

Project Title: **“Identifying Replicable Shark Conservation Strategies to Support Balanced Marine Ecosystems.”**
Soliciting organization: MarViva Foundation
Date: November 5, 2012.

Mr. Richard M. Huber
Department of Sustainable Development
Organization of American States

Dear Mr. Huber:

Since 2002, MarViva promotes marine resources conservation and responsible use, as a means to ensure sources of food, employment, and wellbeing. Our work focuses mainly in Costa Rica, Panama and Colombia.

MarViva advances a comprehensive, ecosystem approach to protect the marine environment. We facilitate science-based, participatory, multi-sectoral planning and decision-making processes that involve: advocacy and support for better coordination and improved legal frameworks, enhancement of enforcement & compliance effectiveness, access to information, communications & outreach, generation of responsible markets, local and regional efforts.

Key to our success is working closely with the diverse stakeholders, government entities and decision makers through partnerships that generate stronger commitment and leverage the joint work and common objectives.

MarViva appreciates your interest and support to marine conservation initiatives in the Americas. We look forward to partnering with WHMSI to implement this multi-country, public-private collaboration and educational forum, in favor of the conservation and sustainable use of sharks as such a critical migratory species that supports the balance and sustainability of the marine ecosystems.

Best regards,



Alejandra Pacheco
Director of Co-Investments



TECHNICAL AND FINANCIAL PROJECT PROPOSAL TEMPLATE

Name of the Organization: MARVIVA FOUNDATION	Type of Organization: NGO
Brief Description of the Organization: MarViva Foundation is a regional, non-profit organization specialized in promoting the conservation and sustainable use of marine and coastal resources in the Eastern Tropical Pacific. We facilitate science-based, marine spatial planning processes to promote participatory, multisectoral assessment and decision making. MarViva envisions a healthy, biodiverse marine environment that generates sustainable food, recreation and employment sources for the present and future generations. MarViva has operations in Costa Rica, Panama and Colombia. We address conservation and sustainability with an ecosystem approach, appointing special relevance to sharks, which condition as migratory, apex predators affects the stability of marine life in the region.	
Contact Person: Zuleika Pinzón, Director General	Address: Clayton, Ciudad del Saber, Edificio 168, Panamá
Telephone: +(507) 317 4350	Email and Website: zuleika.pinzon@marviva.net ; www.marviva.net
Project title: Identifying Replicable Shark Conservation Strategies to Support Balanced Marine Ecosystems.	
Project Objective: Leverage shark conservation as critical species to maintain the sustainability of marine ecosystems.	
Expected Outcomes: <ul style="list-style-type: none"> • Multi-country assessment of existing management and conservation strategies to protect shark populations. • NGO technicians and governmental officers from Costa Rica, Panama and Colombia informed on best practices on shark conservation strategies and linked with international colleagues. • Recommendation on replicable successful management and conservation models in the participating countries (at least Costa Rica, Panama, Colombia). • Suggested program and action plan for the stakeholder endorsement (coastal communities, government entities, resource users) and legislative advocacy of the identified replicable shark conservation and sustainability strategies. 	
Target Population: Government institutions (environmental and fisheries authorities) and NGO	
Amount Requested in USD: US\$20,000	Co-financing: US\$20,400
Project Duration in Months: 6 months	Country: Panama (with a regional scope, focused on Costa Rica, Panama and Colombia, which are neighboring countries with coastlines on both the Pacific and Caribbean Sea)

Project Summary:

Los ecosistemas marinos proveen fuentes fundamentales de alimentación, empleo y recreación para las comunidades costeras y la sociedad en general. Los tiburones son especies migratorias, reconocidas como indicadoras de la salud en los océanos, en su calidad de depredadores tope influyentes sobre el



balance en la cadena alimenticia y de los hábitats que contienen a la vida submarina. La iniciativa propuesta pretende apoyar los esfuerzos para protegerlos en el trópico americano, estimulando el intercambio de experiencias y conocimiento sobre diversas estrategias implementadas para su conservación.

Se analizarán fuentes bibliográficas e institucionales para identificar modelos exitosos y reunir en Panamá a los representantes que han liderado su diseño y/o ejecución, con expertos internacionales y oficiales de gobierno (incluidas autoridades de ambiente y pesca de cada país^[1]), ONG y centros de investigación. En una sesión de trabajo de día y medio de duración, realizaremos un riguroso escrutinio de las experiencias para determinar la factibilidad de repetirlos en Costa Rica, Panamá y Colombia, como complemento integral de las actividades de MarViva orientadas hacia la conservación y aprovechamiento sostenible de los recursos marino-costeros.

El resultado final del taller internacional será la recomendación y plan de acción para implementar las estrategias identificadas como replicables, en fomento de la conservación de tiburones en países que comparten responsabilidad sobre esta especie a lo largo de su ruta migratoria. Estas propuestas requieren ser llevadas a consulta en comunidades pesqueras nacionales, especialmente en aquellas que realizan pesca dirigida y/o incidental de tiburones. También deben ser promovidas ante autoridades estatales adicionales, tales como los legisladores y el sistema judicial. Dichas gestiones se llevarán a cabo fuera del periodo de este proyecto, orientadas a que las estrategias seleccionadas y mejores prácticas sean adoptadas por los tomadores de decisión y usuarios de los recursos (pescadores, compradores) a la mayor brevedad.

Marine ecosystems provide essential sources of food, employment and recreation for coastal communities and society in general. Sharks are migratory species, recognized as indicators of health in the oceans, as apex predators influential on the balance in the food chain and habitats that contain underwater life. The proposed initiative aims to support efforts to protect them in the American tropics, stimulating the exchange of experiences and knowledge about the various strategies implemented for its conservation.

Bibliographic and institutional sources will be analyzed to identify successful models and to bring together, in Panama, the representatives who have led their design or implementation, with international experts and Government officials (including environment and fisheries authorities of each country¹), NGOs and research centers. In a one and a half day work session, we will rigorously scrutinize the experiences to determine the feasibility of repeating them in Costa Rica, Panama and Colombia, as an integral complement of MarViva's activities aimed at supporting the conservation and sustainable use of coastal resources.

The outcome of the international workshop will be the recommendations and action plan to implement the strategies identified as replicable, in promotion of the conservation of sharks in countries that share responsibility for this species along their migratory route. These proposals will require consultations in national fishing communities, especially in those that are directly or incidentally targeting sharks. They will also be presented to additional State authorities, such as the legislators and the judicial system. These actions will be conducted outside the period of this project, seeking the promptest adoption of

[1] Por ejemplo: Autoridad de los Recursos Acuáticos y Autoridad Nacional del Ambiente de Panamá, Instituto Costarricense de Pesca y Acuicultura y Ministerio del Ambiente y Energía de Costa Rica, Autoridad Nacional de Acuicultura y Pesca y Ministerio del Medio Ambiente de Colombia

¹ For example: Authority of Aquatic Resources and National Authority of Environment in Panama, Costa Rican Fisheries Institute and Ministry of Environment in Costa Rica, National Authority of Fisheries and Ministry of Environment in Colombia



the selected strategies and best practices by the decision makers and users of resources (fishermen, buyers).

2. Organization's Experience:

MarViva is the only regional NGO specialized in marine and coastal conservation in the region and in the Eastern Tropical Pacific. It was created in Panama, in 2002. Our team of professionals in Costa Rica, Panama, and Colombia includes biologists, anthropologists, lawyers, communicators, economists, geographers, among others. Through our core Programs: Science and Communities, Policy Advocacy and Communications, we conduct an integral, comprehensive approach to facilitate science-based, participatory processes to obtain consensus and long term commitment to the conservation efforts. Regarding sharks depletion, we are requesting the incorporation of hammerhead sharks in Appendix II of CITES, seeking the regulation of their international trade, and to leverage additional shark conservation initiatives internationally (as for example shark sanctuaries, which need collaborative enforcement, to be effective). Previously, MarViva designed and deployed awareness campaigns to inform the general public about shark finning. We are intensifying our communications strategy to promote responsible consumption, seeking to motivate responsible market demand of fish products (supermarkets, hotels, restaurants, end consumers). At least one major supermarket chain in each of the countries where we operate has eliminated shark products from the seafood shelves.

During these ten years we have achieved a successful track record and reputation promoting the sustainable use of ocean resources to safeguard regional sources of food, employment and recreation. We have developed partnerships with multiple sectors and stakeholders that leverage the drive of the initiatives and allow larger impact of the information, human capital and economic investment: research institutions, academic centers, public entities, coastal communities and associations (artisanal fishermen, tourism operators), private sector, ngo, multilateral organizations, local authorities, government institutions.

3. Project Narrative Description:

3.1. Rationale:

The project **"Identifying Replicable Shark Conservation Strategies to Support Balanced Marine Ecosystems"** will create a forum that will allow the exchange of knowledge and experiences among experts from different countries who are aiming to protect sharks and the health of marine ecosystems as sources of food, employment, recreation and natural heritage.

Shark populations are threatened worldwide. Species like *Sphyrna lewini* (hammerheads), found in the Eastern Tropical Pacific (ETP), have been included in IUCN Red List of Endangered Species. Scientists have advised that some stocks have declined by 90 per cent of their biomass. Relevant advances have been achieved regarding awareness of the utter need to protect them. However, broader conscience and concrete legal and environmental actions are needed to be implemented and enforced to allow real progress in the recovery of shark populations.

Sharks are highly migratory. As a reference, it has been confirmed that they travel during the year, for feeding and breeding, along the ETP Marine Corridor, comprised by the main oceanic islands of Costa Rica (Coco), Panama (Coiba), Colombia (Malpelo), and Ecuador (Galapagos).



Sharks in general are top predators in the food chain and, as therefore, essential for the proper balance of healthy marine ecosystems. They feed on carnivore fish which in turn feed on herbivore fish that help control the growth of macro-algae which may proliferate in case of excess nutrients. In the absence of apex predators like sharks, the populations of fish that feed on herbivores would increase, reducing the number of herbivores which would cause the increment of the algae coverage of reefs... an imbalance that is not convenient for the overall ecosystem's stability and that reduces the ecosystem services it is meant to provide. In other words, contrary to most common thinking, there would not be more fish if sharks disappear. Additional reference of sharks' contribution to responsible socioeconomic activities relates to the tourism industry (ie, diving), in which a live animal generates income every year, as opposed to just one time if it is captured for commercial purposes.

The proposed international and public-private collaboration will allow the identification of replicable successful management models and shark conservation strategies, seeking to justify recommendations for countries that share this resource along their migratory routes, for example, along the Eastern Tropical Pacific. The participants will have the opportunity to benchmark and jointly analyze the potential to improve and take good advantage of the lessons learned by colleagues in areas that face the similar challenges as our region, such as the Shark Heaven in Palau, which was granted the Future Policy Award, by the Future Policy Council during the Eleven meeting of the Parties of the Convention on Biological Diversity (COP – 11 CBD, held in Hyderabad, India (October 6 – 19, 2012), or those in Honduras or Bahamas.

This educational and network building opportunity will complement MarViva's ongoing efforts related to shark conservation and sustainable use in Costa Rica, Panama and Colombia (deterrence of shark finning, responsible consumption, deterrence of juvenile captures, international trade regulation of hammerhead sharks, protection of whale sharks), and generate feedback from the participants to leverage the connection and improve the effectiveness of our initiatives. The proposed experts' workshop on successful shark conservation strategies will create the forum to exchange experiences and learnings that will support better management and conservation of sharks in at least three countries that border with two oceans (Costa Rica, Panama, Colombia) and which marine-related



activities depend on their sustainability. Executing the project will provide the opportunity to close the existing gap that weakens the possibility to share information among countries and organizations outside each participant's direct geographical area of work, allowing stronger coordination and collaboration among public and civil institutions (at the national level and regionally). The personal interaction among the organizations' representatives will create opportunities to strengthen existing partnerships and establish new alliances for further collaboration and impact in the region.

3.2. Baseline:

MarViva works closely with the private sector, academic institutions, coastal communities and government entities to identify and implement multi-sectoral management and conservation marine strategies for the sustainability of marine resources, as well as to train institutional officers on the available instruments to improve the effectiveness of their implementation. Valuable experiences have generated awareness and resulted in legislative amendments in support of shark conservation in diverse areas of the Americas and beyond, worth sharing and replicating internationally to further protect these species.

As a reference of progress achieved in Panama, the national legislation related to sharks includes: i. Executive Decree 49 of 1992 – Allows only domestic vessels to capture sharks within jurisdictional Panamanian waters; ii. Law 9 of 2006 – Placed restrictions related to shark finning on behalf of artisanal and industrial finning; iii. ADM/ARAP (Authority of Aquatic Resources) Resolution 013 of 2008 – Adopts the Sharks Fisheries National Management Plan. On the private sector side, as a result of MarViva's latest responsible consumption campaign, Del Rey Supermarkets (48 establishments), eliminated shark products from their offer (voluntary choices).

In Costa Rica, it is now forbidden to land fish in private docks, limiting the possibility to unload uninspected, unregulated shark fins. It is also prohibited to land fins unattached to the animal's body. MarViva worked with the Ministry of Commerce for the implementation of the Fish Labeling Decree, which makes obligatory the proper identification of seafood along the complete commercialization chain, reducing the mislabeling of shark meat, which is one of the most common practices that wrongly inform the buyers and motivate unwilling shark consumption. We are now in process of training inspectors (ports, customs, commercialization chain), prosecutors, buyers, consumers, to improve the effectiveness and compliance. In addition, the government is in process of formally publishing a decree to ban shark finning and transportation in national waters. Also with MarViva's support, the Ministry of Tourism included responsible fish criteria in the Certification for Sustainable Tourism. Tourism represents a main industry in Costa Rica. Voluntarily, the certified tourism establishments decide to exclude vulnerable species from the menu, including sharks.

On a regional basis, on November 24, 2011, OSPESCA (Central America Organization of Fisheries and Aquaculture), signed the OSP-Regional Regulation 05-11 to ban shark finning in the countries of the Central American Integration System (SICA), but it is yet to be implemented.

As mentioned before, although important progress is being achieved, it is of utter importance that we share information to jointly address the risk of shark depletion in the region.

3.3. Project Goals and Purpose:

The project's objective is to leverage shark conservation as critical species to maintain the balance and health of marine ecosystems. We propose to conduct an international experts' workshop to exchange



knowledge and experiences related to effective shark conservation. We aim to recommend feasible strategies to support their protection along their migratory routes through countries that share responsibility over their sustainability, like Costa Rica, Panama and Colombia.

3.4. Project Outputs and Indicators:

Expected results:

The proposed initiative intends for representatives of diverse areas of expertise in the region to exchange information and leverage the existing knowledge around effective shark conservation, as an educational opportunity to connect NGO and government representatives. Furthermore, the team will identify best practices and produce recommendations for the authorities and stakeholders to improve the awareness and conservation efforts, allowing sustainable use and stronger protection for sharks along their migratory routes through the related countries.

The international workshop includes:

- Assessment of successful management and shark conservation strategies
- Informed NGO technicians and governmental officers from Costa Rica, Panama and Colombia, on best practice shark conservation strategies.
- Recommendation on replicable successful management and conservation models in the participating countries (at least Costa Rica, Panama, Colombia).
- Proposed program and actions for the short term achievement of legislative approval of the identified replicable shark conservation strategies.

Monitoring and evaluation:

Milestones will include:

- Identification of experts to be invited to the workshop
- Coordination of venue and event logistics
- Compilation and sharing of existing information in preparation for the international meeting
 - Maps of selected shark species and their migratory routes (Geographic information system)
 - Environmental and socioeconomic conditions affecting shark conservation
 - Existing management and conservation initiatives to be showcased at the work session
- Draft of recommendations on potential best practice replication
 - Including suggested action plan to promote adoption in the different countries

3.5. Project Activities and Methodology:

The methodology centers around information sharing among representatives of different sector institutions (NGO, research centers, government entities) from countries where successful shark conservation models are in place. We will hold a one and a half day, international experts' workshop to jointly: i) benchmark best practice shark conservation strategies, ii) share the methods and procedures towards the statute of these protection or management instruments, iii) generate recommendations on replicable models and the action plan to promote their adoption in the different countries.

MarViva's office in Panama will coordinate the project activities. They will start with the search and selection of successful strategies for the conservation of sharks. The corresponding experts will be identified and recruited for the international workshop, to be held in Panama City. Public institutions will be invited to the process to facilitate a participatory, multi-sectoral process and seeking institutional endorsement since its initial phase. Logistics and venue details will need to be coordinated



for the event that which will bring together representatives from the NGO sector (including MarViva Legal and Biology specialists from Costa Rica, Panama and Colombia), and from the environmental and fisheries government entities. Reference information will need to be prepared and distributed among the workshop participants (environmental, socioeconomic, biologic data), in preparation of the joint discussion and analysis session. MarViva’s Communications team will be in charge of deploying public outreach of the event and its objectives. Finally, the consensus best practice management and conservation strategies will be documented as recommendations, along with suggested action plans, to be presented and promoted in the countries, for future adoption and implementation.

The workshop’s program will include:

- One morning session to present preselected experiences and shark conservation models, to level the audience on context and diverse existing alternatives. It should explain the scope of the experience from the political, technical, biologic and economic point of view, including the state and relevance of shark populations, advantages of the highlighted practices, consequence and lessons learned.
- One afternoon/evening session to discuss and challenge each of the strategies, to identify best practices and determine the feasibility to replicate them in Costa Rica, Panama and Colombia.
- One morning session to design recommendations and the corresponding work plans to promote the adoption and implementation in the countries, including education initiatives aimed for local fishing communities, decision makers, and authorities.

A moderator with strong technical background and professional profile will guide the participants through the discussions during the event. All information will be shared with the participants in advance to provide the necessary time to prepare for the meeting and optimize their contributions during the group discussions. Approximately 25 people will attend the international workshop, including local experts and international speakers.

3.6. Logical Framework: Complete a Logical Framework for the project using the format below:

Narrative Summary	Performance Indicators	Means of Verification	Assumptions/Risks
<p style="text-align: center;">Goal</p> <p><i>Overall long term development objective that the project will contribute to</i></p> <p>Leverage shark conservation as critical species to maintain the sustainability of marine ecosystems.</p>	<p><i>Indicators to measure the general impact that the Project will have (long term).</i></p> <ul style="list-style-type: none"> • Completed benchmark on shark conservation strategies • Completed international and inter-institutional exchange and analysis of information regarding shark management and conservation. 	<p><i>Sources of information to verify if the Goal has been met.</i></p> <ul style="list-style-type: none"> • Documented feedback from the international workshop participants 	<ul style="list-style-type: none"> • Lack of interest from the Fisheries Authorities due to the conservation approach.



	<ul style="list-style-type: none"> • Completed communications strategy to inform about the international meeting and its outcomes • Consensus document on identified best practices with potential to be replicated for the conservation of migratory sharks in the American tropics, to be promoted among government authorities and stakeholders 		
<p>Purpose</p> <p><i>Statement of the project's outcome, it's immediate impact</i></p> <p>Bring together international experts to exchange information and foster public-private collaboration to promote the replication of successful shark management and conservation strategies in countries that share this resource along their migratory routes, as for example the Eastern Tropical Pacific</p>	<p><i>Indicators to measure if the purpose was achieved</i></p> <ul style="list-style-type: none"> • Regional strategies are identified and experts are willing to participate in the workshop. • Fisheries and environmental authorities from the three countries attend the meeting. • Final document with recommendations on best practices with potential to be replicated in Costa Rica, Panama, Colombia and action plan to promote their adoption with users and decision makers 	<p><i>Sources of information to verify if the purpose has been achieved</i></p> <ul style="list-style-type: none"> • Final recommendations document • Assistance list 	<p><i>Non-project factors required to ensure contribution to goal</i></p> <ul style="list-style-type: none"> • Travel availability of the experts
<p>Outputs</p> <p><i>Specific results (deliverables) expected from the project to achieve the purpose</i></p>	<p><i>Indicators of project outputs in terms of quantity, quality, place and time</i></p> <ul style="list-style-type: none"> • 25 participants from 	<p><i>Sources of information to verify the level of achievement of project outputs</i></p> <ul style="list-style-type: none"> • Results available in 	<p><i>Condition for success required to achieve the purpose and within control of the project management.</i></p>



<ul style="list-style-type: none"> • Assessment of successful shark management and conservation strategies • Informed NGO technicians and governmental officers from Costa Rica, Panama and Colombia, on best practice shark conservation and management strategies. • Recommendation on replicable successful management and conservation models in the participating countries (at least Costa Rica, Panama, Colombia). • Suggested program and actions plan to promote the adoption of the best practice models in CR, Pan, Col (neighboring countries along ETP Seascape & Caribbean Sea). 	<p>different countries informed on current successful shark conservation models, linked through generated network with international colleagues</p> <ul style="list-style-type: none"> • Final document with recommendations on best practices with potential to be replicated in Costa Rica, Panama, Colombia • Proposed action plan to promote the adoption of the measures among government authorities and other stakeholders 	<p>MarViva's website</p> <ul style="list-style-type: none"> • Mailing list and follow-up mechanism in place, to leverage the networking group to further information sharing and updates 	<p>Endorsement of government authorities that can recruit further support in future stages of the advocacy process based on the resulting recommendations</p>
<p>Activities <i>Activities required to generate outputs</i></p> <p>1. Compilation of existing information in preparation for the</p>	<p><i>Budget for each output to be generated under the project</i></p> <p>See 3.7</p>	<p><i>Sources of information to verify the level of achievement of project activities and the use of project funds.</i></p> <ul style="list-style-type: none"> • Summary document of selected strategies 	<p><i>Assumptions to achieve the outputs</i></p> <p>Willingness on behalf of technical experts and government</p>



<p>international meeting and identification of experts</p> <p>1.1 Bibliographic and institutional search of successful strategies on shark conservation.</p> <p>1.2 Coordination with local authorities.</p> <p>1.3 Selection of international experts for panel/ invitations.</p> <p>1.4 Content planning and coordination with International Experts Panel and government representatives</p> <p>1.5 Sharing of complied information about selected models</p> <p>2. Coordination of venue and event logistics</p> <p>2.1 Venue and event planning</p> <p>2.2 Invitation to participants/confirmations</p> <p>2.3 Transportation and lodging arrangements for international attendees</p> <p>3. Recommendations on best practices with potential for replication in CR, Pan, Col</p> <p>3.1 International Workshop</p> <p>3.2 Drafting document with selected best practices and proposed action plan for promoting their adoption in the different countries</p>		<ul style="list-style-type: none"> • List and contact information of suggested experts in the international workshop • Acceptance communication from experts and governmental institutions. representatives • Meeting Summary with discussed topics related to the workshop • Workshop program/content review and approval • Reference information shared with participants • Signed contract for venue and related services • Confirmed participant list • Confirmed hotel and travel reservations for panelists and participants • Feedback form from participants • Document with recommended best practices and suggested action plan to promote adoption • Communications 	<p>authorities to share information and experiences to explore the feasibility of replicating the strategies</p>
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3.7. Time frame / work plan:

Work Plan												
Act ivit y	Output	Months						Responsi ble	Indicator	Budget		
		1	2	3	4	5	6			WHM SI Funds	Co- Financin g	Total (US\$)
1 Compilation of existing information in preparation for the international meeting												
1.1	Bibliographic and institutional info compilation & documentation	x	x					MV	Selected conservation models to be benchmarked and analyzed jointly in workshop-documented	-	2,600	2,600
1.2	Coordination with local authorities	x	x					MV	Informed authorities Socialized preliminary information / preliminary education process Confirmed participation of gov authorities in the workshop	-	850	850
1.3	Research & selection of international experts panel	x	x					MV, gov	Panel of experts identified, selected	-	500	500
1.4	Content planning and coordination		x	x	x	x		MV, gov, experts panel	Confirmation of panelists' participation Agreed workshop program and content	-	1,500	1,500
1.5	Reference sharing				x	x		MV	Participants have received reference information before the workshop	-	-	0
Subtotal										0	5,450	5,450
2. Coordination of venue and event logistics												
2.1	Venue and event planning		x	x	x			MV	Signed contracts Confirmed logistics, services, materials, equipment, invitations	-	2,000	2,000
2.2	Invitations sent/			x	x	x		MV	Confirmed	-	800	800



	confirmation process								participants			
2.3	Transportation /lodging arrangements				x	x		MV	Confirmed logistics / reservations (at least 10 international participants)	12,000	2,500	16,000
Sub-total										12,000	5,300	17,300
3. Recommendations on best practice with potential for replication in CR, Pan, Col												
3.1	International workshop					x		MV	1.5 day event; 25 pax, Panama City (venue, food, services, materials, moderator, equipment, communications)	6,400	4,000	10,400
3.2	Drafting document with selected best practices and proposed action plan for promoting their adoption in the different countries					x	x	MV	Review of produced draft Final document with recommended best practices and action plan- distributed to participants Communications outreach to share outputs of workshop	1,600	1,000	2,600
Sub-total										8,000	5,000	12,600
General Sub-total										20,000	15,750	
Overhead (13%)										-	4,650	
TOTAL										20,000	20,400	40,400

3.8. Monitoring and Evaluation:

Milestones will include:

- Identification of experts to be invited to the workshop
- Coordination of venue and event logistics
- Compilation of existing information in preparation for the international meeting
 - Maps of selected shark species and their migratory routes
 - Environmental and socioeconomic conditions affecting shark conservation
 - Existing management and conservation initiatives to be showcased at the work session
- Draft of recommendations on potential best practice replication
 - Including action plan for presentation/promotion to be adopted in the different countries

3.9. Team Composition and Task Assignment:

Team Composition	Task Assignment
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<p>MarViva (Project leader: MarViva Panama, with support of MarViva Costa Rica and MarViva Colombia)</p>	<ul style="list-style-type: none"> • Coordinating with local authorities in Panama to execute the initiative as collaborative (including preliminary education/awareness with authorities to obtain interest/collaboration in CR, Pan, Col) • Compiling and documenting reference information in preparation for the international workshop and distributing it in advance to all participants • Coordinating the international workshop (including venue logistics, expert panel, program & content, confirming attendance, travel & accommodations) • Review draft recommendations document and generate final document • Media outreach and communications exposure
<p>Local government (Pan)</p>	<ul style="list-style-type: none"> • Collaboration for panel and participants selection and confirmed attendance • Support to confirm attendance and involvement of government peers from countries selected to participate in the international workshop • Support in event organization
<p>Expert Panel</p>	<ul style="list-style-type: none"> • Showcase and explain shark vulnerability/effect on ecosystems, and successful strategies for the conservation of sharks • Participate in the joint analysis and discussion to identify strategies with potential to be replicated in CR, Pan and Col. • Support review of draft recommendations document to generate final document
<p>All Participants (public sector, NGO)</p>	<ul style="list-style-type: none"> • Participate in the joint analysis and discussion to identify strategies with potential to be replicated in CR, Pan and Col.

3.10. CVs of Proposed Staff:

ZULEIKA PINZÓN | MARVIVA PANAMA NATIONAL DIRECTOR

Zuleika Pinzón is a Fisheries Engineer. She obtained her degree with honors from the Universidad Federal Rural de Pernambuco, Brazil, and a Master of Science degree from the University of Florida in the US. Zuleika undertook her graduate studies at the Technological University of Panama in Industrial Engineering, specializing in Business Administration.

Since May 2001 to April 2011, she directed Fundación NATURA in Panama, a non-profit non-governmental organization recognized for its management of funds to finance conservation and sustainable development. As of April 18, 2011, she is the National Director of the MarViva Foundation in Panama.

Zuleika Pinzón has an active presence in the Environmental and Marine Civil Society, both locally and internationally. Until September 2012, she was Regional Councilor for Meso and South America for the IUCN (International Union for the Conservation of Nature). She has also served as Vice-president of the Network of Environmental Funds for Latin America and the Caribbean (RedLAC). Zuleika has been a member of additional international groups, such as the Watersheds Thinking Group at the Central American level managed by CATIE (Tropical Agricultural Research and Higher Education Center). She represents organizations for environmental promotion and protection in Panama on the National Council for Development Harmonization, she is on the Steering Council of CIDES (International Center for Sustainable Development) for the Alliance for the Environment of Panama and she has been part of the National Committee for Wetlands since its creation.



Zuleika Pinzón's significant experience in the field of coastal and marine science was developed especially in mangrove ecosystems in Panama, Brazil, the United States and Micronesia.

JESSICA YOUNG | POLITICAL ADVOCACY PROGRAM MANAGER

Jessica has a degree in Law and Political Science from the University of Panama, a Master's in Environmental Law from the Basque Country University, Spain, and a Graduate Degree in Environmental Advocacy from REDEA, Argentina. She led the Pilot Project for Governance and Environmental Justice for USAID in the context of the Panama Canal Watershed project executed by AED.

She is an Alternate Representative for the Organizations Sector, Promotion and Protection of the Environment on the Institutional Roundtable, and the Primary Representative for this same sector on the Justice in National Harmonization Sub-roundtable. She encouraged the creation of the Legal Subcommittee for the Coiba National Park Steering Committee and the Special Zone for Marine Protection of which she is a member. She is a prominent member of the Commission on Environmental and Legal Affairs of the Panamanian Association of Business Executives (APEDE) and a member of the Environmental Law Alliance Worldwide (ELAW).

She has a strong track record as Environmental Law and Policy Advisor for private business, international cooperation agencies and NGOs. Her relevant publications include: "Contributions to the Administration of Environmental Justice in Panama" (co-author, 2006) for USAID/Panama, Compendium of Fishing Regulations of the Republic of Panama (2011), and others. She has participated in the review, editing and discussion of several draft laws.

MAGDALENA VELÁZQUEZ J. | MARKETING PROGRAM MANAGER

Magdalena has a degree in Marketing, with a graduate degree in Upper Level Management and a master's in Business Administration with an emphasis in Business Management. She performed her professional practice in the Marketing Department of McDonald's Panama.

She collaborated in FASA Group, an exclusive NISSAN dealer in Panama during five years before joining MarViva Foundation 2007, to fill the position of Communications Manager. Her team is responsible for outreach activities in support of the policy advocacy, awareness generation, and other MarViva initiatives, such as the ongoing responsible consumption campaign.

JUAN M. POSADA | SCIENCE PROGRAM TECHNICAL COORDINATOR

Juan Posada has a bachelor's degree in Biology (Universidad Central de Venezuela, 1984), a Ph.D. in Biological Oceanography (University of Puerto Rico, 2006), and he was a Professor at Simon Bolívar University (Caracas, Venezuela, 1998-2011).

He works in the evaluation of biological parameters and population dynamics of marine fish, the determination of the exploitation status of marine fishery resources and formulation of proposals for their sustainable management and conservation, based on the advancement of scientific knowledge to justify planning and decision making processes.

Juan collaborated as member of the Scientific Committee of the Meeting Advancing the Science of Limnology and Oceanography (ASLO), San Juan, Puerto Rico (13 to 18 de February, 2011). (Chairs: Claudia Benitez-Nelson, University of South Carolina; Jorge Corredor, University of Puerto Rico-Mayaguez; María J. González, Miami University). His publications include:



-Romero, M., J. Boomhower, J. Posada and W. Hyman. 2011. Identification of Spawning Aggregation Sites for Fish through Ecologic Knowledge of the Fishers in Los Roques National Park, Venezuela. *Interciencia* 36(2): 88-95 (Indexed SCI).

-Lasso-Alcalá, O.M. and J.M. Posada. 2010. Presence of the invasive red lionfish, *Pterois volitans* (Linnaeus, 1758) on the coast of Venezuela, southeastern Caribbean Sea. *Aquatic Invasions* 5(1): 53-59 (Indexed SCI).


-Matos, D., J.M. Posada and B. Luckhurst. 2006. Fishery-dependent evaluation of a spawning aggregation of the tigre grouper (*Mycteroperca tigris*) at Vieques Island, Puerto Rico. *Bulletin of Marine Science* 79(1): 1-16 (Indexed SCI).

4. Budget:

Activities	Co-Financing			
	OAS/WHMSI	Marviva / Partners		Total
		Cash	Sort	
1 Compilation of existing information in preparation for the international meeting				
Bibliographic and institutional info compilation & documentation	-	-	2,600	2,600
Coordination with local authorities	-	-	850	850
Research & selection of international experts panel	-	-	500	500
Content planning and coordination	-	-	1,500	1,500
Reference sharing	-	-	-	0
Sub-total	-	-	5,450	5,450
2. Coordination of venue and event logistics				
Venue and event planning	-	-	2,000	2,000
Invitations sent/confirmation process	-	-	800	800
Transportation /lodging arrangements	12,000	2,500	-	14,500
Sub-total	12,000	2,500	2,800	17,300
3. Recommendations on best practice with potential for replication in CR, Pan, Col				
International workshop (25 pax)	6,400	3,000	1,000	10,400
Writing document with selected best practices and proposed action plan for promoting their adoption in the different countries	1,600	-	1,000	2,600
Sub-total	8,000	3,000	2,000	13,000
General Sub-total	20,000	5,500	10,250	35,750
Overhead	-	-	4,650	4,650
TOTAL	20,000	7,500	14,900	40,400

6. Annex 1: Document proving the legal existence of your Organization

Certificate of registration at the Public Registry:



REPUBLICA DE PANAMA
REGISTRO PUBLICO DE PANAMA No. 574204

PAG. 1
// EL DOPADO //

11/04/2017 CERTIFICA
CON VISTA A LA SOLICITUD N° - 1013891

QUE LA FUNDACION

FUNDACION NARYIVA

SE ENCUENTRA REGISTRADA LA FUNDACION N° 2381 138913 DESDE EL SIETE DE OCTUBRE DE DOS MIL DOS EN LA SECCION DE FUNDACIONES DE INTERES PRIVADO.

- QUE LA FUNDACION SE ENCUENTRA VIVIENTE
- QUE SU(S) FUNDADOR(ES) ES(SON)
1) ROSELIO DE LA GUARDIA
- QUE SUS MIEMBROS DEL CONSEJO SON:
ERICKA NUÑEZ
CHRISTIAN VERLING
ROBERTO ARTAVIA
GIM CASTILERO
- QUE SU AGENTE RESIDENDE EN: APRIAS, ZARVEDA & PARRODIA
- QUE LA(S) PERSONA(S) CON DERECHO A FIRMA EXPRIME:
NO CONSTA
- QUE SU PATRIMONIO ES DE \$500.000,00 DOLARES AMERICANOS.
- QUE SU DOMICILIO ES PANAMA
- QUE LOS CARGOS DE LOS MIEMBROS SON:


- DESCRIPCION DEL PODER:
SE OTORGA PODER GENERAL A FAVOR DE JOSE ASTURIO JIMENEZ RAMON Y GABRIELA ETCHEZEU SEGUN DOCUMENTO 148547 DE LA SECCION DE MERCANTIL DESDE EL 29 DE NOVIEMBRE DEL 2009
SE REVOCIA PODER GENERAL A FAVOR DE GABRIELA ETCHEZEU SEGUN DOCUMENTO 115134 DE LA SECCION DE PERSONAS DESDE EL 02 DE ABRIL DEL 2013

- DESCRIPCION DEL PODER:
SE OTORGA PODER GENERAL A FAVOR DE TULEYLA SEGUNDA FUNDACION NOMADA SEGUN DOCUMENTO 119766 FICHA 1370 DE LA SECCION DE PERSONAS DESDE EL 10 DE MARZO DE 2013.

EMERIDO - FIRMADO EN LA PROVINCIA DE PANAMA - EL VEINTITRES DE ABRIL DEL DOS MIL DOCE A LAS 11:35:19 P.M.

NOTA: ESTA CERTIFICACION PAGO DERECHOS POR UN VALOR DE \$7.30 00 COMPROBANTE NO 12 - 1013891

NO CERTIFICADO FONO 147 8994 - 041536
FECHA: Miércoles 11 de Abril de 2017
// EL DOPADO // (2)



ELIZABETH QUIJADA R.
CERTIFICADORA

