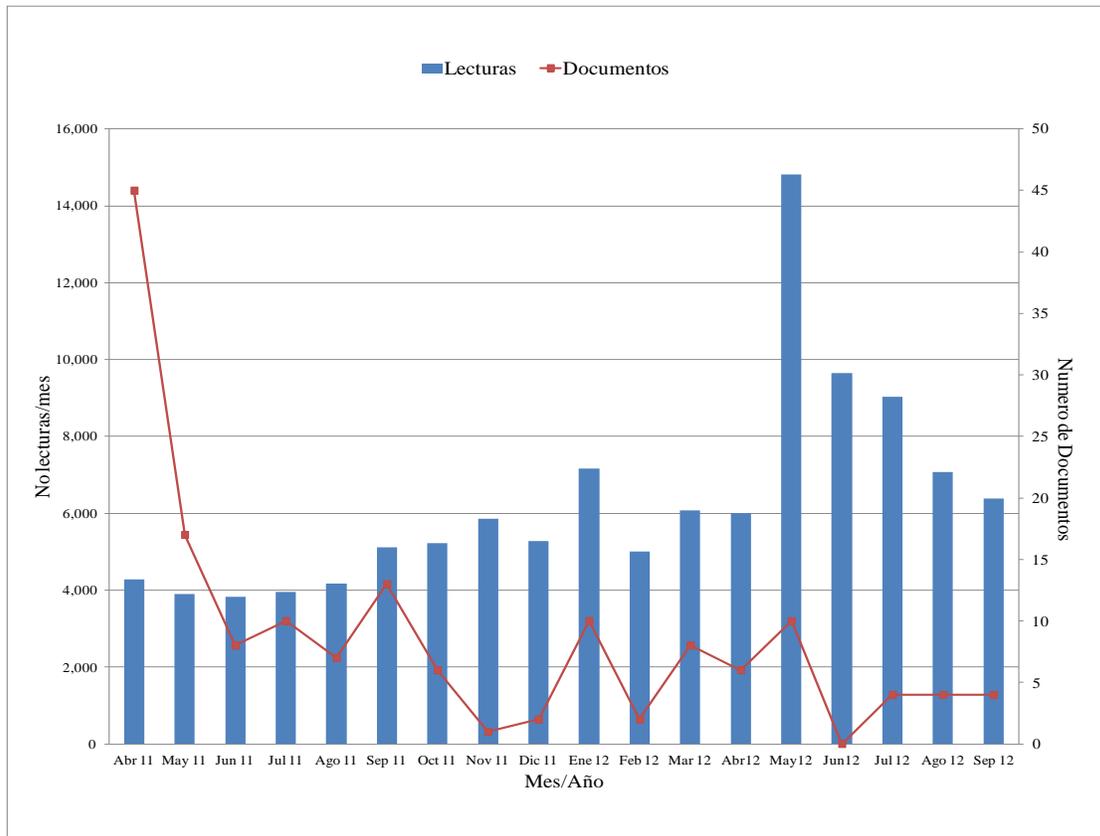


Figure 3. Trends in the number of visits and Regional Program documents upload and download on Scribd in a monthly base. (N = 112,061).

KRA 1.6 Foster the adoption and implementation of multilateral environmental agreements in all non member Central American countries

Progress to date:

For political and legal reasons, Nicaragua and El Salvador signing the Inter-American Convention for the Protection and Conservation of Sea Turtles (IAC) is beyond the scope of the Regional Program. Therefore the technical team decided to request that USAID eliminate this activity and indicator and include the plans and strategies for sea turtle conservation in three countries under KRA 2.4.1. The following strategic actions for sea turtle conservation were carried out under this KRA:

- 1. Situation Assessment of Sea Turtle Conservation in Guatemala:** The Regional Program evaluated sea turtle conservation efforts and results in Guatemala over the past ten years. This study will serve as the basis for updating the National Sea Turtle Conservation Strategy in 2013.
- 2. Sea Turtle Conservation Program in El Salvador:** In response to a request from the Ministry of the Environment of El Salvador, the Regional Program assisted in drafting a National Sea Turtle Program that would operationalize the previously developed National Strategy and Action Plan. This program describes the structure and mechanisms for participation by the various stakeholders, and sets out institutional roles.
- 3. Evaluation of Sea Turtle Conservation in Honduras:** As a contribution to compliance with the provisions of the IAC, the Regional Program has begun to assist Honduras—through its Sea Turtles Committee made up of the relevant government agencies and led by SERNA—in the development of its National Sea Turtle Conservation Strategy. As part of this process, the Program has begun a study on sea turtle conservation over the past ten years. At the end of this participatory process, the Honduran government will have a national strategy in place to guide its efforts in this area.

KRA	Indicator		Target	Life of Program
			2011-2012	
KRA 1.6	1.6.1. Number of countries adopting and implementing the Inter American Convention for the Protection and Conservation of Sea Turtles or any other agreement among countries to protect target species	Proposed	2 countries	5
		Actual	0	0

Strategic Objective 2: Foster rights- and market-based mechanisms and management incentives for the conservation and sustainable use of coastal and marine fisheries resources and ecosystems, with an emphasis on ecosystem-based approaches to management

B. KEY RESULTS AREAS FOR STRATEGIC OBJECTIVE II.

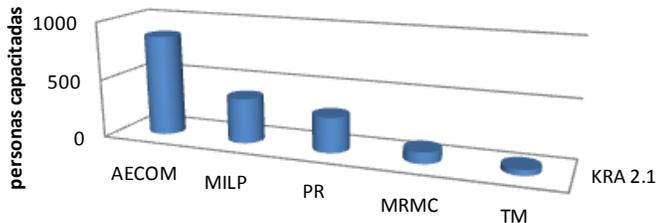
KRA 2.1 Train artisan and industrial fishermen on best fisheries practices, with emphasis on rights and/or market based mechanisms.

Progress to date: The Regional Program’s training priorities this fiscal year were described in KRA 1.4 focused on institutional staff which is often overlapped with the trainings for fishermen. In FY 2012, the Regional Program trained a total of 1,688 fishermen in the region (Figure 4) with an emphasis on economic alternatives and responsible fishing (Figure 5). These are the tools with which we expect to improve income levels and reduce pressure on fishing resources. The trainings were focused on institutional strengthening, access rights, marketing and commercialization, a pilot plan to use “suriperas” nets for shrimp fishing, responsible fishing, and monitor, surveillance and control.

All the information and results were framed on the objectives set out in the Annual Operating Plan and the PMP for fiscal year 2012.

KRA	Indicator		Target	Life of Program
			2011-2012	
KRA 2.1	2.1.1. Number of artisan and industrial fishermen trained on best fisheries practices, with emphasis on rights and/or market based mechanisms (M/F/T)	Proposed	2200	5,900
		Actual	1688	2513
		Progress	77%	43%

Figure 4. Number of people trained in FY 2012 by area under KRA 2.1 (as of September 2012)



AECOM Economic Alternatives
MILP Legal and political framework
PR Responsible fishing
MRCMC Coastal Marine Resource Management
TM Marine Turtles

	AECOM	MILP	PR	MRMC	TM
■ KRA 2.1	862	382	299	97	48

*Spanish acronyms

KRA 2.2 Pilot the use of Individual Transferable Quotas (ITQs) or similar rights-based mechanisms.

Progress to date. During fiscal year 2012, the Regional Program worked to consolidate one of its most challenging areas, namely, to increase the volume (percentage) of fish caught using rights-based mechanisms or best practices. The Program’s approach has been three-fold:

Glover's Reef (GOH) - geographic area and licensing system (quotas): The Regional Program worked on mechanisms to regulate lobster harvesting by 140 fishermen. According to estimates, just over 5% of all lobster harvesting in Belize is carried out under rights-based mechanisms, equivalent to nearly 93,000 pounds of lobster.



Lobster fishermen in Glover Reef – Belize (photo: WCS)

Supplies allocated for fin fisheries in the GOF. The documentation for these volumes is derived from implementation of the synchronization measures established for the GOF. In the context of those measures, the Program replaced the fishing nets of 200 fin fishermen, so that their total intake volume is now harvested under better fishing practices. This means that currently just over 6% of the total volume in the GOF is harvested under improved practices and in compliance with the applicable laws. The volume harvested is estimated at 257,303 lbs, resulting in sales totaling \$115,021.94

Concession for Mangrove cockle management, harvesting and marketing, El Rosario Cooperative (GOF). Also in the Nicaraguan Gulf of Fonseca, the Regional Program is promoting access through a concession for Mangrove cockle harvesting granted to this women’s group. The quantity of conch harvested is generally estimated at over 2,581 dozen, which had generated ██████ in sales as of June. Actually, the Cooperative, hasn’t been able to sale due to the fact that prices are gone down up to \$2.00 the “sack”, besides the rainy season has affected the production.



Pilot trial en Costa Miskita, Ni. (photo, Nestor Windevoxhel), with suripera nets. Closing the event with RAAN Gobernour and Director of Regional Program. (Photo: Program files)

Shrimp harvesting with suripera nets: The Regional Program has begun to promote rights-based mechanisms for shrimp harvesting using fishing gear called suripera nets. This will create an income source for the divers who stop fishing for lobster. The Program is also promoting a shift from lobster diving to the use of traps as a better harvesting practice. The volumes harvested using these mechanisms will be reported beginning in the next fiscal year.



KRA	Indicator		Target	Life of
			2011-2012	Program
KRA 2.2	2.2.1. Percentage increase of total harvest of select species under rights-based mechanisms and best fisheries practices	Proposed	15%	25%
		Actual	11%	11%
		Progress	73%	44%
	2.2.2. Number of quotas established for the sustainable use of coastal and marine resources	Proposed	4	10
		Actual	2	3
		Progress	50%	30%

KRA 2.3 Increase the demand for products and services which provide conservation and sustainable use of coastal and marine resources.

Progress to date: In keeping with the Regional Program’s approach, communications efforts have focused on promoting and reinforcing responsible seafood consumption and on publicizing its initiatives in the region. This fiscal year, 10 communications efforts were carried out in the following areas:

Virtual Geotourism Platform: This joint initiative of the Regional Program and NatGeo, working through SOLIMAR, has been carried out in several stages. The first step was to disseminate the Platform’s concept, scope and functions among the potential participants to encourage nominations of establishments, resources, and tourist attractions that might join in this initiative. A database of participants in the Platform was created out of this initial communications effort. Next, the information compiled was uploaded on the website: www.gobluecentralamerica.org, which is specially designed for this purpose, ready to be made available to environmentally friendly tourism worldwide. Lastly, the Program planned the Platform’s launch on the website and has made its contents public. The USAID Regional Program has built this Platform for two of our target sites: Cahuita/ Bocas del Toro and the Bay Islands in Honduras.



Photo and map of the NatGeo web site



A young boat operator from the group that supported the adoption of a Code of Conduct for boat tourism. Bocas del Toro (Photo: JB).

Support for productive activities.

Through WIDECAS, the Regional Program has also supported group of artisans and tour guides in Cahuita, Costa Rica

to help boost the sale of their goods and services. In addition, the Program introduced the “Code of Conduct for Boat Tourism” which now applies to 30 boatmen from three local tourism organizations serving over 3,500 visitors a month in Cahuita National Park and Gandoca-Manzanillo National Wildlife Refuge, with a combined surface area of 1,100 hectares.

Responsible Seafood Consumption in the Bay Islands. Working through Solimar, the Regional Program produced an updated communications effort to provide training, encourage participation, and raise awareness among tourists in relation to responsible seafood consumption in the Bay Islands, Honduras. The Program printed, delivered, and distributed materials such as posters, banners, illustrated brochures, menu inserts, and training guides for restaurants and seafood

companies, which describes the species that are and aren't under restriction, stickers to identified the restaurant which are participating and training guides for the restaurant's personnel. Through this partnership with CORAL and 14 coral reef protection organizations working at the local and international levels, the Program expects to reach at least 75 small businesses and 20,000 tourists annually.

Responsible lobster consumption in Central America: Eventhough of the disagreement of private sector in Guatemala, the Regional Program developed a pilot communications effort in a restaurant in Livingston, Guatemala, to encourage responsible consumption of spiny lobster. A plate mate was distributed and set on the tables. The event to launch the campaign, which was attended by local authorities and civil society representatives, included a presentation of "Let's Save Seven Species" with a focus on lobster, interpreted by young community members and students. Based on this pilot, the Program proposed a region-wide communications effort to distribute a plate mate to other areas.

Regional communications effort on sharks. The Regional Program drafted a communications strategy and publicity plan on the issue of shark finning consistent with OSPESCA's Regional Plan of Action for the Conservation and Management of Sharks in Central America (PARTIBURÓN 2011). The Program created two posters on the threats to sharks due to finning and the capture of newborns and juveniles in Central America in order to raise awareness among the general public and government authorities. This is part of the Regional Program's partnership with OSPESCA and CCAD to carry out joint communications campaigns.

First Hawksbill Turtle Festival in Jiquilisco Bay, El Salvador.

The First Hawksbill Turtle Festival was held in November in Jiquilisco Bay, El Salvador and was organized by subcontractor ICAPO in conjunction with eight local organizations. A total of 40,000 hawksbill turtle hatchlings were released in the Gulf of Fonseca as a result of the application of best practices for nest management and protection and efforts to educate and raise awareness among children and adults living in area coastal-marine communities. Over 250 local students, other residents and local officials participated in the activities, which included music, dance, drawing contests, a parade, a food fair, and the election of Miss Hawksbill as a symbol of the combined efforts of the community, fishermen, turtle harvesters, and local authorities.



Comic book on Protecting Turtles. Through ICAPO, the Regional Program produced a comic book that tells the story of conservation efforts in the Gulf of Fonseca and other beaches. The story describes the threats faced by these species and the actions people can take to help conserve and protect them. The comic book is designed for children and adults with any level of schooling.



Better Environment Magazine: Cooperation Projects in the Gulf of Fonseca. 2012. In conjunction with the Initiative for the Americas Fund (FIAES) in El Salvador, the Regional Program produced an edition on its activities to promote sea turtle protection and conservation, mangrove restoration, biodiversity, fisheries management, mangrove cockle stocks (*Anadara*

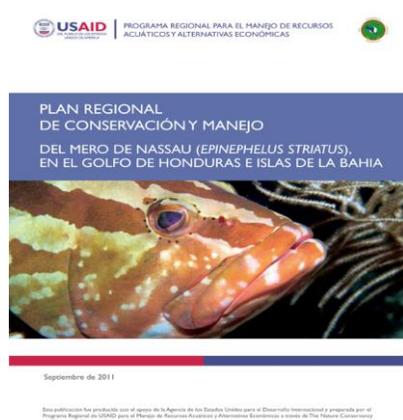
tuberculosa and *A. grandis*) based on contributions from the regional team. The magazine was distributed to a broad spectrum of target audiences that must become better informed about these issues if they are to contribute to the objectives of improving coastal-marine resource management.

USAID Regional Program Planner/Agenda 2012. The Regional Program produced a 2012 Planner/Agenda featuring its target issues for use as a publicity, awareness-raising, and promotional tool with its target audiences. The Planner/Agenda will be used in scheduling joint activities with our allies in the Economic Integration System, regional subcontractors, local and regional organizations, partners, and other cooperation entities. The Program has already distributed it to its main strategic partners and stakeholders: Chemonics International, USAID, Central American Ministries of the Environment and fisheries authorities, OSPESCA, and CCAD.

Ongoing communications efforts: With the contributions and collaboration of the regional team and the PMU, and advisory services provided by Chemonics International’s Communications division, the Regional Program has designed a website and has submitted it to USAID for approval. It has also continued to work on news bulletins and has produced and forwarded two success stories to USAID, along with supporting documentation for the success stories identified.

KRA	Indicator		Targets	
			2011-2012	LOP
KRA 2.3	2.3.1. 2.3.1. Number of communications efforts	Proposed	10	40
		Actual	10	15
		Progress	100%	38%

KRA 2.4 Draft / update and implement model plans and programs for the recovery of endangered species and their ecosystems which promotes sustainable economic development for local communities.



Plans and Programs for the management of target species: The Regional Program finished the draft sustainable harvesting plan for *Anadara tuberculosa* or mangrove cockle (known as *curil* in the Gulf of Fonseca). The plan describes the biological, economic, and social context for this activity and lays out priority areas such as management and strategic planning, resource management based on its spatial/temporal distribution, designated areas for fishermen’s associations, and the need to change the paradigm of free access to *curil* harvesting.

The Regional Program worked with the Ministry of the Environment of El Salvador (MARN) on a technical review to update the Jiquilisco Bay Management Plan in order to ensure the systematic and harmonious management of fisheries and environmental measures. It developed seven (7) technical data sheets on three fish, two crustaceans, and two oyster species of commercial interest in support of fisheries resource management measures and the optimal use of the site’s most important species.

Through STC, the Regional Program began to develop a Sea Turtle Conservation Plan for Ngöbe Bugle district. This five-year plan draws from the STC’s over ten years of experience in the

district, as well as the local knowledge of indigenous communities actively involved in conservation efforts.

Achievements in economic alternatives: The Regional Program has carried out several activities that have created a broad foundation for increasing the sale of goods and services from the coastal-marine area. Generally speaking, its activities can be divided into the following areas:

- a. Supporting the development of business plans, in all Program sites.
- b. Identifying potential buyers for products harvested under the better practices we have been promoting (KRA 2.2), such as for lobster and for shrimp harvested using suripera nets, as well as groupers, snappers, and mangrove cockle, Regional Program target species .
- c. Establish and facilitate private sector partnerships to improve the capacities of businesses and services in the region.
- d. A portfolio of 27 alternative productive projects in the Honduran Miskito Coast and implement pilots through the Strategic Activities Fund (SAF) in the Regional Program's four sites. This portfolio was prepared in association with the GEF/UNDP Small Grants Program.
- e. Strategic alliances with co-financial partners such as: CENPROMYPE, PNUD, AECID, PRONEGOCIOS in Honduras and CamBio from BCIE.

As a result of its activities during FY2012, the Regional Program recorded sales totaling [REDACTED] as of September 2012 in the following areas:

- a. Lobster sales under the rights-based system in Glover's Reef: cumulative sales had reached [REDACTED] as of August 2012.
- b. A total of [REDACTED] generated by the Copescharly Seafood Company on the Nicaraguan Miskito Coast from July to September 2012, from the sale of lobsters harvested with traps, using resources leveraged from local banks.
- c. Sales from fish caught using best fishing practices and implementation of business plans in the Gulf of Fonseca, where sales totaled US\$ [REDACTED]
- d. Improved cold-chain including a value added with ice commercialization by ACOPACIFICO in Maculis, Gulf of Fonseca [REDACTED].
- e. Increased sales through the "Volunteerism" Program operated by WIDECAST in Costa Rica and by ICAPO in the Gulf of Fonseca. In Cahuita-Bocas del Toro, WIDECAST documented sales totaling US [REDACTED] as of April 2012—the result of a visit by 282 volunteers to Moín, Cahuita and San San—that benefited around 160 people.
- f. A total sale of [REDACTED] by sales on better practices in Miskito Coast, Nicaragua.
- g. Similarly, ICAPO reported additional income in the amount of US\$ [REDACTED] that benefited 79 people in Estero Padre Ramos and Jiquilisco Bay.
- h. Sales reported on commercialization of Mangrove cockle in El Rosario, Gulf of Fonseca, Nicaragua, totaled [REDACTED] as of June 2012.

The ACOPACÍFICO Cooperative in the Gulf of Fonseca—which the Regional Program had assisted by facilitating the acquisition of a cold chain through CENPROMYPE—is selling ice to its members, to other individual fishermen, and to intermediaries who arrive to purchase the product. From late January to August, this business generated additional income for the cooperative through the sale of 119 tons of ice valued at [REDACTED]. This Cooperative has reported monthly sales of [REDACTED] since the cool chain was implemented. The Regional Program has selected this cooperative as one of its success stories.

A summary of these sales is provided in the table below:

No.	ACTIVIDAD	UBICACION	BENEFICIARIOS
1	Lobster sales by Fishermen in Sarteneja under a special licence system (quotas)	Glover's Reef, Belice.	114
2	Lobster sales as part of the conversion of lobsters fleet, by Copesharly Seafood Company in Miskito Coast, Ni.	Mosquitia Nicaragüense	130
3	Commercialization of fin fish with improved fishing gears	Golfo de Fonseca	200
4	Cool chain added value ACOPACÍFICO	Maculis, GoF, El Salvador.	
5	Support for the volunteer and handicraft program for local communities	Cahuita-Bocas del Toro	160
6	Lobster commercialization by the Artisanal Cooperative converted scuba divers to nasas	Puerto Cabezas, Nicaragua	44
7	Volunteer Program under the Hawksbill turtle program.	Estero Padre Ramos y Bahía de Jiquilisco	79
8	Commercialization of Mangrove Cockle by the Cooperativa El Rosario, Ni. Gulf of Fonseca	Nicaragua-GOF	100
Total ventas			

Sea Turtle Conservation

In this fiscal year the program with partners in Costa Rica, El Salvador, Nicaragua and Panama release of 390 thousand sea turtle hatchlings as in the table below. It is important to remember that the fiscal year take in consideration just half of the nesting season of sea turtles in Central America.

Especie	Costa Rica		Panama		Nicaragua	El Salvador	Total
	Cahuita	Moín	San San	Ngobe Bugle	Padre Ramos	Jiquilisco	
Baule	6,237	4,191	12,837	290,218			313,483
Carey Verde	4,904	46	59	47,551	16,323	11,108	79,991
	1,149						1,149
Total por sitio	12,290	4,237	12,896	337,769	16,323	11,108	
Total por País	16,527		350,665		16,323	11,108	394,623

Nest and hatchling protection in Ngöbe-Buglé district and Bluff Beach (Panama): Drawing from the experience in 2010-2011, the Regional Program designed strategic actions for the 2011-2012, season. There was an overall increase in nesting relative to the previous season, although high tides eroded some of the nests early on, in March and April. Nesting levels have been particularly high for hawksbill turtles relative to recent years. As of August, there were an estimated 290,218 leatherback hatchlings and 47,551 hawksbill hatchlings on the beaches of Ngöbe Bugle district and on Bluff Beach.

Nest and hatchling protection in the Cahuita-Bocas del Toro site (Costa Rica-Panama): In February 2012, the sea turtle nest and hatchling protection project entered its second season in the Cahuita-Bocas del Toro bi-national area. A total 23,265 leatherback turtle nests (*Dermochelys coriacea*) had been counted as of August 2012: 12,837 in San San, 4,191 in Moín Beach, and 6,237 on the beaches of Cahuita National Park.



A total of 1,149 green turtles hatched on the beaches of Cahuita National Park. As of August 2012, 5,008 hatchlings were reported released, including 59 in San San, 45 in Moín, and 4,904 in Cahuita. This project is implemented through a public-private partnership between local organizations (AMMVECONA, WIDECAST, Ecoparadero de Moín), private companies (Chiquita Brands), the environmental authorities of Costa Rica and Panama, and the Regional Program. Protection and monitoring activities cover San San Beach (Panama), Moín Beach, Playa Blanca, Puerto Vargas, and Carbón in Cahuita National Park (Costa Rica).

Through this initiative, the Regional Program will leverage \$50,000 from Chiquita Brand and expand the partnership under a GDA model partnership that is currently being drafted.

Protection of hawksbill turtle nests and hatchlings in the Gulf of Fonseca. In June 2012, the project to protect hawksbill turtle nests and hatchlings entered its second season in Jiquilisco Bay, El Salvador and Estero Padre Ramos, Nicaragua. The global target is to protect a minimum of 80% hawksbill turtle nests in these two critical areas and ensure that 20,000 to 40,000 hatchlings are safely released to the sea by the end of the season. The Regional Program is working with local organizations in both sites and has used USAID funding to leverage other public and private funding sources. A total of 426 hawksbill nests were registered as of August 2012, and 27,431 hatchlings had been safely released.

Based on historical nesting averages, the 2011-2012 and 2012-2013 seasons will produce an estimated 400,000 hatchlings each, for a total of 800,000, and the 2013-2014 season, an estimated 300,000 hatchlings. These are conservative estimates and the Regional Program anticipates reaching its targets. At this time, the Program is pursuing partnerships with other programs and projects that will enable it to surpass the life of project target.

KRA	Indicator		Targets	
			2011-2012	LOP
KRA 2.4	2.4.1. Number of model plans and programs drafted or updated and implemented for coastal and marine resource management	Proposed	4	18
		Actual	2	5
		Progress	50%	28%
	2.4.2. Value (USD) of additional sales of products or services that can be directly attributed to the activity interventions and which support conservation and/or sustainable use efforts	Proposed	█	█
		Actual	█	█
		Progress	175%	22%
	2.4.3 Number of sea turtle hatchlings protected and released	Proposed	700,000	1,500,000
		Actual	554,281	754,281
		Progress	79%	50%

KRA 2.5 Foster the establishment of public – private alliances and partnerships to leverage funds for conservation and sustainable harvest practices.

Progress to date: This fiscal year the Regional Program leveraged funds through a number of different activities, exceeding its quarterly and annual targets by 58%. Most of the leveraged funds have been for the Honduran Miskito Coast and the Nicaraguan Miskito Coast, as shown in Figure 5. This is logical since those are the areas where the most support and financial investment is required to implement high-impact activities. Some of the more relevant activities through which the Program leveraged resources are listed below:

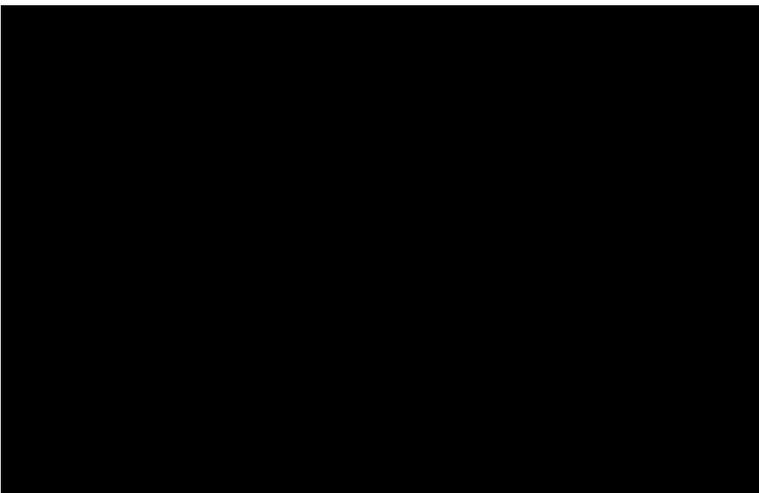


Figure 5. Funds leveraged for each Program site in FY 2012. Honduran Miskito Coast (HMC), Nicaraguan Miskito Coast (NMC), Cahuita - Bocas del Toro (CBT), Gulf of Honduras (GOH), Gulf of Fonseca (GOF).

- a) Financing in the amount of US █ from local banks for conversion from diving in the Nicaraguan industrial sector, in addition to a █ contribution from Copescharly Seafood Company’s own funds (Moskitia Coast, Nicaragua)
- b) Support for the productive activities portfolio for the Honduran Miskito Coast, with the GEF Small Grants Program totaling █, in addition to matching funds from local communities through DAKNI totaling █
- c) Private investment in the amount of US █ by Join Seafood Company for an octopus processing plant and marketing in Nicaragua as an alternative to diving
- d) Geotourism Platform, with a US █ contribution from the IDB and █ from the Government of Honduras through the Honduran Tourism Institute
- e) Other investments in pilot projects, sea turtle conservation and training in best practices in different areas, for a cumulative total of US █

By thematic area, most of the leveraged funds have been for economic alternatives, as shown in Figure 6. It is important to point out that the Regional Program supports economic activities tied to improved fishing practices (lobster traps and conversion from diving); access rights (use of suripera nets in shallow coastline areas); and enhanced marketing of fish species through improved cold chains, marketing chains, and prices. All of these activities reduce the pressure on species of commercial or conservation interest in keeping with the USAID Regional Program’s integrated vision.

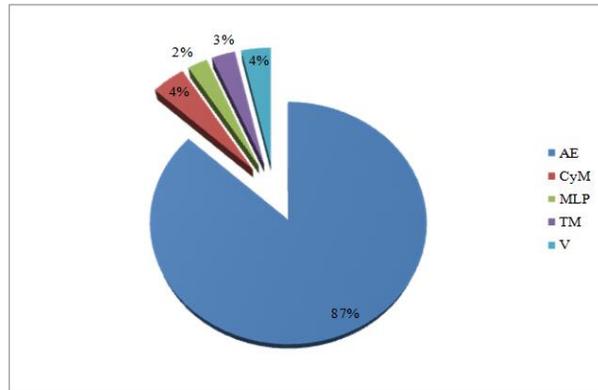


Figure 6. Funds leveraged for priority programmatic areas in FY 2012: Economic Alternatives (EA), Conservation and Management (CaM), Legal and Policy Framework (LPF), Sea Turtles (ST), Other (O).

KRA	Indicator	Targets		
		2011-2012	LOP	
KRA 2.5	2.5.1. Value (USD) of non-USG financed conservation efforts leveraged, payment for environmental services, or additional revenues provided for conservation by governments and the private sector	Proposed		
		Progress	187%	58%

KRA 2.6 Promote the management of biological significance areas as an important tool for sustainable fisheries and tourism.

The Regional Program is concentrating on ten coastal-marine areas of biological significance in Central America to meet the global target of 1.2 million hectares under improved management:

1. Glover´s Reef Marine Reserve, Belize
2. Port Honduras Marine Reserve, Belize
3. Sarstoon River Multiple Use Area, Guatemala
4. Punta de Manabique Wildlife Refuge, Guatemala
5. Bay Islands National Sea Park, Honduras
6. Cochinol Keys ,Sea Natural Monument Archipelago, Honduras
7. Jiquilisco Bay, Gulf of Fonseca, El Salvador
8. Miskito Keys Biological Reserve, Nicaragua
9. Estero Padre Ramos Natural Reserve, Nicaragua
10. Damani Guariviara Wetland of International Importance, Panama



These areas combined span approximately 1.7 million hectares. Each one has developed an intervention strategy tailored to its needs, priorities, and opportunities for action that includes the following aspects of improved management:

- Develop or update management plans for protected areas
- Develop and implement climate change adaptation plans
- Draft co-management mechanisms
- Draft and implement rights-based mechanisms for coastal-marine resources

In order to achieve improved management targets, the Program will have to develop assessment, consultation, and validation processes that take months and entail close collaboration with the national authorities. The results obtained in this KRA are monitored annually. By the end of FY 2012, the Program expects to have completed several of the processes begun in the Bay Islands, Port Honduras, Sarstoon River and Punta de Manabique, encompassing approximately 800,000 hectares.

Progress to date:

Co-management mechanisms in Bay Islands National Park, Honduras: With assistance from the Regional Program, representatives of 11 municipal and community advisory councils in the Bay Islands participated actively in consultation workshops on the Bay Islands National Sea Park Management Plan organized by the Honduran Tourism Institute. Working through TNC, the Regional Program organized the councils in 2011 to ensure that communities and local governments would be included in decision-making processes for the management of this new protected area. Their participation in the workshops was therefore critical for governance of the area under the new management plan. To follow-up, the Regional Program prepared a proposal identifying alternatives for co-management of the Park, which it will present to ICF as input to strengthen the role of fishermen and other local stakeholders in the management of this protected area.

Miskito Keys Management Plan, Nicaragua. The Regional Program experienced certain setbacks in identifying a consulting team to draft the management plan, which delayed the start of activities during the first half of the year. By July, however, the consulting team had been formed

and the Program subcontracted with the Center for the Autonomy and Development of Indigenous Peoples (CADPI) to update the plan. It expects to have the final plan in hand by March 2013.

Management Plan for the Damani Guariviara Wetland of International Importance, Panama: At the end of this fiscal year, the Regional Program finally signed the Memorandum of Understanding with the National Environmental Authority (ANAM). The MOU sets out an agreement for the co-investment of technical and financial resources in the development of a management plan for the protected area. Based on the updated timeline, this activity will be implemented during the next two quarters of FY 2012-2013. The management plan updated will take on account the ecosystem approach, community participation during the whole process, right access and marketing approach.

Climate change adaptation plans for five protected marine areas in the Gulf of Honduras.

Working through subcontractor TNC, the Regional Program began preparing these special plans based on the findings from the vulnerability study and regional adaptation plan for the Gulf of Honduras prepared in 2011. The selected areas are Port Honduras Marine Reserve in Belize, Punta de Manabique Wildlife Refuge and the Sarstoon River Multiple Use Area in Guatemala, and the Cochinol Keys Natural Marine Monument Archipelago and Sandy Bay in Honduras. The Regional Program identified strategies and priority actions for each area based on its natural features and local economic activities. It completed the plans for Port Honduras, Sarstoon River, and Punta de Manabique in September 2012, and will finalize the plans for Honduras in October 2012.



Sarstoon River, Guatemala. (Photo: Fernando Reyes Palencia – flickr internet)

Adoption of the climate change adaptation plan for the coastal-marine area of Belize and the Guatemalan and Honduran Caribbean. Through TNC, the Regional Program began the process for the adoption of the Regional Climate Change Adaptation Plan, in conjunction with the Inter-Institutional Technical Committee on Climate Change in Honduras. Similar processes are taking place in Belize and Guatemala in accordance with the domestic law in each country. Developed in 2011, the adaptation plan has four sections, one for each country and one for the region as a whole. Each country is currently reviewing the plan with a view to incorporating its objectives and strategic actions into their national management instruments.

Joint Vulnerability Study for the Central American Caribbean. Based on a Memorandum of Understanding with the Project titled Marine-Coastal Biodiversity in Costa Rica – Development of Capacities and Adaptation to Climate Change (BIOMARCC Project) operated by Gesellschaft für Internationale Zusammenarbeit (GIZ) of Germany, and with ██████████ in leveraged funds, the Regional Program contracted CATIE to conduct a climate change vulnerability study for the Nicaraguan, Costa Rican, and Panamanian Caribbean. This information will supplement the deliverable that the Regional Program designed for Belize, Guatemala, and Honduras in 2011 with the ultimate goal of creating a regional model of coastal-marine vulnerability for the Central American Caribbean.

This result will also serve as the basis for developing a regional Climate Change Adaptation Plan, which is one of the main goals of OSPESCA and CCAD.

KRA	Indicator		Targets	
			2011-2012	LOP
KRA 2.6	2.6.1 Number of hectares in areas of biological significance under improved management as a result of USG assistance	Proposed	300,000	1,200,000
		Actual	647,000	682,000
		Progress	216%	57%
	2.6.2 Number of fishermen in compliance with protected area management plans	Proposed	6	15
		Actual	11	13
		Progress	183%	87%

SECTION III: PERFORMANCE MONITORING PLAN

The Regional Program updates its Performance Monitoring Plan (PMP) on a regular basis with the input of all project staff. This PMP actually is the most important management tool for results-based performance evaluation. In fiscal year 2012, the team made several decisions to improve monitoring, including a monthly progress evaluation mechanism with each program staff and a midterm evaluation that can be used to adjust and correct activities as necessary.

Chemonics International conducted two internal evaluations in FY2012, using the AIMS method: “Achieve, Innovate, Measure and Share.” These evaluations show progress in 11 categories and concluded with commitments to ongoing improvement in order to achieve the expected results and enhance performance in the next six month period. As part of its ongoing improvements for implementing the plan, the Regional Program has designed a computerized system for more systematic capture of information relevant to the indicators and created the following online databases to house the considerable amount of data generated by this system:

1. Training database (KRAs 1.4 and 2.1).
2. Database to track sea turtle releases (KRA 2.4)
3. Research database (studies, researchers, existing capacity (KRA 1.5)
4. Database for monitoring subcontracts (Subcontractors tracker)

Team members or subcontractors will upload information into these databases accordingly to the needs. They will be updated online to maximize efficiency. The research databases should be easily transferrable to OSPESCA’s SIRPAC or to CCAD. As the USAID Regional Program’s system develops, it will be one of the four Chemonics projects for which a completely automated M&E system will be implemented to facilitate integrated follow-up of technical activities, tasks, and budget.

Following USAID guidelines, the Regional Program also evaluated data quality for six key project indicators that our COTR reports to USAID Washington. The Program also supported our COTR in developing a progress report for those indicators as well as the technical justification for the results observed.

These actions have improved the Regional Program’s ability to update and progress report made by Indicators. The Regional Program prepared a special report on the results of the PMP and created forms containing more detailed information to facilitate the systematization of harvest volumes and sales of products and services associated to marine and coastal resources management and fisheries of program’s target species.

After reviewing its activities and targets, the Regional Program believes that several of them should be reworked in the contract, either because the conditions are not suitable for their implementation or their priority level is not consistent with regional priorities. To this end, the Regional Program has developed a proposal for a revised PMP that will be submitted to the client for approval.

Finally, the Indicators on implementation of activities in the areas of improved law enforcement (KRA 1.2) and complaints processing (KRA 1.3) reflect less progress than expected, since activities of this nature require close coordination and the consent of the governments in keeping with the relevant law in each country. This imposes challenges that could be considered out of reach of our Program and our desire to move forward on a particular issue. Aside from these instances, the Regional Program achieved or surpassed the targets set for the other indicators this

year. It should be noted that the Program's activities for the Miskito Coast expanded interventions will raise the indicator for fishermen trained (KRA 2.1) by 900 people and the sales indicator (2.4.2) by one million dollars. This information will be included in the planning process and in the updated PMP for FY2013. The progress made this period in each indicator is shown below.

ANNEX A. SUMMARY OF INDICATORS FROM THE MONITORING PLAN

SO	KRA	Indicator		Targets		
				2010-2011	2011-2012	LOP
1	KRA 1.1	1.1.1 Number of coastal and marine resources conservation and sustainable use policies and legislation drafted and presented.	Proposed	5	5	22
			Actual	5	4	9
			Progress	100%	80%	41%
	KRA 1.2	1.2.1 Number of coastal and marine resources law monitoring and enforcement strategies drafted and implemented	Proposed	1	3	5
			Actual	1	0	1
			Progress	100%	0%	20%
	KRA 1.3	1.3.1 Trend in reporting target species related violations	Proposed	0	3	3
			Actual	0	0	0
			Progress	NA	0%	0%
		1.3.2 Increased effectiveness in processing target species related violations	Proposed	0	3	3
			Actual	0	0	0
			Progress	NA	0%	0%
	KRA 1.4	1.4.1 Number of people from fisheries and environment governmental and nongovernmental institutions trained	Proposed	600	500	1500
			Actual	897	874	1710
			Progress	150%	175%	118%
	KRA 1.5	1.5.1 Number of regional mechanisms implemented to foster research and provide information to sustainable manage coastal and marine resourced elaborated	Proposed	1 CMRS + 3 MOU's	2 MOU's + 1 Mechanism	14
			Actual	1	1	2
			Progress	74%	70%	60%
1.5.2. Number of technical and scientific articles on coastal and marine resources		Proposed	8	8	30	
		Actual	8	8	16	
		Progress	100%	100%	53%	
KRA 1.6	1.6.1. Number of countries adopting and implementing the Inter American Convention for the Protection and Conservation of Sea Turtles or any other agreement among countries to protect target species	Proposed	2 countries	2	5	
		Actual	0	0	0	
		Progress	0%	0%	0%	
2	KRA 2.1	2.1.1. Number of artisan and industrial fishermen trained on best fisheries practices, with emphasis on rights and/or market based mechanisms. (M/F/T)	Proposed	1300	2,200	5,900
			Actual	825	1688	2404
			Progress	63%	73%	43%
	KRA 2.2	2.2.1. Percentage increase of total harvest of select species under rights-based mechanisms and best fisheries practices	Proposed	5	15	25
			Actual	0	11	11
			Progress	0%	73%	44%

SO	KRA	Indicator		Targets		
				2010-2011	2011-2012	LOP
		2.2.2. Number of quotas established for the sustainable use of coastal and marine resources	Proposed	2	4	10
			Actual	1	2	3
			Progress	50%	50%	30%
	KRA 2.3	2.3.1. Number of communications efforts	Proposed	15	10	40
			Actual	7	10	17
			Progress	47%	100%	43%
	KRA 2.4	2.4.1. Number of model plans and programs drafted or updated and implemented for coastal and marine resource management	Proposed	8	4	18
			Actual	3	2	5
			Progress	38%	50%	28%
		2.4.2. Value (USD) of additional sales of products or services that can be directly attributed to the activity interventions and which support conservation and/or sustainable use efforts	Proposed	1,000,000	1,000,000	8,000,000
			Actual	0	1,746,902	1,746,902
			Progress		175%	22%
	2.4.3 Number of sea turtle hatchlings protected and released	Proposed	200,000	700,000	1,500,000	
		Actual	200,000	554,281	754,281	
		Progress	100%	79%	50%	
	KRA 2.5	2.5.1. Value (USD) of non-USG financed conservation efforts leveraged, payment for environmental services, or additional revenues provided for conservation by governments and the private sector	Proposed	500,000	1,500,000	5,000,000
			Actual	648,577	2,809,315	3,457,891
			Progress	130%	187%	58%
KRA 2.6	2.6.1 Number of hectares in areas of biological significance under improved management as a result of USG assistance	Proposed	150,000	300,000	1,200,000	
		Actual	35,000	647,000	682,000	
		Progress	23%	216%	57%	
	2.6.2 Number of fishermen in compliance with protected area management plans	Proposed	3	6	15	
		Actual	2	11	13	
		Progress	67%	183%	87%	

It is important to point out that in last quarter of the fiscal year 2012, resources were added to the Regional Program to support financial investment in the Miskito Coast, comprising Nicaragua and Honduras. These funds will promote the compliance of several indicators related to sales, commercialization, leverage, and training. These additional funds were accompanied by an increase on the level of sales, training and leverage expected for the life of the project, consequently it diminish the rate of accomplishment by goals for this fiscal year (2012), since it has not been enough time see the impact of new investments in terms of results indicators.

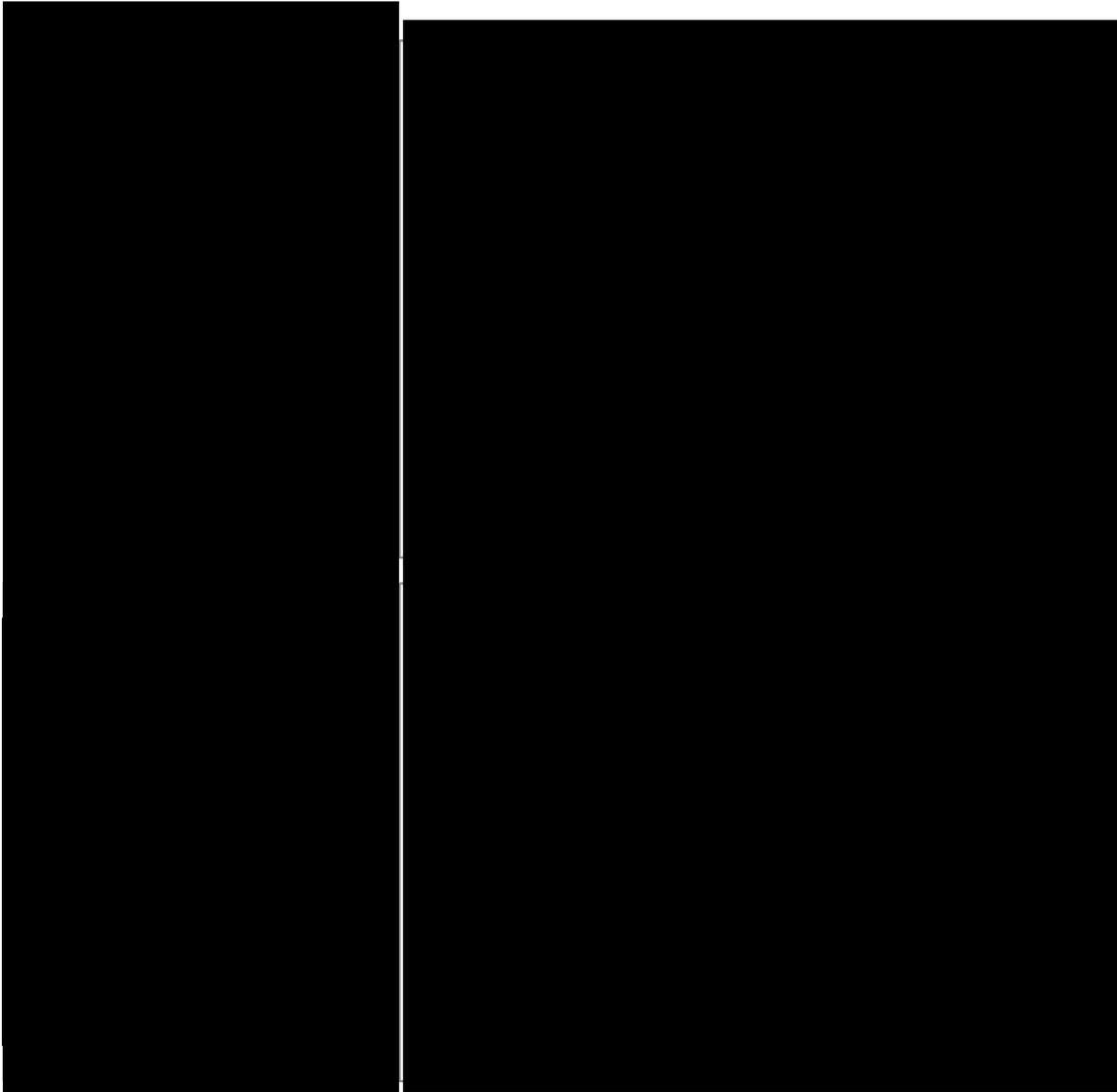
In general the Regional Program has reached a satisfactory progress during this fiscal year 2012, compared with fiscal year 2011, and it is expected that next fiscal year 2013 our indicator would show more progress in investments and results.

ANNEX B. FINANCIAL SUMMARY

Below are the results for the budget execution for years 2011 and 2011 to show the progress related to monthly rate and total funds invested. Comparing the two years the execution budget has increased for 2012 in 23.9%. The expectation for fiscal year 2013 is to exceed the actual figure as well as the monthly rate of [REDACTED]

The expenditures graphical interpretation, in both years shows a downward trend in April and October and an increased during the month of December. The increased during December is due to the fact that some contracts are closing and the personnel allowances. During October, the expense decreased is due to the fact that the activities and expenditures are reduced because of the Working Plan Planning period and the Annual Report.

On April there is a trend to decrease on external activities and expenses because it during this period that midterm evaluation occurs, the building of the second quarterly report, and that most of the countries in the region are in holidays because of the so called “Semana Santa”.



ANNEX C. NEW MOU SIGNED WITH KEY ORGANIZATIONS

Organization	Legal agent	Liaison	Area of collaboration	Type of Document	Date signed or scheduled
1. ANAM – National Environmental Authority - Panama	Lucía Chandeck	Leticia Polo	Technical and financial support to develop the Damani Guariviara Management Plan	Memorandum of Understanding	October 2012
2. MARFund	Lorenzo Rosenwig	María José González	Economic development, management of marine coastal resources	Memorandum of Understanding	June 27 th , 2012
3. BIOMARCC/GIZ	Michael Schoenvoigt		Vulnerability and adaptation to climate change on the Central American Caribbean Coast	Memorandum of Understanding	23 May 2012
4. Honduran Tourism Institute	Nelly Karina Jerez Caballero	Syntia Bennet	Creation of a tourism platform in Honduras	Memorandum of Understanding	17 May 2012
5. Friends of the Earth-Spain	Guillermo Rodríguez	Hilario Mendoza	Coordination of efforts in the Gulf of Fonseca	Technical Cooperation	15 February 2012
6. Initiative for the Americas Fund - FIAES	Jorge Oviedo	Jorge Oviedo	Synergies for productive projects as economic alternatives for artisanal fishermen in Jiquilisco – Gulf of Fonseca	Memorandum of Understanding	21 December 2011
7. NatGeo and International SOLIMAR	Jim Dion	Matt Humke	Establish Geotourism Platforms in Regional Program Sites	Memorandum of Understanding	12 December 2011
8. Darden	Roger Bing		Lobster commercialization captured under better practices	Memorandum of Understanding	To be determined
9. Walmart	Yolanda Hernández	Marco Frier	Fin fish commercialization captured under better practices	Memorandum of Understanding	To be determined
10. Super Selectos	Francisco Callejas	Ximena Robins	Fin fish commercialization captured under better practices	Memorandum of Understanding	To be determined
11. Netuno	Luciano Bonaldo		Fin fish commercialization captured under better practices	Memorandum of Understanding	To be determined
12. Islander & Caribbean	Demetrios Jimmy Koutsofios		Lobster commercialization captured under better practices	Memorandum of Understanding	To be determined
13. Perlamar	Francisco Terry		Lobster commercialization captured under better practices	Memorandum of Understanding	To be determined

ANEXO D. SUCCES STORIES

Ice, the missing link in a Cold Chain

This group of fishermen acquired the necessary ice plant to complete their cold chain, to improve the shelf life and quality of their fish products.



Photo: Helena Miranda

Before parting to sea, Fausto and other members of the fishing cooperative ACOPACIFICO, fill the coolers on their boats with ice to preserve the catch of the day, avoiding a product loss of up to 50%.

USAID developed a business plan for the ACOPACIFICO cooperative of the Gulf of Fonseca in El Salvador, which made it possible for the cooperative to obtain the financing to purchase and install an ice plant. The fishermen now manage to preserve 100% of their catch. An effective cold chain gives fishermen better conditions to negotiate market prices, as it helps them maintain the quality of their product for a longer period of time.

U.S. Agency for International Development
www.usaid.gov

Fausto Ramirez, 40, a Salvadoran artisanal fisherman lives in the charming beach town of El Maculis and has fished the waters of the Gulf of Fonseca his entire life. The rich biodiversity and resources of the region's rocky reefs have allowed him to make a living.

In pursuit of improving his economic conditions, Fausto joined the ACOPACIFICO Cooperative, hoping to get better prices for his catch, and to protect the resources in the region that are at risk from overfishing.

Fausto, and 36 other fishermen, managed to get a storage facility for the cooperative, which applies responsible fishing methods and conservation practices in effort to protect valuable marine resources.

However, the cooperative did not produce ice, which made it difficult for fishermen to keep their fish cool throughout the fishing, storage, and commercializing process. Often, the cooperative lost nearly 50% of its catch because they did not have an adequate cold chain.

The inability to properly store and cool the fish forced the fishermen to sell their catch quickly, accepting low prices in order to avoid spoilage. Furthermore, members of ACOPACIFICO lacked the necessary skills to obtain the financing needed to solve the cooperative's business challenges, such as creating an effective cold chain.

In August 2011, the USAID Regional Program for the Management of Aquatic Resources and Economic Alternatives began supporting ACOPACIFICO in developing a business plan and applying for business development funds from a regional government agency that aids microenterprises and small businesses. With the Programs' help, funds were granted to buy and install the ice plant.

Due to USAID's support, they have been able to increase their monthly earnings from [REDACTED], from the sale of fishing, and also ice to other fishermen.

"We're grateful. There were times when we didn't go out fishing because we had no ice. Today our job is secure and we're not worried that our catch will rot. We also sell ice to other fishermen who couldn't get ice before, so we've all benefited from the support." Said Mr. Ramirez.

ANNEX E. TRAINING REPORT

The USAID Regional Program is preparing a full and detailed report on training, which will be presented separately and will be included in the next quarterly report. However, the results are so interesting and relevant that it was decided to include a brief in this annual report.

It is important to clarify the regional program did not performed any training activity during 2010, focusing initially on establishing operational and institutional bases for their work. Consequently, the program starts training activities since the second quarter of fiscal 2011. From then on, dramatic progress in training has been produced. The beneficiary groups include both technical staff from governmental and nongovernmental organizations, as well as our focus group: artisanal fishermen in Central America. The main topics addresses at the beginning of the program were: legal and administrative provisions, policies and improved management practices.

The regional program trained 1,722 people of which 825 (14% of the goal to the end of the program) were fishermen and 897 (which represent 60% of the goal to the end of the program) were officials from both private and government institutions during 2011. These numbers, against the scope of our indicators showed our ample capacity to meet the goal regarding officials long before the completion of the program while the goal for the training of fishermen required extra effort. Considering the experience of costs and target groups therefore, decided to continue the following strategies: (1) focus on local or national workshops to be more efficient in terms of cost benefits and (2) focus primarily on training workshops with fishermen.

Figure 7, shows the changing trends in the training conducted since fiscal year 2011 (excluding the first quarter in which there was no training) and FY 2012. During 2012 the Program strategically invested on fishermen training and more limited training was finance for Institutional staff.

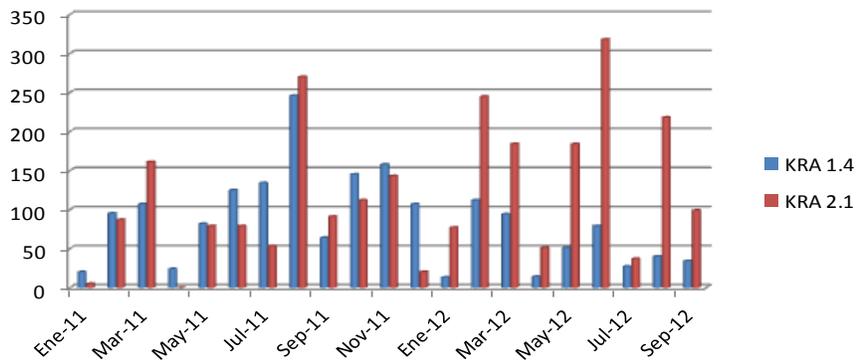


Figure 7. Accumulated detail in training by month for each indicator for fiscal years 2011 and 2012. KRA 1.4 (blue) institutional staff and KRA 2.1 (red) fishermen trained.

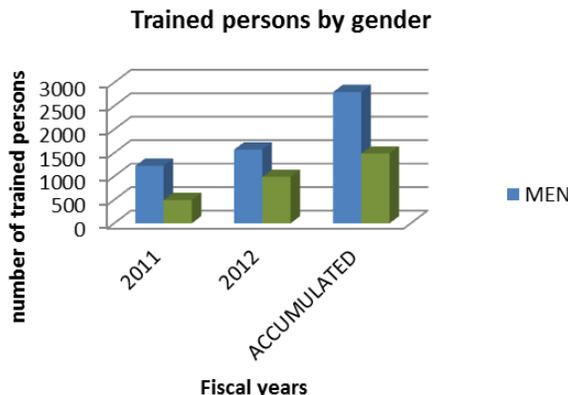


Figura 8. Detail accumulated training by gender for fiscal years 2011 y 2012.

Despite the efforts to achieve a comprehensive integration of the two gender groups in our activities, economic rural reality shows that men are more motivated than women to participate in the fishery and its management. Due to this situation we find in our data 60% of participants are man and just 40% women in similar proportions both years 2011 and 2012.

During the reported fiscal year, training was focused on the most important issues for the implementation of the technical and programmatic activities, for example the most important topics were: (1) Institutional, legal and policy (MILP: Spanish acronyms.), (2) Economic, Marketing and Approaches (AECOM), (3) Coastal Marine Resources Management (MRMC), (4) Responsible Fisheries (PR) and (5) Sea Turtles Conservation (TM). Figure 9 below shows the distribution of the training by topics.

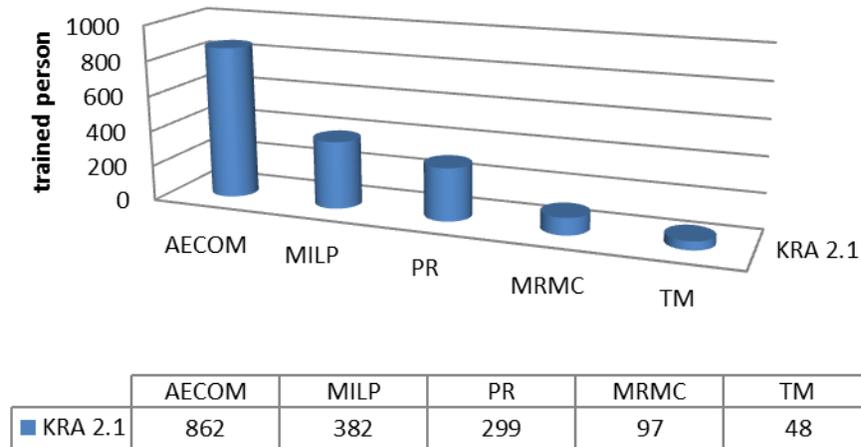


Figure 9. Detail accumulated training by topic according to indicator 2.1, up to September 2012

These results show that greater efforts were on issues related to management and transparency on regulations, including access rights management, issues related to improved fisheries management, and regulations under an ecosystem approach.

Finally it is important to note that the implementation of the training was conducted under the principles of efficiency and maximizing leverage which are priorities of the budget execution of the program. Thus the average cost for the training program per person is about \$ 97. The average cost by event during 2012 was estimated in US\$ 3,875. The USAID regional program invested 247,951 by 2012, from this amount 35% (US\$ 86,870) was leverage from other organizations. These mean that for each tax dollar invested by USAID at least we leverage US\$ 0.54 from a different source.

These investments have enabled us to move forward the proposed agenda effectively and efficiently. Based on these experiences, it has decided to invest in training for the next fiscal year with the following considerations:

1. Continue stimulating leverage in partnership with other projects, as a key strategy.
2. Since we already exceed the goal for institutional staff, we will be very strategic to select few and priority training activities for them, recognizing at the same time we still need to do dome training to institutional staff in order to achieve some of the program technical goals.
3. We will focus our training efforts with fishermen during the next fiscal year.
4. The training will focus on key issues, not limited, but preferentially related to businesses approach and improved fisheries, among others, which allow us to successfully achieve our goals.