

An underwater scene with various colorful fish and coral reefs. The background is a deep blue, and the foreground shows a variety of marine life, including a large orange and white striped fish, a blue fish, and several smaller colorful fish. The text is overlaid on the right side of the image.

Integrated Marine Concessions

A new approach to an old problem

**Lida Pet-Soede, Andreas Merkl, John Claussen,
Heather Thompson, Darcy Wheelles
Community and Conservation Investment Forum**

An underwater scene showing a variety of colorful fish swimming near a coral reef. The fish include a yellow and white striped fish at the top, a blue fish, a yellow fish, a large orange and white fish, a clownfish, and a white fish at the bottom. The background is a deep blue color.

Types Of Destructive Reef Fishing

- Dynamite fishing
- Food cyanide fishing
- Aquarium cyanide fishing

The Chronicle

Experts on Mexican Trucking

Say Safety Issue Is Misleading

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)

Deadline Reached On a Bill to Set Patients' Rights

Decision on Dredging
Down 7-Stop Debate

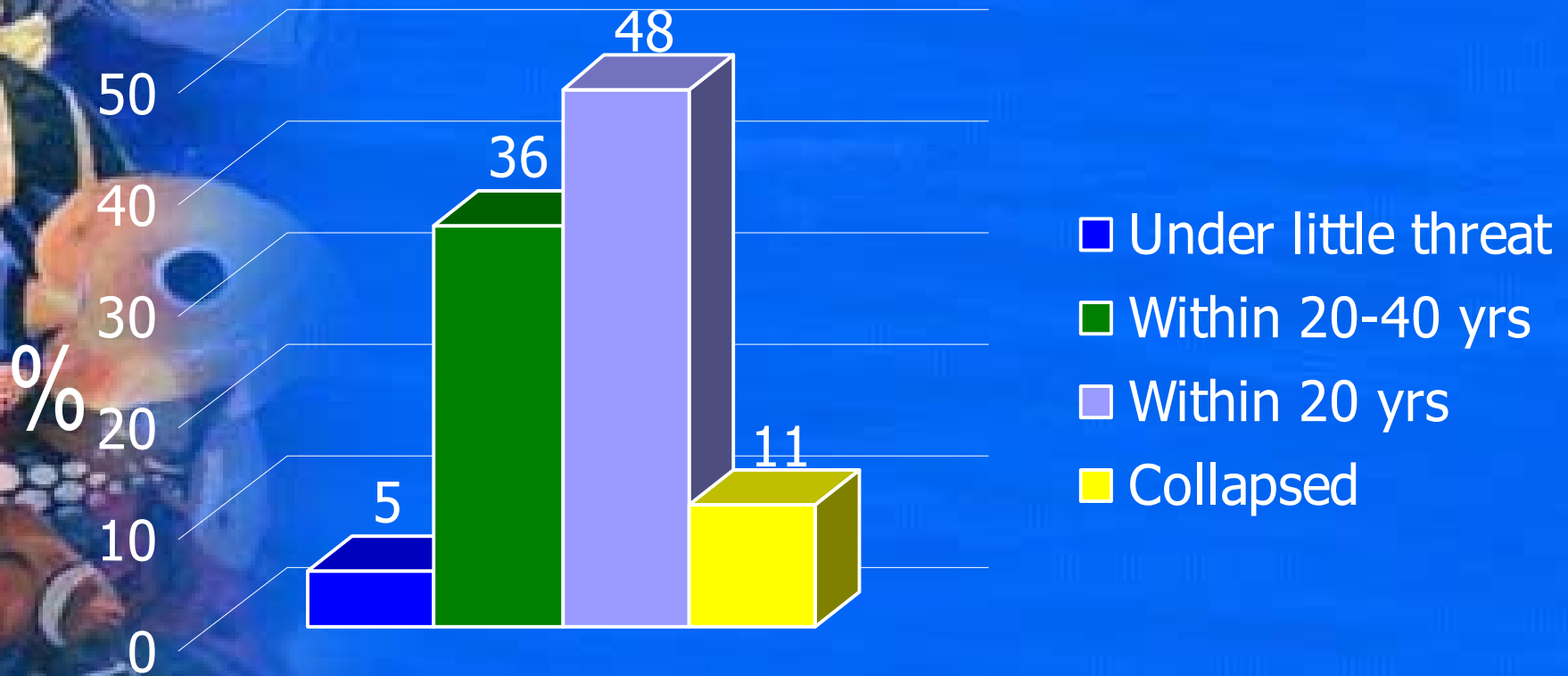
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HOUSE VOTE BACKS BUSH PLAN TO DRILL IN MIDDLE EAST

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Likelihood of Coral Reef Collapse



An underwater scene with various colorful fish swimming in clear blue water. The fish include a yellow and white striped fish at the top left, a blue fish in the middle left, a large orange and white fish in the center, and a white and yellow fish at the bottom left. The background is a deep blue gradient.

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

An underwater scene with various colorful fish swimming in blue water. The fish include a yellow and white striped fish at the top, a blue fish, a yellow fish, a black and white fish, a large orange and white fish, and a white and yellow fish at the bottom. The background is a deep blue gradient.

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

A vibrant underwater scene featuring a variety of colorful fish, including a yellow and black striped fish, a blue fish, a pink and orange fish, and a white and yellow fish, swimming in clear blue water.

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