Integrated Marine Concessions
A new approach to an old problem

Lida Pet-Soede, Andreas Merkl, John Claussen, Heather Thompson, Darcy Wheeles
Community and Conservation Investment Forum
Types Of Destructive Reef Fishing

- Dynamite fishing
- Food cyanide fishing
- Aquarium cyanide fishing
“Some experts predict that within 20 years, most of the coral reefs of Southeast Asia will be gone because of cyanide poisoning.”

(Lee Dye, abcnews, October 20th 1999)
Likelihood of Coral Reef Collapse

- Under little threat: 5%
- Within 20-40 yrs: 36%
- Within 20 yrs: 48%
- Collapsed: 11%

%
Therefore Unless Things Change...

- Resource risk
- Market risk
Resource Risk

- 150 million people globally – fisheries
- 600 of 800 reef building corals in SE Asia
- 53% of animal protein Indonesia – fish
- 25% of global fish diversity
- 14% of worlds reefs
Market Risk

Aquarium Trade

- 49% of retailers report customer concerns about environmental issues
- 96% of retailers are interested in learning more about the environmental impacts
- 89% of retailers are willing to pass this information onto their customers
International

FAO Code of Conduct for Responsible Fisheries (Voluntary) 1995
Rio Declaration on Environment and development 1992
World Charter on Nature 1982
Indonesia

Directorate General Decree
No. 1k/220/d4.744/91k - 1991
On Catching Fish with Prohibited Substances/Instruments
Why difficult to manage?

- Demersal resources and sedentary resource base -> locally traceable causes
- Resources depend on defined source population -> efficient for control
- Science behind sustainable fishing exists since early 1900
- Economic gains short term and small-scale so easy to offset towards long term
Three main reasons

- Access rights
- Perverse economic incentives
- Economic progress need perception hampers

area size set aside

Missing link - business approach to conservation: “purchase biodiversity and sustainability directly”
How and why?

- Access rights – no feeling of responsibility
- Economic incentives aquarium trade
  - fishers: large numbers
  - middlemen: risk factor
  - exporters: costly to transform
- Economic perception: closure is expense
Costs of transformation of destructive trade are substantial,

- Invest in product ahead of supply
- Education
- Control and surveillance
- Infrastructure

...........but worth it if,

Address access rights so as to safeguard investment over long-term
Conservation Concessions

Lease to use (non-use) of an area - forestry

• Green services
• Legal agreements and economically similar to harvest licenses
• Equivalent income, often more stable
• Dispel notion that habitat destruction is inevitable in generating financial benefits
What Needs to Happen?

• Study the legal basis – national, local
• Study social basis – national, local
• Select area with firm criteria (similar CMPA)
• Establish who “owns” area right
• Establish price based on current value and future ambitions and sustainable enterprise development
• Negotiate roles and responsibilities
• Propose suitable profiled sites – cost/benefit
Benefits

- **Addition to** network of CMPAs
- Channeling of “new” funding
- Involvement of responsible businesses
- Financial sustainability also for area-”owners’
- Products can be certified to enhance marketing
Ideas for Finance Sources

- Multilateral Organizations
- Foundations
- Venture Capitalists
- Individual private investors
- ??!!
CCIF

Conservation and Community Investment Forum

Who are we?

• A non profit organization
• Provide technical expertise to enhance sustainability
• Collaborate through partnerships at existing efforts
• Help clients find environmentally beneficial investments
• Research/ design investment opportunities
• Assemble/ identify key stakeholders