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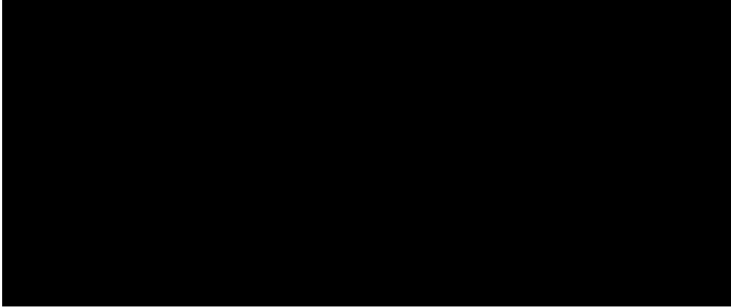
Incentivising responsible fisheries in Central America: testing novel intermediary models

This project will test innovative business models for supply chain intermediaries using a Honduras small-scale fisheries case study. The aim of these tests is to identify new intermediaries or novel ways to reinforce existing intermediaries so that they can play a much more active role in reinforcing and rewarding responsible SSF practices, allowing the market to support ecosystem and livelihood recovery amid Covid-19, climate change and other threats being faced by Central America's marine biodiversity and vulnerable communities.

Section 1 - Contact Details

PRIMARY APPLICANT DETAILS

Title	Ms
Name	Hazel
Surname	Akester
Organisation	Fauna & Flora International



GMS ORGANISATION

Type	<u>Local charity organisation</u>
Name	Fauna & Flora International



Section 2 - Project Summary, Ecosystems, Approaches and Threats

Q3. Project Title

Incentivising responsible fisheries in Central America: testing novel intermediary models

Q4. Key Ecosystems, Approaches and Threats

Please select up to 3 biomes that are of focus, up to 3 conservation actions that characterise your approach, and up to 3 threats to biodiversity you intend to address, from dropdown lists.

Biome 1

Marine shelves (seagrass, reefs, subtidal)

Biome 2

Marine - Pelagic ocean waters, deep sea floors

Biome 3

No Response

Conservation Action 1

Livelihood, economic & other incentives (incl. conservation payments)

Conservation Action 2

Education & awareness (incl. training)

Conservation Action 3

No Response

Threat 1

Biological resource use (hunting, gathering, logging, fishing)

Threat 2

No Response

Threat 3

No Response

Q5. Summary of project

Please provide a brief summary of your project, its aims, and the key activities you plan to undertake. Please note that if you are successful, this wording may be used by Defra in communications e.g. as a short description of the project on the website.

Please write this summary for a non-technical audience.

This project will test innovative business models for supply chain intermediaries using a Honduras small-scale fisheries case study. The aim of these tests is to identify new intermediaries or novel ways to reinforce existing intermediaries so that they can play a much more active role in reinforcing and rewarding responsible SSF practices, allowing the market to support ecosystem and livelihood recovery amid Covid-19, climate change and other threats being faced by Central America’s marine biodiversity and vulnerable communities.

Section 3 - Dates & Budget Summary

Q6. Project Country(ies)

Which eligible host country(ies) will your project be working in?

Country 1 Honduras

Country 2 Nicaragua

Country 3 *No Response*

Country 4 *No Response*

Do you require more fields?

No

Q7. Project dates

Start date:

01 April 2022

End date:

31 March 2024

Duration (e.g. 1 year, 8 months):

2 years

Q8. Budget Summary

Darwin Funding Request	2022/23	2023/24	Total request
(Apr - Mar) £	£100,956.00	£98,935.00	199,891.00

Q9. Proportion of Darwin Initiative budget expected to be expended in eligible countries: %



Q10a. Do you have proposed matched funding arrangements?

Yes

What matched funding arrangements are proposed?

Specialist staff time: We have confirmed co-funding for Monitoring, Evaluation and Learning, Fisheries and Conservation Enterprise staff time, supporting the project implementation.

This project helps to address a missing small-scale fisheries market innovation component in FFI's existing long-term Honduras seascape programme that focuses on building ecological and social connectivity through: reducing fisheries threats, building knowledge of key habitats, reducing threats to key habitats and emblematic species, facilitating work between different key actors across the seascape, empowering communities and strengthening their role in seascape governance, supporting a blue economy transition out of Covid-19 and developing sustainable community livelihoods. This programme has four existing funding sources, and our partnership of six NGOs (FFI and five Honduran NGOs) is seeking additional funding beyond 2022, including complementary application DIR28S1\1666 to Darwin Initiative by our partner Fundación Cayos Cochinos).

Q10b. Total confirmed & unconfirmed matched funding (£)



Q10c. If you have a significant amount of unconfirmed matched funding, please clarify how you fund the project if you don't manage to secure this?

We have secured funding from Arcadia to mid-2022 and are confident that we will receive follow on funding for mid-2022 to end of 2023.

Section 4 - Darwin Objectives and Conventions

Q11. Problem the project is trying to address

Please describe the evidence of the problem your project is trying to address in terms of biodiversity and its relationship with poverty. What is the need, challenge or opportunity? For example, what are the drivers of loss of

biodiversity that the project will attempt to address? Why are they relevant, for whom? How did you identify these problems?

Please cite the evidence you are using to support your assessment of the problem (references can be listed in a separate attached PDF document).

Conservation interventions to build sustainability and value of small-scale fisheries (SSF) catch typically work directly with fishers to improve catch quality, traceability and size, recognising that these improvements have the potential to command higher prices and thereby incentivise better natural resource management. However, these incentives often fail as they are dependent on having market intermediaries (companies that sit in the supply chain between the fishers and the buyers) that are willing and able to identify and access premium markets and pass on the increased incomes to fishers. Often, these intermediaries are weak or non-existent, leaving a gap in the supply chain that needs to be addressed. This project will use the Atlántida Seascape, Honduras, as a case study for improved and innovative intermediary business models that address this “missing middle” in sustainable supply chains.

Our case study site, the Atlántida Seascape, sits at the tip of the Mesoamerican Reef and is home to 18 communities dependent on fisheries (~700 small-scale fishers), vast numbers of hermatypic and octocorals, seagrass beds, mangrove forests and estuarine habitats. The biodiversity and fisheries they support have declined markedly, with Healthy Reef Initiative’s (HRI) 2020 report card [1] noting that Honduras saw the largest decline of any MAR country, with good sites falling from 20% to 4% and critical sites rising from 6% to 15%, predominantly due to declines in commercial (-44%) and herbivorous (-56%) fish, despite coral cover increasing (22% to 27%). Concurrently, poverty is increasing, with our partner Centro de Estudios Marinos’ (CEM) 2020 data [2] from nearly 100 respondents showing that fishers perceived their income from the last year to be down almost 50% on the previous year, with Covid-19 restrictions on fishing, bad weather and declines in key commercially-important species being the main drivers.

Improving access for fishers, through new and/or reinforced intermediaries, to identified markets for premium-priced, responsibly caught fish has potential to increase fishers’ incomes and create strong incentives for responsible fisheries. Early market analysis and mapping in Honduras has identified potential premium buyers in the seascape – notably a fish processing plant and restaurants catering to tourists. However, a complementary FFI-led project has identified a range of barriers for SSFs to equitably access these identified markets. A large proportion of these barriers relate to/have the potential to be solved by addressing the missing middle in the supply chain, discussed above, including:

- Insufficient access to cold storage.
- Limited access to physical transport from remote communities to buyers.
- Absence of legal incorporation and related problems, in particular the ability to issue invoices to buyers.
- Gender and equity-related barriers, in particular for participation of women and Afro-Honduran Garifuna communities.

Similar barriers exist within seafood supply chains in other priority marine areas in Central America, such as the Nicaraguan Pacific, limiting potential for sustainable marine resource-based economic development. By testing new intermediary models in Honduras and sharing this knowledge with Nicaragua and wider Central American actors, we aspire to promote uptake of market recovery that simultaneously supports ecosystem and livelihood recovery and resilience.

Q12. Biodiversity Conventions, Treaties and Agreements

Q12a. Your project must support the commitments of one or more of the agreements listed below.

Please indicate which agreement(s) will be supported.

- Convention on Biological Diversity (CBD)
- Global Goals for Sustainable Development (SDGs)

Q12b. National and International Policy Alignment

Please detail how your project will contribute to national policy (including NBSAPs, NDCs, NAP etc.) and in turn international biodiversity and development conventions, treaties and agreements that the country is a signatory of.

The project supports Honduras to fulfil its obligations to the following agreements through:

Commitment to SDGs:

- Goal 1 (No Poverty) promoting equitable rights to natural resources and improving livelihood strategies for poor coastal communities.
- Goal 5 (Gender Equality) promoting strong representation of women in training and market improvement initiatives.
- Goal 8 (Decent Work and Economic Growth) identifying novel intermediary models that allow sustainable economic growth of small-scale fisheries, in a way that is underpinned by and rewards responsible fisheries management.
- Goal 12 (Responsible Consumption and Production) promoting growth of markets and post-Covid-19 economic recovery based on responsible fisheries.
- Goal 14 (Life Below Water) testing an additional market-driven incentive to fish responsibly, to complement existing Honduras seascape efforts to drive responsible fisheries that support ecosystem recovery and replicate across Central America.
- Goal 17 (Partnerships for the Goals) strengthening collaboration across SSF market actors.

Implementation of CBD Articles:

- Article 8 (In-situ Conservation) improving fisheries and MPA biodiversity management.
- Article 13 (Public Education and Awareness) increasing community awareness of climate change impacts and importance of ecological recovery to enable social recovery.
- Article 17 (Exchange of Information) strengthening existing seascape platforms to enable long-term sharing of lessons learnt.

Honduras' 2017 Fisheries Law, encouraging strong community involvement and evidence-based sustainable fisheries development.

Nationally Determined Contributions:

- Objective 1 working closely with civil society and Afro-Honduran communities.
- Objective 10 focusing on nature-based action, responsible resource use and social wellbeing.
- Objective 11 and Commitment G2 focusing on vulnerable groups (women and Garifuna communities).

National Climate Adaptation Plan:

- Strategic Objective 1 "Reduce the socio-economic and institutional vulnerability associated with artisanal fishing".
- Strategic Objective 4 supporting food security (stable subsistence and commercial SSF livelihoods).

Section 5 - Method, Innovation, Capability & Capacity

Q13. Methodology

Describe the methods and approach you will use to achieve your intended Outcome and contribute towards your Impact. Provide information on:

- How have you reflected on and incorporated evidence and lessons learnt from past and present similar activities and projects in the design of this project?
- The need for this work and a justification of your proposed approach.
- How you will undertake the work (materials and methods).
- What will be the main activities and where will these take place?
- How you will manage the work (roles and responsibilities, project management tools, risks etc.).

Please make sure you read the guidance documents, before answering this question.

The project will use a lean start-up approach, which focuses on iterative testing, customer feedback and frequent evaluation of the model's effectiveness. This experimental approach to design and implementation of new intermediary business models that fill SSF's missing middle and address equitable market access barriers is a logical extension to the

Participatory Market Systems Development [3] groundwork that FFI has laid with its five Honduran partners in the Atlántida Seascape over the past year.

Five intermediary business models will be developed and tested, with the two most successful selected for further testing. Criteria for assessing the business models will be agreed with our five Honduran partners. Possible intermediary models include:

- One of the five Honduran NGO partners that has an existing trading arm for community-based tourism entering the fisheries supply chain as an intermediary;
- One or more fisheries association adopting an intermediary role, supplying ice, negotiating and selling directly to target buyers;
- One or more informal, women traders (acopiadoras) becoming legally incorporated, building supply chain knowledge, and taking on additional staff and equipment to market responsibly caught fish to mid and higher-end tourism restaurants.

Other models are likely to emerge from the design workshop, which is designed to enable locally-driven innovation.

Output-specific methods include:

Output 1: Developing and trialling innovative intermediary business models

Run conservation enterprise workshop for five Honduran seascape partners, fisher representatives and FFI's Nicaragua Community Livelihoods Specialist, to deliver key principles training and put it to practical use through collaborative design of a range of intermediary business models. Evaluate models for potential to address identified supply chain gaps, equitable access barriers and biodiversity threats. Select five models for testing.

Provide technical advice on stock management, handling, responsible marketing and book-keeping to Honduran partners responsible for testing models.

Output 2: Two intermediary business models evaluated and positioned for implementation

Review and evaluate financial, purchasing and sales records of pilot intermediary models. Survey identified end buyers. Work with Honduran partners to develop recommendations for design revisions to further improve access and equity. Where models have demonstrated potential, provide second round of allocated funds to two models to move towards financial sustainability. Support legal incorporation and access to sources of credit for intermediaries as appropriate.

Outputs 3: Knowledge disseminated locally and globally

Hold an evaluation workshop with Honduran partners and Nicaragua team. Develop guidance document on effectiveness of the two Output 2 intermediary approaches in addressing supply chain gaps and realising biodiversity and poverty-reduction benefits. Build capacity amongst FFI staff in Honduras and Nicaragua to undertake supply chain interventions through participation in training, access to technical support and an evaluation workshop.

Project management approach: FFI's Programme Manager, Americas & Caribbean will coordinate implementation in close collaboration with in country partners LARECOTURH, CEM, FCC, FUCSA and FIB, and FFI's UK-based specialists in Finance & Enterprise, Sustainable Fisheries, Conservation, Livelihoods & Governance, Monitoring & Evaluation. The project Steering Committee (two FFI staff, and all five partners) will meet quarterly to review progress and adaptively manage the project.

Q14. Innovation

Please specifically outline how your approach or project is innovative, noting the opportunity to describe the methodology is next.

Is it the application of existing evidence/technology/approach in a distinctly different sector, the development of new technologies/approach in an existing area, or is it a totally disruptive approach?

Addressing the "missing middle" of sustainable fisheries supply chains: Conservation interventions to improve sustainable

natural resource use by small scale producers typically focus on the producers; improving their skills and access to finance and inputs. However, even if end buyers exist that are willing to pay premium prices, primary producers are often unable to access them without an intermediary to maintain and convey the value of these products. This project is innovative in focusing on the intermediary supplier as a necessary role in the supply chain. Furthermore, market interventions are still in their infancy for SSF in Honduras, and the projects aims to demonstrate how incentives from responsible fisheries can be passed from buyer to producer.

Using a lean start-up approach: The usual enterprise development trajectory takes a linear approach from market research to business planning, fundraising and piloting. This project will use a lean start-up approach, with rapid participatory design and piloting, to learn about the market through testing new business models. Making iterative changes to the business model design, based on new insights as they arise, this approach has the potential to achieve outcomes quickly and avoid costly mistakes early in business model design.

Parallel testing of interventions: The project will test >2 approaches in parallel, under the same market conditions. The success of the approaches can then be compared directly, enabling us to assess relative success of the intermediary models. This strengthens the evidence base for insights from the project.

Q15. Capability and Capacity

How will you support the strengthening of capability and capacity in the project countries at organisational or individual levels, please provide details of what form this will take and the post-project value to the country.

Business Model Design: As part of the activities under Output 1, FFI will provide training to local partners on business model design using materials developed in collaboration with Cambridge Judge Business School to apply to nature-based enterprises. With conservation organisations increasingly required to take an entrepreneurial approach to income generation, and diversify revenues in response to Covid-19 shocks, this increased capacity to develop new revenues to respond to market opportunities will build the partner organisations' own resilience as well. This reinforces their long-term ability to support market interventions and complementary components of seascape programme.

Technical Support: FFI has budgeted significant time for technical support to partners as they test intermediary business models. This comprises support for business and financial management, responsible marketing, managing stock and legal incorporation and access to finance. This will build the capacity of local NGO and commercial partners to undertake responsible business activities in the landscape post-project.

Additional Resources: Our partners will work with the new/strengthened intermediaries under the intermediary models being tested, and will increase these intermediaries' capacity as is identified as necessary through purchasing physical equipment (e.g. ice-making machine). These physical resources will be used for commercial activities to generate income, and will continue to be available to actors demonstrating responsible fisheries supply chain practices.

Reinforcing Seascape Approach: This project is also addressing the market knowledge gap that we have identified within our Honduras programme. While we are actively tackling threats across the seascape with our partners, including a central focus of the programme on supporting small-scale fishers to implement responsible practices in a way that safeguards their livelihoods, this work is vulnerable to being undermined by markets that continue enabling illegal/destructive fisheries practices. This project looks to overcome this threat, by supporting a transition to higher-income supply chains based on responsible fisheries practices.

Section 6 - Gender, Awareness, Change Expected & Exit Strategy

Q16. Gender equality

All applicants must consider whether and how their project will contribute to reducing inequality between persons of different gender. Explain how your project will collect gender disaggregated data and what impact your project will have in promoting gender equality.

Women play crucial roles in the Honduran seascape's fisheries supply chains, often as processors, restaurant-owners and in crucial fisher association positions. Despite strong positions in fisheries markets and associations, women remain

under-represented in the male-dominated SSF sector and their vulnerabilities to market shocks, such as Covid-19 and climate impacts, are rarely disaggregated from those of men. In the Atlántida seascape, gender also intersects with race, particularly for the Garifuna communities, to compound marginalisation.

The project will be working with supply chains in which women are particularly active as intermediaries, such as restaurant owners catering to the tourism market. This project will support gender neutral and positive interventions through designing intermediary impact models that build in actions at buying, operating and at governance level to support representation of women and address marginalisation in the supply chain.

This project will promote gender-inclusive recruiting processes and seek proportional representation of men and women whenever possible. This includes access to training, participation in Knowledge Attitudes and Practices (KAP) surveys, and planning and implementation at community and institutional levels. Women's inclusion will be enabled by due consideration for location, timing and support during workshops/training/meetings (e.g. for on-site childcare), and the use of media that facilitate their involvement. To assess the potentially gender-differentiated impacts of the project, data collection and monitoring for all relevant indicators will be disaggregated by gender. FFI will draw on existing institutional policies and guidance, including its Gender in Conservation position paper. Gender training has been delivered to all five Honduran partners taking part in this project, and will regularly be revisited under complementary projects to keep gender-inclusive development and implementation of activities at the forefront of ours and our partners' considerations.

Q17. Awareness and understanding

How will you raise awareness and understanding of biodiversity-poverty issues in your stakeholders, including who are your stakeholders, what approaches/formats/products will you use, how you will ensure open and free access to all data, and how will you know that the messages are understood?

Honduras stakeholders:

- Atlántida Seascape's 18 coastal communities. Our Honduras partners will undertake regular community visits under complementary projects, during which they will continue building fisher and fisher association understanding of the importance of protecting biodiversity to support their fisheries-dependent livelihoods.
- 21 fishing associations, with knowledge sharing as above.
- Upstream supply chain, including acopiadores (fisheries product gatherers), processing plants, markets, restaurants, etc. These actors will continue to be involved in participatory workshops as part of implementing PMSD with a complementary project.
- Fishers' Roundtable – a platform set up by the Honduras seascape programme to bring together fisher representatives from across the 18 communities, and with whom project aims, activities and results will be shared using complementary funding.
- Seascape Committee – a platform set up by the Honduras seascape programme to bring together government agencies at municipal and departmental level, civil society, fisher and fisher association representatives, and with whom project aims, activities and results will be shared using complementary funding.

Nicaragua stakeholders:

- Small-scale fishers and their onward supply chains along four Pacific coastal communities. Learning from the Honduras case study, which will assess intermediary models' success in increasing SSFs income and ecological wellbeing concurrently, will be taken back to FFI's Nicaragua team by our Nicaragua Community Livelihoods Specialist.

Ensuring open and free access to all data: Project experience will be written up as a case study and combined with lessons learnt from other approaches to address this challenge in other FFI seascapes to form a learning document that will be circulated to Central American stakeholders and will be publicly available on FFI's website. Depending on the nature of the results, the Project Lead will explore whether results could be shared in FFI's open access journal Oryx and relevant online fora.

NB Not all data will be publicly available, as per privacy/anonymity/GDPR.

Q18. Change expected

Detail the nature of the outputs you expect from the project (for example report, practical demonstration, know-how,

new process, product or service design) and how these will help you to target the identified need, challenge or opportunity in terms of biodiversity and poverty reduction, and links between them.

You should identify what will change and who will benefit a) in the short-term (i.e. during the life of the project) and b) in the long-term (after the project has ended).

When talking about how people will benefit, please remember to give details of who will benefit, differences in benefits by gender or other layers of diversity within stakeholders, and the number of beneficiaries expected. The number of communities is insufficient detail – number of households should be the largest unit used.

Outputs

- Operational intermediary models: At least one successfully piloted model will begin trading, have identified a clear pathway to financial sustainability and have the process of becoming legally incorporated well underway by EOP. We expect these models to start demonstrating increased access to higher, more stable prices for small-scale fishers that are fishing responsibly (on the basis of catch and ecological data gathered by a complementary project). This will inform the Honduras case study.

In the short term, this will increase the income of 150 small-scale fisheries households across the seascape, of which at least 15% will be Garifuna.

In the long term, this will enable more stable, equitable and resilient market systems across all 18 communities (~700 SSFs and their onward supply chains) based on responsible fisheries principles and practices, with SSFs and the Atlantida Seascope's reef species, particularly commercially and ecologically important fish, as key beneficiaries.

- Honduras case study: Case study of how the missing middle of SSF supply chains can be addressed through novel, participatorily-developed intermediary models. This includes documenting the design, testing and evidence of performance of new/strengthened intermediary business models that address the equity and access problems that small-scale fishers face, disaggregating information for women and Garifuna fishers/supply chain actors whenever possible. This will inform the learning document.

In the short term this case study will demonstrate pathways to increased formalisation (including ice availability, legal recognition of associations, fisheries methods that preserve quality, ability to issue invoices) of the small-scale fisheries sector to meet market requirements of buyers of responsibly caught fish. It will also inform the wider seascope project and its actors, including our seascope partnership, and all members of the Fishers' Roundtable and Seascope Committee.

- Learning document: Detailing the successes and failures of trialled Honduras intermediary models, potential for replication and scaling, effectiveness of these models in addressing the key criteria discussed previously (relating to biodiversity and livelihood recovery, making the clear link between seascope-wide biodiversity protection and poverty alleviation), comparisons with FFI projects in other geographies aiming to address the missing middle problem in high biodiversity seascapes, and recommendations for the wider Central American small-scale fisheries context.

In the short term, FFI's and partners in Nicaragua will use lessons learnt from the Honduras case study and learning document to inform the programme's SSF strategy.

In the long-term changes will be seen in the regional, responsible fishing supply chain as new and improved intermediary market actors supported by NGO project partners participate in this supply chain, create new and strengthened linkages with producers and buyers, and demonstrate the potential to deliver improved, equitable access to these markets by small scale fishers.

- The ultimate change that this project expects to see is SSF market recovery based on fisheries practices that minimise detrimental impact to the Atlantida Seascope's ecologically and commercially important species, allowing ecosystems to recover and support resilient, sustainable livelihoods, in a way that can catalyse wider Central American biodiversity-protecting fisheries market development.

Q19. Pathway to change

Please outline your project's expected pathway to change, including how your outcome can be scaled. This should be an overview of the overall project logic and outline why and how you expect your Outputs to contribute towards your overall Outcome and, longer term, your expected Impact.

This should directly relate to your overall project's Theory of Change which must be uploaded alongside your logframe at Q24. See the separate [Theory of Change Guidance](#) and [Section 2.3.2 of the Darwin Initiative Innovation Supplementary Guidance](#) for further information on your Theory of Change.

The project logic is such that, if fishers and intermediaries have sufficient knowledge of the market (supported through improved Honduran partner market knowledge),

And there is adequate transport to move fisheries products from remote communities to buyers,

And fishers and intermediaries collate sufficient volume of catch for onward sale along the supply chain,

And the quality and consistency requirements of the onward supply chain are met by fishers and intermediaries,

And fishers and their intermediaries are perceived as a reputable source of catch,

And buyers are able and willing to purchase high quality, more responsibly caught fish;

Then intermediaries will be able to access premium markets for responsibly caught fisheries products and pass this increased value on to fishers;

Who will therefore be able to access and compete in higher-value responsible fisheries markets;

Then market systems will be supporting improved, more stable income for small-scale fishers across the case study Atlantida Seascape, based on principles and evidence of responsible fisheries and equity, thereby enabling ecosystems and fisheries livelihood recovery and serving as a replicable model for wider Central America.

Q20. Exit strategy

How will the benefits or outcome be sustained post-funding? Will the innovation be mainstreamed into "business as usual" to continue to deliver the benefits? How will the required capability and capacity remain available to sustain the benefits? How will your approach, if proven, be scaled? Are there any barriers to scaling and if so, how will these be addressed?

The project aims to take a key step towards creating a SSF market that reinforces and rewards responsible fisheries. We will therefore be working to mainstream our new intermediary models into business as usual.

Financial sustainability & sustainable finance: Through the adopted approach, the new and improved intermediaries create the opportunity for financial sustainability as these businesses continue to trade beyond project end. The project model is designed so that local NGO partners develop the capacity, through FFI technical training and guidance, to continue guiding these intermediaries, whether as trading arms of the partner or as part of existing support to fishing associations directly participating in the value chains as strengthened intermediaries. These intermediaries may then be able to generate profits that support interventions aligned with project goals over the long term, such as helping to sustainably finance Marine Protected Area (MPA) patrolling.

Knowledge transfer: FFI is providing technical support to project partners to allow them to familiarise themselves with the core project approaches including conservation enterprise model design, lean start-ups and legal incorporation. As four of these local NGOs have a long term presence in the region through their responsibilities to co-manage MPAs and undertake scientific monitoring, this capacity will remain available, both internally and to the wider seascape actors that they support in pursuit of responsible and sustainable fishing in the seascape.

Furthermore, the generation of a Honduras case study and wider learning document that will be shared with Central American actors and FFI's Nicaragua team, supporting its potential to be scaled in the region.

Section 7 - Risk Management

Q21. Risk Management

Please outline the 6 key risks to achievement of your Project Outcome and how these risks will be managed and mitigated, referring to the [Risk Guidance](#). This should include at least one Fiduciary, one Safeguarding Risk, and one Delivery Chain Risk.

Projects should also draft their initial risk register, using the [Risk Assessment template](#), and be prepared to submit this when requested if they are recommended for funding. Do not attach this to your application.

Risk Description	Impact	Prob.	Gross Risk	Mitigation	Residual Risk
<p>Fiduciary</p> <p>Risk that the capital invested to improve the intermediary models is not used for intended purposes by market intermediaries and therefore does not contribute to improved equitable relationships within markets for sustainably caught fish.</p>	Moderate	Rare	Minor	Funding will be disbursed via sub-grants to in-country NGO partners, with whom FFI has established relationships. NGO partners will directly invest these funds in the intermediaries (equipment, logistics, etc.), in line with agreed sub-grant budget and timeline. Delivery will be monitored as per normal sub-granting procedures.	Insignificant
<p>Safeguarding</p> <p>If not considered and addressed appropriately, there is a risk that project interventions could cause unintended harm by disrupting existing small supply chains (e.g. SSF that sell fish via wives to local restaurants) and diverting buyers away from small communities or already marginalised groups (e.g. Garifuna communities).</p>	Moderate	Unlikely	Moderate	FFI and partners engage stakeholders in culturally sensitive ways and in-country partners already have strong capacity and focus on gender inclusive responses. Project interventions build on robust knowledge of supply chains, through previous participatory processes in all target communities. Furthermore, project design incorporates support for innovative reinforcement of existing intermediaries.	Minor

<p>Delivery Chain</p> <p>Risk that none of the intermediary business models supported and trialled by the project prove viable in the current market. Accordingly, the project would generate valuable learning, but may not achieve its goal in promoting equitable relationships and rewarding responsible fisheries through innovative investment in the seafood supply chain.</p>	Major	Unlikely	Major	<p>Outcome level assumption that demand and price for responsibly caught fish will support incentives for responsible fishing practices and equitable markets in the long term, is underpinned by market research to date and lessons learnt from PMSD implementation in other FFI marine geographies.</p>	Minor
<p>Risk 4</p> <p>Risk that impacts of Covid (collapse of tourism, disrupted fish markets, low prices, need for increased precautions in handling and packaging, spike in illegal fishing) and the intersection with national political instability, both exacerbate economic hardships amongst SSF and reduce the premium prices payable for responsibly caught fish.</p>	Minor	Likely	Major	<p>Project builds on FFI-led analysis of how the pandemic has changed SSF markets and what pressures and opportunities this creates for fairer resource management. Project design directly address this risk, by testing, trialling and strengthening market intermediaries, partially compensating for lack of government fiscal support to SSF the during Covid-19.</p>	Moderate
<p>Risk 5</p> <p>Risk that project-led market-based interventions are less successful because SSF in Honduras are not coordinated, recognised, nor have a 'voice' at a national level, limiting their ability to influence decisions and access government support.</p>	Minor	Unlikely	Minor	<p>FFI is facilitating (through co-funding) creation of a national SSF network with capacity to act as a SSF trade-body in Honduras, able to speak alongside industrial fisheries bodies, to increase recognition of their national economic importance and strengthen SSF ability to access, for example, government-supported small business loans.</p>	Minor
<p>Risk 6</p> <p>Risk that acute financial impacts of the Covid pandemic and national instability undermines long term institutional sustainability of in-country NGO partners in Honduras (vulnerability varies between partners, according to their degree of dependence on income related to tourism and international volunteers).</p>	Moderate	Unlikely	Moderate	<p>FFI is committed to working with project NGO partners in the Atlántida seascape for the long term. We collaborate on delivery of conservation objectives, as well as support institutional strengthening - for example building partners' capacity to develop high-quality evidence-based proposals for submission to international statutory, trust and foundation donors.</p>	Minor

Section 8 - Implementation Timetable

Q22. Provide a project implementation timetable that shows the key milestones in project

activities

Provide a project implementation timetable that shows the key milestones in project activities. Complete the Word template as appropriate to describe the intended workplan for your project and upload this below as a PDF.

[Implementation Timetable Template](#)

Please add/remove columns to reflect the length of your project. For each activity (add/remove rows as appropriate) indicate the number of months it will last, and fill/shade only the quarters in which an activity will be carried out.



Section 9 - Monitoring and Evaluation

Q23. Monitoring and evaluation (M&E)

Describe how the progress of the project will be monitored and evaluated, making reference to who is responsible for the project's M&E.

Darwin Initiative projects are expected to be adaptive and you should detail how the monitoring and evaluation will feed into the delivery of the project including its management. M&E is expected to be built into the project and not an 'add' on. It is as important to measure for negative impacts as it is for positive impact. Additionally, please indicate an approximate budget and level of effort (person days) to be spent on M&E (see [Financial Guidance](#)).

The Steering Committee will be responsible for monitoring and adaptive management, in line with project's Theory of Change. At inception, the Committee will develop a detailed M&E plan, designed to capture evidence of change at key stages along the project's pathway of impact, based on project logframe and indicators and incorporating Darwin Initiative Standard Measures. FFI's approach to project-level M&E (FFI, 2018) draws upon best practices (CCF, 2012) and standard approaches, including the Sustainable Livelihoods framework (DFID, 1999). The M&E plan will inform detailed survey design, the application and integration of M&E tools, and define responsibilities of project team members in data collection and analysis.

M&E methods include:

- Assessment matrix for intermediary models efficacy in addressing SSF livelihood and biodiversity improvement
- Undertaking baseline and midpoint surveys with targeted SSF beneficiaries of selected models to understand market access, catch information, changes in income, changes in barriers to participation and relational dynamics (communication, level of trust, etc.) levels prior and post intervention to measure impact on different groups and types of fishers/fish processors (e.g. based on target species, gear type, gender, ethnic group) and understand how intermediary model design affects access, equity and incentives for responsible fishing. Provide recommendations on how to further improve access and equity in these models and, where appropriate, considerations on how to take advantage of these.
- Throughout the project all data collection and analysis will be sex-disaggregated wherever relevant to enable assessment of gender-differentiated impacts.
- Impact of lesson sharing from the project will be drawn from minutes and feedback from the workshop at EOP.

Total project budget for M&E (this may include Staff and Travel and Subsistence Costs)



Percentage of total project budget set aside for M&E



Number of days planned for M&E

30

Section 10 - Logical Framework

Q24. Logical Framework

Darwin Initiative projects will be required to monitor (and report against) their progress towards their expected Outputs and Outcome. This section sets out the expected Outputs and Outcome of your project, how you expect to measure progress against these and how we can verify this.

[Logframe Template](#)

Please complete your full logframe in the separate Word template and upload as a PDF using the file upload below. Copy your Impact, Outcome and Output statements and your activities below - these should be the same as in your uploaded logframe.



Impact:

Small-scale fishers across the Atlántida Seascape have stable incomes and equitable relationships within market systems that respect and reward responsible fisheries, protecting livelihoods and enabling ecosystem recovery

Outcome:

Innovations in seafood supply chains promote more equitable relationships between buyers and small-scale fishers (SSFs), removing a barrier to sustainable marine resource-based economic development, with evidence shared globally

Project Outputs

Output 1:

Two impact-driven intermediary business models are collaboratively developed and trialed in the market for responsibly caught fisheries products

Output 2:

Two piloted, innovative intermediary business models are evaluated, modified, and positioned for implementation

Output 3:

Knowledge developed on innovations in seafood supply chains disseminated locally and regionally for future replication, and partner capacity built to take learning forward

Output 4:

No Response

Output 5:

No Response

Do you require more Output fields?

It is advised to have less than 6 Outputs since this level of detail can be provided at the activity level.

No

Activities

Each activity is numbered according to the output that it will contribute towards, for example 1.1, 1.2 and 1.3 are contributing to Output 1

1.1 Run a conservation enterprise workshop with partners in Honduras to facilitate the preliminary design of at least five intermediary business models that would improve SSFs equitable access (with particular consideration for women and Garifuna communities) to better and more stable prices for their catch, on the basis of responsible fisheries that support ecosystem and livelihood recovery in the Atlantida seascape.

1.2 Review and evaluate the five intermediary business models for their potential to address i) identified supply chain gaps, ii) equitable access barriers and iii) threats to biodiversity. Select at least two models for pilot funding.

1.3 Provide funds in the form of subgrants to Honduran partners to implement testing of the five selected intermediary business models, to cover staff/contractors, equipment purchase, and payment for inputs including fish, fuel and transport.

1.4 Provide technical advice on stock management, handling, responsible marketing and book-keeping in support of the development of the designed intermediary business models from concept to test phase. Support the implementation of 'lean start-up' approaches and general problem-solving in development phase.

1.5 Support partners to operationalise the selected intermediary business models, including purchase or hire of equipment, management and/or training in handling, storage, marketing and shipping, and other supply chain considerations.

2.1 Review and evaluate the business progress of pilots considering equity, sustainable natural resource use/ biodiversity impact, and profitability, efficiencies, and make recommendations for design revisions to the models.

2.2 Undertake baseline and midpoint surveys with target beneficiaries of selected models to understand market access, catch information, and income, barriers to participation and relational dynamics (communication, trust, etc.) prior and post testing to measure impact on different groups and types of fishers/fish processors (e.g. based on target species, gear type, gender, ethnic group, etc.) and understand how intermediary model design affects access, equity and incentives for responsible fishing.

2.3 According to trial performance and further analysis, provide further funds (as budgeted in this project) to support intermediary models to move towards financial sustainability, such as scale up, cost-reduction or equipment purchase.

2.4 Provide technical advice and facilitation to support legal incorporation and access to sources of credit for intermediaries.

3.1 Hold an evaluation workshop on the effectiveness of the different approaches in addressing supply chain gaps and realising the biodiversity and poverty-reduction benefits of livelihoods interventions higher up the supply chain. Include presentations and data from other FFI geographies where other approaches have been used to address this 'missing intermediary' supply chain gap including Lamu, Kenya and Southwest Turkey.

3.2 Build capacity amongst marine conservation actors in central America to undertake supply chain interventions through participation in training, access to technical support and the evaluation workshop. Support them to undertake market engagement and strengthen their project design to incorporate intermediary-focused supply chain interventions.

3.3 Develop a knowledge product based on outputs of activities 3.1 & 3.2 and disseminate within the sector in English and Spanish.

Section 11 - Budget and Funding

Q25. Budget

Please complete the appropriate Excel spreadsheet, which provides the Budget for this application. Some of the questions earlier and below refer to the information in this spreadsheet.

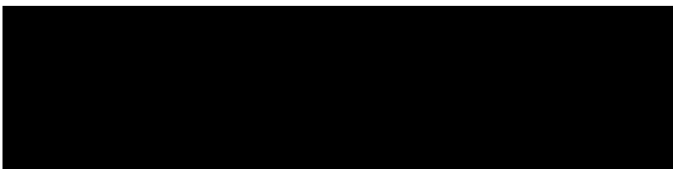
Note that there are different templates for projects requesting under £100,000 and over £100,000. Please refer to the Finance Guidance for more information.

- [Budget template for projects under £100k](#)
- [Budget template for projects over £100k](#)

Please ensure you include any co-financing figures in the Budget spreadsheet to clarify the full budget required to deliver this project.

NB: Please state all costs by financial year (1 April to 31 March) and in GBP. The Darwin Initiative cannot agree any increase in grants once awarded.

Please note the next section is about the financial aspects of your project, rather than technical elements.



Q26. Funding

Q26a. Is this a new initiative or does it build on existing work (delivered by anyone and funded through any source)? Please give details.

- Development of existing work

Please give details.

FFI has a long-term commitment to supporting biodiversity and communities in the Atlantida Seascape. As part of this, FFI has been undertaking a project funded by the Tinker Foundation. The goal of this project is to enable the SSF organizations of the Atlántida Seascape to emerge from Covid-19 disruption with the foundation of an improved fisheries economy, a more resilient marine ecosystem, and a stronger voice in marine governance. This existing work includes Participatory Markey Systems Development activities that have brought supply chain participants together to understand barriers to participation in the supply chain. The design of this proposed Darwin Innovation addresses supply chain gaps identified through market engagement undertaken by this Tinker Foundation Project.

Across the Atlantida Seascape, FFI works with its partners on projects funded by three additional donors, supporting a seascape approach that focuses on reinforcing strong ecological and social connectivity. This wider work, with a large component addressing illegal and destructive fisheries, participatory MPA governance and enforcement of existing marine/coastal environmental legislation, all of which creates the enabling environment that would allow this Darwin Innovation project to be successful.

Q26b. Are you aware of any current or future plans for similar work to the proposed project?

- No

Q27. Capital items

If you plan to purchase capital items with Darwin funding, please indicate what you anticipate will happen to the items following project end. If you are requesting more than 10% capital costs, please provide your justification here.

██████ of the budget is allocated as grants to partners developing intermediary models to purchase capital equipment such as ice machines, cold storage and boat engines. We anticipate these items will continue to be used in Honduras and maintained for commercial operations as the businesses continue to trade beyond project end.

At this stage we cannot anticipate which Honduran partners will receive capital item funding as part of their sub-grants, given that this will depend on the intermediary models selected and the partner(s) best-placed to support the intermediary models. For example, based on location within the seascape, communities with which they work (e.g. fishers/fisher associations and intermediaries within MPAs would receive support from relevant co-manager), supply chain expertise, etc.

Q28. Value for Money

Please describe why you consider your application to be good value for money including justification of why the measures you will adopt will secure value for money.

The project makes use of all of the learning we have developed over the past five years working on the seascape approach with our five partners, including technical/social capital developed.

Furthermore, the project includes a competitive design and selection process for the intermediary interventions, which will provide funding to those models most effectively able to deliver the intended outcomes in line with a lean-startup model which provides an approach to business startup that avoids costly planning and development in favour of early stage testing.

It also builds on PMSD activities being implemented, which aim to internalise costs within the market, building a sustainable model for market change.

Section 12 - Outputs, Open Access, Ethics & Safeguarding

Q29. Safeguarding

Projects funded through the Darwin Initiative must fully protect vulnerable people all of the time, wherever they work. In order to provide assurance of this, projects are required to have appropriate safeguarding policies in place.

Please confirm the Lead Partner has the following policies in place and that these can be available on request:

We have a safeguarding policy, which includes a statement of our commitment to safeguarding and a zero tolerance statement on bullying, harassment and sexual exploitation and abuse	Checked
We have attached a copy of our safeguarding policy to this application	Checked
We keep a detailed register of safeguarding issues raised and how they were dealt with	Checked
We have clear investigation and disciplinary procedures to use when allegations and complaints are made, and have clear processes in place for when a disclosure is made	Checked
We share our safeguarding policy with downstream partners	Checked
We have a whistle-blowing policy which protects whistle blowers from reprisals and includes clear processes for dealing with concerns raised	Checked

We have a Code of Conduct in place for staff and volunteers that sets out clear expectations of behaviours -- inside and outside the work place – and make clear what will happen in the event of non-compliance or breach of these standards

Checked

Please outline how you will implement your policies in practice and ensure that downstream partners apply the same standards as the Lead Partner.

FFI has an internal Learning Management System (LMS), which enables online training in policies and procedures and safeguarding training is compulsory for all FFI staff. FFI's partner due diligence procedure maps project partner safeguarding policies, identifies gaps, and develops an action plan to ensure downstream partners apply the same standards. FFI's Safeguarding Children and Adults at Risk Policy & Procedure forms part of contracts and agreements with third parties. A grievance mechanism for the project will be implemented to log and address any emerging issues and annual Social Safeguards and Safeguarding training will continue to be delivered, in Spanish.

Q30. Ethics

Outline your approach to meeting the key ethical principles, as outlined in the guidance.

FFI seeks to ensure our activities do not disadvantage poor, vulnerable or marginalised, natural resource-dependent women and men, and wherever possible to conserve biodiversity in ways that enhance human wellbeing and social equity. FFI is fully committed to respect human rights, promote their protection and realisation within our conservation programmes, and support the governance systems that can secure those rights.

Community stakeholder engagement will follow Free Prior and Informed Consent (FPIC) principles including comprehensive documentation to evidence how the concerns, knowledge, rights and needs, particularly of vulnerable people (including women and Garifuna community members), are addressed. We will support appropriate law enforcement agencies to manage conflict and apply legitimate regulations fairly. We will implement a locally appropriate, accessible and transparent grievance mechanism.

FFI has a suite of policies and procedures concerning core values and ethical behaviour, including safeguarding, anti-harassment and whistle blowing, as well as an employee handbook. As appropriate, these will be shared downstream to consultants and partners as contractual obligations in subgrant and consultancy contracts.

Section 13 - FCDO Notifications

Q31. FCDO notifications

Please whether there are sensitivities that the Foreign, Commonwealth and Development Office will need to be aware of should they want to publicise the project's success in the Darwin competition in the host country.

No

Please indicate whether you have contacted your Foreign Ministry or the local embassy or High Commission (or equivalent) directly to discuss security issues (see Guidance Notes) and attach details of any advice you have received from them. If you have not, please say why not.

No

Why not?

FFI (Cambridge and Nicaragua) and our five Honduran partners have not previously identified the FCDO in Honduras or Nicaragua as a key stakeholder for our programmes of work. If successful, we will be sure to contact FCDO Embassy/High Commission in Honduras, as our case study country for innovative intermediary models.

Section 14 - Project Staff

Q32. Project staff

Please identify the core staff on this project, their role and what % of their time they will be working on the project.

Please provide 1-page CVs or a 1 page job description, further information on who should be classified as core staff can be found in the Finance Guidance.

Name (First name, surname)	Role	% time on project	1 Page CV or job description attached?
Hazel Akester	Project Leader	11	Checked
Kiran Mohanan	Conservation Enterprise Specialist, FFI	16	Checked
Daniel Steadman	Fisheries & Biodiversity Technical Specialist, FFI	11	Checked
Gabriella Church	Marine Impact & Learning Programme Officer, FFI	6	Checked

Do you require more fields?

Yes

Name (First name, surname)	Role	% time on project	1 Page CV or job description attached?
Timur Jack-Kadioglu	Conservation, Livelihoods & Governance Technical Officer	3	Checked
Alison Gunn	Americas & Caribbean Senior Programme Manager, Central America, FFI	3	Checked
Eduardo Gómez Umaña	Nicaragua Community Livelihoods Specialist	3	Checked
Maria Arteaga	Honduras Seascape Facilitator, Seascape Partnership (employed by partner LARECOTURH)	100	Checked
Marcio Rivera	Executive Director, La Asociacion Pro Comunidades Turisticas de Honduras (LARECOTURH)	0	Checked
Jimmy Andino	Executive Director, Centro de Estudios Marinos (CEM)	0	Checked
Ana Paz	Executive Director, Fundacion Cuero y Salado	0	Checked

Please provide 1 page CVs (or job description if yet to be recruited) for the project staff listed above as a combined PDF.

Ensure the file is named clearly, consistent with the named individual and role above.



Have you attached all project staff CVs?

Yes

Section 15 - Project Partners

Q33. Project partners

Please list all the Project Partners (including the Lead Partner), clearly setting out their roles and responsibilities in the project including the extent of their engagement so far and planned.

This section should demonstrate the capability and capacity of the Project Partners to successfully deliver the project. Please provide Letters of Support for all project partners or explain why this has not been included.

The partners listed here should correspond to the Delivery Chain Risk Map (within the Risk Register template) which you will be asked to submit if your project is recommended for funding.

Lead Partner name: Fauna & Flora International

Website address: <https://www.fauna-flora.org/>

Why is this organisation the Lead Partner, and what value to they bring to the project? FFI has a range of technical expertise spanning fisheries, conservation, livelihoods and governance, M&E, and crucially for this project, conservation enterprise. As a long-standing international conservation organisation with a strong focus on working through local partners and supporting bottom-up approaches, we are well-placed to provide strategic guidance to our five Honduran NGOs through this project and provide the technical knowledge required for it to be successful.

(including roles, responsibilities and capabilities and capacity):

Allocated budget:

International/In-country Partner International

Represented on the Project Board Yes

Have you included a Letter of Support from the organisation? Yes

Have you provided a cover letter? Yes

Do you have partners involved in the project?

Yes

1. Partner Name: La Asociacion Pro Comunidades Turisticas de Honduras (LARECOTURH)

Website address: <https://www.larecoturh.org/>

What value does this Partner bring to the project? LARECOTURH is an Honduran NGO with an existing enterprise arm to support tourism businesses and a loan scheme that provides seed funding. They have a seascape-wide remit and work with all 18 communities on sustainable development and marine governance. They also coordinate the Fishers' Roundtable.

(including roles, responsibilities and capabilities and capacity): Please note that as we do not know which partners will receive which portions of funding because this will depend on which one(s) are best-placed to support the intermediary models and guide them through testing, we are including the same allocated budget for each partner organisation [REDACTED]. For the purposes of this proposal, our five partners work as a unit of local NGOs who will be working on this project together, whether directly receiving funding or not.

Please also note that this is why partner staff time is recorded as 0% in the project staff time page. This is why staff time in the budget is listed as "Various", and dependent on intermediary business models selected.

Allocated budget: [REDACTED]

International/In-country Partner In-country

Represented on the Project Board Yes

Have you included a Letter of Support from this partner? Yes

2. Partner Name: Centro de Estudios Marinos (CEM)

Website address: <https://estudiosmarinos.org/es/>

What value does this Partner bring to the project? CEM is a marine science NGO with a seascape-wide remit. They work closely with all 18 communities, providing responsible fisheries training, co-developing fisheries management plans with community members, recording catch data and providing the biological evidence base required to track project impact. CEM also co-manages the Bay Islands National Marine Park, with whose communities we will be working during this project.

(including roles, responsibilities and capabilities and capacity): Please note that as we do not know which partners will receive which portions of funding because this will depend on which one(s) are best-placed to support the intermediary models and guide them through testing, we are including the same allocated budget for each partner organisation [REDACTED]. For the purposes of this proposal, our five partners work as a unit of local NGOs who will be working on this project together, whether directly receiving funding or not.

Please also note that this is why partner staff time is recorded as 0% in the project staff time page. This is why staff time in the budget is listed as "Various", and dependent on intermediary business models selected.

Allocated budget: [REDACTED]

International/In-country Partner In-country

Represented on the Project Board Yes

Have you included a Letter of Support from this partner? Yes

If no, please provide details *No Response*

3. Partner Name: Fundacion Cuero y Salado (FUCSA)

Website address: <https://www.facebook.com/fundacioncueroysalado/>

What value does this Partner bring to the project?

FUCSA is the co-manager of the Cuero y Salado Wildlife Refuge, one of the three MPAs across which FFI and partners work within the Honduras seascape. They are a key partner to be able to work with the fisher communities residing within this MPA.

(including roles, responsibilities and capabilities and capacity):

Please note that as we do not know which partners will receive which portions of funding because this will depend on which one(s) are best-placed to support the intermediary models and guide them through testing, we are including the same allocated budget for each partner organisation [REDACTED]. For the purposes of this proposal, our five partners work as a unit of local NGOs who will be working on this project together, whether directly receiving funding or not.

Please also note that this is why partner staff time is recorded as 0% in the project staff time page. This is why staff time in the budget is listed as "Various", and dependent on intermediary business models selected.

Allocated budget: [REDACTED]

International/In-country Partner

In-country

Represented on the Project Board

Yes

Have you included a Letter of Support from this partner?

Yes

If no, please provide details

No Response

4. Partner Name:

Fundacion Cayos Cochinos (FCC)

Website address:

<http://www.cayoscochinos.hn/>

What value does this Partner bring to the project?

FCC is the NGO co-manager of the Cayos Cochinos Marine National Monument, one of the three MPAs across which FFI and partners work within the Honduras seascape. They are a key partner to be able to work with the fisher communities residing within this MPA.

(including roles, responsibilities and capabilities and capacity):

Please note that as we do not know which partners will receive which portions of funding because this will depend on which one(s) are best-placed to support the intermediary models and guide them through testing, we are including the same allocated budget for each partner organisation [REDACTED]. For the purposes of this proposal, our five partners work as a unit of local NGOs who will be working on this project together, whether directly receiving funding or not.

Please also note that this is why partner staff time is recorded as 0% in the project staff time page. This is why staff time in the budget is listed as "Various", and dependent on intermediary business models selected.

Allocated budget: [REDACTED]

International/In-country Partner

In-country

Represented on the Project Board Yes

Have you included a Letter of Support from this partner? Yes

If no, please provide details *No Response*

5. Partner Name: Fundacion Islas de la Bahia (FIB)

Website address: <https://www.facebook.com/islasfoundation/>

What value does this Partner bring to the project? FIB is an NGO co-manager of the Bay Islands National Marine Park, one of the three MPAs across which FFI and partners work within the Honduras seascape. They are a key partner to be able to work with the fisher communities residing within this MPA.

(including roles, responsibilities and capabilities and capacity): Please note that as we do not know which partners will receive which portions of funding because this will depend on which one(s) are best-placed to support the intermediary models and guide them through testing, we are including the same allocated budget for each partner organisation [REDACTED]. For the purposes of this proposal, our five partners work as a unit of local NGOs who will be working on this project together, whether directly receiving funding or not.

Please also note that this is why partner staff time is recorded as 0% in the project staff time page. This is why staff time in the budget is listed as "Various", and dependent on intermediary business models selected.

Allocated budget: [REDACTED]

International/In-country Partner In-country

Represented on the Project Board Yes

Have you included a Letter of Support from this partner? Yes

If no, please provide details *No Response*

6. Partner Name: *No Response*

Website address: *No Response*

What value does this Partner bring to the project? *No Response*

(including roles, responsibilities and capabilities and capacity):

Allocated budget: 0

International/In-country Partner International
 In-country

Represented on the Project Board Yes
 No

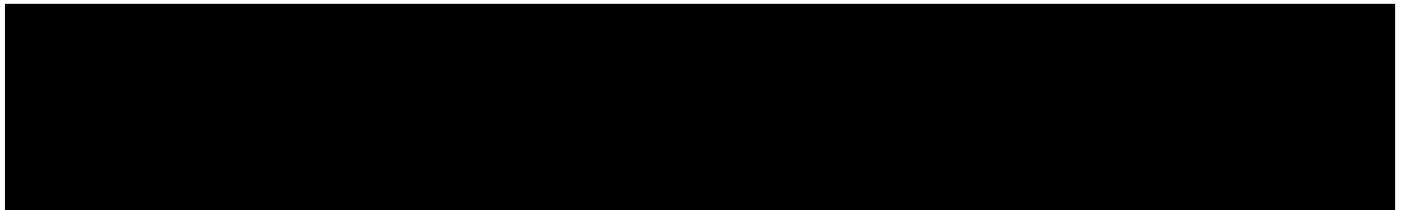
Have you included a Letter of Support from this partner? Yes
 No

If no, please provide details *No Response*

If you require more space to enter details regarding Partners involved in the project, please use the text field below.

No Response

Please provide a cover letter responding to feedback received at Stage 1 if applicable and a combined PDF of all letters of support.



Section 16 - Lead Partner Track Record

Q34. Lead Partner Capability and Capacity

Has your organisation been awarded Darwin Initiative funding before (for the purposes of this question, being a partner does not count)?

Yes

Please provide details of the most recent awards (up to 6 examples) and go to Q10.

Reference No	Project Leader	Title
28-002	Sara Calcada	Pioneering sustainable grazing for plants and livelihoods in Cape Verde

28-014	Ngwe Lwin	Gibbon Conservation through Coffee-based Agroforestry in Myanmar
28-020	Josh Kempinski	Safeguarding globally important forests by improving livelihoods and governance
28-027	Pablo Sinovas	Collaborative Protected Area Management & Sustainable Livelihoods in Virachey NP
27-010	Alison Gunn	Community-led stewardship and conservation of the Ometepe Island Biosphere Reserve
27-017	Cath Lawson	Community-led approaches to reforestation benefitting chimpanzees and livelihoods in Uganda

Have you provided the requested signed audited/independently examined accounts?

If yes, please upload these on the certification page. Note that this is not required from Government Agencies.

Yes

Section 17 - Certification

Q35. Certification

On behalf of the

Trustees

of

Fauna & Flora International

I apply for a grant of

£199,891.00

I certify that, to the best of our knowledge and belief, the statements made by us in this application are true and the information provided is correct. I am aware that this application form will form the basis of the project schedule should this application be successful.

(This form should be signed by an individual authorised by the applicant institution to submit applications and sign contracts on their behalf.)

- I have enclosed CVs for project key project personnel, letters of support, budget, logframe, theory of change, safeguarding policy and project implementation timetable (uploaded at appropriate points in application)
- Our last two sets of signed audited/independently verified accounts and annual report (or other financial evidence - see Financial Guidance) are also enclosed.

Checked

Name

Paul Hotham

Position in the organisation

Acting Senior Conservation Director, Regional Programmes

Signature (please upload e-signature)



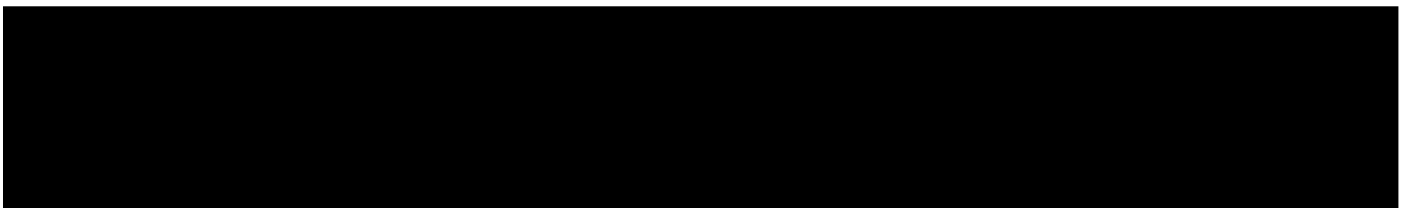
Date

06 December 2021

Please attach the requested signed audited/independently examined accounts.



Please upload the Lead Partner's Safeguarding Policy as a PDF



Section 18 - Submission Checklist

Checklist for submission

I have read the Guidance, including the "Guidance Notes for Applicants", "Supplementary Guidance for Darwin Initiative Innovation", "Monitoring, Evaluation and Learning Guidance", "Theory of Change Guidance", "Risk Guidance" and "Financial Guidance".

Checked

I have read, and can meet, the current Terms and Conditions for this fund.

Checked

I have provided actual start and end dates for my project.

Checked

I have provided my budget based on UK government financial years i.e. 1 April - 31 March and in GBP.

Checked

I have checked that the budget is complete, correctly adds up and I have included the correct final total at the start of the application.

Checked

The application has been signed by a suitably authorised individual (clear electronic or scanned signatures are acceptable).

Checked

I have attached the below documents to my application:

Checked

- my completed **logframe** as a PDF using the template provided

- my 1 page **Theory of Change** as a PDF which includes the key elements listed in the guidance

Checked

• my budget (which meets the requirements above)	Checked
• my completed implementation timetable as a PDF using the template provided	Checked
• 1 page CV or job description for all the Project Staff identified at Question 32, including the Project Leader, or provided an explanation of why not.	Checked
• a letter of support from the Lead Partner and partner(s) identified at Question 33, or an explanation of why not.	Checked
• a cover letter from the Lead Partner , outlining how any feedback received at Stage 1 has been addressed where relevant.	Checked
• a copy of the Lead Partner's safeguarding policy , which covers the criteria listed in Question 29.	Checked
• a signed copy of the last 2 annual report and accounts for the Lead Partner, or provided an explanation if not.	Checked
(If copying and pasting into Flexi-Grant) I have checked that all my responses have been successfully copied into the online application form.	Checked
I have been in contact with the FCDO in the project country(ies) and have included any evidence of this. If not, I have provided an explanation of why not.	Checked
I have checked the Darwin website immediately prior to submission to ensure there are no late updates.	Checked
I have read and understood the Privacy Notice on the Darwin Initiative website.	Checked

We would like to keep in touch!

Please check this box if you would be happy for the lead applicant (Flexi-Grant Account Holder) and project leader (if different) to be added to our mailing list. Through our mailing list we share updates on upcoming and current application rounds under the Darwin Initiative and our sister grant scheme, the IWT Challenge Fund. We also provide occasional updates on other UK Government activities related to biodiversity conservation and share our quarterly project newsletter. You are free to unsubscribe at any time.

Checked

Data protection and use of personal data

Information supplied in this application form, including personal data, will be used by Defra as set out in the latest copy of the Privacy Notice for Darwin, Darwin Plus and the Illegal Wildlife Trade Challenge Fund available [here](#). This Privacy Notice must be provided to all individuals whose personal data is supplied in the application form. Some information may be used when publicising the Darwin Initiative including project details (usually title, lead organisation, location, and total grant value) on the GOV.UK and other websites.

Information relating to the project or its results may also be released on request, including under the 2004 Environmental Information Regulations and the Freedom of Information Act 2000. However, Defra will not permit any unwarranted breach of confidentiality nor will we act in contravention of our obligations under the General Data Protection Regulation (Regulation (EU) 2016/679).

Project Title – Incentivising responsible fisheries in Central America: testing novel intermediary models

Project Summary	SMART Indicators	Means of Verification	Important Assumptions
Impact: Small-scale fishers across the Atlántida Seascape have stable incomes and equitable relationships within market systems that respect and reward responsible fisheries, protecting livelihoods and enabling ecosystem recovery			
<p>Outcome: Innovations in seafood supply chains promote more equitable relationships between buyers and small-scale fishers (SSFs), removing a barrier to sustainable marine resource-based economic development, with evidence shared globally</p>	<p>0.1 At least two new and/or improved intermediaries are negotiating contracts to buy responsibly caught fisheries products at higher or more stable prices from SSFs by EOP.</p> <p>0.2 At least two new and/or improved intermediaries are providing regular relevant market updates to SSFs by EOP.</p> <p>0.3 At least one new and/or improved intermediaries are undertaking necessary steps to become legally incorporated to issue invoices for products bought from SSFs by EOP.</p> <p>0.4 Intermediary business models are developed with the inclusion of minority groups (e.g. women and Garifuna communities) and promote equitable relationships across the supply chain.</p> <p>0.5 Income of 150 small-scale fisheries households increased,</p>	<p>0.1 Agreements/contracts between intermediaries and SSFs, purchasing and sales records of new/improved intermediaries, OurFish catch monitoring app.</p> <p>0.2 Market reports, established channels of communication.</p> <p>0.3 Documents in support of legal incorporation, certificates of incorporation if ready, copies of tax invoices if ready.</p> <p>0.4 Workshop attendance sheets, fisher association and Fisher Roundtable representation of women and Garifuna fishers.</p> <p>0.5 Gender disaggregated data collected for each intermediary model trialled, beneficiary survey with questions about comparative income levels.</p>	<p>Fishers have sufficient capacity to adapt practices when direct incentives are provided. Note that this is being address by another grant.</p> <p>Project delivery is not significantly affected by unavoidable impacts of the Covid-19 pandemic and extreme climate events, such as hurricanes.</p>

Project Title – Incentivising responsible fisheries in Central America: testing novel intermediary models

	with at least 15% of these being Garifuna, by EOP.		
<p>Outputs:</p> <p>1. Two impact-driven intermediary business models are collaboratively developed and trialed in the market for responsibly caught fisheries products</p>	<p>1.1 Five documented and costed intermediary business models are collaboratively developed and drafted by Q2 Y1.</p> <p>1.2 All five proposed intermediary business models are assessed for their fit against key criteria (e.g. financial sustainability, ecological sustainability, livelihood recovery potential, enabling responsible fisheries) by Q3 Y1, in order to prioritise those for pilot funding.</p> <p>1.3 At least two business models selected and supported through grants for business model testing, by end of Y1.</p>	<p>1.2 Documents submitted by partners for the grants.</p> <p>1.2 Minutes of meeting with documented decisions, selection matrix for business.</p> <p>1.3 Sub-grant agreements signed, grant reports.</p>	<p>Quantity of funds disbursed is sufficient to test models in the market.</p> <p>Models can be tested extensively enough within the project lifetime to assess their potential efficacy in achieving the desired impact.</p>
<p>2. Two piloted, innovative intermediary business models are evaluated, modified, and positioned for implementation</p>	<p>2.1 Needs, opportunities and constraints of potential beneficiaries of at least two intermediary business models known by Q2 Y2.</p> <p>2.2 At least two business and financial reviews completed by Q2 Y2.</p>	<p>2.1 Completed survey data (including feedback gained from customers and sellers) and analysis report.</p> <p>2.2 Completed, documented business model review recommendations.</p>	<p>Intermediaries are able to provide market information.</p> <p>There is sufficient time to adjust business models and increase sales using a lean start-up approach.</p>

Project Title – Incentivising responsible fisheries in Central America: testing novel intermediary models

	<p>2.3 Funding is disbursed to improve the two selected intermediary business models by Q3 Y2.</p> <p>2.4 At least one improved intermediary connected to financial providers by EOP.</p>	<p>2.3 Sub-grant agreements to lead partners supporting both intermediary business models.</p> <p>2.4 Presentation(s) prepared for financial providers on businesses.</p>	
<p>3. Knowledge developed on innovations in seafood supply chains disseminated locally and regionally for future replication, and partner capacity built to take learning forward</p>	<p>3.1 Global case studies identifying common themes developed and next steps identified by EOP, through learning workshop(s).</p> <p>3.2 Learning disseminated for future replication, reaching at least 30 marine conservation actors from Central America not involved in this project.</p> <p>3.3 Knowledge product developed incorporating case studies and synthesising lessons learnt, translated and publicly available by EOP.</p>	<p>3.1 Workshop attendance records, action plan for project next steps.</p> <p>3.2 Presentations, meeting minutes, correspondence.</p> <p>3.3 Knowledge product document in English and Spanish.</p>	<p>Partners are able to utilise learning to inform future market interventions that support ecosystem and livelihood recovery.</p>

Project Title – Incentivising responsible fisheries in Central America: testing novel intermediary models

Activities (each activity is numbered according to the output that it will contribute towards, for example 1.1, 1.2 and 1.3 are contributing to Output 1)

1.1 Run a conservation enterprise workshop with partners in Honduras to facilitate the preliminary design of at least five intermediary business models that would improve SSFs equitable access (with particular consideration for women and Garifuna communities) to better and more stable prices for their catch, on the basis of responsible fisheries that support ecosystem and livelihood recovery in the Atlantida seascape.

1.2 Review and evaluate the five intermediary business models for their potential to address i) identified supply chain gaps, ii) equitable access barriers and iii) threats to biodiversity. Select at least two models for pilot funding.

1.3 Provide funds in the form of subgrants to Honduran partners to implement testing of the five selected intermediary business models, to cover staff/contractors, equipment purchase, and payment for inputs including fish, fuel and transport.

1.4 Provide technical advice on stock management, handling, responsible marketing and book-keeping in support of the development of the designed intermediary business models from concept to test phase. Support the implementation of 'lean start-up' approaches and general problem-solving in development phase.

1.5 Support partners to operationalise the selected intermediary business models, including purchase or hire of equipment, management and/or training in handling, storage, marketing and shipping, and other supply chain considerations.

2.1 Review and evaluate the business progress of pilots considering equity, sustainable natural resource use/ biodiversity impact, and profitability, efficiencies, and make recommendations for design revisions to the models.

2.2 Undertake baseline and midpoint surveys with target beneficiaries of selected models to understand market access, catch information, and income, barriers to participation and relational dynamics (communication, trust, etc.) prior and post testing to measure impact on different groups and types of fishers/fish processors (e.g. based on target species, gear type, gender, ethnic group, etc.) and understand how intermediary model design affects access, equity and incentives for responsible fishing.

2.3 According to trial performance and further analysis, provide further funds (as budgeted in this project) to support intermediary models to move towards financial sustainability, such as scale up, cost-reduction or equipment purchase.

2.4 Provide technical advice and facilitation to support legal incorporation and access to sources of credit for intermediaries.

Project Title – Incentivising responsible fisheries in Central America: testing novel intermediary models

3.1 Hold an evaluation workshop on the effectiveness of the different approaches in addressing supply chain gaps and realising the biodiversity and poverty-reduction benefits of livelihoods interventions higher up the supply chain. Include presentations and data from other FFI geographies where other approaches have been used to address this 'missing intermediary' supply chain gap including Lamu, Kenya and Southwest Turkey.

3.2 Build capacity amongst marine conservation actors in central America to undertake supply chain interventions through participation in training, access to technical support and the evaluation workshop. Support them to undertake market engagement and strengthen their project design to incorporate intermediary-focused supply chain interventions.

3.3 Develop a knowledge product based on outputs of activities 3.1 & 3.2 and disseminate within the sector in English and Spanish.