



Intergovernmental  
Oceanographic  
Commission

## GEF LME:LEARN 2nd Annual Latin America-Caribbean Regional Network Meeting Report

Panama  
1-2 October 2018



## SUMMARY

The [Second Annual Latin America-Caribbean \(LAC\) Regional Network meeting](#) was organised by GEF LME:LEARN, the IOC-UNESCO Sub-Commission for Caribbean and Adjacent Regions (IOCARIBE), the Maritime Authority of Panama (AMP), and Panama Ministry of Environment at the Radisson Hotel in Panama City (1-2 October 2018). The primary objectives of the second meeting were to evaluate the status of the network, evaluate the twinning and Inter-project Collaboration Opportunities awarded to the network, foster an environment for regional private sector engagement, engage members in science-management discussions and how best practice could be replicated in the region.

During the 2-day meeting, 40 participants from 15 countries attended with the group composition summarised in Figure 1. The meeting was attended by 18 GEF funded projects (International Waters, Biodiversity, Climate Change focal areas); 3 agencies; 1 academic Institute; 3 companies, 4 NGOs, 5 government representatives, and 5 GEF Small Grants Programme National Coordinators.

### 2ND ANNUAL LATIN AMERICA-CARIBBEAN REGIONAL NETWORK MEETING

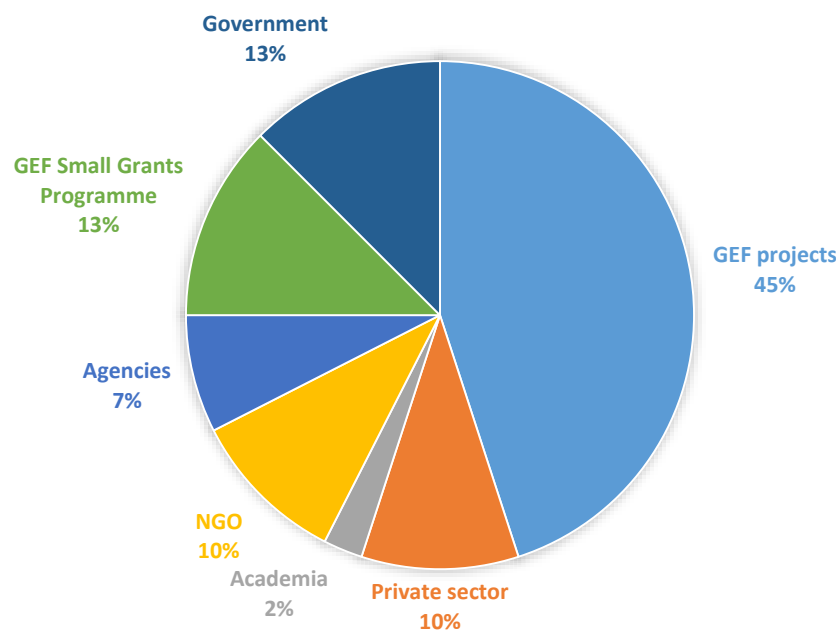


Figure 1. Composition of the meeting's participants

#### Targeted outcomes of the meeting included:

- Recommendations to the GEF LME:LEARN project for enhancing support to the network;
- Establishment of a foundation for private sector engagement at a regional level;
- Suggestions for replicating best practice in science-management;
- Action plan for sustaining the network.

## ACTIVITIES IN THE REGION

### Twinning

Two GEF LME:LEARN supported twinning exchanges have occurred between members of the LAC Regional Network:

- Gulf of Mexico LME project and representatives from the Cuban National Centre of Protected Areas, the Institute of Tropical Geography, International Affairs at CITMA, and the National Centre of Protected Areas which took place 28 November to 2 December 2017;
- Gulf of Mexico Marine Protected Area Network (GOMMPAN) workshop in Merida, Mexico that took place April 26-27, 2018

### Inter-project Collaboration Opportunities (ICO)

The LAC Regional Network has been awarded two ICO grants;

- The first ICO has been completed and was awarded to the Organisation of the Eastern Caribbean States (OECS) Commission-Ocean Governance and Fisheries (OGF) Unit, the University of the West Indies-Centre for Resource Management and Environmental Studies (UWI-CERMES) and the GEF Caribbean Regional Oceanscape Project (CROP);
- The second ICO under implementation is a collaboration between the GEF-UNDP CLME+ Project and Partnerships in Environmental Management for the Seas of East Asia (PEMSEA).

### Informal Network Sharing

Regional network members are currently looking for ways to integrate indigenous knowledge, overcome capacity problems of SIDS in promoting partnerships, strengthen partnerships in fisheries, identify areas and communities for climate change adaptation, and enhance community engagement through beach clean-ups.

## PRIVATE SECTOR ENGAGEMENT

The following key findings emerged from the session:

1. For projects to work with private sector, companies need to understand what projects are doing.
2. If you're trying to attract private investors, you have to have one of the following value propositions involved: Increasing stock (in case of fisheries), Efficiency, and/or Improving market value.
3. If you want to make your project more appealing to companies, you need to do marketing and sales.
4. Projects should start small first and do a pilot where there is not a lot of risk and not a lot of investment needed to demonstrate success.
5. GEF projects have value propositions embedded in them, project managers need to change their way of thinking to find them.
6. Projects should ensure their business cases or pitches demonstrate passion.
7. Industry fragmentation is good for projects: if you can get top 3-4 companies to work with you, the rest will follow.

8. Companies want to see more science involvement as this is a good value proposition.

## **SCIENCE TO MANAGEMENT: HIGHLIGHTING BEST PRACTICES IN USING SCIENCE TO INFLUENCE POLICY**

Participants shared with the network their examples of initiatives or projects that have used science to influence management decisions. Key take home messages are as follows:

### **Best practice from the International Ocean Institute (IOI) Costa Rica:**

- Makes its publications of scientific and substantive content available freely to its partners and collaborators;
- 35 years of experience in Governance culminated in their Ocean Governance Training Course;
- Motto of the course: “You cannot govern the ocean without ethics or science”.

### **Best practice from the GEF-WWF Mesoamerica Ridge to Reef (MAR2R) project:**

- Good partnerships and building trust with the science community goes a long way;
- Long-term investment is needed for scientific research and data.

### **Best practice from the GEF-UNDP Marine Protected Area Project in Guatemala:**

- Recommendations to government institutions will improve joint coordination;
- Scientific basis to further develop management plans and other decision making can help update laws (e.g. Fisheries and Aquaculture Law);
- Science into practice can be used as the baseline to establish zoning and possible regulations (e.g. information obtained is supporting the management strategy for the marine-coastal zone, as a basis to draft the Ministerial Agreement that will regulate resources use at the Cañón de San José EBSA).

### **Key messages from the GEF-UNDP Humboldt II project:**

- Strategic Action Programme (SAP) endorsed by Chile and Peru;
- The project aims to facilitate ecosystem-based fisheries management (EBFM) and ecosystem restoration in the Humboldt Current system for the sustainable and resilient delivery of goods and services from shared living marine resources.

## **LAC REGIONAL NETWORK LOOKING FORWARD**

Participants were divided into three groups to discuss the sustainability of the network. They reported after the exercise and the following take-home messages were prominent:

- Annual meetings should be held, progress indicators agreed upon and GEF IW/LME:LEARN should continue to lead the efforts;
- Virtual communication between meetings must continue to maintain the network;

- The network does require the coordinator, however all network members should be actively contributing to sustain the initiative (send news, announcements, suggestions);
- New indicators to measure progress should be developed and agreed upon.

#### **Follow up actions for the GEF LME:LEARN PCU:**

1. Upload all presentations from the meeting (please find them [available here](#));
2. Write up and disseminate the meeting report;
3. Compile and disseminate the [full list of members](#) (including those that could not attend the meeting); and
4. Disseminate link for the [LME Massive Open Online Course](#).

#### **Follow up actions for the LAC Regional Network:**

1. Participate in the Lightning Chats and nominate experts. More information on the next chat will be circulated with all network members;
2. Keep the spirit of the network alive by sharing updates, news and useful documentation on our LAC Network on Slack.com, and via emailing list ([lac-regional-network@googlegroups.com](mailto:lac-regional-network@googlegroups.com)). Alternatively, network members can email all information to [natalie@iwlearn.org](mailto:natalie@iwlearn.org). If they are not already part of online community on Slack, they could join the network by using the following link: [LAC Regional Network](#);
3. Suggest indicators to monitor the progress of the network (as discussed in the last session);
4. Share any upcoming webinars or meetings being organised in 2019 (please email these to the group or [natalie@iwlearn.org](mailto:natalie@iwlearn.org) )

**[marine.iwlearn.net](http://marine.iwlearn.net)**

## INTRODUCTION

The Strengthening Global Governance of Large Marine Ecosystems and their Coasts through Enhanced Sharing and Application of LME/ICM/MPA Knowledge and Information Tools, or [LME:LEARN project](#), seeks to improve global ecosystem-based governance of Large Marine Ecosystems (LME) and their coasts by generating knowledge, building capacity, harnessing public and private partners and supporting south-to-south learning and north-to-south learning. This project is funded by the Global Environmental Facility (GEF), implemented by the United Nations Development Programme (UNDP), and executed by the Intergovernmental Oceanographic Commission of UNESCO (IOC).

A key element of this improved governance is mainstreaming cooperation and coordination between LME, MPA, MSP and ICM projects with overlapping themes and geographic areas, both for GEF projects and for non-GEF projects.

GEF LME:LEARN aims to reach a variety of marine and coastal stakeholders including project managers, international and local project staff, government officials, implementing agency staff, nongovernmental organizations, business community, academia and others through our Regional Networks. Our community interacts via annual face-to-face meetings arranged in each region, which serves to gather the network to enhance collaboration and partnership building among its members, but also to identify constraints and opportunities. Each network also has a dedicated online platform on Slack.com. LAC Regional Network Members can share their news, stories, activities and photos with the community, and have access to Lightning Chats for solution exchanges. The online platform is accessible by signing up via [lacregionalnetwork.slack.com](https://lacregionalnetwork.slack.com).

## WELCOME MESSAGES AND OPENING REMARKS

**Eduardo Polo**, Director of Coasts and Seas at the Ministry of Environment, welcomed all the participants to Panama. Mr. Polo expressed the need for collaboration in order to continue to preserve our coasts and ocean, stating that it was not possible to do this alone. Mr. Polo thanked the GEF LME:LEARN project and IOC-UNESCO for their commitment to fostering engagement between all stakeholders and wished participants a fruitful meeting and training.

**Cesar Toro**, Executive Secretary, IOC-UNESCO Sub-Commission for Caribbean and Adjacent Regions (IOCARIBE), welcomed the participants and thanked the GEF LME:LEARN project for all the arrangements and support to the region through the network. Mr. Toro also thanked the Maritime Authority of Panama and the Ministry of Environment for their generous support to the meeting. Mr. Toro encouraged all network members present to strengthen the network by engaging in activities between meetings.

**Ivica Trumbic**, Chief Technical Adviser, GEF LME:LEARN, welcomed everyone on behalf of Vladimir Ryabinin and all other partners of the GEF LME LEARN project. Mr. Trumbic emphasised that for network continuity, all members have to be active and contribute to activities. He wished participants a successful meeting.

The participants of the meeting then introduced themselves and stated their expectations for the meeting and the network:



**Roy Bealey** hoped to find synergies and new partnerships. **Carlos Fuentesvilla** wanted to learn more from the other network members and find opportunities to collaborate. **Alessandro Lovatelli** believed it was important to strengthen the network and wanted to find out how we can further collaborate. **Ilis Watts** was happy to participate and wanted to see how this community can help in governance of LMEs. **Xavier Chalen** expected to gain knowledge and looked forward to sharing his experience. **Keith Flett** was excited to attend and to find out what others were doing in the region. **Agnes Esprit** hoped that the participants learn from each other to support our various stakeholders. **Jean Parnell Dimanche** saw the meeting as an opportunity to advance the development of a methodology for marine management. **Jada Anderson** hoped to share her experience in ways that the network could incorporate to make investments possible. **Lilian Marquez** expected to share experiences and look at way forward for the GEF-WWF Mesoamerica Ridge to Reef project. **Mario Escobedo** looked forward to learning more about the knowledge developed and experiences of others. **Alejandro Gutierrez** wanted to learn from the network. **Jose Troya** wished for the network to foster wider views on building blue economy in region. **Zornitza Aguilar** expected to share, to learn more about LMEs and build interrelationships. **Patrick Debels** looked forward to enhance collaboration to implement the CLME+ SAP, and saw the meeting as an opportunity to create linkages. **Anne Nelson** wanted to see the network strengthened. **Donna Spencer** felt it was good to finally put faces to a lot of names that she read about all the time and had an interest in replication and upscaling. **Pedro Zavala** had high expectations and wanted to learn from everyone. **Raul Arteaga Bengoa** was happy to share his project experience and hoped to learn from the network in order to move forward. **Hugo Galeano** saw the meeting as an opportunity to learn from each other and strengthen our initiatives. **Joseph Noel** hoped to continue strengthening the network and was keen to learn more about co-management fisher folk communities. **Dalia Salabarría Fernandez** was happy to attend for the second time and wished the network success in its sustainability. **Raquel Siguenza** wanted to continue learning to better implement her project. **David Bynoe** hoped that through the network they could work together in more cohesive manner by integrating our work even more. **Christine Valentin** wished everyone a successful meeting and hoped that the participants would enjoy the private sector session. **Juan Luis Orellana** was happy to attend and see several familiar faces again. **Gonzalo Cid** expressed that we were all there for a similar reason and that we should work together to enjoy continuity of the network. **Cesar Viteri** expected to learn about other projects and identify opportunities for collaboration. **Joana Troyano** wanted to learn from others and was happy to meet everyone. **Querube Fuenmayor** hoped to learn more about the network. **Diego Orellana** saw the meeting as an opportunity to share their experience and to strengthen relationships with other projects.

## REGIONAL NETWORK UPDATES

**Natalie Degger**, GEF LME:LEARN, provided updates from the project and what has been achieved thus far. An overview of activities from the other regions was also provided.

Key project services and developments included:

- Thematic toolkits available online and in pdf versions (<https://iwlearn.net/manuals>)
- Massive Open Online Course (MOOC) on Large Marine Ecosystem Assessment and Management (<https://iwlearn.net/marine/news/large-marine-ecosystems-assessment-and-management> )

- LME Hub: a tool for Outreach and Visualization of LMEs (<https://iwlearn.net/marine/services/lme-hub> )
- Database of marine and coastal projects from multiple focal areas (<https://www.oceanexpert.net/searchProjects> )
- Large Marine Ecosystems Portal (<https://iwlearn.net/marine/portfolio> )

## ACTIVITIES IN THE REGION

### Twinning

Two twinning proposals were funded by GEF LME:LEARN in support of enhancing collaboration in the LAC Regional Network.

The first twinning undertaken was by the Gulf of Mexico Large Marine Ecosystem project (GEF ID 6952) and representatives from the Cuban National Centre of Protected Areas, the Institute of Tropical Geography, International Affairs at CITMA, and the National Centre of Protected Areas. The twinning took place from 28 November to 2 December 2017 in Cape Town, South Africa. Participants from Cuba were invited to explore possibilities to extend bilateral cooperation between Mexico and the USA on Marine Protected Areas into a trilateral cooperation between Cuba, Mexico and the USA. As a result of the meeting, it was agreed that there was a possibility to develop a medium sized project bringing Cuba into the GoM LME.

Outputs of the proposed medium sized project include:

- TDA for the GoM updated jointly by Cuban, Mexican and USA scientists including the economic valuation of ecosystem services;
- Legal instrument for Cuba to endorse the bilateral (Mexico-USA) SAP developed (e.g. an association agreement);
- Support effectiveness of Marine Protected Areas in Cuba, Mexico and the USA by linking them into networks; and
- Pollution hot spots in Cuban coastal waters identified

The GEF LME:LEARN supported exchange was catalytic to bring Cuba on board as required for a truly ecosystem wider cooperation in the GoM LME and will result in the medium sized project described above.

The second twinning activity supported by GEF LME:LEARN was the Gulf of Mexico Marine Protected Area Network (GOMMPAN) workshop in Merida, Mexico that took place April 26-27, 2018. GOMMPAN's goal was to create a set of key products that provide a fundamental understanding of what marine habitats and biological communities the network sites protect and an expert assessment of the condition of those habitats and communities by those that best know them. Through these products, MPA managers and other decision-makers will receive a toolkit for the long-term evaluation and improvement of MPA ecosystem and management performance that can be applied throughout the Gulf of Mexico. The first GOMMPAN sites are Parque Nacional Sistema Arrecifal Veracruzano and Parque Nacional Arrecife Alacranes in Mexico, Parque Nacional Guanahacabibes in Cuba, Florida Keys and Flower Garden Banks National Marine Sanctuaries in the US. GOMMPAN will continue to expand to include other sites in the



three countries as the project advances. GOMMPAN is the first trilateral MPA network in the Gulf of Mexico.

Key outputs stemming from this exchange included:

- Participants developed a connectivity atlas for GOMMPAN, known as the RedGolfo Atlas, which outlines the network's activities and assigning responsibilities. This atlas will help focus and guide the work of GOMMPAN in terms of protecting shared marine species;
- One experience note on the establishment of GOMMPAN, including the steps taken, the stakeholders involved and the challenges faced; and
- A second experience note on the development of the network-wide report card and the process necessary for balancing the needs and capacities of three different countries (US, Mexico, and Cuba).

#### Inter-project Collaboration Opportunities (ICO)

The LAC Regional Network was awarded two Inter-project Collaboration Opportunity (ICO) grants:

- The first ICO was completed through a partnership between the [Organisation of the Eastern Caribbean States \(OECS\) Commission-Ocean Governance and Fisheries \(OGF\) Unit, the University of the West Indies-Centre for Resource Management and Environmental Studies \(UWI-CERMES\) and the Caribbean Regional Oceanscape Project \(CROP\)](#). This inter-project collaboration assisted in:
  - Determining the performance in EBM, EAF, MSP, ICM and MPAs using indicators of good and effective governance, in order to aid improvement; and
  - Supporting, through practical guidance, the enhanced performance of national inter-sectoral coordination mechanisms (NICs) in five countries to meet the targets of the CLME+ and CROP projects, in order to effect improvement.

The collaboration provided a non-intrusive, semi-formal forum for stakeholders to share and discuss their views. As a result of these learning exchanges, engagement was facilitated among various groups of stakeholders, helping to sustain the capacity for governance in LMEs and within marine managed areas; and necessary links from national to regional levels of governance were supported in order to address transboundary issues such as pollution and habitat degradation.

- The second ICO under implementation involves a collaboration between the [CLME+ Project and Partnerships in Environmental Management for the Seas of East Asia \(PEMSEA\)](#). Through the collaboration, these two programmes will share their experiences of working with multiple number of countries to implement measures for improved marine and coastal management. This opportunity for collaboration between PEMSEA and CLME+ also provides the prospect to share experiences, best practices and lessons learnt in addressing unsustainable fishing practices, marine pollution reduction and habitat restoration. Further, through this collaborative activity, both initiatives could better mainstream their approaches for advancing the blue economies in their respective regions.

The specific objectives for this collaboration include:

- Formalize a long-term partnership between CLME+ and PEMSEA to create synergies and foster capacity on the development of blue economies for sustainable ocean governance and the achievement of the 2030 sustainable development agenda. With a formal partnership in place, this mechanism will allow ease of knowledge exchange between the two parties;
- Enhance networking opportunities to promote private sector engagement in the CLME+ region and East Asia on integrated coastal management and ecosystem based management/ecosystem approach to fisheries (EBM/EAF);
- Strengthen channels for learning best practices and solution exchange on common issues in fisheries, marine spatial planning, biodiversity and climate change.

### SPECIAL THEMATIC SESSION ON SCIENCE TO MANAGEMENT IN THE LAC REGION

This session focused on the value of using science to make management decisions, best practices in engaging the scientific community, and steps towards facilitating the science to management interface.

**Alejandro Gutiérrez** from the International Ocean Institute (IOI) Costa Rica gave a [presentation](#) on the history of IOI and how influences in the region assisted in the development of the [Ocean Governance Training Course](#). The motto of their training program states, “You cannot govern the ocean without ethics or science”.

**Lilian Marquez** of the World Wildlife Fund spoke about the evolution of [WWF Guatemala/ Mesoamerica Meso-American Reef \(MAR\)](#) Programme in Belize. Projects, results and lessons were shared covering over a decade of innovation, working with people and nature to help protect and manage Belize’s marine environment in a context of change.

**Raquel Sigüenza** from the UNDP Marine Protected Area Project in Guatemala provided insights on the initiatives from the [Guatemalan Pacific GEF](#) project, sharing how the methodology and results have been applied to influence management decisions in the Pacific Coast, specifically regarding artificial reefs, artisanal fisheries, and resource use strategies.

**Juan Luis Orellana** from the Ministry of the Environment Chile gave a talk on the “[Catalysing Implementation of a Strategic Action Programme for the Sustainable Management of Shared Living Marine Resources in the Humboldt Current System \(HCS\)](#)” project and the objectives under the second phase. In summary, the project aims to facilitate ecosystem-based fisheries management (EBFM) and ecosystem restoration in the Humboldt Current system for the sustainable and resilient delivery of goods and services from shared living marine resources, in accordance with the Strategic Action Programme (SAP) endorsed by Chile and Peru.

### PRIVATE SECTOR ENGAGEMENT AT THE REGIONAL LEVEL

**Christine Valentin**, COO and Board Member of the World Ocean Council (WOC) gave an introduction on Ocean Business Leadership and Collaboration on Sustainable Development. During her talk, Ms. Valentin highlighted the work of WOC, their regional business networks and the various sectors their members represented.

The session then turned to the companies in attendance to give the perspective from the private sector:

- **Mary Ellen Walling** of [Open Blue](#) provided an overview of the company, their sustainability values, and where opportunities lie for projects to engage. Open Blue selected the Caribbean coastal waters of Panama as an ideal location for a Cobia farm. The company has created and managed a protected “no take” zone of 2500 acres of water concessions where only artisanal fishing is permitted and no commercial fishing is allowed.
- **Juan Carlos Croston** of the [Caribbean Shipping Association](#) spoke about the CSA, the challenges they face with new legislation, the opportunities which exist and how projects should reframe their thought process when engaging the private sector.

A panel roundtable discussion then followed and the companies were joined by other representatives from the private sector including **Veronica Valenzuela** of Glencore and **Patricia Velasquez** of the Panama Maritime Chamber and Macosnar Company, as well as **Jada Anderson** of Wilderness Markets, **Patrick Debels** of the GEF-UNDP CLME+ project and **Diego Orellana** of the GEF-UNDP Marine Commodities Supply Chain project.

Key outcomes from the roundtable discussion included:

1. For projects to work with private sector, companies need to understand what projects are doing;
2. If you’re trying to attract private investors, you have to have one of the following value propositions involved: Increasing stock (in case of fisheries), Efficiency, and/or improving market value;
3. If you want to make your project more appealing to companies you need to do marketing and sales;
4. Projects should start small first and do a pilot where there is not a lot of risk and not a lot of investment needed to demonstrate success;
5. GEF projects have value propositions embedded in them, you need to get through the weeds to find them;
6. Projects should ensure their business cases or pitches demonstrate passion;
7. Industry fragmentation is good for projects- if you can get top 3-4 companies to work with you, the rest will follow;
8. Companies want to see more science involvement as this is a good value proposition for them.

*Notes from the panel discussion can be found in [Annex A](#)*

## LAC REGIONAL NETWORK LOOKING FORWARD

Participants split into three groups to address sustainability of the network and to propose recommendations. The questions developed for the exercise are included in Annex B. A summary of the discussions are reflected below:

### Annual Network Meetings

- These meetings are useful, and should be used to revise network progress;
- Most felt they would attend without travel support if they were from GEF-funded projects, others find it difficult to attend otherwise;

- The group felt that the GEF should continue to finance the meetings, via GEF LME:LEARN;
- Network members should consider making contributions to the financing of these meetings;
- GEF IW:LEARN should be responsible for making the arrangements as previously done;
- A suggested date for the next meeting was October 2019 in an easily accessible city;
- A final suggestion was to come up with a common set of impact indicators for monitoring the network's progress.

### **Virtual Communication between Annual Meetings**

- The regional mailing list ([lac-regional-network@googlegroups.com](mailto:lac-regional-network@googlegroups.com)) is useful, members need to be encouraged to share information;
- The global mailing list ([marine-learn@googlegroups.com](mailto:marine-learn@googlegroups.com)) was not used by members;
- The Lightning Chats are useful, need to be done every few months, and a list of experts created;
- A regional newsletter is useful,
- All current activities are useful in keeping the network momentum going;
- It was felt that the responsibility of these communications fell to the Network Coordinator;
- A suggestion to include other languages in these communications (e.g. Spanish) was proposed.

### **Regional Network Coordination**

- The network wants a coordinator as the network is not mature enough to stay alive on its own;
- The group felt that the network needs to create its own opportunities;
- The coordinator should be in contact with the network monthly at least;
- It was agreed that it is not the sole responsibility of the coordinator to grow the network, but the coordinator should monitor who joins;
- Members felt that they should share responsibility for the network and we need to collectively decide how we will work between meetings.

### **CLOSING OF THE MEETING**

**Cesar Toro** thanked the network for their contributions to the meeting. **Ivica Trumbic** thanked the participants for their commitment, for making the time to attend the meeting and for their willingness to establish and sustain the network in the region.

## Notes

**Patrick:** We have a shared vision: achieving a healthy environment that support people. We need to provide an investment arena to show there is trust. This requires continuous interaction between governments and private sector.

**Mary Ellen:** Government does have an important role to play. We try to ensure we have good relationships. The challenge we face is that aquaculture not very well understood. Panama struggles with this, we have 7 ministries that have direct impact on aquaculture.

**Patricia:** Our chamber has been involved in environmental issues to show our commitment. In Central America, we are trying to catch up; maybe through associations this can be taken more seriously.

**Diego:** Our project has a different approach to engage private sector. We need to strengthen capacity in the countries. We use expertise of the Sustainable Fisheries Partnership. They also form supply chain round tables, which were developed by national companies, and then divided themselves by type of fisheries. The focus is how we assist them, this is where national action plan is important which creates conditions for secure investments. The end goal is not certification but having it helps better guarantee investments because it provides security.

**Mary Ellen:** We started in Porto Rico, but moved to Panama because it is largely protected from extreme events. It is critical that we have solid infrastructure that is well engineered against wind and wave events. It would be more complicated if we have workers on site.

**David:** Question for Mary Ellen- You mentioned that investors are very patient, how much patience are you talking about?

**Mary Ellen:** It required a deep pocket investment of USD 100 million. Our sales are at USD 12 million, and we are looking to break even in 2019. Our investors believe in what we are doing. Sustainability is the foundation of our business. Look at the biology of your fish and geography of where you are based. Look at the lifecycle of your product. A faster lifecycle results in faster returns.

**Juan Carlos:** The company and shareholders see that this is important to them that is why they have patience. We need more business engaged with community to create that patience.

**Veronica:** One event that we all remember is the Exxon event. When it happened, policies became more constrained. Things became focused on the type of vessels used in oil i.e. double hole vessels. This means high capital investment, oil companies felt that they were always safe and new regulations were not needed for them. The role of the energy companies is to follow the steps of developed countries and change the image that our sectors are behind. We needed to show the oil industry the statistics that if we comply and protect the environment we change the perception of the industry. We need to be committed with the environment and to produce clean energy.

**Christine:** We heard about SDGs, what are your reactions as SDGs being the common language to translate how their work is helping to contribute to these? For projects, do you use SDGs to engage private sector.

**Veronica:** Typical example is complying with environmental sustainability. You are given points according to how you comply. For ships, you get several options and correct practices, and if you do not comply you fail. I do not see SDG as the best way to ensure we meet environmental regulations. This is why we are not too popular.

**Diego:** There are several initiatives that help companies report on SDGs, for example the global sustainable seafood initiative. This is great for transparency and dialogue.

**Patrick:** We should rather be asking why and what. What do you want to achieve through the collaboration, do you want a healthy environment to create a blue economy? SDG 14 targets become more specific. We can only achieve this if we work together. We also need to include cross-sectoral collaboration, otherwise we have these conflict and miscommunication that was touched on earlier.

**Jada:** SDGs are useful tools to help communicate to different sectors. Some will care more about the SDGs than others according to their alignment. The why and the what precede the how. I agree with what Patrick said. I think about private investors and how can they engage with projects. Incorporating the messages from our PowerPoint will help you. We want to engage Carlos and Agnes because of their work with fisher folk. The fisher folk don't have the knowledge they need to engage and make a change.

**Mary Ellen:** Talking about transparency and dialogue. We have a challenge that dialogue is not enough. We need to communicate in a way that those who don't understand your jargon can initially catch up. We have found that the more time you spend at the front end of a project, it helps you down the road.

**Carlos:** The Dutch kid who started the ocean clean-up is a good example, he convinced these big companies to be involved! It is a reminder that you need a vision and a champion that can push your agenda forward. We focus on the project's execution but you need someone who can push your case. The SDGs are abstract for some companies.

**Zornitza:** How do you get companies to engage?

**Juan Carlos:** What has the response been to you asking them to be involved?

**Zornitza:** We want to involve all the sectors but don't know how.

**Patricia:** Education is key, there has to be a harder campaign for marine education and more aggressive in its consistency.

**Mary Ellen:** We start internally first to ensure everyone is on board and involved. The single use plastic is a good example. We empower our employees to start internally. We work with universities setting up intern programs to link education sector there. We have a scholarship project available. We have open houses where we invite community to engage and see what we do to demystify our work. A good tool to use is [StakeTracker](#), we load all our info there for everyone to access.

**Juan Carlos:** Companies exist to satisfy a consumer need. Remember this. What wilderness Markets is doing is the right approach. As you move forward you have to ensure that there is no impact to the consumer.

**Donna:** Addressing the questions that Juan Carlos asked. Sometimes we need to spend more time doing our homework on the industry we want to approach. We need to listen to them and what they do to be able to explain to them the benefits of what we want done. In our projects, we are caught up on what we

want to achieve, but we need to take the industry and how they operate into consideration. We have to watch the players in the industry and see the competition to approach those that are leaders. Education and communicating is hard work, you need to repeat the message several times and this is a problem resource wise, we need to be able to sustain this through a visible leader. We have to demonstrate how doing the right thing is beneficial for everyone involved. Participating in this regional network is a good start.

**Ilis:** How can community based projects make themselves more attractive to industry to attract investment?

**Veronica:** It is a combination of factors. Sometimes there is already a commitment and concern. Go directly to the companies you are interested in working with, ask if they are committed and put on the table your expertise and experience. Look at working with companies that are part of memberships.

**Jada:** If you want to make your project more appealing, you need to do marketing and sales. This could be a meeting and understanding what they do, what they need. You need to figure out how to solve their problem.

**Mary Ellen:** This is true. Another suggestion is to start early in your process. Companies want to be involved at the beginning. Also think long term, a no today might not be a no tomorrow. Start small first, do a pilot where there is not a lot of risk and not a lot of investment needed.

**Juan Carlos:** You all share a passion for what you are doing. Using facts to share that passion comes across cold. We need to feel it, this is important.

**Patricia:** Passion is important, every time I have made an investment it was passion that moved me.

**Keith:** Building on this from my perspective, it is about connecting the dots. Projects have value propositions embedded in them, you need to get through the weeds to find them. The marketing aspect is very powerful.

**Anne:** Much of this is new to me, I have observed that our conflict between business and environment happens for all the reasons discussed and the dialogue happens at a too late stage. A good example is shipping noise. Ocean energy is a good opportunity for this, how do we get scientists and projects at the table with business early on. Do you have an example of early communication?

**Jada:** We have examples where science has come in late, but it still helps. With our fisheries improvement projects, the science came in too late, but now that it is more mature, the science helps us prove that the investment is indeed sustainable. Companies push for more science involvement as this is a good value proposition for them.

**Roy:** In our project we would have preferred to include potential investors early on. We need business cases that help set up governments for success and investors feel secure. The structure does not allow us to design a business case that is investible from the beginning.



### VIRTUAL COMMUNICATION BETWEEN ANNUAL MEETINGS

#### WHAT DOES GEF LME:LEARN CURRENTLY PROVIDE THE NETWORK WITH?

- Regional Mailing list
  - Network members can message all group members by using the following email address:  
[lac-regional-network@googlegroups.com](mailto:lac-regional-network@googlegroups.com)
- Global mailing list
  - Network members can message a global list-serve on the following email address:  
[marine-learn@googlegroups.com](mailto:marine-learn@googlegroups.com)
- Lightning Chats (Solution Finding Sessions) every two months on Slack.com
  - Network members can access the chats via [lacregionalnetwork.slack.com](https://lacregionalnetwork.slack.com)
    - Link for signing up here: [Invitation Link](#)
  - Network members can share information under specific thematic channels which are automatically archived
- Annual Newsletter disseminated in December
- Regional Network Brochure

### VIRTUAL COMMUNICATION BETWEEN ANNUAL MEETINGS

#### QUESTIONS TO BE ANSWERED BY THE GROUP:

1. Is the regional mailing list useful?
  - i. If not, what alternatives do you suggest?
  - ii. If yes, how could this be improved to keep the network in contact?
2. Is the global mailing list useful?
  - i. If not, what alternatives do you suggest?

- ii. If yes, how could this be improved to keep the network in contact?
- 3. Are the Lightning Chats (solution finding sessions on Slack.com useful?
  - i. If not, what alternatives do you suggest?
  - ii. If yes, how can they be improved
  - iii. Are the surveys done beforehand useful?
  - iv. How often should they be?
  - v. Where can we find experts?
  - vi. Should we create a list of experts?
- 4. Is the Newsletter useful?
  - i. If not, what alternative do you suggest?
  - ii. If yes, how can this be improved?
- 5. Do you have any suggestions for keeping the momentum of the network going between meetings (think in terms of sustainability of the network)?
- 6. Who should be responsible for virtual communication between the meetings?
  - i. Should full responsibility fall on the Network Coordinator?
  - ii. How can we create buy-in from the network members to contribute to the virtual communication?
- 7. Do you have any additional suggestions?

## **ANNUAL NETWORK MEETINGS**

### **WHAT DOES GEF LME:LEARN CURRENTLY PROVIDE THE NETWORK WITH?**

- Organisation of Annual Network meetings
  - 1<sup>st</sup> meeting in Montevideo, Uruguay October 2017
  - 2<sup>nd</sup> meeting in Panama City, Panama October 2018
- Travel support offered to participants to attend the meetings
  - DSA and flights
- Meeting report developed and disseminated to the whole network

### **QUESTIONS TO BE ANSWERED BY THE GROUP:**

1. Are the annual meetings useful?
  - i. If not, what alternatives do you suggest?
  - ii. If yes, how can these be improved?
2. If there was no travel support to attend, would you still join the annual meeting?
3. How can future meetings be financed?
4. Who should be responsible for arranging future meetings?
5. When should the next annual meeting be held (suggested dates)?

6. Where shall the next annual meeting be held (suggestions for host institutes welcomed)
7. Do you have any additional suggestions regarding the meetings?

## **REGIONAL NETWORK COORDINATION**

### **WHAT DOES GEF LME:LEARN CURRENTLY PROVIDE THE NETWORK WITH?**

- Create, compile and maintain the network contact database containing all information for each network member
- Create and disseminate surveys for Lightning Chats (solution finding sessions)
- Find experts to participate in the Lightning Chat
- Create and disseminate Lightning Chat announcement and times
- Maintenance of the Slack.com workspace
- Dissemination of network news and announcements
- Develop and disseminate the network newsletter
- Plan and execute annual meeting and training events
- Develop the meeting agenda
- Create budgets for events and allocate travel support funds accordingly
- Identify and contact potential speakers or sectors of interest
- Process end-of-meeting reports
- Process end-of-meeting evaluations

### **QUESTIONS TO BE ANSWERED BY THE GROUP:**

1. Is the role of a Regional Network Coordinator necessary?
  - a. If yes, please elaborate why?
  - b. If no, please elaborate why?
2. Are there any coordination functionalities that are missing?
  - a. If yes, please make suggestions
3. How regularly should the Regional Network Coordinator be in contact with the network?

4. Is it the sole responsibility of the Regional Network Coordinator to grow the network?
  - a. If yes, please state why and provide suggestions how the coordinator can grow the network
  - b. If no, please suggest how other members can help grow the network
5. Should the regional network be formalised?
  - a. If yes, please state why and suggest how this should be done
  - b. If no, please explain why
6. Should members share responsibilities for the network?
  - a. If no, please explain why
  - b. If yes, how can we share the responsibility?
7. Should members make simple, voluntary commitments to help sustain the network?
  - a. If no, please explain why
  - b. If yes, should these commitments be made at the end of this meeting and can you suggest some examples?

## Annex C

### List of Current Network Members

#### LAC Regional Network

Project/LME/Institute/Company	GEF ID	Agency	Name	Surname	Email
Caribbean Billfish Project, Component of the Ocean Partnerships for Sustainable Fisheries and Biodiversity Conservation - Models for Innovation and Reform	4856	World Bank	Roy	Bealey	Roy.Bealey@fao.org
Caribbean Coastal IWECO, Caribbean Wastewater, Caribbean Sea LME SAP Implementation	4932	UNEP	Donna	Spencer	donna.spencer@un.org
Caribbean Coastal IWECO, Caribbean Wastewater, Caribbean Sea LME SAP Implementation	4932	UNEP	Christopher	Corbin	cjc@cep.unep.org
Caribbean Coastal IWECO, Caribbean Wastewater, Caribbean Sea LME SAP Implementation	4932	UNEP	Jan	Betlem	jan.betlem@unep.org
Caribbean LME SAP Implementation	5542	UNOPS	Patrick	Debels	patrickD@unops.org
Caribbean LME SAP Implementation	5542	UNOPS	Sherry	Heileman	SherryH@unops.org
CC4Fish project, the Climate Change Adaptation in Eastern Caribbean Fisheries project	5667	FAO	Iris	Monnereau	Iris.Monnereau@fao.org
CERMES			Sanya	Compton	sanyacompton@gmail.com
CERMES			Patrick	McConney	patrick.mcconney@gmail.com
CI Ecuador Setting the foundations for zero net loss of the mangroves that	9949	CI	Cesar	Viteri	cviteri@conservation.org



underpin human wellbeing in the North Brazil Shelf LME					
CI Panama Eastern Pacific Tropical Seascape project	5771	CI	Querube	Fuenmayor	jrodriguez@conservation.org
Coastal Fisheries Initiative- Latin America	9124	UNDP	Mariano	Valverde	mariano.valverde@undp.org
Coastal Fisheries Initiative-LAC	9124	UNDP	Pedro	Zavala	Pedro.zavala@undp.org
Cuba Alien Invasive Species [Bio]	3990	UNEP	Dalia Maria	Salabarría Fernandez	dalia@snap.cu
Ecuador Marine Coastal Area Protected Area Network [Bio]	9369	CI	Xavier	Chalen	xchalen@conservation.org
Ecuador Protected Area System [Bio]	4142	UNDP	Zornitza	Aguilar	zornitza.aguilar@ambiente.gob.ec
GEF LME: LEARN	5278	UNDP-IOC	Ivica	Trumbic	i.trumbic@unesco.org
GEF LME: LEARN	5278	UNDP-IOC	Natalie	Degger	natalie@iwllearn.org
GEF Small Grants Programme Barbados		UNDP	David	Bynoe	david.bynoe@undp.org
GEF Small Grants Programme Dominica		UNOPS	Agnes	Esprit	agnese@unops.org
GEF Small Grants Programme Haiti		UNOPS	Jean Parnell	Dimanche	jeanpd@unops.org
GEF Small Grants Programme Honduras		UNDP	Hugo	Galeano	hugo.galeano@undp.org
GEF Small Grants Programme St Kitts and Nevis		UNOPS	Ilis	Watts	lliswatts@unops.org
Global Supply Chain for Marine Commodities	5271	UNDP	Diego	Orellana	diego.orellana@undp.org
Grenada Ridge to Reef Protected Areas [Multifocal]	5069	UNDP	Joseph	Noel	joseph.noel@undp.org
Guatemala Marine Protected Areas [Bio]	4716	UNDP	Raquel	Sigüenza	raquel.sigüenza@undp.org
Gulf of Mexico LME SAP Implementation	6952	UNEP	Marisol	Planter	marisol.rivera@semarnat.gob.mx
Improving Mangrove Conservation across the Eastern Tropical Pacific Seascape (ETPS) through Coordinated Regional and National Strategy Development and Implementation	5771	WWF US	Isabel	Filiberto	Isabel.Filiberto@wwfus.org

International Ocean Institute Costa Rica			Alejandro	Gutiérrez	procesoslitorales@gmail.com
IOC-CARIBE			Cesar	Toro	c.toro@unesco.org
MarViva			Antonio	Clemente	antonio.clemente@marviva.net
Mesoamerican Ridge to Reef	5765	WWF US	Mario	Escobedo	mescobedo@sica.int
Ministry of the Environment of Chile / Humboldt Current LME	9592	UNDP	Juan Luis	Orellana	Jlorellana@mma.gob.cl
NOAA			Anne	Nelson	anne.nelson@noaa.gov
NOAA			Gonzalo	Cid	gonzalo.cid@noaa.gov
Open Blue			Mary Ellen	Walling	MWalling@openblue.com
Open Ocean Trading			Keith	Flett	kbflett@gmail.com
REBYC II LAC project, Sustainable management of bycatch in Latin America and Caribbean trawl fisheries Project.	5304	FAO	Carlos	Fuentevilla	Carlos.Fuentevilla@fao.org
Regional Fisheries and Aquaculture Officer		FAO	Alessandro	Lovatelli	Alessandro.Lovatelli@fao.org
SSA Marine			Juan Carlos	Croston	JuanCarlos.Croston@mitpan.com
Strengthening Sustainable Management of the Guano Islands, Isles and Capes National Reserve System (RNSIIPG)	4505	World Bank	Raúl	Arteaga Bengoa	raul.arteaga.b@gmail.com
UN Environment			Isabelle	Vanderbeck	isabelle.vanderbeck@un.org
UNDP Panama			Jose	Troya	jose.troya@undp.org
UNDP Panama			Joana	Troyano	joana.troyano@undp.org
Wilderness Markets			Jada	Anderson	jada@wildernessmarkets.com
WOC			Christine	Valentin	christine.valentin@oceanuncil.org
WWF			Lilian	Marquez	LMarquez@wwfca.org

## Agenda

### 2<sup>nd</sup> Annual Latin America-Caribbean Regional Network Meeting

<b>MONDAY, 1 October 2018</b>	
<b>Session</b>	<b>Registration and Opening of the Meeting</b>
<b>Chair</b>	Natalie Degger
<b>Content</b>	Welcome messages and introductory remarks
<b>Venue</b>	Radisson Decapolis Hotel Panama City
<b>Time</b>	
08:30 09:00	<b>Registration</b>
09:00 10:00	<b>Welcome message and opening remarks</b> <ul style="list-style-type: none"> <li>• Maritime Authority of Panama (AMP)</li> <li>• The Ministry of Environment, Panama</li> <li>• IOC of UNESCO Sub-Commission for the Caribbean and Adjacent Regions (IOCARIBE) - Cesar Toro</li> <li>• GEF LME:LEARN, Ivica Trumbic</li> <li>• Short introduction and expectations of the participants</li> </ul>
<b>Session</b>	<b>Regional Network Updates</b>
<b>Chair</b>	Ivica Trumbic
<b>Content</b>	This session will provide participants with updates on the GEF LME:LEARN project (toolkits, services) and share experiences from the Africa and Asia-Pacific Regional Networks.
10:00 11:00	Updates from GEF LME:LEARN and other Regional Networks - <i>Natalie Degger</i>
<b>Coffee break and group photo (11:00 – 11:30)</b>	
<b>Session</b>	<b>Activities in the Region</b>
<b>Chair</b>	Cesar Toro
<b>Content</b>	<p>Regional Network Members who have undertaken twinning and ICO exchanges will report back to the network on their experiences and lessons learned</p> <p>This session will also allow members to share what activities they are currently working on that may be of interest to the network.</p>
11:30 13:00	<b>Twinning</b> <ul style="list-style-type: none"> <li>• Gulf of Mexico Trilateral Exchange (USA, Mexico, Cuba) and Marine Protected Areas Network</li> </ul> <b>ICO Exchanges</b> <ul style="list-style-type: none"> <li>• CERMES, CLME+, and the Organization of Eastern Caribbean States (OECS) Commission — Ocean Governance and Fisheries Unit (OGF) - <i>Sanya Compton</i></li> <li>• CLME+ and PEMSEA – <i>Patrick Debels</i></li> </ul>

	<b>Informal sharing</b> <ul style="list-style-type: none"> <li>Each member highlights 2-3 things which they are doing in their own work that is unusual or may be of interest to the network</li> </ul>
<b>Lunch break (13:00 – 14:30)</b>	
<b>Session</b>	<b>Science to Management in the LAC Region</b>
<b>Chair</b>	Natalie Degger
<b>Content</b>	This session will inform participants on the United Nations Decade of Ocean Science for Sustainable Development. It also focuses on the value in using science to make management decisions, best practices in engaging the scientific community, and steps towards facilitating the science to management interface
14:30 14:50	The United Nations Decade of Ocean Science for Sustainable Development (2021-2030) –Cesar Toro
14:50 16:00	<b>Examples of best practice from around the region</b> <ul style="list-style-type: none"> <li>International Ocean Institute Costa Rica, Alejandro Gutiérrez</li> <li>World Wildlife Fund, Lilian Marquez</li> <li>Initiatives from the Guatemalan Pacific UNDP-GEF project, Raquel Sigüenza</li> <li>Humboldt Current Large Marine Ecosystem, Juan Luis Orellana</li> </ul>
<b>Coffee break (15:30 – 16:00)</b>	
16:00 17:00	<b>Moderated Discussion</b> <ul style="list-style-type: none"> <li>How could successful science-management models be replicated in the region?</li> <li>What are the emerging areas for targeted research and its application? Are their mechanisms for improving knowledge exchange among scientists, projects and decision-makers in the region?</li> </ul>
17:00	Closing
18:00 19:00	<b>Marketplace Cocktail: Needs and Offerings</b> <ul style="list-style-type: none"> <li>What opportunities does your project, institute or organization have to offer?</li> <li>What does your project, institute or organization need help with?</li> </ul> <p><b>Generously sponsored by the Maritime Authority of Panama (AMP)</b></p>

<b>TUESDAY, 2 October 2018</b>	
<b>Session</b>	<b>Private Sector Engagement at the Regional Level</b>
<b>Chair</b>	Natalie Degger, GEF LME:LEARN
<b>Content</b>	<p>In order to bring transformational change to the global ocean environment, marine projects, institutions and the private sector must identify new ways of working together.</p> <p>Examples of successful partnerships with large corporate actors include the Globallast partnership with shippers and the International Maritime Organization, as well as Large Marine Ecosystems (LMEs) and Areas beyond National Jurisdiction (ABNJ) working with the private sector to promote innovative, market-based approaches fostering good fishing practices and fishery management.</p> <p>To foster these partnerships there needs to be a better understanding of the challenges faced by both the private sector and marine projects in engaging with one another; how to better communicate the investment potential of marine projects, and the opportunities for investment by the private sector at the regional level.</p> <p>The best way to advance and align business, environmental and social objectives is by learning first about the drivers of the businesses in the LAC Region. Most businesses approach the environment through the lens of risk, in other words how does the availability of natural resources impact their business?</p> <p>During this session participants have the opportunity to hear from a few businesses operating in the LAC Region. More specifically this session will focus on:</p> <ul style="list-style-type: none"> <li>• New issues, risks and opportunities are emerging that may have material impact on ocean industry operations;</li> <li>• The criteria these companies use to make investment decisions;</li> <li>• Examples of investments that have succeeded or failed in the past, and why?</li> </ul>
<b>Time</b>	
09:00 10:00	<p><b>World Ocean Council</b></p> <p>WOC: Ocean Business Leadership and Collaboration on Sustainable Development</p> <p>The private sector perspective from:</p> <ul style="list-style-type: none"> <li>• Christine Valentin, WOC</li> <li>• Aqua/Mariculture</li> <li>• Robotics</li> <li>• Ports</li> <li>• Shipping</li> </ul>
	<b>Opportunities and context from the Caribbean Billfish Project</b>
10:00 10:30	Business cases that promote the sustainability of billfish stocks in the Caribbean
<b>Coffee break (10:30 – 11:00)</b>	
11:00 13:00	<p><b>Round table</b></p> <p>Moderator: Christine Valentin</p> <p>Participants:</p> <ul style="list-style-type: none"> <li>• Private sector representatives</li> <li>• Regional intermediary organizations</li> </ul>

	<ul style="list-style-type: none"> <li>Regional project representatives</li> </ul> <p>Framing questions:</p> <ol style="list-style-type: none"> <li>What is the value proposition for both the marine projects and the private sector partners?</li> <li>How to work with and through business organizations?</li> <li>What should marine projects/institutes be aware of?</li> <li>How can intermediaries facilitate the engagement of companies with the projects?</li> </ol>
<b>Lunch break (13:00 – 14:30)</b>	
<b>Session</b>	<b>LAC Regional Network: Looking Forward</b>
<b>Chair</b>	Natalie Degger, GEF IW:LEARN
<b>Content</b>	This session will be dedicated to action planning for sustaining our Regional Network
14:30	<b>Action planning for next steps</b>
15:30	Group Activity
<b>Coffee break (15:30 – 16:00)</b>	
16:00	<b>Reporting back</b>
17:00	<ul style="list-style-type: none"> <li>Feedback from groups and reactions</li> </ul>
17:00	<b>Wrap up</b>
17:30	<ul style="list-style-type: none"> <li>Personal next steps</li> <li>Closure of the meeting</li> </ul>