

Acronyms and Glossary

Acronyms

BEP:	Break Even Point
CAMP:	Collection Area Management Plan
CCIF:	Conservation and Community Investment Forum
CITES:	Convention on International Trade of Endangered Species
MAC:	Marine Aquarium Council
MAMTI:	Marine Aquarium Market Transformation Initiative
MAQTRAC:	Marine Aquarium Trade Coral Reef Monitoring Protocol
M&E:	Monitoring and Evaluation
MFI:	Micro-Finance Institution
MPA:	Marine Protected Area
NGO:	Non Government Organization
SWOT:	Strengths, Weaknesses, Opportunities and Threats analysis
TAC:	Total Allowable Catch

Glossary

Accounting: Refers to recording, classifying, and summarizing money, transactions, and other events that are, at least in part, of financial character. Accounting also includes the interpretation of these compiled data.

Activity Timetable: A tool which is made to organize the activities of collectors and coordinators in a simple timetable.

Ammonia: A colorless, pungent gas, NH₃, extensively used to manufacture fertilizers and a wide variety of nitrogen-containing organic and inorganic chemicals.

Animator: Helps the community to discover and use all its potential for creative and constructive teamwork and provides a way for people to share their concerns, their information, and their opinions and to set goals, make decisions, and plan actions.

- Assets:** *Accounting:* The entries on a balance sheet showing all properties, both tangible and intangible, and claims against others that may be applied to cover the liabilities of a person or business. Assets can include cash, stock, inventories, property rights, and goodwill.
- Balance sheet:** Financial statement which presents the cumulative balance of the assets, liabilities, and capital of the business.
- Biodiversity:** The number and variety of organisms found within a specified geographic region. The variability among living organisms on the earth, including the variability within and between species and within and between ecosystems.
- Break-Even Point :** Represents the sales volume or sales amount where Total Revenue equals Total Cost, hence, net income is zero.
- Capacity Management:** Is the combination of capacity planning and control
Capacity Planning: Creation of a "do-able" plan for the business.
Capacity Control: Involves ensuring that the plan is met.
- Capital:** *Accounting:* The remaining assets of a business after all liabilities have been deducted; net worth.
- Catch to order system:** System in which collectors catch only what is ordered from the exporter in order not to over-fish.
- Coaching:** Process that enables learning and development to occur and thus performance to improve. To be a successful a Coach requires a knowledge and understanding of process as well as the variety of styles, skills and techniques that are appropriate to the context in which the coaching takes place.
- Collection:** In the fishery sector, collection refers to the action of fishing.
- Cooperative:** An organization in which members are individuals or group of person and which has the principal goal of economic growth in communities. This objective becomes achievable with collaboration and cooperation of its members.
Primary cooperatives operate at the grassroots or local level.
Secondary cooperatives are regional federations of primary cooperatives.

Tertiary cooperatives are federations of cooperatives at the national level.

Coordinator: Draws the people, actions, and events together in such a way that they support and strengthen each other, makes sure that there are no unnecessary clashes or unnerving competition among people, programs, actions, or events.

Coral bleaching: Change in the coral brightness cause by periodic natural disturbances such as temperature extremes, hurricanes, cyclones and other natural events.

Cyanide: Chemical product used under water to stun the fish.

Ecosystem: System formed by the interaction of a community of organisms with their physical environment.

El Niño (oceanographic): A warm ocean current that flows along the equator from the date line and south off the coast of Ecuador at Christmas time

Facilitator: Guides a group through a process, helps the group to work through a set of materials or topics in an efficient and effective way, is neutral about the content of the process and has no stake in the decisions that are to be made.

Financial Management: Process that brings together planning, shipment, sales, collection, disbursement, accounting, internal control, financial reporting, auditing, and business operation results.

Gantt Chart: Tool which graphically represents activities as a bar chart.

Holding: Action that occurs after collection, which is meant to keep the fish in boxes, special facility or other before it will be shipped.

Income statement: Financial statement which presents the results of operation of the business activity for either a particular delivery period or a specific calendar period.

Indicator: Indicators allow analysis of economic performance, such as business development, potential improvement of business skills over time, and predictions of future performance.

Integrated system: Occurs when all actors from the chain of custody join forces and work together.

Internal control: an accounting procedure or system designed to promote efficiency by managing or exerting control over internal business activities, such as management finances, operation.

Inventory control: supervision of the supply and storage and accessibility of items in order to insure an adequate supply without excessive oversupply

Inventory: A detailed, itemized list, report, or record of things in one's possession, especially a periodic survey of all goods and materials in stock. The quantity of goods and materials on hand; stock.

Liability: *Accounting:* The financial obligations entered in the balance sheet of a business enterprise; an obligation, responsibility, or debt.

Mentoring: Individual help provided by one person to another one with the main goal of supporting transitions towards knowledge, work or thinking.

Monitoring and Evaluation: Process that should take place before, during, and after certain activities to assess the effects of these activities on a community or group of people.

Negotiation: A discussion intended to lead to an agreement between two parties. Negotiation in the fishery sector also refer to the action of bargaining in terms of price.

No take list: List of organisms that are prohibited to collect for conservation consideration. This information is provided by Reef Check (MAQTRAC survey) or local government to the fishermen.

Operations planning: Refers to the matching of activities with available resources.

Ornamental fish: Fish collected not for consumption but kept in aquariums.

Packing: Right after collection of after holding the fish, the fish will be properly set in order to be shipped to the

middleman/exporter facility or abroad (usually into a plastic bag with oxygen, then a Styrofoam box).

Quality Control: The measurement or assessment of quality; the observation techniques and activities used to fulfill requirements for quality.

Quality control: maintenance of standards of quality of manufactured goods

Screening: A systematic examination or assessment, done to detect unwanted organisms. Potential reasons are: size, color, type, health, etc

Semi-Integrated System: Occurs when fishermen join forces in a cooperative.

Stop buying list: List of organisms that the exporter won't be buying for a certain time, usually because the demand is low or the quantity of fish held in the facility is already sufficient to cover the demand; Commercial considerations

Supply chain: The trade chain that goes from collection area to end buyer.