

Record of Proceedings



24th – 28th September 2006
Holten, The Netherlands

Hosted by:
Small Grants for the Purchase of Nature Programme
within IUCN NL
and
The World Land Trust



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The Sharp End of the Stick

To most people around the world, even those who describe themselves as environmentally conscious and strongly in support of preserving wild places, biodiversity and habitat conservation is something of an abstract concept. One makes a donation to a conservation organisation, and receives some notice that, thanks to their generosity, conservation goals have been achieved.

Exactly how biodiversity conservation, wildlife conservation, rainforest protection, carbon sequestration, watershed protection or any of the myriad elements of the work being done to protect the Earth's environment is actually pursued and achieved takes many forms. One thing is always constant — conservation, while ultimately rewarding, is difficult, very hard work.

World Land Trust and IUCN NL share a belief that direct intervention in the form of land purchase is an exceptionally valuable approach, as it places ownership and management responsibility in the hands of a conservation organisation. Taking it a step further, they also share the philosophy that the most beneficial approach is for this ownership and management responsibility to be in the hands of a local, in-country conservation organisation. And this is where the real work emerges.

Local conservation organisations, working in-country and on the ground, are the ones with the rolled-up sleeves, sweat-run brows and calloused hands. These are the people negotiating the deals, signing the deeds, patrolling the reserves, putting out fires, meeting and working with local communities, hiring and training local staff, raising the funds, and protecting the habitats and the wildlife within them.

Not only is this the hard work that turns good intentions into truly protected habitat – real acres in real places. It is an extraordinary practical challenge. As recently as 20 years ago most of this work was led by organisations in the north. Now an evolution of profound importance has matured: not only is the critical conservation work being done on the ground, largely and often by local residents, but the leadership itself is home grown. A new generation of conservationists has developed dynamic local conservation NGOs and has taken the responsibility for making environmental protection a reality in their own countries.

This leadership represents the sharp end of the stick. These remarkable individuals must not only know what to do on the ground to turn donor intentions into protected places, and how to do it, but increasingly they must be chief executives, accomplished fund raisers, government liaisons and lobbyists who are comfortable and competent in remote forests, halls of government, international conferences, corporate board rooms... and airports. Especially airports, for they are now constantly on the move.

It can be a lonely task, fraught with responsibility and constant pressure. Recognising the unique nature of their responsibility, and the challenges faced by these NGO's and their leaders, WLT and IUCN brought together 14 conservation leaders in a quiet rural village in the Netherlands to examine, interactively and cooperatively, from the perspective of the leaders on the ground, the specific issue of land purchase as an intervention strategy for biodiversity conservation. Equally, the Symposium provided an extraordinary opportunity for these leaders to network with one another, brought together by common purpose, bonded by common experience. They are the future of conservation.

Welcome Letters

The World Land Trust was delighted to have the opportunity of working with the Netherlands Committee of the IUCN in creating the Symposium involving our partners undertaking land purchase for conservation. Bringing together this unique network was stimulating, productive and creative. And a direct result of the enthusiasm of all our partners has led to the second Symposium, which is being hosted by Programme for Belize, at its La Milpa Field Station in May 2008. Programme for Belize was founded in 1988 and has set high standards for NGO conservation through land management. Over the past two decades it has been innovative in a wide range of fields, and the La Milpa station will give all other partner organisations of NL IUCN and WLT an opportunity to discuss issues and problems against a background of real conservation

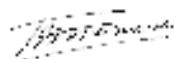
The period since the first Symposium has seen a significant growth in WLT, and more funds are becoming available for conservation through land acquisition, but the key issue for discussion in the future will be how to make nature reserves pay for themselves, and how to make them sustainable. The WLT/IUCN NL partner organisations are among the most proactive and dynamic in the conservation world, and we believe that by facilitating the growth of these organisations we can assure a future for wildlife.



John A Burton
Chief Executive Officer
World Land Trust



Working in biodiversity conservation is like playing chess on many different chessboards. Sometimes you are trying to convince high level decision makers or informing CEO's of large companies on sustainability issues, while meanwhile there is the inner drive that you are always looking for the best opportunities and practical solutions which supports activities at the field level. Talking is needed, but the need for real solutions should not be ignored as it is at the ecosystem field level where it all happens. It was through its ecosystem grants programme that the IUCN National Committee of the Netherlands (IUCN NL) - nine years ago - recognized the importance of supporting local organizations with the purchase of natural areas. After successfully having approached the Dutch Postcode Lottery, the Small grants for the Purchase of Nature started in 2001. Since then many local organizations have been supported in acquiring threatened natural areas. Some years later we recognized that our colleagues at the UK based World Land Trust shared a similar vision and working methods. Soon we established a deeply rooted cooperation between the WLT and our small grants purchase programme. In 2006 it accumulated in a great Symposium in a national park in The Netherlands involving all our partners in purchase. Since then the momentum for purchase as an important instrument to conserve biodiversity on the local level has increased tremendously. We are committed to continue our WLT/ IUCN NL partnership with all the other partner organisations to show that biodiversity conservation can be made financially sustainable.



Willem Ferwerda
Executive Director
IUCN National Committee of the Netherlands



Introduction to the Symposium

Drawing together a consortium of conservation experts from around the world, the aim of this symposium was to collectively access a wealth of experience in using land purchase as an effective method for the conservation of threatened habitats and wildlife.

Held at a quiet retreat center in the village of Holten, The Netherlands from the 24th to the 28th of September, 2006, this four-day symposium allowed sharing of knowledge and experience in establishing and managing land purchase projects, with hopes to address decision making processes, project activities undertaken, problems encountered and lessons learned. The symposium was organised as a series of workshops focusing on:

- How land purchase can assist biodiversity conservation
- Logistical aspects for land purchase
- Making projects sustainable
- Fundraising
- Institutional aspects & business planning
- Future needs and role of NGOs

Attended by project partners of the [Small Grants for the Purchase of Nature Programme \(SPN\)](#) within the IUCN National Committee for the Netherlands, and UK-based organisation, the [World Land Trust](#), the consortium was made up of senior managers from conservation organisations located from Central and South America, to Africa and South-East Asia. The unique approach of gathering together senior conservation managers with extensive working knowledge of developing and managing conservation projects that involve land purchase as a strategic activity resulted in a forum for the exchange of shared experiences and for identifying common challenges, a dynamic platform for developing solutions, and the creation of an energetic network for continued cooperation.

Kirsty Burgess
Conservation Programmes Manager
World Land Trust

Marc Hoogeslag
Landpurchase Programme Coordinator
IUCN NL



Roberto Pedraza, Pancho Sornoza, Raquel Locke, Alberto Yanosky, Victoria Maldonado, Clara Solano, P S Easa, José María Musmeci

Symposium: Land Purchase as an intervention strategy for biodiversity conservation

Date: 24 –28 September 2006
Location: Hotel Hoog Holten, Holten, The Netherlands
Hosted by: IUCN NL Small grants for the Purchase of Nature (SPN) Programme and the World Land Trust (WLT)

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Objectives of the meeting:

The specific objective is to group together, senior conservation managers with extensive working knowledge of developing and managing conservation projects that involve land purchase as a strategic activity. Through a series of workshops, each focussing on a aspect* of land purchase projects and illustrated using relevant case studies, participants will be able to share their experiences on: how decisions are made; what project activities are undertaken; problems encountered; and lessons learned.

Expected results:

A publication with documented cases provided by participants and summarised outcomes of individual workshops, inclusive of guidelines, opportunities, pitfalls and solutions. This resource will be distributed to participants, and may be published online.

Participants:

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Symposium Programme

Agenda

Arrival: Sunday, September 24th

Arrival at Schiphol airport and transfer to Hoog Holten Hotel.

6.30pm Drinks reception

7.30pm Buffet dinner hosted by Willem Ferwerda (IUCN NL Executive Director) & Dutch Lottery representatives).

Remarks:

Participants will be given the opportunity to set the agenda for some sessions.

Day 1: Monday, September 25th

Session 1: Opening and individual presentations

Chair: John A Burton, CEO World Land Trust

Introduction to the symposium by John Burton (WLT Chief Executive Officer) followed by five-minute presentations by participants, summarising backgrounds and projects.

Session 2: How land purchase can assist biodiversity conservation

- What are the real, perceived and potential threats to species or an ecosystem?
- What measures are taken to prioritise on conservation activities? Why has the choice for land purchase as an intervention strategy been chosen?
- What were/are the alternatives?
- What is the objective of the intervention: species conservation, ecosystem conservation, creation of corridors / stepping-stones, strategic purchase to block access to vulnerable areas?

Session 3 & 4: Logistical Aspects for Land Purchase Projects

- Legal matters, including Land Tenure and Access Rights
- Negotiation Process
- Government Involvement
- Community Involvement
- Indigenous People
- Importance of involvement by local NGO's
- Strategic purchasing and links with national protected areas network
- Potential risks & how these are managed

Day 2: Tuesday, September 26th

Session 1 & 2: Making projects sustainable – Resource Exploitation

- Types and implications.
- Flora (ethnobotany, thatch, straw, grass, grazing – compatibility with conservation).
- Fauna (hunting, frog production, apiculture, wildlife deterrents).
- Non-intrusive exploitation, tourism (eco - or scientific -)
- Participation of communities living adjacent to protected areas.

Outdoor lunch.

Session 3 & 4: Making projects sustainable - Environmental Services

- Carbon Sequestration
- Watersheds
- Biodiversity monitoring

Symposium Programme

Day 3: Wednesday, September 27th

Session 1 (EARLY START): Fundraising & Donor Relations

- Presentation on common reasons for rejection of proposals by Marc Hoogeslag & Kirsty Burgess, & discussion on an 'ideal' application form.
- Individual experiences of fund-raising, obstacles and possible solutions
- Donor communications
- Project Marketing

Session 2: Institutional Aspects & business planning

- Long -term stewardship of an NGO
- Capitalisation & Business Planning
- Institutional requirements to fulfil long-term sustainability
- Viability of handing over management to government or community?
- Education & Outreach Programmes
- Any additional questions arising from previous sessions on sustainability

11.00 Presentation National Park staff and excursion

(Lunch)

14.00 Presentation Natuurmonumenten (Feiko Prins)

Sessions 3 and 4: Open Space Meetings

Informal session discussing any queries arising from previous sessions, possibility to work in smaller groups

Day 4: Thursday, September 28th

Sessions 1 and 2: Future needs and role of NGOs

- Influencing policy
- Incentives (implementation/enforcement) to buy and manage land for conservation
- Real needs – technology transfers, fundraising ideas and training, training of local persons.
- Need for another symposium? Time scale?
- Content of symposium publication
- Suggestions of other suitable organisations that should be involved
- Symposium evaluation (forms/discussion)

Check-out and departure by bus to Amsterdam. Afternoon press conference & public event.

Afternoon: Public Event - Akantes, Central Amsterdam (draft)

15.00 – 15.30 Coffee

15.30 – 16.30 Presentations

- Welcome & Presentation SPN (Willem Ferwerda) – 10 mins
- Presentation WLT (John Burton) – 10 mins
- Case Study 1 (Guyra Paraguay) – 15 mins
- Case Study 2 (FUNDAECO Guatemala) – 15 mins
- Conclusions and recommendations (Mark Gruin) – 10 mins

16.30 – 18.30 Refreshments

Symposium Proceedings: Day 1, Session 1

Opening and individual presentations

Chair: John A Burton, CEO World Land Trust

John Burton, Chief Executive Officer of the World Land Trust and Chair of the Symposium, welcomed the participants and introduced the symposium by emphasising the objective – to bring together the senior leaders of in-country conservation NGOs with extensive working knowledge of developing and managing conservation projects that involve land purchase as a strategic activity in an interactive forum to share experiences and generate solutions to common challenges.



Each of the representatives of the participating organisations gave a brief presentation, summarising their organisations and the work they are doing. The breadth and scope of their conservation initiatives is remarkable: from managing 250,000 of largely undisturbed forest in Belize, to securing and managing an uninhabited island in the Philippines, acting as the leading conservation voice and marine wildlife protection agent in coastal Patagonia, protecting the interests and historic homelands of the isolated indigenous peoples of remotest Paraguay, replanting and restoring the critically endangered Atlantic Rainforest, and working to provide protection and safe-passage corridors for wildlife across the entire Indian sub-continent.

The biodiversity represented in the room was extraordinary, with an equally staggering range of issues and areas of activity. What was immediately clear was the seriousness with which the responsibility for managing land and protecting wildlife and biodiversity is taken, and the commitment that these leaders and their organisations demonstrate on a daily basis.

During the course of the presentations a significant number of common issues and shared philosophies and approaches emerged:

- Some combination of wildlife, land and biodiversity protection is fundamental to all organisations.
- Land purchase is an important and valuable tool for establishing or enhancing protected areas.
- Land purchase for conservation can be a complicated process, especially in remote areas, as it often involves a land ownership mosaic that can include privately-owned land, communally-owned land, trust or local government land, and public or federal land, each with their own issues, requirements, parameters and challenges. In addition, there are sometimes considerable differences from one country to another in the relative of strengths or weaknesses of property rights and private land ownership and land tenure traditions and laws.
- Community participation is truly necessary for success, including the establishment of real connections between nature and people.
- Field staff is crucial, as they are the 'front lines' in the conservation work and represent vital, personal links to the communities in which the organisations work.
- Environmental education and public awareness are necessary and important.
- The importance of the organisations and their conservation activities is magnified by the fact that much of the work being done is outside of the national protected areas systems, and often involves working with private land owners.
- There is constantly a need to develop alternative income sources. Nearly everyone mentioned tourism as a hoped-for source of additional income.
- It is crucial that some means of on-going conservation protection be developed as a safeguard against organisational failure.
- Research is important, especially as a way to provide a solid scientific foundation for land management and other conservation initiatives.
- On-going monitoring is fundamentally necessary.
- Regional and international partnerships are important ways of extending reach, enhancing capacity, and generating funding.

These organisations represent the vanguard of habitat and wildlife conservation in some of the world's most extraordinary places. Snapshots of these organisations and the work they are doing are

FUNDACION PATAGONIA NATURAL

Fundación Patagonia Natural (F.P.N.) is a non-governmental organization, founded in July 1989, by people from different sectors of the community, technicians, scientists, teachers and others committed to the objective of protecting biodiversity, improving the welfare of the inhabitants of the region within the framework of responsible and harmonic development focused on Patagonian region.

The principal objective of F.P.N. is to achieve the responsible use of natural resources. This use will permit the appropriate renewal of such resources and the protection of the ecosystems jeopardized by antropic activities. This approach could only be carried out through different studies to know the dynamic of these resources. The studies should involve management actions and monitoring activities undertook jointly with local stakeholders. Environmental Education has a main role, as a tool to rise community awareness.

F.P.N. is organized in three principal areas to work in a coordinated and effective way: **Managing, Education and Research.**

Authorities: Dr. Guillermo Harris, President and José María Musmeci, Vice-president

Coordinators of Technical Areas: Dr. José Luis Esteves, Pollution Coordinator; Dr. Pablo Yorio, Fauna Coordinator; Oc. Guillermo Caille, Fisheries Coordinator; and Lic. Alicia Tagliorette, Tourism Coordinator

Many projects have been undertaken to date, among them:

- In **1990**, an aerial survey of the entire coast of Patagonia was carried out. All marine bird and mammal colonies between Bahía Blanca and the Magellan Strait, along 2,000 miles of coast, were surveyed and photographed. The information obtained updated the last census realized in the '50s.
- In **1991**, over 17,000 penguins on the Patagonian coast were affected by an oil spill. F.P.N. opened an emergency Rescue Center to wash and recover oiled birds.
- In **1992**, scientific research as part of an international project on Conservation of Marine Mammals of the Southwest Atlantic was performed involving researchers from Uruguay and Argentina. Supported by PNUMA, this study stretched from Lobos island in Uruguay to Tierra del Fuego island.
- In **1995**, the first beach walk to survey coastal pollution was organized. About 2,000 people took part of it, surveying 3,000 km of the Patagonian coast.
- In **1996 and 1997**, the huemul conservation program was started. Several field trips were organized to the area of Río Pico-Chubut, with the objective of knowing distribution and status of this endangered species.
- From **1995**, F.P.N. is designed regional focal point for the International Network to combat Desertification.
- In **1998**, a project to build an observatory to watch right whales from the coast was developed. The British Embassy funded the project. This observatory was built on the beach called El Doradillo, near Puerto Madryn, an area of great concentration of adults and a birth site for this whale species.



Patagonian Coastal Zone Management Plan - GEF/UNDP

Three year project (1993 – 1996) involving three Patagonian provinces, (Río Negro, Chubut and Santa Cruz) and four work areas: Wildlife, Fisheries, Tourism and Pollution. Many activities were carried out during this period, among them censuses of small cetaceans, marine birds and mammals, support to different protected areas from equipment to staff training and actions addressed to create new protected areas or to strengthen the existing ones; pollution studies in Bahía de San Antonio, Bahía Nueva, Golfo San Matías; on board observer program, proposals to manage Patagonian coastal fisheries in a sustainable way; staff training; impact studies that tourist activities have on biodiversity, specially on right whales; videos related to actions carried out of every area of the project. In addition, this project collected and/ or updated information, determined human activities and the impact caused on the environment and biodiversity and prepared management recommendations to achieve a responsible development of the region. During this period 42 Technical Reports were edited.

Península Valdés Management Plan

During 1998 and 1999 FPN worked as part of an interdisciplinary team preparing the basis of the PVMP (Península Valdés Management Plan), led by the Government of the Province of Chubut, following recommendations proposed by FPN and the PCZMP/GEF-UNDP.

Pollution Participatory Action Plan

Component of the Pollution Management Project - World Bank - This project identified sectors of the community of Puerto Madryn that should be involved in the design of a program for pollution management and the activities to carry out by each of them to achieve better benefits.

Preliminary diagnosis of the Environmental Impact of Tourism Activities in Puerto Madryn, Chubut Component of the Pollution Management Project - World Bank - The objective of this project was to identify the main aspects related to the impact of the tourist activities in Puerto Madryn.

Workshop on Environmentally friendly Hotel Management, Puerto Madryn, Chubut. A workshop on environmentally friendly and responsible practices for hotel managers and administrators was designed, within the framework of non-formal education, and performed with the support of international experts. It was attended by representatives of the sector from all Patagonia.

IDF – Institutional Strengthening towards community participation in municipal environmental management - Donation N° 27547- World Bank The funds supported FPN activities focused on four work areas; public hearings, environmental education pollution and protected areas.

Landscape evaluation and conservation proposal for “El Doradillo” (Punta Arco - C° Prismático) Pollution Management Project – Research on landscape and economic valuation of the area. Implementation of conservation / management recommendations to this Municipal Protected Area.

La Esperanza Wildlife Refuge

FPN joined efforts with World Land Trust, an international organization. Both institutions purchased “La Esperanza”, a ranch of 6700 ha located in the NE area of Chubut in the buffer zone of Peninsula Valdes. The objective was to protect the biodiversity of this area and to carry out biodiversity friendly activities. It was given the status of wildlife refuge by the government of Chubut in 2003.

Consolidation and implementation of the Patagonian Coastal Zone Management Plan – GEF/ PNUD project – (2001) Five years project to conserve biodiversity in the Patagonian coastal ecosystems integrating conservation and biodiversity friendly production practices. It builds on the

Participant Profile — Fundación Patagonia Natural

achievements of the Pilot Phase project and is designed to consolidate and implement the *Patagonia coastal Zone Management Programme for Biodiversity Conservation* by consolidating the institutional framework for long-term coastal zone planning and biodiversity conservation management; initiating sub-programmes for the adoption of biodiversity-friendly production practices along the Patagonian coastline; establishing and operationalizing a Patagonia Protected Areas Network; and developing awareness-raising programmes regarding the value of coastal and marine biodiversity. The project will be implemented in all four of the Provinces of Patagonia, by replicating the Pilot Phase experience in the fourth Patagonia province, Tierra del Fuego.

The Program of **Environmental Education since 1991** up to date, has organized talks on conservation of the Patagonian environment in schools for about 1000 pupils of fourth grade; interpretative walks to live the coastal ecosystem in a special way; two courses on Nature Interpretation with the support of the Provincial Tourism and Conservation Directorate; over 40 Environmental Education courses for training teachers of elementary level in Patagonian cities; calendars with wildlife information have been published and distributed in schools of Patagonian provinces (2000 calendars per year).

Within the Management area, FPN led the first **Public Hearing** of the region, organizing a preparatory training course and providing the community with a participatory tool essential in democracy. Since 1993 FPN have been part of the organizer committee of “**Clean Up the world**” in the region. In 1996 FPN coordinated and realized the first successful rescue of a stranded juvenile of **Right Whale (*Eubalaena australis*)**, in **El Doradillo**, a beach near Puerto Madryn, Argentina. The second successful experience took place in December 1999 with the rescue of a stranded mother with a baby. Fundación Jocotoco are supporting with office space the INTA (National Institute of Technology applied to agriculture and cattle raising) Program named “**Domestic Organic orchards**” (which created 6000 domestic orchards). FJ were part of the team working to create a **National Environmental Trust Fund**, to establish the **National Biodiversity Strategy** and to design a new **Argentine Map of Ecoregions**. FJ were consulted by national legislators and worked together with another NGO's, such as Greenpeace to prepare a **National Fisheries Law**, because of the serious crisis of the fishery industry.

How can land purchase assist biodiversity conservation?

The question of how local/in-country conservation organisations came to pursue land purchase as a biodiversity conservation strategy reveals a significant range of answers, but all are based on the common theme of pursuing the most effective way possible to preserve wildlife, biodiversity, and threatened habitats in often difficult legal and working environments. In some cases organisations, like Programme for Belize and the Philippine Reef and Rainforest Project, were established primarily to purchase and protect land. Others, like Fundación Patagonia Natural, Wildlife Trust of India and Fundaeco, recognised land purchase as an effective way to respond to a specific opportunity or to address a specific threat. The other extreme of the range was represented by organisations like Guyra Paraguay and Nature Kenya which recognised land purchase as something of a last option, especially in areas with a high concentration of private land ownership where there was little incentive or government mandates to protect natural habitats.

In an attempt to provide specific context to the discussions the question was posed, “What is the objective of the intervention: species conservation, ecosystem conservation, creation of corridors / stepping-stones, strategic purchase to block access to vulnerable areas?” Perhaps not surprisingly, the answer was resoundingly, “All of the above, and more.” On the most fundamental of levels land purchase is seen as a flexible, important and increasingly effective means of establishing protected areas necessary to address the full range of conservation challenges. It is driven by pre-established priority and urgency in the face of imminent threat, sometimes in combination.

No matter what the initial incentive for pursuing land purchase all of the participants shared an approach that is very much driven by an applied combination of practical thinking and creative necessity; in all cases land purchase is recognised as a critical conservation intervention strategy.

When pressed to identify specific advantages that can accrue from land purchase the participants, although from in many cases wildly different situations and circumstances, were able to focus on a number of key factors:

- Sometimes, especially in cases of imminent threat (for example, from logging or clearing for agriculture) with a need to save very high priority habitat, outright land purchase is in reality the only way to achieve effective protection.
- Similarly, land purchase, while it can be time consuming, is still normally the fastest option for protecting habitats of high value that are under imminent threat.
- Land ownership changes not only status but standing – there is a different level of perceived authority and control when a conservation organisation actually holds title to the land, especially in the eyes of local people. It gives influence and helps engage communities by establishing the organisation as an active neighbour, with shared tribulations and concerns.
- Land ownership by a conservation organisation can create an opportunity to influence a wider area of privately held land in the same region through demonstration of better practices and by establishing connectivity between areas of high biodiversity.

The last two bullets are particularly important — taken together, they represent the fact that, by becoming a landowner, a conservation NGO creates a ‘conservation foothold’ in the area or region.

In some countries and/or cases there exists political pressure against establishing new government-owned protected areas, making the case that a threshold for the amount of land in the protected areas system has been reached. Land purchase for conservation can potentially mitigate or even bypass this perception.

Point of Emphasis: It is becoming increasingly important that the protected area land is owned by a local, in-country organisation as opposed to a foreign/international NGO or private individuals with a conservation intention. There has been a significant backlash against foreign ownership of land for conservation, notably in Argentina, Chile and Brazil.

PHILIPPINE REEF AND RAINFOREST CONSERVATION FOUNDATION, INC.

BACKGROUND

The Philippine Reef and Rainforest Conservation Foundation, Inc. (PRRCFI) was established in 1994. Its first project was the Philippine Reef and Rainforest Project (PRRP), an international fund raising endeavor to raise funds for the purchase of Danjungan Island, a 43 hectare uninhabited island in Brgy. Bulata, Cauayan, Negros Occidental. PRRP was spearheaded abroad by the World Land Trust (WLT) (UK), collaborated by the Coral Cay Conservation Ltd. (CCC) (UK), and managed by the PRRCFI.



The fund raising scheme created GREEN SHARES at £25 or \$40 each to pay a bridging loan from the Land Bank of the Philippines. The loan was the bank's first-ever environmental loan and was priced at T-bills + 2. (It must be noted that the international fund raising effort was necessary because there was [and still is] no such grant window for the purchase of important conservation sites in the Philippines.) The bridging loan had a term of five years and was paid in 3 years due to the successful international response to the efforts of WLT, CCC, and PRRCFI.

THE TREASURES OF DANJUNGAN ISLAND

Danjungan Island has 7 habitat types: limestone, beach, and mangrove forests; caves, seagrass beds, coral reefs, and open sea. It has five lagoons (2 open, three inland) and has beaches of fine white sand under coral rubble due to two typhoons that hit the area (1984 and 1987).

The value of the island, in money terms, is the least of considerations when one evaluates how much it is worth. However, for the purpose of seeking values in banking terms, the present selling price of raw land of the best beach areas in southern Negros Occidental is P200/m². Therefore, Danjungan Island should be worth at least P86 million.

However, the island is more precious than in material terms. If one were to do bioaccounting of its natural value, the island has good limestone forest cover, five lagoons, beach and mangrove forests, seagrass beds, and coral reefs. These ecosystems host:

- At least 70 bird species, residents and migrants, were recorded in the island. A nesting pair of White breasted Sea eagles *Heliatus leucogaster* has been breeding atop Typhoon Beach Camp since 1974. Tabon scrub fowls *Megapodius cumingi* are common in the camp as well as in the 5th Lagoon.
- Bat inventory surveys, using the mist nets, recorded at least 9 bat species (6 megachiropterans or fruit bats and 3 microchiroptera species or insect-eating bats)
- At least 22 butterfly species were observed on the island with *Pachliopta phlegon*
- recorded for the first time in Negros Occidental
- At least 17 species of mangroves
- At least 572 fish species belonging to 139 genera has been recorded from fish visual and test fishing surveys and fish tagging studies. Commercially important fish species such as Snapper (*Lutjanidae*), Grouper (*Serranidae*), Emperors (*Lethrinidae*) occur in abundance. Endangered and threatened species such as the Giant Manta Ray (*Manta birotris*), Napoleon Wrasse (*Cheilinus undulatus*), and Whale sharks (*Rhincodon typus*) are observed around the island's surrounding reefs
- At least 244 sclerectinians (hard corals) are found in the coral reefs of Danjungan Island. 20 species are regarded as rare in the Philippines
- At least 8 species of seagrass are recorded belonging to the Family Potamogetonaceae (5 species) and the Family Hydrocharitaceae (3 species)
- At least 74 microalgae species belonging to 3 Divisions: Chlorophyta, Phaeophyta, and Rhodophyta
- At least 13 echinoderms species were found within intertidal areas belonging to Asteroidea (starfishes) 2 spp., Echinoidea (sea urchins) 7 spp., Holothuroidea (sea cucumbers) 3 spp., and Ophiuroidea (brittlestars) 1 sp.
- At least 27 species of Nudibranchs were recorded belonging to subclass Opisthobranchia, Order nudibranchia, suborder Doridacea
- Commercially important marine invertebrates such as the giant clams (*Tridacna crocea*, *T.*

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squamosa and *Hippopus hippopus*) are observed in the reefs. A restocking program for the endangered *Tridacna gigas* is being implemented in collaboration with UP-MSI. It must be noted that *T. gigas* were observed in 1974 to 1980.

- Other commercially important invertebrates observed are Abalone *Haliotis asinina*, Spiny lobster *Panulirus spp.* The endangered coconut crab *Birgus latro* still occur in the coastal and mangrove forests of the island
- The western beaches of Danjungan Island are known nesting sites of the Hawksbill *Eretmochelys imbricata* and Green *Chelonia mydas* turtles
- There was one sighting of Dugong. Sightings of dolphins are common within municipal waters of Cauayan that is a migration path of whales

DANJUGAN ISLAND FIELD RESEARCH AND EDUCATIONAL CENTER (DIFREC)

With its ecosystems and wildlife, the island is an excellent field research and education center. In 1990, before PRRCFI was established and the island purchased, a small group of scuba divers (some are its present trustees) leased a small portion of Danjungan Island that is now Typhoon Beach Camp. A year later, the Youth Marine Camp was created to educate 13-16 year olds on marine conservation. The youth camp was further developed to what is now the Youth Marine and Wildlife Camp—a hands-on learning for rural and urban school children. Adaptations of the camp's concept allowed adults to be educated on nature and wildlife conservation—both for coastal communities and LGUs.

In 1994, the island was purchased under the Philippine Reef and Rainforest Project and PRRCFI was established. With the involvement of Coral Cay Conservation, Ltd., marine research with foreign volunteers was conducted to gather data to qualify the island's surrounding reefs as a candidate Marine Protected Area. Many of the CCC volunteers were students of marine biology, environmental science, geography, etc. and some of CCC's science advisers are members of the academe involved with prestigious universities in the United Kingdom such as the Universities of Newcastle, Edinburgh, Bangor (Wales), etc. Some of the students produced their MSc or PhD dissertations from research of Danjungan Island and the adjacent coastal zones in the mainland.

As a result of the high level of science that was contributed by CCC, its scientific advisers, and its volunteers, the surrounding fringing reefs of the island became the Danjungan Island Marine Reserve and Sanctuaries (DIMRS) on the 9th of February 2000. DIMRS is the first provincial MPA in Negros Occidental.

Presently, PRRCFI maintains a staff of marine biologists and community workers. These scientists are tasked to monitor the effectivity of DIMRS through fish census and catch monitoring. With UP-MSI, fish tagging are conducted each quarter that monitors fish travel outside of the MPA. These scientists are further tasked in underwater survey to gather data for more MPAs in southern Negros Occidental as one of the goals of PRRCFI is to assist in the establishment of an array of MPAs in the area—very much like the corridor of forest wildlife habitats.

When presented with an opportunity, there are important terrestrial projects that are in the PRRCFI wish list. Foremost is the need for a terrestrial ecologist whose job, among many others, will be to conduct radio tracking studies on selected wildlife species, i.e., frugivores (bats and birds), white breast sea eagle fledglings to determine out-migration patterns so that conservation projects are implemented/recommended in key areas of the mainland.

DANJUGAN ISLAND NATURE TOURISM PROJECT (DINTP)

The island allows PRRCFI an excellent opportunity to attain fund sustainability. DINTP is developed to create nature tourism in Brgy. Bulata with Danjungan Island as a nucleus. It may be fact that

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interests, i.e., Punta Bulata resort, the Agutaya and Anajauan Islands, private beach properties, were sparked by the success of Danjugan Island. While it cannot be denied that owners and visitors of these interest areas look at the island as the area's prime destination, PRRCFI must be opportunistic for the benefit of the DIMRS, DIMRSMB, the POs, and the coastal communities of Brgys. Bulata, Elihan, and Inayauan. Further, PRRCFI must also be opportunistic for its own fund sustainability as the foundation cannot forever be a beggar with the eventuality of funding faucets drying up.

The core of DINTP is the Danjugan Island Marine Reserve and Wildlife Sanctuary. In the bylaws of PRRCFI, no more than 10% of the island will be developed. Typhoon Beach camp is intended for high-end nature tourism with a maximum capacity of 24 pax. Visitors are to be hosted by trained locals from PRRCFI's first project area: Brgys. Bulata, Elihan, and Inayauan. Already, there are 6 dive guides (out of the 30 or so residents of Brgy. Bulata trained in scuba diving and marine science by CCC) who can be depended immediately. Recently, Phase 1 of terrestrial BIOME training was conducted on 10 locals including a school teacher. These persons will be possible nature guides of DINTP as well as research assistants of DIFREC.

BULATA ECO-VILLAGE (formerly the Bulata Resource Management Training Center)

The Bulata Eco-Village forms part of the PRRCFI dream and will be the integration of all the efforts of PRRCFI and its partners. The eco-village is envisioned to be a training center for biodiversity conservation, CRM, livelihood and enterprise activities (to include arts and crafts), and will include fisherman's wharf, produce market, mini-ice plant, meat/fish processing, and a nature tourism facility that would cater to a bigger number of visitors. Land will be purchased from the government and is located in Brgy. Bulata.

Unfortunately, the project hangs due to the delay in the purchase of the Maricalum Mining Corp. (MMC) abandoned guest house and its surrounding 2 hectares. In 2000, Mr. Bernardino of MMC consented to the sale of this property and PRCCFI secured fund commitments (foreign grants) for its purchase and initial repairs/development. However, MMC is under litigation vs. the Privatization and Management Office (PMO) of the Department of Finance with a case elevated to the Supreme Court. However, PRRCFI is not giving up on this important opportunity as this is an important component that will integrate all efforts/achievements since 1994.

ILIMNAN MANOK LIVELIHOOD CENTER

Due to the temporary (we hope) delay in the acquisition of the mainland lot, PRRCFI purchased a small (4,000 m²) with ample spring water. A small hog breeding facility of 10 sows with a biogas digester will be established to support the income generating projects for the area. Plots of organically grown high valued crops, native vegetables for home and community consumption, and other IGPs will be available for demonstration to the project sites that may include the entire southern Negros Occidental coastal zone. The center will be collaborated by agencies of the Provincial Government of Negros Occidental such as the Provincial Technology and Livelihood Development Center (PTLDC), the Office of the Provincial Agriculturist, the Provincial Environment and Management Office, and other organizations that may be interested to assist.

BRIEF HISTORY OF PRRCFI

1994: The flagship program of the PRRCFI is the **Philippine Reef and Rainforest Project**. This project is collaborated with the foundation's foreign partners, WLT and CCC, initiated with the

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purchase of Danjugan Island and the scientific research/surveys that provide scientific data for candidate marine protected areas initially in southern Negros Occidental.

1996: PRRCFI is elected Chair for the committee of Research and Development for the **Southern Negros Coastal Development Program***, vice-Chair for Education, member of Committees for Restoration and Livelihood.

1997: The foundation's first grant (with CCC), **Southern Negros Coastal Development Program-Coastal Resource Assessment Project** (SNCDP-CRAP), from the British AUSB, provided for a small research speedboat that was utilized for marine research and survey of the coastal zones of Brgys. Bulata, the city of Sipalay, and the municipality of Hinobaan. The results of the scientific survey provide data for candidate marine protected areas of southern Negros Occidental.

That same year, PRRCFI conducted marine research in Tay Tay Bay, Palawan, the **Tay Tay Bay Conservation Project**, a collaborative project with CCC and the Palawan Council for Sustainable Development (PCSD). The project was based in Cagdanao Island and intended to provide scientific data for candidate marine protected areas in the municipality of Tay Tay, Palawan. The project was suspended in 2001 due to the Abu Sayyaf problem.

1998: Southern Negros Coastal Development Program-Poverty Alleviation and Conservation Education Project (SNCDP-PACE). Funded by the British DFID, the grant allowed PRRCFI to organize seven (7) peoples' organizations, the development of the proposed Danjugan Island Marine Reserve and Sanctuaries, the development of the DIMRS Management Board, and the Bantay Dagat Councils of three (3) barangays (Bulata, Elihan, and Inayauan). The project also provided alternative/complementary livelihood trainings, conservation education, and Coastal Resource Management (CRM) trainings.

2000: The proposed **Danjungan Island Marine Reserve and Sanctuaries** (DIMRS) was approved by the Sangguniang Panlalawigan of Negros Occidental in the 9th of February, 2000. The DIMRS is the first provincial MPA in Negros Occidental and the first privately initiated MPA in the Philippines. In that same year, the local government of Brgy. Elihan requested PRRCFI to research for a marine sanctuary fronting their barangay. This process is ongoing. Candidate MPA sites were submitted to the LGUs of Sipalay and Hinobaan.

2001: PRRCFI's current project, the **Philippine Sustainable Coastal Communities Project** (PSCCP), will reach of three (3) coastal communities in various trainings on conservation and livelihood.

On the 25th of January 2001, the DIMRS was voted first place in the 2nd BEST MANAGED REEF AWARDS sponsored by the Philippine Council for Aquatic and Marine Research and Development (PCAMRD), the DENR, the DOST, and the DA.

2002: Mabini-Tingloy Conservation project, a collaborative project with CCC and WWFPhils. Funded by the British Embassy, Manila, the project had a short term (6 months) duration that provided valuable ground truth of the area's GIS images.

2003: With the termination of PSCCP, PRRCFI embarks on the **Danjungan Island Nature Tourism Project Phase 1**, a project intended to provide benefits to the coastal communities of its project site and fund sustainability to the foundation. This project provides the necessary protection and management of the DIMRS.

2004: Southern Leyte Conservation Project is an on-going project that is collaborative with CCC and the Provincial Government of Southern Leyte. The project site is the entire Sogod Bay that is visited by whale sharks and has excellent coral reef cover.

2006: Danjugan Island Nature Tourism, a project envisioned to wean PRRCFI from its dependency on funding institutions. The project is under its grant proposal writing phase and will, when successful, enable the foundation to operate a well appointed eco-tourism facility whose revenues may fund its long term conservation program.

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Logistical Aspects for Land Purchase Projects

Legal and other logistical issues

While recognised as a significantly important conservation intervention strategy, land purchase by conservation NGO's in order to establish or enhance protected areas presents a significant number of challenges and a range of complex legal and practical issues. Despite the fact that specific laws, regulations and political realities differ from country to country, many commonalities do exist and clear strategies have emerged.

Of fundamental importance is the need to establish clear title to any land identified for purchase. In remote areas this can be difficult and time consuming, but nevertheless remains essential. It is especially important to recognize the difference between land title and land possession: while laws of possession may apply, conservation purchases should not be pursued based solely on the seller's possession of the property. Often conservation land purchases are being funded by donors, which adds another layer of responsibility to the purchasing NGO. In some cases the purchasing NGO may need to assist the seller in establishing clear title. Although this is obviously an extra expense, it is usually worth the money.

Similarly, along with establishing clear title it is equally important to declare the true value of the land in the transaction deed. This should be part of the negotiation process, as it is necessary to negotiate the declaration of the true value of the land in the transaction and in the recorded deed.

Land purchase always includes additional costs over and above the purchase price itself. Land taxes, transfer taxes, surveys and title searches, public notices, public registries, legal fees and management costs and a host of other requirements all need to be identified, projected and factored into the calculation of how much money will actually be needed to complete the purchase, take possession of the property and implement a protection and management programme. Tax issues can be especially tricky, and need to be identified at the very beginning of the negotiation process. It is not unusual for the seller to owe back taxes on the land, and if the acquisition is of high enough priority it may be necessary for the purchasing NGO to pay all or part of the back taxes owed in order to expedite the process and gain clear and unencumbered title to the land. All of these costs ideally need to be identified *before* requesting donor funds.

One of the most challenging periods in many conservation land purchases is the time between the down payment and the completion of the sale. It is not unusual for a purchase to be completely negotiated and a down payment made, but then be followed by an extended period of time for all legal matters to be resolved and additional funds raised. It is vital to establish a means of protecting and controlling the property during this interim period between signing the agreement of sale and actually completing the purchase and taking possession of the property. It is equally vital to make sure that donors are aware of the fact that some land purchase projects can be very time-consuming, and that flexibility and patience are often required in order to successfully achieve the conservation goals.

After-purchase monitoring and management costs need to be included in these overall cost estimates for the land purchase project. It is especially helpful if baseline information can be gathered before the purchase is undertaken, both as a sound scientific approach and as a safeguard against damaging activities that could take place in the time between signing the agreement of sale and actually taking possession of the property. Proper estimating of on-going management costs is essential in order to prevent serious funding shortages once the purchase has been completed.

The reality that land purchase can typically be a lengthy and time consuming process, factoring in the negotiations, the need to establish clear title and true value, the legal process, and the need to raise the necessary funds, is very often at odds with the need to act urgently to protect a threatened piece of land. There is no easy solution to this problem although it can be valuable to establish long-range goals for land purchase.

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A planned and considered set of long-range land purchase goals and objectives provide a number of benefits:

- Clearly identifies lands of high conservation priority that the NGO can set as objectives for acquisition;
- Allows the NGO to complete a significant amount of background work and research before even getting close to expressing interest, making an offer or entering into negotiations, all of which can help to significantly reduce the amount of time necessary to complete a land purchase once the process has been initiated;
- Allows the NGO to get to know the landowner casually and informally, and to establish a relationship with the landowner and the landowner's family before they are ready or even interested in selling – these personal relationships can be invaluable once the landowner is ready to sell;
- Allows for the preliminary completion of at minimum a framework of accurate cost estimates for the project, which can then be communicated to donors in advance.

This kind of preliminary background work completed or in process as part of a considered long-range land purchase programme allows the NGO to complete critical purchases of threatened lands much more quickly than would otherwise be possible. In addition, the planning process itself is both beneficial and impressive to donors, who recognize that the NGO is working thoughtfully and deliberately towards its land purchase and conservation goals. It allows donors to begin lining up funding before it is immediately needed, and may even convince donors to provide funding for the planning process itself and its associated background work.

Good communication is a powerful tool in any conservation land purchase programme. It is important to properly communicate the intentions of the purchasing NGO to the seller and seller's family, to the immediate community, and to the relevant government agencies. Not only does this help to meet legal requirements and begin the process of establishing good relationships with the neighboring and affected community, it can also help to protect against fraudulent sales, especially through the liberal use of posted signs and notices.

Dangers of De-gazetting

There has been what appears to be an increasing number of cases in recent years where de-gazetting of national protected areas has either been discussed, threatened or actually implemented. The concern is that this has the potential of becoming increasingly widespread, resulting from a range of pressures and circumstances, including:

- Perception that too much land is already tied up in protected areas, and thus not available for small-scale agriculture or logging which could benefit rural residents and communities.
- Pressure from well-connected individuals and/or extractive or intensive agriculture industries with powerful political influence, like oil, mining, logging, biofuels.
- General lack of interest in enforcing protected areas laws and regulations.

The legal status of protected areas that are owned and managed by conservation NGO's is generally protected by international law, but governments with enough motivation to exploit the property can make declarations of sovereignty.

Direct land ownership by a conservation NGO can act as a strong legal and conceptual buffer against this action. Even though 'takings' of NGO-owned protected areas are still possible, they are much more difficult, and likely subject to legal action. Several important issues and approaches can be taken into consideration in order to successfully counter this action.

- Whenever possible enlist government support, either formal or at least tacit, for the conservation land purchase. In some cases it can be possible to even get government to request an NGO purchase particular pieces of land. For example, the Indian government is now actively supporting the purchase of land to establish elephant corridors between protected areas, which include the relocation of rural villages, because it recognises that this approach helps to reduce the compensation the government is required to pay when elephants destroy crops. This is an action that government departments would like to be able to do, but may be unable due to political or financial reasons. Land purchase by NGO's for conservation can be positioned as something that helps government, rather than opposes it.
- The chances of gaining real government and community support can be significantly increased if it can be demonstrated that the land being purchased has substantive value. Examples of this include watershed protection and enhancement of sustainable livelihoods.
- It is critically important to establish clear title to land being purchased. This is especially true for NGO's, which are nearly always held to very high standards with high expectations from the national community, the donor community and the conservation community for ethical and transparent behaviour. All land purchases must be pursued in a completely legal and fully accountable manner, with very clear legal agreements, accurate deeds and surveys, and a recognition from the beginning that conservation land purchase can sometimes be complex and take time. Any transfer or other land taxes, if applicable, must be paid; public notices must be given if required; proper cadastral must be completed.
- Local authorities and local communities should be made aware of the purchase and the plans for the property as early in the process as possible to forestall the spread of negative rumours, which can make the management of the property and the generation of local support much more difficult.

Community Involvement

Close communication and involvement with local communities is recognised as a fundamentally important part of the work of any conservation NGO. Land purchase is no exception. In this case “community” is defined as both people *living in* the area of, and in some cases on, the land that is being purchased, and people *using* the area around or on the land that is being purchased. In addition, special considerations must be made in cases where the land being purchased is community-owned, rather than individually-owned.

These connections are especially important where and when indigenous communities are involved, and most especially with indigenous peoples who live in very remote places and/or are non-contacted.

If the purchasing NGO has the full support of the local people it can effectively protect the land, even if it does not have government support. Local community support for a land purchase for conservation, and on-going conservation management, programme is typically even more important than government support (although government support is still important and ideally necessary).

Working with a local and/or indigenous community depends on a combination of consultation and communication. It is important to establish a set of best practices to use as a guideline both generally, for the NGO, and specifically for the land purchase project being pursued. This is especially helpful and important in dealing with issues like legalisations of settlers (after purchase) and pre-existing extractive concessions. For the most part, a basic “good neighbour” policy regarding accepted uses and activities in protected areas is normally a very good starting point, although special measures may need to be taken to balance these activities and uses with the conservation needs and priorities of the project.

Pursuing a community involvement agenda before land purchases are completed can yield additional benefits besides making the management less confrontational. An NGO that is truly local and seen as part of the community can often help keep the prices of land down. (Conversely, land purchase or even land purchase negotiations by international NGOs can dramatically inflate the purchase price of the property in question.) It is important to communicate transparency to the communities, involving and/or consulting with the local people before the land purchase, and then maintaining communications once it has been completed.

This kind of open involvement and transparent communications does have one potential drawback – it can create unrealistic expectations in the local community regarding economic benefit. It is imperative that the purchasing NGO manage these expectations from the very beginning, clearly and honestly stating the benefits of the protected area without exaggeration. Many people in the conservation community believe that when an NGO purchases land for conservation the benefits to the local communities is automatic. This may be true, but not always in ways that the local community expects.

Risk Management

Conservation land purchase projects have a number of risks associated with them, combining issues typical of any land purchase deal with the special elements inherent in a conservation or protected area management initiative. There is no magic formula for avoiding or eliminating these risks; the most useful approach is to recognize from the beginning the fact that these risks exist – by recognizing and understanding them they can be anticipated and, if not totally avoided, at least mitigated.

Classic risks associated with conservation land purchase projects are many and varied, and include but are not necessarily limited to the following examples:

- The seller backing out after the down payment has been made. One recommended mitigation strategy is to set a large down payment with a legally-enforceable contract requiring a payback of double the down payment amount if the seller backs out.
- The seller doing damage to the land in the time between accepting the down payment and finalising the sale. The best mitigation strategy is to gain control of the land during the sale finalisation process, ideally by taking immediate possession and posting the land accordingly, but at the least to complete a baseline environmental assessment and inventory and write the findings into the contract.
- Land price inflation – always a danger, especially in a dynamic market for land with strong pressure for development. Knowing the land price situation well and moving quickly to come to an agreement once negotiations have begun are important.
- Identifying and having on hand enough resources for on-going management.
- “Bad neighbour” perception of conservationists and protected area managers. This can be especially true in countries where there is already a large amount of land under formal conservation protection.
- Watersheds – represent a risk of government appropriation.
- Understatement of risk to donors and government agencies: it can be useful to present “worst case scenarios” so that everyone involved is clear in their expectations and understandings.
- Unclear boundaries – pursue good surveys, on your own if possible.
- Unclear land titles – pursue definite clarification. Consider paying costs associated with this clarification as both a gesture of goodwill and as a way of expediting the process.
- Incursions from farmers, loggers, etc into protected areas. Government, media and local communities can be good allies if properly nurtured and good relationships established.
- Land taxes, including unexpected and potentially significant increases in land taxes.
- Tax exempt status – If land dedicated to conservation is tax exempt it could be a contentious issue, raising claims of preferential treatment that could cause a backlash, politically and locally.
- Xenophobia against foreign purchase and ownership of land, including charges of neo-colonialism, which could in extreme cases, result in expropriation. This reinforces the importance of working through local conservation NGOs for conservation land purchase, as opposed to a foreign or international entity buying land directly.
- Mining, oil or other extractive potential of high national priority and economic value under the surface of the land. Strategies to mitigate this situation include designating the land as important for science; purchase or negotiate to have granted the mining (or other) subsurface concession rights; establish a conservation easement on the land and then donate it to government for inclusion in the protected area system; plan for and pursue economic activities on the property that are dependent upon it remaining in a natural and/or undisturbed state (like ecotourism) and which would be harmed by extractive resource exploitation.
- Human rights issues, including indigenous rights – this is a very complex and potentially difficult subject, as it can involve conservation NGOs in social science issues outside of their areas of expertise, and can also be very emotionally and politically charged.

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- Corruption, which can take many forms and manifest itself in many ways, but which is an all too common issue. Establishing a good reputation and good relationships with government officials (local and national) can help, as can 'freezing' properties on National Registers by way of conservation easements and other legal tools. But, there is no easy answer, every situation is different, and situations can change rapidly and without warning.

Iniciativa Amotocodie

Vision and mission



I

Iniciativa Amotocodie was brought to life due to the accelerated expansion of the borders of our Western civilization in the Northern Paraguayan Chaco and the concrete threat this implies, both for the Ayoreo living without contact and the extensive forests with which they coexist. The processes affecting these isolated groups that continue to avoid all contact with surrounding modern society are also part of the historical processes affecting the Ayoreo ethnic group as a whole, as well as all other ethnic groups in the Gran Chaco.

Forced contact has been established with almost all the Ayoreo natives in Paraguay who, over the last 45 years, were induced to abandon their extensive ancestral territories and were deported by missionaries to settlements outside the traditional territories. Meanwhile, today more than 2000 Ayoreo natives live sedentarily in 15 often overcrowded settlements, where the Ayoreo way of living and cultural choices are strongly influenced and hindered by the alien life model of surrounding society, which gives them only a marginal, insufficient space for reshaping their own future.

II

The work of **Iniciativa Amotocodie** consists of accompanying the isolated Ayoreo forest groups from the “outside” and from a distance, and protecting their rights to life and self-determination. It also includes the protection of the integrity of their environmental, cultural and spiritual habitat.

In the broader context, the accompaniment of **Iniciativa Amotocodie** encompasses the entire Ayoreo ethnic group of Paraguay and UNAP, their representative organization (Union of Ayoreo Natives of Paraguay). Based on a growing critical awareness of their history of injustice, manipulation and dispossession, and the negative impact of the development model of surrounding society, the Ayoreo are aiming at a future in which the retrieval of their lost territories, as well as of the paradigm of the ancestral life model, is gaining more and more sense.

III

The horizon of action of **Iniciativa Amotocodie** incorporates into our world and times the presence and precedent of indigenous groups which, for the time being, avoid the process of globalization, and maintain a virtually perfect degree of self-determination, self-sustainability, and self-managed food security and safety. The struggles of other indigenous ethnic groups also seeking to have their demands fulfilled might receive important incentives from the isolated groups in the forest. Furthermore, for the rest of the Ayoreo in general and other ethnic groups, the groups in voluntary isolation bear witness to a paradigm of a rapport with nature that all the indigenous groups have known in the past yet were forced to abandon. This paradigm leads to a crucial reflection on the history of these ethnic groups and is a source of inspiration when seeking presently for alternatives for their survival and the future.

IV

Aware of the great relevance and topicality of the life model of the Ayoreo living in the forest without contact, **Iniciativa Amotocodie** also proposes a process of **intercultural learning**, including the need to redefine the relationship with the “different others” and to make true the potential of their contribution to future humanity, as contained in the Ayoreo way of living which is still lived to the fullest by the groups in voluntary isolation. The main objective is not the eventual integration of the forest groups into our modern world, but the mutual integration of both worlds: the world of the life in the forest and the modern world, so as to ensure the material survival of the groups without contact *as well* as the survival and vitality of the meaning and contribution their life model can make to modern and future humanity.

Participant Profile — Iniciativa Amotocodie

Activities: three thematic areas

- Accompaniment and protection of the life process of the indigenous groups in voluntary isolation in the Northern Paraguayan Chaco, before and also after contact
- Strengthening of the Ayoreo ethnic group as a whole, and search for a sustainable future in coexistence with ancestral territories and the forest/ environment
- Promotion of learning processes about sustainable life, through incentives for reflection; contributions targeting the non-indigenous surrounding society and modern societies in general

Multidisciplinary action The activities of *Iniciativa Amotocodie* are harmonized in the following multi-disciplinary manner

- an action of **human rights and defence of life**
- an action of **defence of the environment and socio-biodiversity**
- an action of **mediation and conflict resolution**
- an action proposing a process of **intercultural learning**

Ongoing activities (2006) include

Permanent on-the-ground monitoring of the areas inhabited by the isolated groups; complementary permanent monitoring of new satellite views, in order to

- Advise about and avoid situations of risk for the isolated groups as well as for the inhabitants of the surrounding areas
- Avoid alteration of the environment

Accompaniment of old Ayoreo people in re- visiting their ancestral territories and recovering their bonds with their origins and roots, leading to

- Re-establishment of ties with the lost territories
- Understanding and retrieval of their own history
- Gradual definition of criteria for future coexistence with nature and the territories

New purchases of land, as part of the manifold protection strategy of the area and the isolated groups: the land purchased in 2005 (3,740 has. of virgin forest) is part of the habitat currently used by one of the group in voluntary isolation; it increases present protection, but also provides future safety, for them and, eventually and after the contact is established, for the entire Ayoreo ethnic group.

Definition, together with the Ayoreo, of criteria for the protection and future management of the resources of purchased or otherwise secured areas, as well as of the ancient territories in general, leading to gradual definition of the criteria for future coexistence and use of the ancestral territories and secured areas.

Activities in conservation of nature and natural resources (2002 – 2006)

1. **Area of Amotocodie:** Since the beginning of 2002, *Iniciativa Amotocodie* has dedicated its efforts to sustaining the rights of life and self-determination of several isolated indigenous groups (groups who have never been in direct contact with modern society and civilization, belonging to the Ayoreo ethnic tribe). These activities have covered an **extensive habitat of some 5,000 km²**, an area called **Amotocodie** by the Ayoreo people to whose ancestral territories it belongs. The existence and survival of the isolated groups cannot be dissociated from the integrity of their habitat and life environment, with which they live in a close relationship of mutual respect and protection. Thus, while protecting the isolated groups human rights and rights of life and self-determination, *Iniciativa Amotocodie* has directed its work from the very beginning to protecting also the vast virgin forest of their habitat and its natural resources. The following listing shows the ways of *Iniciativa Amotocodie*'s intervention over the last years:

1.1. **Material protection in the field:** Since 2002, *Iniciativa Amotocodie* has been conducting a systematic and permanent monitoring of the mentioned region, with the aim to assess potential situations of risk involving the lives of the isolated groups, the lives of the surrounding local population in general, and also involving the environment and the natural resources. The monitoring activities include gathering data and observable traces of presence of the isolated groups, and gathering information on new plans for deforestation or other activities implying risks and changes for the integrity of nature. Based on the results of this activity, situations of risk such as plans for new deforestations have been discussed with the involved farmers and landowners, seeking the dialogue and trying to reach agreements in favor of the protection of the natural resources and the rights of life of the isolated groups. Such agreements have been successfully reached and implemented in some 10 cases between 2002 and 2005, with the result that deforestation activities were diminished substantially in some cases and at least delayed and submitted to additional control in others. Agreements for the material protection of the area have also permitted to implement restrictions of access into the virgin forests, preventing and inhibiting illegal timber extraction, illegal hunting and illegal trafficking and exportation of a wide range of wildlife fauna specimens.

1.2. **Environmental education of the surrounding local population:** The above mentioned monitoring has implied a permanent exchange and counseling directed at the local population, concerning the urgent need to protect the natural resources. The result are changes of attitude and an increased cooperation in the practical protection measures, as a result of such informal, implicit educational activities by *Iniciativa Amotocodie*.

1.3. **Political protection measures:** Simultaneously to the above mentioned activities, *Iniciativa Amotocodie* has promoted an active involvement and commitment of national and local state authorities with the protection of the area of Amotocodie. As a result, both the state Bureau of Indigenous Affairs (INDI) and the legislative body of the Boquerón province have emitted resolutions in 2002 declaring the protection of the Amotocodie habitat and its natural resources a public interest.

1.4. **Legal protection measures:** Due to the efforts and based on the information of *Iniciativa Amotocodie*, the Attorney General of Paraguay has renewed in 2003 the "medidas cautelares" (legal preventive restrictions) originally declared in 1998 to protect part of the area, for another five year period.

1.5. Protection by purchase of land: Parallel to the above, *Iniciativa Amotocodie* implemented a programme aiming at the creation of a central zone of the Amotocodie area to be secured and protected by purchase of land. – In 2004, NC- IUCN (Netherlands Chapter of IUCN) granted a financial contribution to *Iniciativa Amotocodie* under its SPN- Programme, for the purchase of a first plot of land. This purchase was concluded in June 2005 with the acquisition of a land title of 3,740 has. within Amotocodie. The acquired land is pure, untouched virgin forest and is crossed by the most important riverbed of the region. Presently, *Iniciativa Amotocodie* is taking the necessary steps for the acquired plot to be declared a recognized Private Protection Area under national law, a step which implies explicit commitment to conservation of its natural resources. The land title, as part of Ayoreo indigenous territory, will be turned over to the isolated Ayoreo groups once contact will be established in the future, with provisions taken for the continuity of their sustainable use of the resources. – In January 2006, Misereor (donating agency of the German Roman Catholic Bishop's Conference) granted *Iniciativa Amotocodie* a 100.000.- Euro contribution for further land acquisition in Amotocodie; other and more substantial contributions of yet other donors are presently pending final decision. – The purchased plot as well as future land acquisitions will constitute a nucleus in the recently declared Biosphere Reserve (see below) and will thus contribute to its gradual implementation.

1.6. Protection in cooperation with the Ministry of Environment: In November 2004, *Iniciativa Amotocodie* was able to sign a three years agreement of mutual cooperation with the Ministry of Environment (SEAM). The agreement provides the frame for protective measures and joint protecting activities in favor of natural resources and biodiversity in the Amotocodie area. Previously, and following an intense lobbying by *Iniciativa Amotocodie*, the legal department of SEAM had handed out a dictamen recommending the protection of natural resources in Amotocodie as of national interest. – Maps edited by SEAM in 2003 show the Amotocodie region as priority zone 1 (in part) and 2, recommended for conservation. This is at least partly also a result of previous research conducted by *Iniciativa Amotocodie* and submitted to SEAM.

1.7. Successful protection against the yearly Trans- Chaco Rally: In September 2004, *Iniciativa Amotocodie*, intervened with the government authorities in order to prevent the annual Trans- Chaco Rally, edition 2004, to cross through the virgin forest of Amotocodie from East to West, opening a new, previously not existing track of some 70 km. The opened track was to remain open also after the Rally, thus giving easy public access to vast areas of virgin forest hitherto inaccessible and untouched. In response to the intervention by *Iniciativa Amotocodie*, the Environment section of the General Attorney's Office obliged the organizers to divert the planned track. Parallel to this, this initiative also helped forming an articulate action by NGOs and other civil society sectors against the annual Rally and its destructive effects on nature and natural resources, inducing also public advocacy activities and a public debate in the mass media, in 2004 and again in 2005. – In 2005, *Iniciativa Amotocodie* succeeded keeping the Rally at least out of Amotocodie by means of an early intervention with the provincial authorities.

1.8. Inclusion of Amotocodie in the new Biosphere Reserve of the Chaco: In 2002, *Iniciativa Amotocodie* started promoting an extension of a planned Biosphere Reserve in the Northern Chaco, in order to be able to include additional regions, among them the Amotocodie Area. As a final result of these efforts and activities, the MAB (Man and Biosphere) Programme of UNESCO gave its recognition to the new, **extended version** of the Biosphere of the Chaco, in June 2005. The inclusion of Amotocodie opens up a new potential for protection and awareness- building within the local civil society, both in favor of protection of nature in Amotocodie and the other areas favoured by the extension. – Appointed by a government decree, *Iniciativa Amotocodie* is also a member of the "Comité de Gestión" (management body) administering the Biosphere Reserve, along with six other public and private institutions, since April 2005.

2. Wider protection activities for the entire North of the Paraguayan Chaco: Apart from the specific Amotocodie region and the protection of nature and natural resources there, *Iniciativa Amotocodie* extended its activities in 2003 in order to work also on future life perspectives with the Ayoreo people as a whole. The ancient territories of the Ayoreo cover almost the entire North of the Paraguayan Chaco (some 100,000 km²), and future survival depends on the construction of new sustainable ways for the future use of the forest's resources. Thus, today *Iniciativa Amotocodie*'s scope of action is not only the Amotocodie region, but the entire North of the Chaco. Some specific interventions in this wider frame included:

2.1. Recovery of ancient knowledge about how to live with nature, and construction and communication of new ways for the future: This is an ongoing informal educational activity, based on a permanent dialogue with the majority of Ayoreo people which does not live in the forests anymore, and with their leaders and their representative organization. – In a second step, *Iniciativa Amotocodie* also started addressing messages derived from the ancient Ayoreo paradigm of living with nature to selected sectors of modern societies – Paraguay and worldwide. Such messages (articles, conferences, public interviews) have been aimed at the possibility inspiring modern society sector's reflections on the need of changing their ways of dealing with nature and natural resources.

2.2. Biosphere Reserve: As a member of the administering body of the Biosphere Reserve, *Iniciativa Amotocodie* is active not just in favor of protection of resources and biodiversity in Amotocodie, but within the entire North of the Chaco.

2.3. Resolution for the IUCN Congress (Bangkok, 2004): Together with the Paraguayan IUCN member Sobrevivencia — Friends of the Earth/ Paraguay, *Iniciativa Amotocodie* formulated a Resolution proposal which was presented by Friends of the Earth International at the Bangkok Congress, and accepted by it. The Resolution requests the Paraguayan Government, among others, to assure effective and complete participation of indigenous peoples in the process of the establishment of the Biosphere Reserve of the Gran Chaco (RECWCC3.103 - The Biosphere Reserve of the Chaco and indigenous peoples – Congress reference: CGR.REC026). – Indirectly, *Iniciativa Amotocodie* was also instrumental in having the Chaco region explicitly included in another Resolution which was accepted by the plenary in Bangkok (RESWCC3.056 – Indigenous peoples living in voluntary isolation and conservation of nature in the Amazon region and Chaco – Congress reference: CGR3.RES082).

Filadelfia - Chaco/ Paraguay, May of 2006

Participant Profile — Nature Kenya

Nature Kenya — the East African Natural History Society

Background & Aims

- Oldest scientific & conservation society in Africa since 1909
- Established the National Museums of Kenya and entrusted to Kenyan Government
- 1300 members both local & international..
- Birdlife Kenya – Partner of Birdlife International (a global partnership of 106 partners)



“To promote the study of natural history, and conservation of the natural environment, in east Africa”

Mission - Connecting nature and people

Membership Committees, Conservation Projects and Programmes

Committees

Bird, Succulenta, Plant, Dudu (Insects), Mammal, Habitat Restoration Initiative (HARI), Youth, Environmental Policy Legislation Working Group (EPLiWG), Kenya Herpetofauna Working Group (KHWG), Samaki (Fish) Working Group (SWG)

Projects and Programmes

IBA programme, Friends of Nairobi Arboretum (FONA), Friends of City Park (FOCP), Biodiversity Park

The Important Bird Areas (IBA) Programme

- Identified sixty sites of outstanding importance for biodiversity conservation using information on birds applied in an objective and standardised way
- Aim: to identify & protect a network of sites at a bio-geographic scale
- Critical for the long-term likelihood of naturally occurring bird populations
- Nature Kenya's conservation action for IBAs is both at national and site level

Partnerships for Conservation of IBAs

- National Level through the National Liaison Committee (NLC) – 24 govt. departments, universities, and NGOs that steer Nature Kenya conservation action
- Site Level with Site Support Groups (SSGs) –12 SSGs in 8 IBAs

What are Site Support Groups (SSGs)?

- Local conservation nuclei
- Composed of enthusiastic locals
- Have an environmental agenda
- Are registered with relevant government department
- Are the main avenue for site based conservation work

Nature Kenya's Strategic Targets

1. Public awareness of the global, national, and local values of biodiversity increased
2. Key biodiversity conservation sites prioritized, studied, documented and findings disseminated
3. Nature Kenya's influence on decisions affecting biodiversity increased
4. Action for protection of key species, sites, and habitats specified and initiated
5. A larger, broader, and active membership base developed
6. Funding increased from diversified sources
7. Effectiveness and efficiency of Nature Kenya management and administration enhanced

Achievements in the last year of strategic targets

1. Public awareness of the global, national, and local values of biodiversity

- Nature Kenya has produced a Resource Book 'Learning for Sustainable Living' to be distributed to all Kenya's 18,500 Primary Schools.
- Enhancing biodiversity awareness through sports activities e.g.
 - ◊ Hindes' Babbler Volley ball tournament at Mukurwe-ini river valleys IBA
 - ◊ Conservation sports tournaments at Kikuyu Escarpment Forests IBA
- SSGs, the general public and schools participated during the World Migratory Bird Day.
- The European Union Director commissioned the Arboretum House a renovation project by FONA.

Participant Profile — Nature Kenya

- Events featured in national television and newspapers.
- SSGs activities featured in two local radio stations.

2. Key biodiversity conservation sites prioritized, studied, documented—and findings disseminated

- Kikuyu Escarpment Forests & Kinangop Eco-resource Centers recently build with EU support for school based environmental & cultural Education.
- Mount Kenya Eco-resource Center for school based environmental education programmes almost finished with UNDP support.
- IBA Status and trends report 2005 published and launched in May

3. Action for protection of key species, sites and habitats identified and initiated

- Pan Cake tortoise *Malacochersus tornieri*
- Moving from 'Important Bird Areas' to 'Important Biodiversity Areas', Nature Kenya is involved in monitoring of Pan Cake tortoise in Mwingi through CIP/ICIPE-GEF/UNDP support.
- 95 acres of Nature Reserve bought in Kinangop grasslands with support from IUCN Netherlands committee and Jensen Foundation
- Monitoring of the key sites, species and habitat, detailed monitoring being carried out by Site Support Groups at five IBA sites.
- 10 Km of pipes were laid to supply water to communities living adjacent to Arabuko-Sokoke forest in Kilifi District

4. Nature Kenya's influence on decisions affecting biodiversity

- Nature Kenya condemned the de-gazetement of Amboseli National Park.
- Executive Director addressed the current Minister for Environment & Natural Resources as part of induction to the ministry Action for protection of key species, sites and habitats identified and initiated
- Mr. W Bellamy USA Ambassador to Kenya opens Honey project in Arabuko-Sokoke forest
- Nature Kenya representing civil society in national task force collating reporting to CBD together with National Environment Management Authority

5. Larger, broader, active membership base developed

- Field trips, Bird watching and other activities (11 in 2005)
- Eco-Fun day at the Nairobi Arboretum
- Gardening and Compost making course
- Evening Programmes of Talks

6. Funding increased from diversified sources

- Nature Kenya financial base improved significantly
- Donors included
 - ◇ USAID;
 - ◇ Jensen Foundation;
 - ◇ Darwin Initiative;
 - ◇ SWEDBIO;
 - ◇ RSPB;
 - ◇ KNH/NABU;
 - ◇ DOF/DANIDA;
 - ◇ EU-BCP/CDTF;
 - ◇ Ford Foundation;
 - ◇ GEF-COMPACT;
 - ◇ IUCN Netherlands;
 - ◇ BIOTA;
 - ◇ CEPF;
 - ◇ SAFARICOM

7. Effectiveness and efficiency of Nature Kenya's management and administration enhanced

- Management Sub committee meetings streamlined due to improved capacity of staff to manage and fewer routine issues needing attention
- Operational procedure manual for staff in place
- Satisfactory and timely donor accounting and reporting
- Accounting procedures tightened

Making projects sustainable – Resource Exploitation

Project sustainability is a goal that underlies all conservation land purchases. The fundamental objective is always not simply to acquire land, but to preserve and protect it in perpetuity. This takes sound planning, sound management, good science, community and government support, and a host of other elements. Which means that it also takes time, and energy, and money. While there is some feeling that NGOs should not be expected to be financially self-sustaining, as it is in most cases simply not feasible and creates a major distraction away from the core conservation mission, the reality is that many funders are requiring that an effort towards this end be demonstrated. In addition, it does at times become necessary in order to make up for short-falls in funding.

It is exceedingly rare for any land purchase project to include an endowment or other long-term funding mechanism that provides all of the money necessary for the long term conservation and management of a newly purchased protected area. Consequently, protected area managers are faced with the need to continue to raise funds from outside donor sources and to pursue revenue generating activities on the project lands.

In-country conservation NGO's and protected area managers realise that they have a huge responsibility in this regard, as they are faced not only with securing and otherwise generating the funding necessary to ensure the long term viability of the protected area, but increasingly they are significant employers, especially in rural areas, employing people both directly in protected area management activities and indirectly through the purchase of goods and services.

Land acquisition itself can be an exceptionally flexible tool in generating core funding for protected areas. For example:

- The NGO can buy land of lesser conservation value, and sometimes lower cost, and give the land to local communities in a land swap. This is especially applicable where there may be people living in, on or around the land that is to become the protected area, but would prefer to live elsewhere, in a place more suitable for agriculture, for example.
- The NGO can contract out community concessions like legal logging, where appropriate.
- The NGO can provide land purchase services to local communities, charging for its expertise and experience in land purchase, land sales, creating easements, and meeting legal requirements of land sale and transfer.
- The NGO can creatively purchase large pieces of land that contain a core area of high conservation value and sell of non-critical portions for compatible economic development activities, at a higher price. If done properly, and if the land can accommodate it, the NGO can establish the protected area in the land with the high conservation and biodiversity value and use the proceeds of the sale of the other portions to fund the purchase.

Protected Area Managers have historically relied on a sometimes ad hoc variety of timber and non-timber forest products and sustainable economic development initiatives to generate income to support protected area management and other conservation-related activities. These have included everything from handicrafts and ecotourism to specialty food products. This is always a considerable challenge, as it is not generally a field in which conservation NGOs have in-house expertise. Additionally, these activities typically take place on a 'handicraft' scale, and in order to elevate them to a 'commercial' scale the NGOs need to take into account capital costs, running costs, costs of production and/or delivery, and environmental and social impacts – a daunting prospect for most. Again, conservation NGOs are held to a higher standard than their commercial competitors, as they will by necessity need to pay strict attention to environmental sensitivity in order to stay true to their missions.

By way of general comparison, the private sector attracts capital investment and research and development funding from private investors, who have a higher expectation for return on investment and a lower environmental ethic; NGOs and protected area managers are largely dependent on donor and grant funding, must maintain the highest standards of environmental responsibility, and can only generate a much lower return on investment. This makes it difficult to compete in markets that are traditionally the realm of the private sector.

Symposium Proceedings: Day 2, Sessions 1 & 2

This is not to say that developing an entrepreneurial approach to generating revenue from sustainable economic development activities is impossible. On the contrary, many NGOs are finding a variety of creative ways to leverage their position as protected area managers to offer real services in important and potentially profitable niches.

The question remains, “What were the NGOs set up to do?” This is a difficult problem, because conservation organisations are established to pursue conservation activities, attract most of their funding in support of conservation activities, and recruit employees and manage organisations whose mission is conservation. Their ‘business’ is not business, but conservation.

Ecotourism is a big issue, and an increasingly professionalised and competitive business. What is certain is that all of the participating conservation NGOs are actively involved in ecotourism at one level or another. All agreed on the following reasons for pursuing ecotourism activities on lands they own and/or manage:

- Ecotourism fits the mission of sustainable use.
- Ecotourism is consistent with environmental education objectives and activities.
- Ecotourism can generate revenue.
- Ecotourism infrastructure can support research activities in the field.
- Ecotourism can provide benefits to the local community.

This last element is sometimes poorly understood. It is important once again to manage expectations, which are often wildly exaggerated when it comes to the realities of what ecotourism in protected areas can realistically generate. At a basic level, it is also important to understand that benefits can and should accrue to local communities in three ways:

- Direct benefits accrue through direct employment.
- Indirect benefits accrue through the sale and purchase of goods and services.
- Community benefits need to be considered, through the establishment of a profit sharing scheme or community fund. This last point is important, because it provides some benefit even to those residents who choose not to participate, directly or indirectly, in the ecotourism venture but whose lives and communities are still impacted by tourists. It is also important that this be structured as partnership, not charity.

There is no standard template for protected area managers to follow in pursuing ecotourism, other than an understanding of the basic fundamentals of any good tourism operation – responsiveness, providing good experiences, cleanliness, good food, etc. Each situation will be different. It is recommended that NGOs recognise the fact that they are not experts and running a tourism business is not their primary mission. There is value in getting good advice.

FUNDACION DE CONSERVACION JOCOTOCO

LAND PURCHASE, AN ALTERNATIVE TO AVOID SPECIES EXTINCTION AND A COMPLEMENT TO HELP AREAS PROTECTED BY THE GOVERNMENT IN COUNTRIES WITH HIGH BIODIVERSITY BIRD CONSERVATION: A CHALLENGE FOR ECUADOR



Ecuador contains the greatest concentration of birds in the world: 1640 species; 17% of the planet's bird fauna in only 270,000 km². Without doubt, the impact of population increase and the gap between rich and poor is growing. The colonisation of forest areas still continues and uninhabited regions are increasingly being forced to support the pressure and impact of human activity.

Ecuador has 14 protected areas between National Parks, Ecological and Fauna Reserves and Recreation Areas and, whilst they cover 12% of the national territory, they do not protect nor represent their biodiversity as they should. Many of these sites are found in the north and east of the country because the original system was designed in the 1970s to protect wide areas of relatively intact habitat that have been maintained there ever since.

Similar areas in the south and west of Ecuador no longer exist. As a result, many of the Ecuadorian bird species are threatened and relegated to patches of land in unprotected areas, this is particularly the case for endemic Ecuadorian continental birds that are in serious danger of extinction outside of those areas protected by the State.

Given this situation, Fundación de Conservación Jocotoco (FJ) was created in 1999, dedicated to the protection of birds threatened globally and in danger of extinction that are not protected by the National System of Protected Areas (Sistema Nacional de Areas Protegidas – SNAP). FJ's principal mission is to create private reserves with the support and agreement of local communities.

Since its creation, 8 natural reserves have been consolidated: three in the north and five in the south of the country, through which Fundación Jocotoco are protecting more than 55% of the Ecuadorian bird fauna which includes around 100 endemic species and 45 considered to be globally threatened.

In November 1997, in the Cordillera de Sabanilla towards the southwest of Ecuador in the Zamora Chinchipe Province, one of the most important findings for the ornithological world in the last 50 years was made, the *Gralaria Jocotoco* (*Grallaria ridgelyi*). This event was the key factor giving impulse to the creation of Fundación Jocotoco from a team of Ecuadorian and foreign ornithologists.

The objective of the Fundación de Conservación Jocotoco in Ecuador is to protect biodiversity in areas critical for the conservation of bird fauna. FJ acquires habitats and operate them as private reserves with the agreed support of the surrounding communities. FJ are guided in its cause by extensive ornithological studies and the habitat that Fundación Jocotoco acquires is generally not represented in Ecuador by the SNAP.

Fundación Jocotoco are convinced that a strategy based on private reserves with the participation of the community is, in many cases, the only viable form to protect and save the critical habitats against destruction in this race against time.

Since its creation until today, the Fundación Jocotoco in Ecuador has completed 79 acquisitions in those areas where Fundación Jocotoco now maintain 8 reserves, acquiring a total 7,617.16 hectares. The sum of US\$2,205,828 dollars has been invested. These funds have been provided by conservation organisations such as: NC-IUCN, World Land Trust, World Parks, American Bird Conservancy, Betty and Moore Foundation, Garfield Foundation, Overbrook, Naturaleza y Cultura Internacional, Barakat Foundation, NMBCA/Audubon, WAN Foundation and innumerable individual donors who have understood the importance of protecting and urgently acquiring the habitats and species most threatened and endangered. Thanks to them, there are now more than 700 species protected in Ecuador by Fundación de Conservación Jocotoco, many of them endemic and endangered, vulnerable or near threatened.

Within these reserves, species previously unknown to science continue to be discovered and through which the reserves are of vital importance for other flora and fauna groups such as: mammals, reptiles, amphibians and plants (orchids).

Participant Profile — Fundación Jocotoco

At the end of this document is included a table listing all the reserves of Fundación Jocotoco, showing the land purchased for each reserve, the number of hectares and the price. The table will help us to understand clearly what is special and exclusive about each reserve and why some properties are more expensive or cheaper than others. This will allow an understanding of the important aspects that must be taken into account in every negotiation.

CONFLICT BETWEEN CONSERVATION AND THE LAW

Eduardo Couture in his Decalogue says: *“That where there is a conflict between justice and law, the lawyer must incline himself towards justice.”*

Francisco Sornoza, also on this point says, *“That where there is a conflict between conservation and the law, incline yourself towards conservation (Rights of Possession). Conservation cannot be carried out without the acquisition of rights of possession.”*

For more than 50% of all uncultivated land in Ecuador there is no ownership title (although this does not mean that these lands are not inhabited, on the contrary, all of these properties have owners under the title of rights of possession and which are authorised by the State through the National Institute of Land Reform (Instituto Nacional de Desarrollo Agrario, INDA)). Possession is the only right that these land owners have and this is recognised by the Ecuadorian Civil Code, Article 734.

Many of Ecuador's National Parks have this problem of rights of possession, resulting in their owners continuing to cultivate and ranch on the land. The problem does not only relate to the land BECAUSE IT IS IMPORTANT THAT THE CONSERVATION COMMUNITY SUPPORTS LAND ACQUISITIONS EVEN THOUGH THEY ONLY GAIN RIGHTS OF POSSESSION.

For example: 70% of the Zamora Chinchipe province is owned only by rights of possession and the other 30% which are the best lands at lower levels, dedicated to growing crops and raising livestock, generally have rights of property title.

Fundación Jocotoco began acquiring rights of possession for the creation of the first reserve, the Reserve TAPICHALACA. Currently in Tapichalaca Fundación Jocotoco have acquired 2,450.68 hectares of this classification (rights of possession) and now Fundación Jocotoco have begun the process to register title for it. If Fundación Jocotoco had waited until some time in which the properties had had the corresponding adjudication, it is certain that within the last eight years Fundación Jocotoco would have lost the forest and their species. It is for this reason that I say that when law and conservation conflict, one should be inclined towards conservation. This principle should be understood by all organisations that support the acquisition of land. When this occurs, there must exist a signed agreement requiring the organisation acquiring the land to register title to the rights of possession with INDA within a reasonable timeframe.

In the special case of Fundación Jocotoco's donors for the acquisition of the properties for the Tapichalaca Reserve, they understood well this need and it enabled the forest and the species to be saved and came to an agreement according to which once a reasonable area of land had been acquired, Fundación Jocotoco would register the title – this Fundación Jocotoco are doing 8 years later. It was decided to do it in this way so that there would be only one registration of the acquisitions of all the rights of possession.

WHAT IS THE RIGHT OF POSSESSION?

Article 734 of the Ecuadorian Civil Code prescribes that *“It is the tenancy of a definite thing with the character of lord or owner, that is the owner or whoever it is has the thing for himself, or for another person in their place and name. The possessor is the reputed owner, whilst no other person can justify being it.”* Although this Article authorises the property right to the possessor, it is understood that it is referring to a pre-existing right that is required to gain the title of owner of the goods that form part of the ownership given by INDA. In conclusion, possession or tenancy of State land, is an obligatory step in fact and law towards being able to make a request to the INDA to register the title of owner (the first step).

WHAT IS THE RIGHT OF PROPERTY OR OWNERSHIP?

Ownership in Article 618 of the Ecuadorian Civil Code states that: *“Ownership (also known as property) is the real right to a physical thing, to enjoy and dispose of it in accordance with the law and*

with respect to related rights, whether individual or social.”

WHY IS THE RIGHT OF POSSESSION PREDOMINANT IN ECUADOR?

The right of possession is predominant in Ecuador principally owing to the tedious bureaucracy that any individual must follow, including corrupt public officials that will not process applications unless there is a bribe. In addition to this, there are a series of factors that mean that people do not continue with these applications given that Ecuador does not have a culture of paying taxes. These are some factors that will mean that for several years and decades to come this problem will not be solved.

Set out in the following are other factors that also contribute to the current situation where owners do not seek proper title:

1. Poverty levels mean that title is not registered because the fees that have to be paid to INDA for each property can depend on where it is located.
2. Lack of knowledge. People fear registering title because they are not familiar with the process of making the application.
3. Tax evasion, owing to number 1 above. There are people who have had the rights of possession for 40 years, cultivating their properties without the need to pay annual taxes and in this way they save money.
4. Lack of time. For a rural person it is almost impossible to make an application to INDA and if it is done, it can take up to a whole year. It can be done through a processor in 3 or 6 months, depending on the amount of money paid.

WHEN DOES A RURAL PERSON OR TENANT FARMER DECIDE TO APPLY TO REGISTER TITLE?

Only when they intend to sell it or when they have the certainty that someone will purchase it and if there exists an economic agreement with the purchaser.

HOW CAN A FOUNDATION, ITS EMPLOYEES AND ITS MEMBERS BE ASSURED THAT THEY ARE NOT TRICKED WHEN TRYING TO PURCHASE RIGHTS OF POSSESSION OR PROPERTY?

Currently our societies are living one of the most fascinating and difficult periods in history, there is so much information and technology that it becomes difficult to be able to assimilate so many marvels at the same time, and when we try to do so we do not go into the subject in depth but instead treat it superficially. At the same time, we are living in a time of terrible social inequality between the rich and poor, and in the middle of all this we are exposed to the worst, nobody is free from assaults, murders, kidnappings, thefts or confidence tricksters amongst other problems. For these reasons, all businesses, foundations, etc must have a contingency plan to avoid this happening to the greatest extent possible.

CONFIDENCE TRICKS BY INDIVIDUALS OR EMPLOYEES IN THE SAME FOUNDATION

Tricks can come from employees of the same organisation, from the person or people that manage them. There are many foundations that are created and that are like shooting stars, they are only made for personal benefit and once this objective is completed they disappear. It is necessary to be careful with young organisations.

In the case of land purchase, confidence tricks can come from the person charged with conducting the negotiations. This might be the Director, President or person delegated to make the acquisitions. This type of wrong doing can be carried out easily through understandings between the seller and purchaser. A Director or President can easily become rich from just one large acquisition or over a period of smaller acquisitions.

To avoid this happening, it is necessary for the assembly of the foundation to choose people suitable to carry out these responsibilities.

Where wrong doing is suspected, an internal auditor would easily be able to trace when irregularities in land prices commence; it is necessary to have a database with the details of all the vendors so that it is possible to contact them via telephone or to interview them in their homes. It is also necessary to maintain a pricing policy that is consistent with purchases made previously on the same reserve.

It is of the utmost importance that the people that fulfill these roles comply with requirements of a

high philosophy of conservation and values, holding honour and conservation above all things.

THE RISK OF CONFIDENCE TRICKS FROM THE VENDORS OF THE RIGHTS OF PROPERTY OR POSSESSION

The risk of being tricked when acquiring rights of possession are higher than when acquiring the right of property.

- As a premise, when a person, company or foundation begins to negotiate, it is well known that both parties will be distrustful. When this happens, it is because both parties fear being tricked, and this distrust is a good signal because behind this it can be understood that there is only the good sentiment that both parties should receive what is just for what is being sold or bought. When there is this type of distrust, it is a good signal that the papers will be in order and that they take a lot of care in the details of a sale and purchase. In virtually the majority of the land acquisitions made by Fundación Jocotoco, the vendors have worked and looked after their land all their life and it is the only possession that they own, for which it is normal that they also fear that they may be subjected to a confidence trick.
- To be too trusting in the process of a sale purchase can result in a being tricked and this risks serious problems and damages, in particular for purchasers, in this case the Fundación. If a foundation is tricked out of a large sum of money, it is possible that the foundation is discredited at both a national and international level, losing all credibility with donors and running the risk of stifling its growth. For this reason it is important to take into account every detail.
- Land purchase can provide a salvation for a species if it is carried out in the correct way. If it is badly managed it can result in the extinction of a species for the simple reason that nobody wants to be the subject of a confidence trick. If a potential donor is tricked, the only loser is conservation. The conservation of species is an indivisible act and there has to be a correlation, equality and equilibrium in all its connections.
- In the case of the acquisition of rights of possession it is vitally important to get assurance that the person selling the land is the true owner. They should have some documentation confirming that they had previously purchased the property from other owners (in the majority of cases vendors do have this documentation. Many of the documents are made in the municipal offices and are witnessed by three people).
- The purchaser must be completely sure that the surrounding neighbours confirm that the vendor of the property is the true owner.
- Where the vendor is the original possessor, in the majority of cases they will not have any document and it is necessary to seek confirmation from the surrounding neighbours and other people from the area that this is true.
- The property must be measured by a topographer with a GPS to ensure that the number of hectares that is being negotiated is correct.
- In the negotiation process it is preferable to establish a price per hectare so that when it is measured, whether it is more or less, there should not be a problem with the price.
- Where they are rights of possession that are being negotiated, it is necessary to confirm that owner has not sold any parts of the property to third parties.
- In the case of rights of property, it must be confirmed with a certificate from the Property Registry that the vendor does not have any debts or mortgages pending on the same or other property. If there are, the vendor must solve all of these problems before negotiating.
- For rights of possession or ownership and where negotiations are with an authorised representative who is representing various individuals with different properties, it is necessary to confirm that the persons that the representative is representing are alive and that they do not suffer from the problems mentioned above (such as debts or mortgages).
- It is also necessary to confirm in the municipal offices that the vendor has paid all the taxes required by law so that the purchaser does not have to pay them when they register the new title.
- All acquisitions of rights of possession must be made as public documents by a Public Notary.

- To conclude the acquisition process, it is obligatory to register on the Property Register.

RECOMMENDATIONS FOR THE NEGOTIATION OF LAND PURCHASE

1. To have immediate success in a negotiation it is necessary to start by offering a fair price for the land. Usually the person charged with entering into negotiations knows precisely when the vendor is trying to take advantage of the situation to get more money than the commercial value. The purchaser must be assertive in offering a just price for the land and in this manner the purchaser can handle the situation. If the purchaser offers an irrational price they run the risk that the negotiations are immediately cut and that the vendor will have a poor impression of the purchaser. This can mean that a negotiation that should be easy to conclude with a just price is converted into a nightmare lasting years and with the risk of having an enemy for a neighbour.
2. It must be remembered that every acquisition that is made will not be the same as others but that they are unique, and for this reason it is necessary to be careful not to make an error that could lead to months of frustration and the loss of trust of the donors. Every acquisition is a lesson and an experience.
3. The person carrying out the negotiations, should preferably be a trustworthy person with experience and that is native to the country, even better if they are local. A person with a foreign race or accent should never negotiate as this will only restrict the current and future negotiations, given that prices will rise immediately that someone sees that a foreigner has an interest in their property (we have experience of this happening).
4. All of the facts about areas, price, boundaries, etc must be compiled and confirmed before contacting donors so that it is possible to respond immediately to any query they might have.
5. Have a prudent timetable for large land acquisition projects, so that donors do not exert pressure if the acquisition does not happen quickly, because the owners raise the price when they see interest from foundations. When donors pressurise the acquisitions, the only thing achieved is the acquisition of properties at expensive prices that results in future acquisitions becoming complicated and more expensive. It is important to discuss these details with donors so that these inconveniences do not arise.
6. Payment of the purchase price must be made by way of a certified cheque. Never in cash as you will run the risk of being assaulted.

CHARACTERISTICS OF A GOOD NEGOTIATOR

Anybody with good common sense can enter into negotiations, a good negotiator is not born with these characteristics but rather they acquire them from day-to-day experience. If to this is added some charisma and other characteristics such as being dramatic, it is much better to achieve positive results. A dramatic person is one of the special characteristics of a good negotiator as before reaching an agreement a certain degree of friendship will have been reached which will give confidence to the vendor. This helps a lot to be able to complete negotiations with a wide range of people, with different cultures and education, to be able to identify immediately the limitations of a vendor, understand them and to be assertive using an adequate methodology to be able to understand them and then reach agreement with them, paying a fair price for the land and in this way

Participant Profile — Fundación Jocotoco

the foundation gains a friend and a potential conservationist.

WHAT IS THE MAXIMUM NUMBER OF HECTARES THAT A PRIVATE RESERVE SHOULD HAVE?

A foundation can only manage a maximum of 5,000 hectares of forest per reserve, if this is exceeded the risk of incursions on the land is run.

		No. Purchases	Has	Price
1	Buenaventura	10	1,269,00	\$ 578,900
2	Canandé	13	1,287,80	\$ 338,083
3	Guajalito	1	30,00	\$ 2,000
4	Jorupe	3	1,224,00	\$ 440,000
5	Narupa	4	197,64	\$ 41,000
6	Tapichalaca	33	2,450,68	\$ 420,534
7	Utuana	4	56,00	\$ 47,000
8	Yanacocha	3	965,23	\$ 107,000
9	Yunguilla	8	136,81	\$ 231,311
	Total	79	7,617,16	\$ 2,205,828

Making projects sustainable - Environmental Services

Some protected area managers are finding success in generating revenue by providing environmental services and delivering carbon offsets. These pursuits are proving to be mission-consistent and profitable, and take advantage of in-house environmental expertise.

Environmental services include both passive and active pursuits: they range from doing environmental assessments and impact statements to protecting watersheds. What is important is that environmental services can and should:

- Take advantage of programmes on land owned and managed by the NGO;
- Facilitate participation by small land owners.

The key philosophy behind the provision of environmental services is that they are based on the resources available to the conservation NGO – the land itself and/or the talents of the conservation-related staff members, who in some cases are able to allow the NGO to charge and generate revenue for the services and work these people are doing anyway. Essentially, these approaches are fundamentally mission consistent, as opposed to commercial or pseudo-commercial ventures that are often outside the core mission and internal expertise and capacity.

Examples presented of successful environmental services initiatives include:

Grupo Ecológico Sierra Gorda (Mexico) – ‘Fundo Del Agua’ project in watershed protection, which generates funds from state governments in return for managing the watersheds in the Sierra Gorda region. This approach by-passes the federal system, as it is not dependent on federal programmes and all arrangements are negotiated with local governments and water authorities. The goal is to create an endowment and generate annual fees, which can be used to support the land management and conservation activities.

Fundaeco (Guatemala) – Fundaeco has had success marketing a ‘Green Sticker’ programme, whereby they charge \$10 per car to pay for carbon sequestration in Guatemala. The programme has been successful largely because of the marketing effort that Fundaeco put into it, which has created a certain status around having a Green Sticker on your vehicle.

Fundación Pro Bosque – Has had success providing consultation on reforestation, taking advantage of in-house expertise.

Guyra Paraguay – Has established support services for government agencies, including helping to draft deeds, etc for land purchases and providing GIS services. This not only provides revenue, but serves the additional function of establishing good and close working relationships with government in general and key individuals in various agencies.

PACT (Protected Area Conservation Trust – Belize) – An additional fee is added on to the departure tax specifically to fund conservation organisations and projects in Belize. The Trust receives the fees, and accepts funding applications and proposals from Belizean organisations.

Carbon Sequestration (including carbon offsetting and carbon balancing) is becoming an increasingly important service for both international and in-country conservation organisations. In the UK and throughout the EU the concept of carbon balancing both individual lifestyles and business-related enterprises is being heavily promoted and pursued in the media and by governments. As a result the interest is creating new markets and new opportunities. There is no doubt that carbon balancing is now a very advanced and sophisticated, and completely accepted, activity in Europe, and is spreading. While it is somewhat lower profile in the US, it is gaining momentum there as well.

There are primarily two income streams involved:

- Voluntary offsetting, which is driven by an interest in satisfying social responsibility and generating positive publicity, and
- Tradable offsets, which provides incentives through returns on investment.

Symposium Proceedings: Day 2, Sessions 3 & 4

In addition, there is an encouraging trend, due in part to advances in the science of carbon sequestration, for an emphasis on the biodiversity benefits of offsetting. This trend is especially noticeable in the realm of voluntary offsetting, but less so with the tradable markets in CO₂.

For protected area managers in the tropics this is translating to new opportunities for land purchase and protection and for new funding streams to support these activities. In simple terms, the voluntary offsets are being coordinated by and passing through international NGOs, who set up the programmes, collect the funds, and are responsible for directing those funds to support verifiable offsetting activities with in-country conservation partners and protected area managers. For their part, the protected area managers are responsible for 'delivering' the offsets through tree planting, assisted natural regeneration and avoided deforestation.

This last element – the 'deliverables' – is crucial, and protected area managers need to maintain clear understandings of and communications regarding what is expected. It is important that detailed planning be done at the beginning, including recognition of the need to capture the costs of capacity building.

Several of the participants have had recent experience with carbon offsetting, including Programme for Belize (one of the earliest to set up a carbon sequestration programme), Guyra Paraguay, Fundaeco, and Grupo Ecológico Sierra Gorda. In some cases there have been barriers to participation that were, at least initially, difficult to overcome, including project opportunity costs, transaction costs, and time and expertise. World Land Trust has been steadily expanding and refining its programme, with an emphasis on transparency and full cost calculation for its clients matched by a concerted effort to assist its in-country partner organisations with project planning and delivery. Its recent experiences with Fundación Jocotoco, REGUA, Grupo Ecológico Sierra Gorda, Fundación Pro Bosque and Guyra Paraguay are showing excellent results and generating substantive income and conservation results.

An important emerging development in the carbon offset field is in the growing recognition of the value of avoided deforestation as a legitimate tool in the pursuit of carbon offsets. While not yet recognised under the Kyoto Protocol, avoided deforestation is nevertheless proven effective. Of particular interest to the subject of land purchase as a conservation intervention strategy, avoided deforestation fits in perfectly with land purchase approaches, enabling the fees paid to offset carbon to be used directly to fund land purchase.

Symposium Proceedings: Day 2, Sessions 3 & 4

A number of general common threads run through all the organisations' approach to making projects sustainable, forged by the realities of making projects work 'on the ground' in often difficult working and funding environments:

- An entrepreneurial spirit and energy to find creative ways of generating funds to support conservation activities;
- Many things pursued are need-based and reactive.
- There is a constant need for and effort to achieve what can be a difficult balance between 'running businesses' and 'doing conservation'.
- There is an overarching need for an emphasis on both environmental responsibility – *do no harm* – and economic feasibility – *lose no money!*
- With many initiatives there exists a big challenge to move from a 'handicraft scale' to a 'commercial scale' in order to make them truly viable.
- Ecotourism is important and seen as necessary, but NGOs need help in developing it and making it work properly and profitably.
- Environmental services will play an increasingly important role, and have the potential to be a very good and appropriately profitable enterprise for protected area managers.
- Carbon sequestration initiatives need to capture the costs, and there is a great need to share experiences among NGOs.
- Is an economic development component necessary to justify a land purchase proposal? Some donors require it, but in some cases it may not be feasible. Ideally, this should be clearly assessed, discussed and communicated.

Similarly, the most clearly stated common challenge is one that has long plagued protected area managers: core operating funding and funding for project management are key to the success of any organisation and any project, yet core operating and project management costs are historically and notoriously the most difficult to raise and generate.

Participant Profile — Fundación Pro-Bosque

PRO FOREST FOUNDATION (Fundación Pro-Bosque, Ecuador)

The Pro-Forest Foundation was created by Ministerial decree on November 9, 1992 and its institutional mission is to “Be a Private organization with broad experience in the management of protected areas with an emphasis on reforestation, agroforestry, investigation, environmental education and ecotourism programs, in order to support biodiversity conservation of the dry tropical forests of coastal Ecuador, through the capacity of its and interinstitutional cooperation “



The Foundation works in two areas, private area management and tree nursery program with a focus on native species of the dry forest. The Foundation administers the 6,078 ha, Cerro Blanco Protected Forest, located in the extreme south east of the Cordillera Chongon Colonche, on the outskirts of Guayaquil, Ecuador's largest city with a population of approx 1,9 million inhabitants.

The Cerro Blanco Protected Forest was legally declared by the Ecuadorian Government in 1989 and began as an initiative of La Cemento Nacional S.A. (which later became Holcim Ecuador S.A.) which decided to initially protect 2,000 hectares of its land, located directly behind its limestone rock quarry. Subsequently in 1994, 1998 and 2001 the Cerro Blanco Protected Forest has been expanded to include other biologically important lands to reach its current total of 6,078 hectares.

With the expansions, other land owners have had part of their lands included in the protected forest and because of land use restrictions that have been imposed by the creation of the protected forest, have generally opted to retire their workers from the land, leaving the Pro-Forest Foundation responsible for protecting their lands. To date some land owners have been bought out and their titles of their land within the protected forest passed to the Pro-Forest Foundation including two parcels purchased by La Cemento Nacional (500 has) and two through international donors (Netherlands National Committee and World Parks for 480 ha) Negotiations are under way to purchase another 800 ha parcel within Cerro Blanco.

The Cerro Blanco Protected Forest protects significant biodiversity, including 54 mammal species, characteristic of Ecuadorian dry tropical forest such as Mantled Howler monkey *Alouatta palliata*, White-fronted capuchin monkey, *Cebus albifrons aequatorialis*, South America Coati *Nasua nasua*, Crab-eating raccoon *Procyon cancrivorus* and six feline species, including Jaguar *Panthera onca* and Ocelot *Leopardus pardalis*. A study supported by Bat Conservation International registered 21 bat species, Fishing bat *Noctilio leporinus* and Yellow-shouldered fruit bat *sturnire lilium*.

Cerro Blanco provides refuge for 219 bird species, including 8 globally threatened species, ranging from Buffon's macaw *Ara ambiguus guayaquilensis*, the symbol of the reserve, to Gray-backed hawk *Leucopternis Occidentalis*, Gray-cheeked parakeet *Brotogeris pyrrhopterus*, Henna-hooded, Foliage-Gleaner *Hylocryptus erythrocephalus*, among others. In 1998, Cerro Blanco was declared Ecuador's second Important Bird Area.

A botanical inventory was carried out in Cerro Blanco in 1996 by the National Herbarium and the Jatun Sacha Foundation and over 500 vascular plant species were registered and according to the studies author, Dr. David Neill “The conservation of the Cerro Blanco Protected Forest offers one of the best options for the survival of perhaps 100 plant species that are endemic to the dry tropical forest region of Ecuador. These endemic species, without the protection provided by the Cerro Blanco Protected Forest and a few other areas in the region, would be threatened by global extinction” including *Ceiba trichistandra*, *Tabebuia billbergii*, *Cordia macrantha*, *Terminalia valverdeae*, *Vitex gigantea*, etc.

Due to close proximity to the City of Guayaquil (half of the protected forest is within the Guayaquil city limits), pressure on the Protected Forest, especially on its northern front adjacent to rapidly expanding squatter settlements along the protected forest boundary is constant and include illegal hunting, especially during the dry season (July-January) for commercial and subsistence use, tree cutting of secondary hardwood trees (especially *Tabebuia* sp.) for furniture makers in Guayaquil and forest fires started mainly by hunters.

Participant Profile — Fundación Pro-Bosque

To protect the high biodiversity of Cerro Blanco, the Pro-Forest Foundation has worked from 1993 until the present to implement the following programs:

- Control – 3 permanent guard stations in an adjacent to Protected Forest, weekly patrols with environmental unit, National Police.
- Environmental education /ecotourism — Close to 6.000 visitors come to Cerro Blanco every year, (2005, 5.893 visitors, 3.238 adults, 2.226 children up to 17 years, 2.648 Ecuadorians, 590 international visitors from 44 countries).

Also 68 visitors stayed at our Foliage Gleaner Lodge in 2005 (25 Ecuadorians, 43 international visitors). Visitor infrastructure includes 4 guided, 3 self-guided trails, camping, picnic area, Wildlife Rescue Center, amphitheatre, snack bar, Buffon's macaw conservation center and integrated farm.

Reforestation Program

To date; the Pro-Forest Foundation has restored over 200 hectares of abandoned pasture lands created before Cerro Blanco was set aside through slash-and-burn agriculture. These areas are dominated by the exotic grass *Panicum maximum*, which out competes tree seedlings for light and nutrients and poses a fire hazard during the dry season.

Through the planting of enrichment parcels utilizing more than 30 native species produced in its nursery, the Pro-Forest Foundation under difficult conditions (only rain water) has achieved a 59% overall survival rate in the enrichment parcels through twice year cleaning of pasture grasses around trees for up to 3 years and protecting restored areas from forest fires.

Investigation

The Pro-Forest has working agreements with 8 Ecuadorian universities who send students to do internships or thesis projects in Cerro Blanco in ecotourism planning dry forest phenology, etc.

The Foundation has focused its owned investigations on the Buffo's Macaw, critically endangered in Ecuador with no more than 60-90 birds remaining in the wild, in two geographically isolated populations in coastal rainforest and dry forest. Cerro Blanco harbors a small population of 9 – 12 individuals who forage widely outside of the reserve boundaries.

The species in Ecuador is under severe threat principally due to widespread habitat destruction and capture for the in-country pet trade. In 2002 the Pro-Forest Foundation organized and carried out a workshop to prepare the national conservational strategy for *Ara ambiguus* in Ecuador. In 2004 the strategy was signed in to law by the Environmental Minister and in 2005 a working group formed to implement the strategy.

Community Development

The Pro-Forest Foundation has worked with the community of Puerto Hondo since 1993 to support a ecotourism program carried out by local youth in mangrove swamps. The Foundation trains youth guides and through university student volunteers, has created a children's ecology club and organizes and carries out weekly activities with the kids. In 2004 the Foundation with international donor assistance, constructed and outfitted a community environmental education center and with the support of the Dutch National Committee of the IUCN, has carried out a project to strengthen the Puerto Hondo ecotourism program.

Finally, the Pro-Forest Foundation with the initial support of the American Bird Conservancy has set up groups of honorary park wardens, local community members from the Cerro Blanco buffer zone, who help to protect the reserve, working as parabiologists to register Buffon's Macaw sightings, form community forest fire brigades set up medicinal and home gardens, etc. With the support of the Dutch National Committee of the IUCN, work has begun to create more awareness in people from squatter settlements about the importance of Cerro Blanco for their communities and the ground work is being laid for more honorary park warden groups in the future.

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Land for Conservation in the Sierra Gorda Biosphere Reserve, México

Area context and project reach

In 1987, a small band of local residents formed the Sierra Gorda Ecological Group (GESG) in order to confront the problems just mentioned. They systematically presented the community with an agenda headlined with protection and preservation of the ecosystems and created a dynamic pedagogical program for environmental education.

The Sierra Gorda Biosphere Reserve (SGBR) was created by presidential decree on May 19, 1997, in order to protect the exceptional wealth of species and ecosystems existing within a total area of 383,567 hectares, representing 32.02% of the entire state of Querétaro, Mexico. The reserve forms part of the great mountainous chain of the Eastern Sierra Madre, and is the most ecologically diverse protected natural area in Mexico. It is characterized by fourteen types of vegetation varying from semi-arid scrub to three variants of tropical forests, temperate conifer-oak and cloud forests that together sustain 2308 species of vascular plants, 131 mammals, 71 reptiles, 23 amphibians, 650 butterflies, 327 species of birds and 127 fungi.



The GESG projected the need for immediate conservation funding towards the federal government and international community, finally receiving a response from the Global Environment Facility (GEF). The ambitious project entitled "Biodiversity Conservation in the Sierra Gorda Biosphere Reserve" was awarded a 6.7 million dollar seed fund on behalf of GEF, managed by the local office of the United Nations Development Programme (UNDP). The project is administered by the National Commission of Natural Protected Areas (CONANP) of the Ministry of Environment and Natural Resources (SEMARNAT), and implemented by the Sierra Gorda Ecological Group. This complex interaction of institutions, organizational planning, project development and execution requires continuous monitoring, and it is the first time in Mexico's history, that a natural protected area be co-administered by both the civil society and federal government.

The Sierra Gorda Biosphere Reserve is the result of 19 years of hard work and commitment. It is the fertile soil where seeds of regional sustainability have been sown in the areas of sanitation, restoration, training, management of natural resources, and the regulation of processes. It is where more than 20,000 individuals work together towards achieving the common goal of ecological conservation through sustainable development, while participating in activities relating to volunteer fire fighting, civil protection, community ecotourism and productive diversification.

Brief summary of the problem within the protected area

Nevertheless, the pressures exhibited by the 100,000 inhabitants concentrated in 638 communities threaten to compromise the ecological integrity of the reserve and its natural resources. Without sustainable productive planning, the low-yield agricultural techniques that have been practiced for generations and activities related to indiscriminate lumber extraction translate to extensive deforestation, depletion of natural resources, proliferation of waste disposal sites, loss of species and above all a un-educated human population trapped within extreme poverty.

Background on the Land for Conservation Program

The Joya del Hielo (today a core area of the Sierra Gorda Biosphere Reserve) is home to an old growth cloud forest with neoartic and neotropical influence ever present in its flora and fauna. With more than twenty species listed in the Federal Norm NOM-ECOL 059 2001, La Joya contains various endemic or endangered species such as *Magnolia dealbata*, *M.schiedeana*, *Tilia mexicana*, *Rhynchostele rossi*, *Ceratozamia mexicana*, *Penelope purpurascens*, *Dendrortyx barbatus*,

Participant Profile — Grupo Ecológico Sierra Gorda

Dactylortyx thoracicus, *Felis weidii*, *Felis concolor*, *Mazama Americana*, *Tayassu tajacu*. This cloud forest is unique in terms of biodiversity in the state of Queretaro and supplies important environmental services, specifically the hydrological recharge of the Tancuilín River that provides water to a substantial human population.

To no surprise, indiscriminate logging was causing irreparable damage to the biological resources of these forests. The previous land owners became disenfranchised with the unfavorable terms and conditions imposed by lumber merchants and sought to sell their properties. Alarmed by this situation, members of the Sierra Gorda Ecological Group I.A.P (GESGIAP) as well as conservationists from Mexico City, formed the Joya del Hielo civil association in 1996 and began purchasing these lands for the exclusive purpose of environmental conservation. Since then, contributions from distinguished local society members and organizations such as World Parks Endowments and the People's Trust for Endangered Species have provided the necessary funds for the purchasing of 453 hectares of cloud forest and protected pine-oak forest. These properties were chosen for their extraordinary biological diversity and for the productive activities that threaten their survival.

This “Lands for Conservation Program,” was recently evaluated positively by external consultants contracted by the Mexico office of the United Nations Development Programme, and forms part of the project of “Conservation of Biodiversity in the Sierra Gorda Biosphere Reserve.”

Network of private reserves

The pioneering conservation efforts previously stated have served as a base of reference, clearing the path for other donations from philanthropic organizations such as Cummins and Reforestamos Mexico A.C. GESGIAP personnel have mediated encounters between land owners and private donors that together, have achieved the protection of additional 685 hectares of critical cloud forest habitat that sustain a variety of species that are either threatened or endangered of extinction. GESGIAP is also custodian of another property (an oak forest measuring 540 hectares) relinquished by a banking institution for the strict purpose of conservation.

These private reserves are like tiny islands within the biological corridor that forms part of the Eastern Sierra Madre, providing habitat to the following priority species: Jaguar, Puma, Javelina, White-tailed deer, the endemic Bearded Wood-Partridge (also listed as endangered of extinction), a large selection of flora including magnolias and other plant species found exclusively in the endangered cloud forests of Mexico.

Payment for environmental services (hydrological & biological)

Because of its physical, geological and environmental characteristics, the Sierra Gorda Biosphere Reserve plays an important role as a hydrological recharge zone, supplying rivers and springs that sustain approximately 300,000 inhabitants within the reserve and its areas of influence. The Santa Maria and Moctezuma rivers correspond to the Panuco river watershed and together provide the water resources necessary for the development of vital productive activities. Regardless, there are numerous local communities that own a major portion of the forestry resources that render these environmental services. The National Forestry Commission initiated the program of Payment for Hydrological Services that in the case of the Biosphere Reserve was obtained by GESGIAP and the Reserve management to include 14,500 hectares of forest owned by thirty five proprietors and seven communities. Together, they have received \$4,178,941 pesos (close to 418,000 USD), for the compensation of environmental services upon agreeing to the conservation of their properties.

Renting for Conservation

In 2005, on behalf of the GEF Project “Conservation of Biodiversity in the Sierra Gorda Biosphere Reserve,” under Output 3 (Participatory Reserve Management), the first payment of “Renting for Conservation” was received by owners of sites chosen for their biological value and capacity for environmental services. These properties constitute 2,444 additional hectares belonging to twenty-seven owners.

Participant Profile — Grupo Ecológico Sierra Gorda

Land owners benefiting from this project agree to refrain from forestry resource extraction activities and to guard against illegal hunting and forest fires.

Selection criteria

- Continuous forest coverage
- High biological diversity or the presence of flora and fauna species that are threatened/endemic
- Location of property within hydrological recharge areas
- Documents proving legal property ownership
- Property owners that have demonstrated favorable attitudes towards conservation or have been affected by large predators in their livestock (Jaguar or Puma)

Results

- In the case of private reserves, 100% of all activities relating to natural resource extraction or exploitation have been eliminated. Properties falling within the Payment for Environmental Services Program show equally positive results or significant reductions in human impact.
- Notable regeneration of forest undergrowth and recuperation of flora and fauna species in general.
- Large numbers of other property owners are showing their interest in participating in the program.
- In this manner, the capacity of environmental services carbon capturing and hydrological recharge activities are greater.
- GESGIAP and the Biosphere Reserve management have successfully facilitated the interexchange of economic resources between diverse organizations and local rural property owners.

Fundraising & Donor Relations

In order to filter through the volume of funding applications that they receive donors have developed a number of objective and subjective criteria. All donors provide guidelines for submitting applications, including the information needed and annual deadlines for receiving applications for funding. These basic criteria are fundamental, and while for some donors they may seem overly complicated, the fact is that they are established primarily to act as a first layer of filtering – if the applicant cannot meet these initial requirements, even though their project may be valuable and worthy, the chances of receiving funding are virtually non-existent. This is especially important if an organisation is applying for funding from a particular donor for the first time.

Beyond this first fundamental step there are a number of things that organisations can do to dramatically improve their chances of receiving donor funding. In a general sense donors are looking for a combination of the following elements:

- Excellent projects that deliver real conservation benefit.
- Sound and stable organisations with the capacity to deliver what they are proposing.
- Responsiveness, both during the application process and throughout the implementation of the project.

Project development is critically important. Donors are looking to fund projects that are well conceived and well designed, with clearly delineated conservation benefits and quantifiable results.

Do the research into the donor: know and understand what kinds of projects they have funded, what their requirements are, what other organisations and/or projects similar to yours they have funded.

Initial contact is very important. At this point donors will already be looking to assess the potential of working with your organisation. The initial contact should be brief and concise. Some organisations, like IUCN NL, will require a pre-proposal brief in order to make an early determination if it appropriate for the organisation to submit a more complete formal proposal. This first assessment will consider both the quality of the proposal and the project, and will often result in requests for further information. If additional information is requested speed of response is critical. For initial contact information it is the quality of the information, not the quantity of information, that is paramount. Keep in mind that this should be a concise summary of who you are, what you are trying to accomplish, how much it will cost and why it is important.

It is always useful to provide the following basic information to donors to whom you are submitting application for funding:

- Organisational details
- Organisational experience
- Budget details
- On-going running costs
- Sustainable vision
- Maps and imagery
- Descriptions of surrounding properties, who owns them, and how they will interact with your project area
- Vision for post land purchase management and funding

When submitting budgets it is important to keep in mind that the land prices, to the donors, are more about the justification than the expense. The applicant NGO must clearly delineate the benefits of spending the money they are asking for.

Know your donors and what other donors they like to work with, like IUCN NL and World Land Trust. If possible consider submitting joint proposals to donors that are known to have good working relationships with each other.

All submissions should be in the language that best suits the donor.

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It is important to clearly make the case for why land purchase is the best strategic option for conservation. Describe the impact the project will have beyond the site level; and give details about the real and potential threats.

There will be challenges with raising funds for less well publicised areas – essentially, how can a conservation NGO ‘sell’ the less charismatic sites or ecosystems to potential donors? The four fundamental tools that apply to all projects become even more important in these cases:

- Maps, locating the country, the region and the project area in context for easy reference and understanding;
- Images, creating a visual point of reference and case for conservation;
- Bulletins, demonstrating the ability of the NGO to communicate its case and providing information on its operation and its record of success; and
- Making a clear case for the conservation priority inherent in the project for which funds are being sought.

From the organisations perspective, they appreciate it when donors keep things simple and encourage dialogue. Establishing good personal relationships with donors is extremely valuable. Face-to-face meetings with donors is key. Also, donors can bring other partners to the table, and NGOs can bring other donors. Do not underestimate the value of donor visits. Donor tourism creates opportunities for short and long term support. It is important that the donors are able to meet and interact with the leaders of your organisation on these trips, including board members.

Donor flexibility is also highly valued. Both NGOs and donors need to recognise the importance of innovative methods, even if they have a higher risk associated with them. It is worth repeating there the point made in earlier discussions: It is vital to make sure that donors are aware of the fact that some land purchase projects can be very time-consuming, and that flexibility and patience are often required in order to successfully achieve the conservation goals. Keeping donors informed during periods of delay is extremely beneficial.

Participating organisations recognised the value of sharing resources and expertise among themselves. Mapping and translation are two important areas for this kind of inter-organisational cooperation. Maps especially are important, but can be expensive to produce. NGOs that have well-established mapping and imagery capabilities are very willing to assist those that don't. Photography and videography are also areas with good potential for resource sharing and cooperative support. Local counterparts can review applications for each other.

What should maps show?

- Area being proposed for purchase
- Context of neighbouring properties
- Ecosystems
- Land use change and infrastructure
- Threats
- Additional opportunities for future conservation activities, including land purchase

FUNDACION NATURA, COLOMBIA

Fundación Natura is a not for profit Colombian organization created in 1983 and dedicated to the promotion of sustainable use of biological diversity as a mechanism for conservation and sustainable human development. It develops scientific research activities, designs and implements conservation projects and works for the integration of indigenous, black and peasant communities in the conservation activities of the natural areas they inhabit.



Its work focuses on the generation, promotion and divulgation of knowledge as well as planning and execution of actions together with communities, organizations and local, regional, national and international public and private entities. For this, it has an interdisciplinary team and the support of a high number of people and public and private entities that make its work possible.

The main goal of Fundación Natura is to increase the protection, knowledge, valuation and sustainable use of natural resources in the country, focusing its activities on three geographic areas which are strategic for their biological importance: Choco, Amazon and East Andean region.

During 21 years of existence, the Foundation has changed its conservation focusing, through the incorporation and development of essential concepts and innovative strategies to fulfill its mission.

The Foundation has consolidated the existent programs like the Choco Biogeographic region, the Andean Tropical program, certification office and it has also implemented new programs like the Conservation of Colombian Fauna that supports projects and thesis about Colombian fauna. It also created the office of Service Providing that offers specialized consulting services related to research, planning and management of ecosystems and species, design and follow up of projects and sustainable productive systems, non formal education and training, and Project administration systems, supporting ethnic and communal organizations and public and private national and international organizations.

To develop these programs the Foundation has Inter- institutional agreements with the Ministry of Environment, research institutes and other non governmental entities and count with the support of international agencies and foundations like the International Agencies for the Development of the United States –USAID-, the Nature Conservancy, The National Fish and Wildlife Foundation, The World Wildlife Fund, The John D. & Catherine T. MacArthur Foundation, Conservation International, Fundación Oro Verde, Fundación Audemars Piguet, la Embajada Real de los Países Bajos y la Fundación Panamericana para el Desarrollo.

Since the project's theme is very specialized, the Foundation will hire specialized people in the forest subject, management plans etc. Colombia has very good professionals in these areas. The Natura Foundation hires people through open convoking that cannot be made without having the certainty of the project approval. This will be one of the first activities of the project. On the other hand people involved in the research plan are not yet defined because they will be selected in conjunction with the universities, some of the researches will be students developing their thesis and also through open convoking for support to the Foundation's researches.

The headquarters of the Fundación Natura are in Bogotá, Colombia but in Andean and Choco region we have three branches: one in Encino, Santander, with a documentation and computer center, other one is the Cachalu Biological Reserve and the Center for Research and Sustainable Development located in Charala and Encino Santander. The last one has a research and training

Participant Profile — Fundación Natura

center with permanent researchers working in the Reserve. Finally in Chocó we have two reserves in the cost region.

Some experience and achievements of our organization

Project: Conservation Corridor Guantiva — La Rusia — Iguaque

Financed by: The Nature Conservancy, USAID, MacArthur Foundation

Responsible: 100%

Duration: 2 years

State of the project: Finished

Budget: US\$120.000

Results

The disappearance and transformation of forests in the Colombian East chains affects the slope towards the Magdalena valley (west slope) specially the departments of Cundinamarca, Boyacá and Santander (central-western zone). In the past the oak forest was covering big extensions in the three chains but in the present its distribution is restricted to fragments that are bigger in the East chain covering approximately 140.00 hectares. From these, only 17.000 ha (13%) are protected, the Iguaque, Guanenta and Alto Rio Fonce Fauna and Flora Sanctuary, El Peligro Forest Reserve, Cachalú Forest Reserve in Encino y Charalá, and the Rogitama Reserve in Arcabuco. In consequence the oak forests of the departments of Santander y Boyacá have been identified as priorities for conservation.

Livestock and agriculture are the economic bases of the region and generates the highest sources of income for the population. Almost all people in the area, including Urban areas, depend on wood for cooking and the continuing processes of deterioration of areas established as open fields and cultivated fields, are generating a dynamic of increasing conflicts for resources uses like water, soil, wood, fauna within others.

Taking into account this context, the exercise presents the results of connecting the different municipal and regional updated initiatives for the Guantiva – La Rusia – Iguaque conservation corridor, to make more efficient all types of resources and the execution of the conservation Project for the area. For this, a regional planning exercise was conducted to identify the important conservation objects in the corridor and its threats, in order to design with participation of the community, the strategies that guaranty the conservation of the corridor. This process was conducted by 24 institutions with local and regional actors in the corridor's area, coordinated by Fundación Natura and supported by The Nature Conservancy, USAID y Fundación MacArthur.

The results shown in this document are guidelines for future management and activities of institutions and municipal and regional authorities around conservation and sustainable development of the Guantiva – La Rusia – Iguaque region.

Project: Conservation of private land and implementation of conservation incentives

Financed by: The Nature Conservancy and USAID

Responsible 100%

State of the project: In process, third year

Duration: 4 years

Budget: US 150.000

Results

For three years Fundación Natura has been working for the conservation of private land in the country, through the study and implementation of easement for conservation, conservation contracts and supporting of Civil Society Reserves which are part of the National Protected Areas System.

The Project has had the following processes:

1. Coordination of the Nodo of Private Civil Society Reserves in Santander.
2. 25 partner peasants implementing sustainable systems.
3. Participation in a national working group denominated: Group for the juridical study and implementation of private conservation strategies.

Participant Profile — Fundación Natura

4. Implementation of conservation incentives like the exoneration of taxes in Encino, Onzaga and Coromoro (in process).

Project: Conservation Strategies and Sustainable Uses of Andean oak forest and the associated fauna in the west slope of the east chain in, Santander y Boyacá.

Financed by: MacArthur Foundation

Responsible 100%

State of the project: under execution

Duration: 3 years

Budget: US 300. 000

Results

The objective of this Project is to support and strengthen the conservation and management of oak relicts and the associated fauna between the Guantiva páramo (Santander) and the Macizo de Iguaque (Boyacá).

The development of this Project considers the participation of the communities, local government and several institutions located in the area of the project. The final objective of this process is to develop management strategies built in agreement with the community and the users of fauna and forest.

To build management strategies the project considers to analyze the social, economic, cultural, political and ecological interactions that have historically been converging within local people, forests and associated fauna.

For the Foundation it is fundamental to understand these aspects to be able to jointly develop management strategies for forest and fauna that don't go against the cultural, economic, social, political and ecological conditions of the region and that consider the particularities of each site.

Project: Building of a fund for private conservation

Financed by: The Nature Conservancy

Responsible 100%

State of the project: under execution

Budget: US 10.000

Results

In the present Fundación Natura is developing a FUND FOR PRIVATE CONSERVATION to be invested in conservation and management actions and also in the reconverting of private farms. This proposal aims to manage perpetual conservation agreements that have juridical implications in the property, in exchange of investments and compensations for the good management of the farm.

Project: Characterization of the productive and agricultural and livestock systems of the Guantiva – La Rusia – Iguaque conservation corridor

Financed by: The Nature Conservancy and CIPAV

Responsible: 100%

State of the project: Finished

Budget: US 45.000

Results

The windows selected for the characterization of the productive systems present in the Iguaque – Guantiva – La Rusia conservation corridor, were agreed within the technical teams of Fundación Natura and Fundación CIPAV.

The places selected for this study are the villages of Patios y Canadá in the municipality of Encino; the Uval and Susa en Onzaga. The municipalities of Barichara y Suaita were also visited to get information and to establish contact with the governmental and non governmental institutions, since these are strategic regions within the conservation corridor.

The gathering of information was made by consulting primary and secondary sources. For this, we visited the villages and the sectors of the selected municipalities and we conducted interviews to producers of the selected regions. Through the interviews information was gathered about productive and socio economic aspects of the productive systems and the population of the region. At the same

Participant Profile — Fundación Natura

time, we conducted meetings with municipal administration workers to present the project and the objectives of the present study.

As a strategy for the close contact with local communities, the technical team presented the proposal in meetings organized by the Foundation and the Communal Action Associations of villages, with teachers of rural schools and workers of the UMATAS municipalities.

During the field work in farms where the interviews were conducted, the working team had the collaboration of community people that facilitated the development of the activity.

The Encino, Onzaga, Barichara and Suaita UMATAS also collaborated with the secondary information of their municipalities, specially the finding of the EOT.

The total annual budget of Fundación Natura (expenses) in the past five years.

	Total de gastos (global)	US\$
2001	\$ 1.986.956.636	903162,107
2002	\$ 1.511.989.481	687267,946
2003	\$ 994.715.152	452143,251
2004	\$ 1.789.408.607	813.367,549
2005	\$ 2.055.871.890	934487,223

**CODEFF, COMITE NACIONAL PRO DEFENSA DE LA FAUNA Y FLORA
CODEFF, NATIONAL COMMITTEE FOR THE DEFENSE OF FAUNA AND FLORA**

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NATIONAL COORDINATOR BIODIVERSITY PROGRAM



CODEFF is the oldest NGO in Chile working for the environment and nature conservation and sustainable development since 1968, with 38 years of trajectory. Also it is the only NGO with more than 4600 members. These members give the base to CODEFF to be participative, pluralist and democratic. Members have the right to select the National Directors which are responsible of the institutional direction and policies.

The MISSION: TO BE A NON PROFIT NON GOVERNMENTAL ORGANIZATION based on membership with a national and participative CHARACTER, for the conservation of nature, the environment and TO promote sustainable development

CODEFF activities are related with research, policies proposals, plans and programs; field work and monitoring; strength capacities, education and diffusion generation room for participation in their offices along the country in Viña del Mar, Talca, Concepción, Valdivia and Coyhaique, and Central office in Santiago.

TECHNICAL PROGRAMS

1. BIODIVERSITY PROGRAM

MISSION: TO PROMOTE BIODIVERSITY CONSERVATION AND SUSTAINABLE USE, PROTECTING ECOSYSTEMS, ENDANGERED SPECIES AND GENETIC RESOURCES.

Objectives

To promote biodiversity conservation and sustainable use to strengthen public protected areas, improving habitat protection and species conservation in private properties, promoting sustainable economic activities (ex. Ecotourism), preventing deterioration activities and doing restoration.

To achieve these objectives the Program elaborates, proposes, and promotes legal frames, national and international policies, do research and field work, and implement education activities and campaigns for biodiversity conservation.

Principal Work Lines:

1.1. Wildlife Protected Areas

The principal objective is to strengthen public protected areas, to support the creation and conservation of private protected areas, to strengthen the protection of wildlife protected areas own or administrated by CODEFF, promoting the conservation of core areas, buffer zones and biological corridors.

1.2. Conservation of ecosystems and species

To protect endangered ecosystems and species. The decision to work with habitats (ex. Wetlands) or species (Ex. Huemul, *Hippocamelus bisulcus*; Pudu *Pudu puda*; Huillín *Lontra provocax*) most of the time is strategic, being the final goal more than the protection of the species but also the protection of habitats or ecosystems that are important by themselves and /or are important in order to support the endangered species. Also to know more about native flora and fauna (base lines), propose sustainable use techniques, monitor systems and restoration initiatives.

1.3. Genetic resources and biotechnology

To know about our genetic native resources, promote their conservation and sustainable use and equitable distribution of their benefits, and to defend them against genetic modified organism OGM contaminations.

Participant Profile — Comité Nacional Pro Defensa de la Fauna y Flora

1.4. Against Desertification

To prevent and restore desertification, promote policies and implement new and participative techniques.

1.5. Global Changes: Ozone Layer and Climate Change

To promote the elimination of substances that deplete the ozone layer, especially the problematic Methyl bromide, and to promote mechanisms that permit Carbon retention, not liberation.

1.6. Fauna Rehabilitation Centers

To rehabilitate and reintroduce in to nature wildlife (mammals, birds, reptiles and amphibians)

2. FOREST PROGRAM

MISSION: To increase the value of the native forest- ecosystemic- as patrimony and a factor of local development, and to promote their importance as a natural resource that can be used in a sustainable manner and for multiple uses.

PRINCIPAL WORK LINES:

2.1. POLICIES AND FORESTRY LEGISLATION

Being part of a legislation discussion, proposing national and international legal frameworks, and monitoring application.

2.2. MONITORING FORESTS AND FORESTRY PROJECTS

Monitoring areas with endangered species and ecosystems with forestry activities. Also identification and cartography of last frontier forests (Chilean Node of world frontier Forests).

2.3. FOREST SUSTAINABLE USE AND TRAINING

Strengthen techniques and capacities of forest owners to assure sustainable use and supporting and promoting the FSC in Chile.

To maintain the Template forest Fund (CODEFF and WWF/US) that support small owners and indigenous communities for the sustainable use of the forest.

2.4. RELEVANT FORESTRY SPECIES AND ECOSYSTEMS

Identifying, and implementing strategies of protection, conservation and restoration of endangered species and ecosystems.

3. EDUCATION PROGRAM

MISSION: To be a source of methodologies and strategies for the development of environmental education in the country and to ensure that the Chilean society improve habits in harmony with the environment

PRINCIPAL WORK LINES:

3.1. FORMAL EDUCATION

To strengthen the concept of environment in formal education at different levels. Improving knowledge in the educators and students, development of educational instruments, and working with government education institutions.

3.2. INFORMAL EDUCATION

In this area environmental education is directed to different population sectors, promoting community action to solve local environmental problems. Includes students, teachers, professionals, institutions, municipalities, farmers, etc.

Participant Profile — Comité Nacional Pro Defensa de la Fauna y Flora

4. MEMBERSHIP AND VOLUNTARY PROGRAM

MISSION: to give an open space for members and volunteers where they can develop their abilities and capacities to promote and implement the CODEFF institutional mission

SUPPORT CODEFF MEMBERSHIP

PROMOTE CAMPAIGNS

PROMOTE COLLABORATION AGREEMENTS

ORGANIZE ACTIVITIES FOR THE MEMBERS

COORDINATE VOLUNTARY ACTIVITIES

Institutional Aspects & Business Planning

Long-term stewardship of an NGO

Long term stewardship of an NGO requires continuation planning that includes attention to both project sustainability and organisational sustainability. While on the surface these may seem to be consistent with one another, it is not always the case, especially if projects are not well designed from the beginning, with enough allowance for administrative and management costs. Large projects of definite length can also be dangerous, since while they are running they provide funding for and require levels of administrative and management support that may not be sustainable when the project terminates. Additional complications can arise when attempting to meet partner expectations and donor expectations, which are not always consistent with one another.

The four fundamental things common to all of the participating NGOs that were identified as basic and essential for successful long term stewardship are:

- Capacity – how to build and maintain the internal expertise and infrastructure necessary to deliver good projects while simultaneously managing the organisation, raising funds and developing new projects.
- Funding – not just project funding, but core operating funding as well.
- Endowments Management – endowments are seen as important tools for long term organisational sustainability, but most NGOs have little or no experience or expertise with their structuring and management.
- Fundraising Training – NGOs and their staff and leadership must, and are expected to, be competent fundraisers, yet most are trained and educated in conservation-related fields. Conversely, it can be difficult to find time or money for on-going training in fundraising.

Faced with these challenges, and often acting very much alone, the leaders of the participating NGOs, like most of their peers in the conservation community, have adapted a range of common approaches in their attempts to sustain their organisations and the work they are doing.

- Intensive work to understand and quantify the resources.
- Planning
- Working with communities, stakeholders and government officials and agencies
- Enlisting available expertise
- Demonstrating leadership and taking responsibility
- Creativity

This combination of tools is most effective when focused on creating healthy human and natural resources.

Symposium Proceedings: Day 3, Session 2

Capitalisation and Business Planning

All successful organisations have formalised and actively pursue business and organisational planning, for both sites managed and the institution in general. For example:

- The Wildlife Trust of India works on a three-year internal planning cycle, with a mid-year and annual review. They have a strict policy of only deviating from the plan in the case of an emergency or when faced with an unusual opportunity, and try whenever possible to make project-specific changes only. WTI's policy is to accept projects and funds only from or for good projects and good donor institutions. WTI's three year internal plans and mid-term reviews are prepared by field staff and headquarters staff, and then are presented to the board.
- Guyra Paraguay works on a five-year planning cycle, with a strong mid-term evaluation in year three. In addition, they develop a business plan for each individual site managed, which is shared with Guyra's partners when evaluated and approved. Each December Guyra gathers feedback, internal and external, on the implementation of the plan. This includes feedback from international partners which is not only useful, but helps with Guyra's image and its relationships with its partners. Guyra's staff proposes and plans for projects, and its board prepares business plans.
- Nature Kenya prepares a five-year strategic plan to establish the strategic direction for the organisation, and an organisational business plan to define financial targets. A mid-term review is completed for both plans. The plans are prepared by the board and senior management, and shared with all staff for feedback. The business plans set financial objectives and targets, review what has been achieved so far, and include mechanisms for monitoring progress against the established objectives.
- Fundaeco engages itself in a strategic planning exercise for the organisation as a whole every five to six years. This includes individual management/business plans for each of its reserves, and also creates an overall land acquisition plan for the organisation. The land acquisition plan in particular forces Fundaeco to evaluate the previous plan and assess its performance. The most recent land acquisition plan established a target of buying 450 hectares a year for ten years, with evaluations and assessments of area, cost (including loans, if necessary), history, strategies including freezing properties in the national registry, lobbying on tax exemptions on perpetuity reserves, and risk assessment. A priority of the land acquisition plan is an accompanying owners list. An important part of the planning process is a risk assessment exercise, which includes cadastral and registry issues, land invasion potential, long-term management, and identifies cases where mortgages may have to be taken without having the funds in hand in order to meet urgent conservation needs.
- Programme for Belize does management planning every five years, and includes both strategic planning and financial planning for the organisation. It has also established an endowment fund that is specifically intended to generate income that can be used for core operating costs only.

All NGOs agreed on the importance of criteria-based flexibility in the implementation of the plans; WTI's approach of "deviating from the plan only for emergencies or when faced with an unusually good opportunity" was cited as an excellent and succinct way to parameterise the flexibility issue.



The funding of land acquisition is typically one of the more challenging aspects of trying to create forward looking land acquisition plans, especially since there are not many donors that specifically fund land purchase and acquisition. All participating NGOs indicated that it would be useful to share a list of those donors that do fund land purchase as a good reference for future planning and funding.

- World Land Trust (www.worldlandtrust.org) and
- World Land Trust-US (www.worldlandtrust-us.org)
- IUCN NL Small Grants for the Purchase of Nature Programme (www.iucn.nl/funds)
- United States Fish and Wildlife Service Neotropics and Migratory Birds programmes
- US National Fish and Wildlife Foundation
- Conservation International's Global Conservation Fund
- The Nature Conservancy
- Rainforest Alliance
- Oro Verde
- Nature and Culture International
- Earth Birthday US
- Moore Foundation
- Deep Ecology
- Weedon Foundation
- National Audubon Society (bird-related only)
- Massachusetts Audubon Society (bird-related only)
- Aveeno Foundation
- Garfield Foundation
- Park Foundation
- Ford Foundation
- Jensen Foundation
- Peoples' Trust for Endangered Species
- Royal Society for the Protection of Birds
- World Wildlife Fund
- American Bird Conservancy

In addition, The Foundation Center's search engine for funders and the US-based Charity Navigator are useful research resources.

As discussed earlier and continually reinforced throughout the symposium, personal contacts with the donors is critically important, and dramatically improves an organization's chances of submitting a good proposal and getting it approved for funding.

Symposium Proceedings: Day 3, Session 2

Long-term Institutional Requirements

The recognised challenge of securing core operating funding is not diminished by acceptance as fact. All participants raised this as an issue of constant and primary concern. It is an on-going conundrum – many, if not most, donors, institutional and individual alike, are ready to provide project funding but few will expressly fund core operating costs; but, without proper attention to core operations, and the funds needed to support them, NGOs are less able to deliver excellent individual projects and perpetual protection and management.

One tool that is being pursued by some NGOs is the creation of an **endowment fund**.

- PfB has worked for 16 years to develop its endowments. It currently has three funds, and considers their management and growth as part of its five-year strategies and management plans. It has found that many donors are interested in and impressed by the fact that PfB does have endowment funds, even if many of them may not choose or be able to donate funds towards endowments. PfB's experience has been that fund raising for endowment has been most successful during the first few years of its existence, when the organisation and its long term sustainability and success are still new and interesting to donors. PfB has two carbon sequestration parcels established in the Rio Bravo Conservation and Management Area: the first was set up with no associated endowment, and has had on-going problems with funding; the second comes with a \$500,000 endowment that was included in the original land purchase structure, with the caveat that the endowment fund could not be tapped until the end of the initial project establishment and funding period.
- In the Philippines, there is a national endowment fund that can be tapped by NGOs for projects and administration. It currently has an endowment of approximately 25 to 30 million dollars, with a 9% annual yield. Any projects supported by the fund can claim 30% for administration, with the remaining 70% being grants to support the project work.
- Guyra Paraguay also has three working endowment funds: One, for \$6,000,000, is dedicated to projects; one, for \$2,000,000, is dedicated to the institution; and the third is dedicated to improve the local business environments in and around its protected areas.

It is generally agreed that endowment funds are more difficult to create and raise money for than specific projects, but that over the long term the effort is worthwhile. The circumstances are also markedly different from one donor country or region to another. For example, in the UK endowment funds are rare, and often can be counterproductive with UK funders as they have the potential to create an impression that an organisation must not need any more money if they have a substantial amount "in the bank." A similar attitude can exist in the EU, to the point where it may be advisable to "hide" (i.e. account for separately) endowments. The US, where endowment funding is more common and seen as important, on the other hand, can be quite different, but the prevailing attitude is that endowment funds need to be quite large in order to be effective. In the case with many US donors substantial endowment funds are seen not as a reason to not support an NGO, but as something that lends credibility and consequently makes the NGO more attractive to donors.

Symposium Proceedings: Day 3, Session 2

Other tools for and approaches to long-term financial sustainability

National tourism taxes – Belize adds an extra fee to departure taxes specifically to fund something called the Protected Areas Conservation Trust (PACT). While PACT accepts applications for funding from any Belizean NGO, it unfortunately was set up to provide project funding only, and not operational funding. Landing fees for cruise ships passengers can similarly be a substantial source of potential funding for conservation NGOs.

Entrance Fees to Protected Areas – If properly established can be a significant source of relatively steady on-going support. For NGOs with a network of protected areas and working in a place with an established tourism market the establishment of 'honey pot' reserves that have high potential for visitation and command a high entrance fee can be especially valuable, as they can generate operating profits that can be used to support other, less attractive or accessible protected areas. Fundaeco, for example, includes in its land acquisition planning a strategy of looking to purchase land that can become high visitation, high entrance fee site for just this purpose.

One important aspect of developing an entrance fee structure is to make sure that local communities and nationals in general either are exempt or pay a very low fee in comparison to the tourist fee.

Entrance fees and visitation in general, are not appropriate for all protected areas or even all NGOs. In some cases the reserves may be either inaccessible, dangerous, or so biologically sensitive that visitation would do more harm than good.

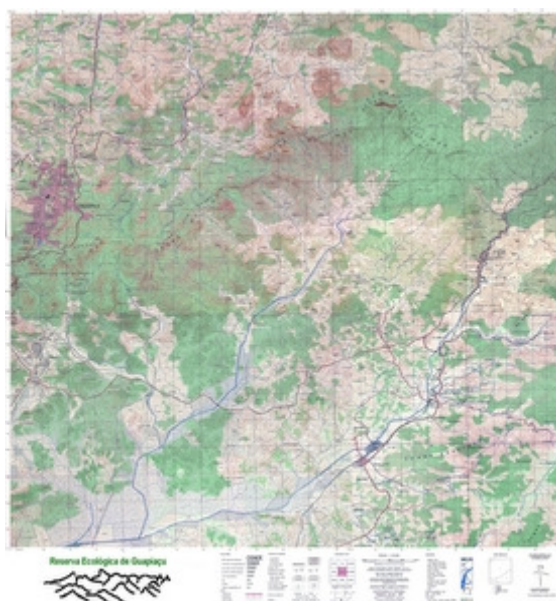
Twinning of Reserves – for example, in Colombia protected area reserves are “twinned” with US reserves, which provide funding for environmental education and also help to support schools in local communities.



*A good way to keep everyone working
— have a picnic in the rain!*



RESERVA ECOLÓGICA DE GUAPI ASSU



Reserva Ecológica de Guapiaçu



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REGUA is situated in Guapiaçu, itself a small town within the municipality of Cachoeiras de Macacu in the state of Rio de Janeiro. It's 70km north east from Rio behind the Guanabara bay tucked under the Serra do Mar cordillera. The rising vertical granite escarpments reach for the skies at 2300m a.s.l. Half way down the forests are thin, sometimes only bromeliads and of an elfin type reflecting the adverse climatic conditions. The lower hills and valleys offer elevated humidity and these forests are species diverse though species numbers poor. Science has shown that more than 60% of all life is at canopy level and though most plant competition is for sunlight the understorey is rich due to the number of steep valleys. Due to the rainfall there are streams in every valley, creating humid conditions ideal for plant growth. There are gigantic trees, orchids and the neotropical characteristic plant the bromeliad. These plants with their perfect design for halting evapotranspiration are all over the forest acting as a water tank for the insects, birds and animals to use. Hummingbirds are especially adapted to these plants.

The Atlantic Rain forest runs virtually parallel to the entire length of the 4500km Atlantic seaboard at widths varying between 20km to 50km at varying altitudinal mountain heights. It covers various latitudes causing varying seasonal changes offering habitats to a large number of endemic birds which can be used as a bioindicative evaluation tool for the quality of forests. Only 7% of the original biome remains. REGUA is a place where many birds are seen due to the fact that a large contiguous tract is protected. We are a Brazilian NGO and started unofficially in 1996 and officially in 2001. Our principle activities include the following;

Protection with 7 full time guards. REGUA is the only reserve in the State of Rio de Janeiro where rangers (ex hunters) actually patrol the reserve now some 6500ha. The rangers serve to monitor intrusive people's presence as well as fires and erosion. They also maintain a well organized system of trails serving for research and public visitation.

Research study. We are offering incentives to students at every level to come and study topics in the Atlantic rainforest Ecology. REGUA has developed animal and plant inventories with RJ and foreign Universities. Currently we are engaged in the reintroduction of the red billed curassow, a bird long extinct from our area.

Recuperation of degraded areas. Although the REGUA project is 95% forested REGUA is restoring the original mosaic of forests, wetlands and gallery forest. These wetlands once occupied the lowlands at the base of the mountains and tree species living in anaerobic soil conditions flourished. These habitats have virtually been extinct as the Government drained the Rio de Janeiro lowlands in the effort to reduce diseases and offer land for cultivation. The REGUA lowlands were of this habitat so it is blocking drainage channels and planting areas with the same plant species. Orchid and other epiphytes are to be reestablished at a later date.

Participant Profile — Reserva Ecológica de Guapiaçu

Environmental Education. REGUA has an ongoing education programme and has focused the last three years on teacher training in the local area with excellent results. We now have a partnership with the local county who send children from local schools. REGUA also started an interesting dynamic programme called Young guards which has offered young children from the neighbouring communities an opportunity to visit the reserve and undertake very basic applied biology experiments like pond dipping and using binocular for bird identification as well as walking the trails and lessons at the REGUA's classrooms.

Tourism and Sustainable Income. REGUA receives birders and naturalists from around the world interested in seeing the over 400 birds species present within the reserve. This activity has the double function of sensibilizing the visitor through witnessing a conservation project in action as well as contributing to REGUA's core costs. The results have been excellent in terms of tree planting donations and even land purchases but only reasonable in terms of profitability. REGUA does needs to increase visitation to improve profitability.

REGUA also applies for national funding both at the Government level as well as in the private sector. Conservation up to date in Brazil works on the following steps and addresses the following questions. It starts with the identification of the area in question; is it public or private, in which biome does it lie, its location and how close is it to the major cities, what are the local political interests, are there population pressures from the powerful farming and landless lobbies and what value can one place on the local resources such as mineral, timber, water and whether it is in conflict with those resources.. The next step is to draw up a management plan describing every detail of the area, identifying its physical limits and uses, with implementation as the last stage.

Government funds are available for well written conservation projects focused mainly on social issues and case studies taking into account all mentioned above. They are very detailed and require any host NGOs to be up to date with their complex legal and tax dues. One of the biggest challenges everyone faces is that of land titles and their legal status; ownership and tenureship. Recently there has been an increased awareness in ecological services and legislation has endowed more power to NGOs of every kind. Once NGOs begin to adapt themselves to the Government's bureaucracy and receive funds they generally continue life as a Government partner as long as the areas are of political interest. Similarly the missing management plans are being prioritized so funds will become available in the near future for implementation projects.

Private funding is very difficult as Brazil still perceives much of its environment as an obstacle to development. There are no tax incentives for the private man or company towards the environment as the Government does not want him/her to dispose of his tax as he wishes. The frequently heard argument that the developed world used their own natural resources and became rich is a difficult one to answer. More than half the country's population is poor trying to step up the social ladder and sees forested land as an impediment. Their simplistic perception is that the world is covered in forest and its demise won't affect the rest of the world. There also exists a latent xenophobia towards foreigners purchasing land in the country for conservation as a result of their incapacity to understand their motives.

In a country tied up with a demanding fluctuating external and internal dollar debt, with foreign exports tightly controlled and limited by importing countries, with limited financial awards for researchers, with corruption exercised by socially unprepared paternalistic politicians, with a socially and educationally unbalanced population, coupled with vast geographic areas for extensive agriculture and poorly paid police and Government monitoring departments, this is not the best situation for environmental preoccupation and care. The developed world sees the issue of deforestation as a Brazilian problem but it is now clear that the environment and the climate walk hand in hand and that destroying the environment will eventually bring catastrophic reactions to the rest of the world. Consumption and demand has to be reduced. If that is not possible in the short term, funds must become available for reforestation in the destroyed and abandoned areas with the aim of employing people, filtering funds into rural communities, teaching people to care for their environment by creating a greener countryside, increasing biodiversity, guaranteeing ecological services in relation to hydric resources, stabilizing climatic variances and sequestering carbon to mention a few motives.

REGUA is attempting this model in its holistic approach connecting protection, research, education, restoration and ecotourism. It has identified its region, written a management plan and involved the community from the start, It helps the local associations with their elections, has completed a pilot

Participant Profile — Reserva Ecológica de Guapiaçu

project for organic farming, trained and employed locals to work in the lodge, trained and employed local people as rangers and has developed the wetlands and planted trees with local labour. REGUA has 18 full time workers and only 1 person in the office doing the accountancy. Four technicians are writing reports and projects, answering e-mails but for the most time out in the field getting on with work. REGUA has internal meetings every month to discuss plans, objectives and problems with all the employees with the aim of involving everyone with the decisions. It helps establish a solidarious and participative ethos. The locals are beginning to understand the reason for their work as well as participate in its positive results. Until quite recently local village public opinion revealed that 90% of the community opposed REGUA's environmental work and only 10% approved of it. In the local towns this is the inverse. After 5 years since the REGUA community outreach programme started, this negative public opinion has diminished drastically through employing locals, with its environmental education programmes, its young guards programmes and foreign volunteer programme. The volunteers programme has started this year and we charge for volunteer service work at REGUA. The local salary is quite low compared to the developed world as the locals are grieved if preference is given to student upkeep over paying salaries filtering resources into the local communities. Volunteers accompany the guards in walking forest trails looking for wildlife, seed collecting, working in the plant nursery and planting in the reforestation project, organizing our system of trails through painted markers, collecting weather data and helping in the children's/ students visitation days, teaching English at the local school in the active community outreach programme and teaching English to our staff, helping with REGUA maintenance, involving them with research activities and sharing computer skills. Establishing and maintaining a firm commitment is our principle goal.

So, what are REGUA's objectives and where do we go from here?

REGUA's mission statement is the protection of biodiversity in the Upper Guapiaçu river hydrographic basin, identified as being 30.000 ha or 300km². Approximately 50% of this area is forested within the recently created Três Picos state park and the rest in private hands. All forests are protected by law and the Government forestry police IBAMA occasionally performs routine inspections. The water of the river is abundant and of very good quality. This basin has five rural communities, Guapiaçu with a population of 600 people, Matumbo with 500 people, Estreito with 400 people, St° Amaro and Boa Sorte with 300 people each, totalling 2100 people. The area is primarily agricultural though richer people are starting to buy areas as 2nd homes causing a fragmentation of agricultural properties. There are two major water bottling plants at river sources and three more planned contributing to the employment of 200 local people. The principal farming products are dairy products and beef production but traditional agriculture occupies over 50% of the lowlands. Although agriculture is getting more mechanized every day and the use of pesticides indiscriminate, more land is being taken from livestock and cultivated as profit margins are currently greater with agricultural products.. Only primary education is offered at the local schools and children have to go by bus to the local town for secondary education. In the recent past hillsides were cultivated with cassava for flour production, bananas for consumption and pastures for livestock. With low flour prices, banana plant disease and low carcass prices, fueled by strict labour rights and laws, the hillsides have been abandoned and pioneer forests are beginning to appear. As much as 10% of the forests are made up of these abandoned areas. Obtaining maturity the IBAMA forestry laws prohibit the cutting down of these forests.

So, what and where is the problem? Is conservation happening by itself?

The big issue we find in Brazil is that the majority of conservation is imposed and fundamentally rejected by the local population. The above mentioned "We are being deprived of our inheritance" is at the heart of this and the Government cannot change that feeling. The Três Picos park is accepted and rejected simultaneously. Second homes are springing up at the edges, roads implanted and hunting is a huge problem. The forests are still perceived as an obstacle witnessed in the demise of the Atlantic Rainforest, loss of the Cerrado and now destruction in the Amazon basin. REGUA's role is to teach and show teachers and the local population and principally young receptive children that we need and care for nature. REGUA aims to be a working model for conservation in rural Brazil showing that there are alternatives and wiser land uses. REGUA is trying to prove its commitment to the natural world.

For photos and more information, please consult: www.regua.co.uk , www.americanbirding.org/bex/recipients/index.html and www.worldlandtrust.org/projects/brazil.htm

Symposium Proceedings: Day 4, Sessions 1 & 2

Future needs and role of NGOs

- Influencing policy
- Incentives (implementation/enforcement) to buy and manage land for conservation
- Real needs – technology transfers, fundraising ideas and training, training of local persons.
- Need for another symposium? Time scale?
- Symposium evaluation (forms/discussion)

Afternoon press conference & public event – Akantes, Central Amsterdam.

An afternoon press conference was held in Amsterdam, near the IUCN NL office. Willem Ferwerda, Executive Director of IUCN NL, welcomed an audience of donors, conservationists, media and others interested in the Symposium and its topics. Three presentations were held to give the audience an impression of the importance and effectiveness of land purchase as a conservation intervention strategy: John Burton, CEO of the World Land Trust, spoke on the work of the Trust; Alberto Yanosky, Executive Director of Guyra Paraguay, spoke on the work and strategies of Guyra; and Marco Cerezo, Director General of FUNDAECO, discussed the innovative approaches for conservation implemented by FUNDAECO in Guatemala.



Participant Profile — Guyra Paraguay



Name of entity	Asociación Guyra Paraguay: Conservación de Aves
Type of entity	Non Governmental Organization
Control information:	Annual audit by Ernst & Young – Paraguay
Date of creation	20 November, 1997
Address:	Comandante Rafael Franco 381, Barrio Mburicao, Asunción, Paraguay
P. O. Box:	1132 - Asunción, Paraguay
Contact:	Phone/fax: 595 21 227777 / 209012 E-mail: guyra@guyra.org.py - ayanosky@guyra.org.py Web Site: http://www.guyra.org.py
Guyra's mission:	To lead, promote and coordinate progress towards the conservation and sustainable use of biodiversity, with a special focus on birds, through advocacy, research, public awareness and active community participation.
Guyra's vision:	To become an authority on Paraguayan biodiversity, with a particular focus on birds and their habitats, and to act as a catalyst for increased community participation in nature conservation.
Social commitment	To promote research and sustainable development, as mechanisms to achieve a better quality of life for the population. The personal commitment of each member of Guyra Paraguay, employees, directors, members, partners or friends, is indispensable in the attainment of the principles that inspire our cause. It is for that reason that we look to: Constantly encourage the spirit of team work in alliance with other organizations, and identify all those who conform to the principles of quality, professional ethics and excellence of Guyra Paraguay, so that our endeavours are always based on information that is scientific, truthful and opportune for the harmonic and sustainable development of the country and the region.

Participant Profile — Guyra Paraguay

Strategic Objectives	<p>1. Species. To survey, and collect population and distributional data for the birds, other vertebrates and plants of Paraguay, thereby identifying and prioritizing threatened species, and developing and implementing conservation action plans.</p> <p>2. Sites. To identify, prioritize and establish conservation strategies - incorporating monitoring programs and the sustainable use of natural resources - in the areas of greatest importance for biodiversity conservation in Paraguay.</p> <p>3. Landscapes: To undertake and promote studies that monitor the changes, especially the degradation and fragmentation, experienced by the principal eco-regions in Paraguay (namely the Atlantic Forest, Cerrado, Grasslands of the Missions region, Pantanal, and Chaco), including both urban and cross-border ecosystems, and within the context of an ecological vision at the landscape scale.</p> <p>4. People: To develop initiatives, incorporating benefits, incentives and active community participation, which integrate socioeconomic development with the ecological requirements of birds and biodiversity in general and thereby, guarantee the integrity of areas of conservation importance.</p> <p>5. Policies and Environmental Education: To undertake environmental education and advocacy throughout Paraguay, focusing on the training of teachers, decision-makers and political and public figures in order to raise awareness of the conservation and sustainable use of biodiversity, in particular of birds and their habitats.</p>
International Membership	<p>Birdlife International (formal partner) – Presidency of the Americas Region</p> <p>World Wildlife Fund (WWF) – national partner</p> <p>The Nature Conservancy (TNC) – national partner</p> <p>World Conservation Union (IUCN) – national member</p> <p>Ducks Unlimited – national partner</p> <p>World Parks Endowment – national partner</p> <p>World Land Trust – national partner</p>
Board of directors	<p>(former / present)</p> <ol style="list-style-type: none"> 1. Claudio Prieto, Medical doctor 2. Blanca Masulli, Chemist 3. Beatriz Franco, Architect 4. Juan Francisco Facetti. Natural Sciences 5. Francisco Capli, Communicator & Businessman 6. Guillermo Terol, Natural Sciences <p>Former directors</p> <ol style="list-style-type: none"> 7. Alejandro González. Economics & businessman 8. Alfredo G. Stroessner. Business Administrator & businessman 9. Fátima Mereles. Natural Sciences 10. Maria Sol Pecci. Artist 11. Marie de Bernard, Business Administration

Participant Profile — Guyra Paraguay

International and National Alliances	Alliance for Zero Extinction (AZE) Natural Areas Association American Bird Conservancy – ABC US Geological Survey Group on Earth Observations - GEO Alianza para la Conservación de San Rafael Alianza de Líderes para el Desarrollo Sostenible (ALIDES) COSC - Colegio de organizaciones de la Sociedad Civil Pojoaju – Red de Ong’s National Secretary of the Environment Office of the Attorney General Ministry of Foreign Affairs Vice Presidency of Paraguay							
Historical Annual Budget		2000	2001	2002	2003	2004	2005	2006
	Budget (USD).10 ³	50	130	648	1.000	850	850	1.300
STAFF	Categories		Administrative		Scientific		Total	
	Staff		4		20		24	
	Volunteers				6		6	
	Categories		PHd.	MSc.	BSc.	Technical	Total	
	Staff		2	3	9	16	22	
	Volunteers				2	4	6	

Participant Profile — Guyra Paraguay

<p>INTERNATIONAL MAIN DONORS</p>	<p>AVINA FOUNDATION BENEFICIA FOUNDATION BIRDLIFE INTERNATIONAL BRITISH MUSEUM CANADIAN DEVELOPMENT AGENCY CHICAGO ZOOLOGICAL SOCIETY CONVENTION ON MIGRATORY SPECIES CRITICAL ECOSYSTEM PARTNERSHIP FUND – CI DARWIN INITIATIVE DGIS – DUTCH GOVERNMENT FORESTRY BUREAU OF THE REPUBLIC OF CHINA (TAIWAN) GARFIELD FOUNDATION GEO GLOBAL CONSERVATION FUND – CI I3N INVASIVE SPECIES IABIN NATIONAL BIOLOGICAL INFORMATION NBII NATIONAL FISH & WILDLIFE FOUNDATION NATURE AND CULTURE INTERANTIONAL NATURE CANADA OAS QUEBEC LABRADOR FOUNDATION STICHTING DOEN THE NATURE CONSERVACY THE WORLD BANK UICN UICN – HOLLAND US FISH & WILDLIFE SERVICE US GEOLOGICAL SERVICE USAID WETLANDS INTERNATIONAL WORLD LAND TRUST WORLD PARKS ENDOWMENT WWF</p>
<p>SUPPORTING NATIONALS</p>	<p>ABN AMRO BANK EMBASSY OF THE USA IN PARAGUAY ENTIDAD BINACIONAL YACYRETA ESTUDIO MORENO RUFINELLI FUNDACION DESDELCHACO FUNDACION MOISES BERTONI HOTEL YATCH & GOLF CLUB INSTITUTO DE DERECHO Y ECONOMIA AMBIENTAL SECRETARY OF THE ENVIRONMENT TRANSBARGE NAVEGACION UNITED NATIONS DEVELOPMENT PROGRAM</p>

Summary of Conclusions and Agreements for Further Actions

It was unanimously and enthusiastically agreed by all participants and sponsors that this first-ever *Symposium on Land Purchase as an Intervention Strategy for Biodiversity Conservation* was valuable and important on many levels, especially for having established a network of NGO protected area managers and a forum for continued networking and cooperation. The forum, and the synergy and union of the individuals provided the participants with a unique and valuable way to get at the root of many important issues, to identify commonalities, and exchange ideas, approaches, techniques and solutions.

The participants, and the symposium sponsors — World Land Trust and IUCN NL — agreed to try and plan a follow-up symposium, meeting again, in 18 months to two years, hosted by one of the participating NGOs at one of their protected area sites. It was subsequently agreed that the 2nd Symposium would be hosted by Programme for Belize, at the La Milpa Field Station of Pfb's Rio Bravo Conservation and Management Area, in May of 2008.

Two important parameters were agreed:

- First, that this format of bringing together senior leaders only, which is a rare and valuable opportunity, should be retained.
- Second, that the focus of the next symposium should be on financial sustainability of the in-country conservation NGOs and their protected area projects.

Programme for Belize - Rio Bravo Conservation and Management Area

Introduction

Programme for Belize is a non-governmental, non-profit Belizean organization established in 1988 to conserve biodiversity and promote the sustainable development of Belize's natural resources. The Rio Bravo Conservation and Management Area is the flagship project of Programme for Belize and is a site of considerable national and regional importance for biodiversity conservation. As the second largest conservation area in Belize, it is an important part of the national protected area network conserving examples of natural habitats that are poorly or not represented at other sites and populations of a range of species of national and international conservation concern. It also serves as an extension of the largest tract of forest remaining in Central America, and is part of the largest complex of protected areas in the region. The Rio Bravo is a key strategic link for the Meso-American Biological Corridor, ensuring connections between Belize and the rest of Central America. The Rio Bravo is also the largest private reserve in the country, and is therefore a leader in this approach to biodiversity conservation. Good site management therefore transcends national issues and is indeed of hemispheric interest.



Programme for Belize's Goal for Rio Bravo:

The management goal for Rio Bravo is to preserve the natural heritage of the Rio Bravo Conservation and Management Area and the health of its principal ecological systems against increased pressures on its boundaries.

The Conservation Targets:

The principal conservation targets identified on the Rio Bravo Conservation & Management Area are:

- Upland Forest System (170,000 Acres/69,000 Ha.; 66% of RBCMA)
- Swamp Forest System (7,000 Acres/3,000 Ha.; 3% of RBCMA)
- Savannah System (25,000 Acres/10,000 Ha.; 10% of RBCMA)
- Seasonal Swamp Thicket or Bajo System (38,000 Acres/15,000 Ha. 15% of RBCMA)
- Riverine System (have shared boundaries and reaches beyond RBCMA)
- Herbaceous Swamp System (15,000 Acres/6,000 Ha. 6% of RBCMA). Includes the only inland mangrove formations under protection in Belize.
- The Yellow Headed Parrot is a species that falls within the Savannah System and forage in neighboring forest but because it requires specific measures beyond simple habitat protection it is therefore identified as the seventh conservation target.

The most recent conservation analysis has determined that the overall biodiversity health of the Rio Bravo is good, thus validating the efforts made to date to conserve the values of the area. The habitats remain in good condition.

The site conservation analysis also showed that the non-forest systems, which have not yet been given prominence in management effort, are where the main conservation issues now lie. The overall viability of the savannah system is good but its condition is only fair, there are questions on many aspects of the riverine system, while the Yellow-headed Parrot – closely associated with the savannah system – has a poor viability ranking. Even so, it must be borne in mind that these targets occupy only 10 % of the Rio Bravo. Improving the conservation status of the riverine system, the savannah system, and the Yellow Headed Parrot obviously come to the fore as strategic targets for the next five years, but the real management challenge is to maintain the viability of all the Rio Bravo systems against the trend of increased pressure originating beyond the site boundaries. The present good health of these areas is the direct consequence of pre-emptive actions taken in the past, and there is no room for complacency for the future.

The present sources of threat lie primarily outside the Rio Bravo boundaries. The challenge here, then, is to maintain quality on the site by addressing the threats at their source, while working to maintain, and preferably enhance, the biological health of the surrounding countryside. To achieve

Participant Profile — Programme for Belize

this aim implies that Pfb will now target work directly or indirectly involving communities, agro-industrial and other economic interest outside the Rio Bravo to an unprecedented degree. Eight of the thirteen strategic actions, and over 80% of the resources to be deployed on conservation programmes on or off the site, are directed to this end.

The Conservation Programmes:

In order to preserve the natural heritage of the Rio Bravo Conservation and Management Area and to maintain the quality of its principal ecological systems against increased pressures on its boundaries, the sources of stress affecting the principal conservation targets will be addressed through strategic actions undertaken within seven conservation programmes:

- Site Protection Programme – targeting resource protection within the Rio Bravo including all forms of unmanaged or unauthorized use of the area;
- Savannah Management Programme – aimed at improved conservation management of the savannah system;
- Aquatic Systems Programme for Belize - aimed at clarifying the issues surrounding conservation of conservation targets in which water is a critical part of the system (monitoring biodiversity and ensuring water quality);
- Biological Connectivity Programme - aimed at maintaining, to the degree possible, biological connectivity of forested systems on the Rio Bravo;
- Yellow Headed Parrot Recovery Programme – targeting the recovery of populations of this threatened species;
- The Contingency Planning Programme – clarifying the issues, implications, and potential impacts of economic development projects on the site;
- The Forest Rehabilitation Programme – directed towards the recovery of a forest structure and species composition closer to the natural condition.

In order to be implemented, the Conservation Programmes require a Support Programme to secure the necessary material, human and financial resources. Material resources include infrastructure which includes buildings, ranger and research quarters, roads, bridges and trails, vehicle and vehicle maintenance, and the central administration facilities. Current administration cost appears to be very high, c. 20% of total expenditure. The administration cost will therefore be reviewed and efforts will be made to reduce general administration cost to 15%.

Research will continue as a means of measuring conservation success, monitoring birds as biodiversity indicators, for example, and as opportunities for further training and better understanding of the ecological and socio-economic dynamics of the area, and as a means for generating income through research fees.

Conservation education and awareness is no longer a separate programme but is dispersed as a component within each conservation programme. The need to promote conservation awareness and public recognition of the RBCMA and the work taking place there will be better achieved as a part of multi-faceted conservation action, and thus directly related to specific conservation benefit, than as an end in itself.

Tourism will be continued as a source of self-generated income for the Rio Bravo. The emphasis will be to maintain visitation levels at La Milpa and to increase levels at Hill Bank. Efforts will be made to

Participant Profile — Programme for Belize

supplement the investments already made and to diversify potential visitor activities in the RBCMA. Pfb will continue to pursue business arrangements for “high-end” tourism, pursue the concept of a marine component in tourism development activities, and in the aquatic systems. In addition, Programme for Belize will continue to explore other non-traditional activities as a means to increase self-sustainability through revenue generation.

Programme for Belize’s Conservation Programmes and Activities

1. Site Protection
 - i. Rio Bravo resource protection
 - ii. Establishment/re-establishment of resource extraction in buffer zones as passive protection measures
2. Savannah Management
 - i. Development of a savannah management plan
3. Aquatic Systems
 - i. Assessment of the status of aquatic systems on the Rio Bravo Conservation and Management Area
4. Biological Connectivity
 - i. Support of community and small-holder initiatives maintaining biological connectivity
 - ii. Maintenance of regular contacts and dialogue with managers of protected areas abutting Rio Bravo
 - iii. Enhancement of biological connectivity in areas of intensive agricultural production
 - iv. Strategic Conservation fund
5. Yellow Headed Parrot Recovery
 - i. Protection of the Yellow headed Parrot nest sites through the breeding season
 - ii. Public awareness programme aimed at reducing demand for pet Yellow Headed Parrots
 - iii. Comprehensive Yellow Headed Parrot Recovery plan
6. Contingency Planning
 - i. Scoping of road and oil development impacts
7. Forest Rehabilitation
 - i. Maintenance of silvicultural research effort
8. Management Support (Material & Human Resources)
 - i. Infrastructure (Field basis, entry points and out-stations, roads)
 - ii. Vehicles and vehicle maintenance
 - iii. Administration
 - iv. Human capacity building

The Rio Bravo Conservation and Management Area consists of 260,000 acres of moist tropical forests which includes important ecosystems, some of which are poorly and not represented in other protected areas of Belize. It is also contiguous with the Rio Azul Biosphere Reserve in Guatemala and the Calakmul Biosphere Reserve in Mexico forming the largest tract of continuous forest cover in Central America.

For an area of the size and importance of Rio Bravo, which represents 4% of the total land area of Belize, the US \$350,000 for management support represents a management cost of only US \$1.35 per acre. The total annual cost for the conservation programmes and management support, including programmes targeting local communities and conservation activities beyond Rio Bravo is US \$1,657,500.

IUCN National Committee for the Netherlands

Founded in 1983, the [IUCN National Committee for the Netherlands \(IUCN NL\)](#) represents a platform of the Dutch members of IUCN, and the six international IUCN commissions. IUCN NL, in close cooperation with IUCN and its members, aims to promote the conservation and responsible management of eco-systems and natural resources in an international context, through:



- Promoting IUCN's mission, offering a platform for its members in the Netherlands, developing its network and actively participating in the international policy dialogue;
- Identifying problems related to sustainability, consumption, trade and biodiversity, elaborating this vision through studies, projects and advocacy;
- Co-financing for small NGO conservation projects focusing on ecosystems and sustainable development;

[The Small Grants for the Purchase of Nature Programme \(SPN\)](#) is funded by the [Netherlands Postcode Lottery](#), with the objective "to support local NGO's in the purchase of vulnerable nature, with the aim to

Contact: Marc Hoogeslag, SPN Co-ordinator

Netherlands National Committee for IUCN
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Email: marc.hoogeslag@iucn.nl

Symposium Sponsors and Organisers

World Land Trust

The World Land Trust (WLT) is a UK-based international charity, working to purchase and protect biologically important habitats worldwide. Since its inception in 1989, has secured over 350,000 acres of land for long-term conservation, in countries such as Argentina, Belize, Brazil, Costa Rica, Ecuador, India, Paraguay, the Philippines



Always carrying out projects in conjunction with local partner organisations, the WLT provides financial, capacity-building and technical support, as well as assistance in the establishment and management of projects where necessary, as well as developing sustainability programmes to ensure long term stability and independence for the projects.

The WLT has established a number of UK-based programmes, including Carbon Balanced, Wild Spaces, and Books for Conservation, all of which are designed to enhance WLT projects and its partners. Educational work is also an important aspect in the WLT's mission, and activities range from designing and producing educational resources for schools; providing graduate training and work experience opportunities; and running UK Study Tours for its overseas partners.

Contact: Kirsty Burgess, Conservation Programmes Manager

World Land Trust
Blyth House, Bridge Street
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Suffolk, UK
Tel: +44-1986-874-422
Email: kirsty@worldlandtrust.org



Conservation Programmes

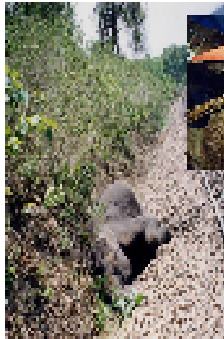
- Wild Aid
- Guardians of the Wild
- Wild Rescue
- Wild Species
- Wild Lands
- Wild Enforcement and Law
- Communities for Conservation
- Awareness for Conservation



Wild Aid

Rapid Action Project: 120 RAPs undertaken

- Draining of world's largest Sarus Crane habitat stopped in Mainpuri-Etawah, UP
- Persuaded tribals in Arunachal to give up using hornbill beaks; fiberglass replicas provided instead
- Initiated preventive measures to reduce elephant mortalities on railway tracks in Rajaji National Park
Result : No Deaths last summer



Guardians of the Wild

Van Rakshak Project

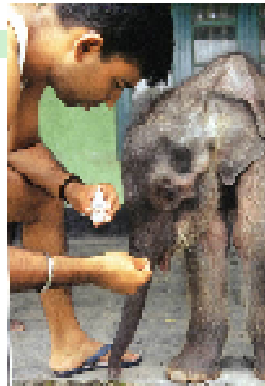
- Accident insurance cover of Rs 1 lakh for each for 25,000 frontline field staff on-duty in 540 Protected Areas
- Insurance cover for 16,000 field staff provided
- Trained and equipped over 4200 forest guards in 59 parks
- Annual wildlife conservation awards (Van-Rakshak Award and Species Award) given



Wild Rescue

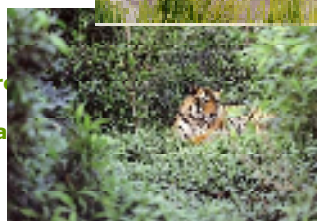
To rescue and rehabilitate wild animals in distress and release them into their natural habitats

- Centre for Wildlife Rehabilitation & Conservation, Kaziranga National Park, Assam
- Mobile veterinary service (5 ambulances)
- Centre for Bear Rehabilitation and Conservation, Arunachal Pradesh
- Capacity Building through WREN
- Captive Elephant Care



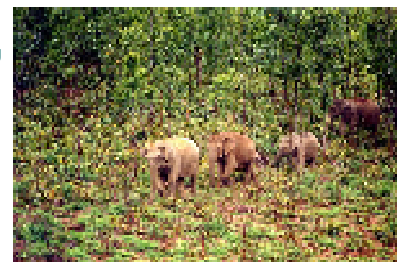
Wild Species



- Conflict Mitigation:
 - Projects that mitigate human-animal conflict in selected locations
- Species Recovery
 - Projects that ensure recovery of one or more populations of threatened species in a defined geographical area



Wild Lands

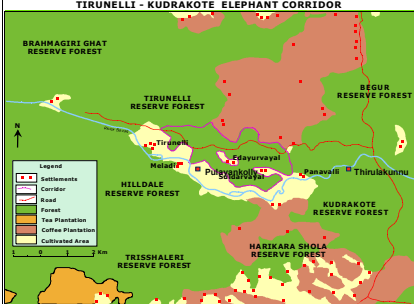
- Aims to create a buffer to the already existing Protected Areas by identifying, prioritizing and acquiring crucial wildlife areas
 - Asia's first elephant corridor secured; four more in the process
 - Eighty-eight corridors documented in a publication to be released soon
 - Working for securing of important corridors, namely
 - Chilla Motichur
 - Siju-Rewak
 - Edayarhalli-Doddasampige (Kollegal)
 - Tirunelli Kudrakote




Acquisition of Tirunelli - Kudrakote Corridor, Kerala

- The corridor connects Wayanad WLS with Wayanad North Division (Kerala) leading to Brahmagiri WLS (Karnataka)
- Thirulakunnu village is being presently relocated
- In phase manner, other villagers will also be relocated





Human Elephant conflict Mitigation Cell

GOAL: To contribute to a conflict-free landscape for wildlife.

AIM

- To identify and implement conflict mitigation measures leading to quantifiable decrease in conflict.
- To minimize mortality of wildlife through conflict mitigation.
- To advocate and help implement ecologically sustainable land-use planning in areas of high human-animal conflict.







Communities for Conservation

- Looks at alternate means of livelihood for communities that are dependant on natural resources, thus minimising loss in livelihoods while conserving biodiversity
- Looks into reviving and strengthening traditional practises of such communities



Symposium Participants



*Back row: Eric von Horstman, Alberto Yanosky, John Burton, Oliver Blakeman, Marc Hoogeslag, Saakje Hazenberg, Benno Glauser, Andy McLean, Anthony Kiragu, Mark Gruin, Gerry Ledesma, Roberto Pedraza
Front row: Kirsty Burgess, Clara Solano, Edilberto Romero, José María Musmeci, Victoria Maldonado, Marco Cerezo, Vivien Burton, Raquel Locke, P S Easa, Nicholas Locke*

Comité Nacional Pro Defensa de la Flora y Fauna (CODEFF, Chile)

CODEFF, the oldest environmental NGO in Chile, has been working for over 35 years towards the conservation of nature and the promotion of the sustainable development. Its activities include:

- Conservation of threatened species and ecosystems;
- Supporting the establishment, implementation and management of protected areas;
- Research and data collection of information on native fauna and flora;
- Analysis and contribution to discussions on environmental legislation, international treaties and national and international agendas.



Representative: Victoria Maldonado

Website: <http://www.codeff.cl/>

Fundación Jocotoco (Ecuador)

Fundación Jocotoco (FJ) is an Ecuadorian organisation established to protect land of critical importance to the conservation of Ecuador's endangered birds. To date, FJ has established 8 reserve protecting about 8,000 ha, through land purchase and management as private ecological reserves. While the Reserves are primarily established to protect habitat for endangered birds, many other plants and animals are protected as well, not only providing a home to about 800 species of birds, but also to several species of large mammals such as the Spectacled Bear, Mountain and Baird's Tapir, Puma, and Jaguars, and Howler, Spider, and Capuchin Monkeys.



Representative: Francisco Sornoza

Website: <http://www.fjocotoco.org/>

Symposium Participants

Fundación Natura (Colombia)

Fundación Natura is a non for profit Colombian organization created in 1983 and dedicated to the promotion of sustainable use of biological diversity as a mechanism for conservation and sustainable human development. Fundación Natura develops scientific research activities, designs and implements conservation projects and works for the integration of indigenous, black and peasant communities in the conservation activities of the natural areas they inhabit.



Representative: Clara Solano

Website: <http://www.natura.org.co/>

Fundación Patagonia Natural (Argentina)

Fundación Patagonia Natural (FPN), founded 1989, is an NGO working to promote the conservation of flora and fauna, to protect the Patagonian environment and to encourage responsible management of its resources and ecosystems. Its activities include:

- Interaction between government, private and non-government organisations, at provincial and national scale, as a mediator/facilitator to provide information and to make recommendations;
- Environmental education through all sectors of the community;
- Research into issues relating to biodiversity of the region and its protection.



Representative: José Maria Musmeci

Website: <http://www.patagonianatural.org/>

Symposium Participants

Fundación Pro Bosque (Ecuador)

The Pro-Forest Foundation (Fundación Pro-Bosque) was created by a Ministerial decree on November 9, 1992. Its institutional mission is to “Be a private organization with broad experience in the management of protected areas with an emphasis on reforestation, agro forestry, investigation, environmental education and ecotourism programs, in order to support biodiversity conservation of the dry tropical forests of coastal Ecuador, through the capacity of its staff and inter-institutional cooperation.” The Foundation works in two areas, private area management and tree nursery program with a focus on native species of the dry forest. The Foundation administers the 6.078 ha, Cerro Blanco Protected Forest, located in the extreme south east of the Cordillera Chongon Colonche, on the outskirts of the City of Guayaquil, Ecuador’s largest with a population of approximately 1,9 million inhabitants.



Representative: Eric von Horstman

Website: <http://www.bosquecerroblanco.com/>

Fundaeco (Guatemala)

The Foundation for Ecodevelopment and Conservation (FUNDAECO) was created in June 1990, with a mission to protect the integrity, beauty and stability of nature through the creation and management of Protected Areas, the sustainable use of their natural resources and the improvement of the quality of life of its local inhabitants”. FUNDAECO specifically seeks to protect the Caribbean Rainforest Corridor of Guatemala (CORREDOR CARIBE), to establish the Ecological Metropolitan Belt of Guatemala City (CINTURÓN ECOLÓGICO METROPOLITANO) and to support the protection and restoration of the Biological Corridor of the South Coast of Guatemala (COBIOSUR).



Representative: Marco Cerezo

Website: <http://www.fundaeco.org/gt>

Symposium Participants

Grupo Ecológico Sierra Gorda (Mexico)

In 1987, a small group of local residents formed the Sierra Gorda Ecological Group (GAGS) for the protection and preservation of the Sierra Gorda Biosphere Reserve, located within the Eastern Sierra Madre mountain range, one of the most ecologically diverse protected natural area in Mexico. The Sierra Gorda Biosphere Reserve is the result of 19 years commitment, where sustainability programmes have been developed in the areas of sanitation, restoration, training, management of natural resources, and the regulation of processes. The common goal of GAGS is ecological conservation through sustainable development, while participating in activities such as fire fighting, civil protection, community ecotourism and productive diversification.



Representative: Roberto Pedraza
Website: <http://www.sierragorda.net>

Guyra Paraguay

Established in 1997, Guyra's mission is to:

- Lead, promote and coordinate progress towards the conservation and sustainable use of biodiversity, with a special focus on birds, through advocacy, research, public awareness and active community participation;
- To become an authority on Paraguayan biodiversity, with a particular focus on birds and their habitats, and to act as a catalyst for increased community participation in nature conservation.
- To promote research and sustainable development, as mechanisms to achieve a better quality of life for the population.



Guyra's strategic objectives focus on: developing key databases in order to identify species conservation priorities; identifying and prioritizing sites of greatest conservation importance in Paraguay; monitoring the fragmentation of the principal eco-regions in Paraguay including Atlantic Rainforest, Cerrado, Misiones' Grasslands, Pantanal and Chaco; integrating socio-economic development with ecological requirements in areas of conservation importance; and undertaking environmental education and advocacy throughout Paraguay.

Representative: Alberto Yanosky
Website: <http://www.guyra.org.py/>

Symposium Participants

Iniciativa Amotocodie (Paraguay)



Iniciativa Amotocodie (IA), initiated due to expansion of the borders of Western civilisation in Northern Paraguayan Chaco, works to protect the rights of the isolated Ayoreo Forest Communities and the integrity of their environmental, cultural and spiritual habitat. Based on a growing critical awareness of their history of injustice, and the negative impact of the development of surrounding society, the Ayoreo aim for a future in which they can retrieve their lost territories, as well as their ancestral life model.

IA have three focus areas:

- The accompaniment and protection of the life process of the indigenous groups in voluntary isolation in the Northern Paraguayan Chaco, before and also after contact;
- The strengthening of the Ayoreo ethnic group as a whole, and search for a sustainable future in coexistence with ancestral territories and the forest/ environment;
- The promotion of learning processes about sustainable life, through incentives for reflection; contributions targeting the non-indigenous surrounding society and modern societies in general.

Representative: Benno Glauser

Website: <http://www.iniciativa-amotocodie.org/>

Nature Kenya



Under pressure from an expanding population, Kenya's rich biodiversity is under serious threat, as severe pressure is put on its environment. Nature Kenya is responding to this challenge through:

- Identifying priorities: though using birds as habitat indicators, and by identification of Important Bird Areas (IBAs);
- Developing partnerships: with local in international groups, committees and organisations, such as; Kenya Forest Working Group; IBA National Liaison Committee; and Birdlife International;
- Advocating appropriate policies: through working with the Environmental Legislation and Working Group; and attending international conventions;
- Working with local communities: with existing Community Based Organisations; and establishing Site Support Groups in areas of biological importance;
- Building a country-wide constituency for conservation;
- Promoting understanding with publications.

Representative: Anthony Kiragu

Website: <http://www.naturekenya.org/>

Symposium Participants

Philippine Reef & Rainforest Conservation Foundation Inc.

The Philippines Reef & Rainforest Foundation was formed in 1993, for the initial purpose of preserving Danjungan Island, in the southern Philippines, from development. With the assistance of personnel from the Negros Ecological and Forest Foundation, World Land Trust and Coral Cay Conservation, a plan for protecting the island and its marine resources was formed, and Danjungan was purchased and designated as the Danjungan Island Marine Reserve and Sanctuary. Project activities have included working with the local fishing community to halt destructive fishing practice, restoration of mangrove habitats, and the establishment of an small scale facility on the island for ecotourism and education.



Representative: Gerardo Ledesma

Website: <http://www.prrcfi.org/>

Programme for Belize

The Programme for Belize (Pfb) is a non-profit conservation organization, established in 1988, to promote conservation of the natural heritage of Belize and wise use of its natural resources. The Rio Bravo Conservation Management Area is its flagship project where Pfb seeks to demonstrate practical applications of its principles focused on linking conservation of tropical forest with the development of sustainable land uses. On the Rio Bravo, Programme for Belize implements several programs: scientific research, environmental education, professional training and promotes environmental awareness amongst visitors.



Programme for Belize is committed to the goal of earning sufficient revenue from its economic activities to support the conservation of the RBCMA. To this end, PFB has carried out major research on the land and its resources to arrive at sustainable development plans which include: ecotourism, sustainable timber extraction, carbon sequestration, agro forestry and extraction of non-timber products.

Representative: Edilberto Romero

Website: <http://www.pfbelize.org/>

Reserva Ecologica de Guapi Assu (REGUA, Brazil)

Reserva Ecologica de Guapi Assu (REGUA) is a non-governmental conservation organisation with a mission to save the forests of the upper catchment of the Guapiaçu river basin, located within Rio de Janeiro state, which are part of one of the biggest fragments of the Atlantic rainforest (Mata Atlantica) left in Brazil; the Serra dos Orgões mountain range. REGUA has an active land purchase policy and its strategy can also be grouped into 4 key objectives:

Protection: through employment of Forest Rangers, recruited from local (ex) hunters, providing the first line of defence against poaching, erosion and habitat destruction;

Biodiversity monitoring and inventory: Creation of a comprehensive inventory using simple, inexpensive field methods, and a regular monitoring programme;

Habitat Restoration: restoring previously drained farmland into lowland wetland habitat; as well as reforestation activities;

Species Reintroduction: of species historically lost through over exploitation, initially including the Red-billed Curassow and the Black-fronted Piping Guan.

Representative: Nicholas Locke

Website: <http://www.regua.co.uk/>



Wildlife Trust of India

Wildlife Trust of India (WTI) is a non-profit conservation organisation, committed to urgent action that prevents destruction of India's wildlife. Its principal concerns are crisis management and the provision of quick, efficient aid to those areas that require it the most, whilst in the longer term it hopes to achieve, through proactive reforms, an atmosphere conducive to conserving India's wildlife and its habitat.



WTI has 7 current programmes:

- Wild Aid: an outreach programme addressing critical conservation needs;
- Wild Rescue: to rescue, rehabilitate and release wild animals, providing appropriate veterinary care;
- Wild Lands: identifying, securing and managing privately owned land of critical importance;
- Wild Species: to mitigate human-wildlife conflict and help recover species populations in India;
- Wild Enforcement: curbing wildlife crime by anti-poaching and anti-illegal trade activity and litigation;
- Awareness for Conservation: creating mass public awareness and support for nature conservation through targeted campaigns and formal and non-formal education;
- Communities for Conservation: to build partnerships with local and traditional communities for effective biodiversity conservation.

Representative: Dr PS Easa

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Mark Gruin

Other Presenters

Roger Wilson (Designing and implementing a deliverable carbon offsetting programme)
Feiko Prins (Natuurmonumenten)