Review of MPA sustainable finance opportunities identified in past MPAConnect workshops



Pointe Sable Environmental Protection Area (PSEPA)

Current mechanisms

1. Donor agencies – Grants
2. Visitor/Expats – Online donations
3. Beach events (mass crowds) – Fee
4. Concessionaires – License
5. Budgetary allocations

Prioritized mechanisms

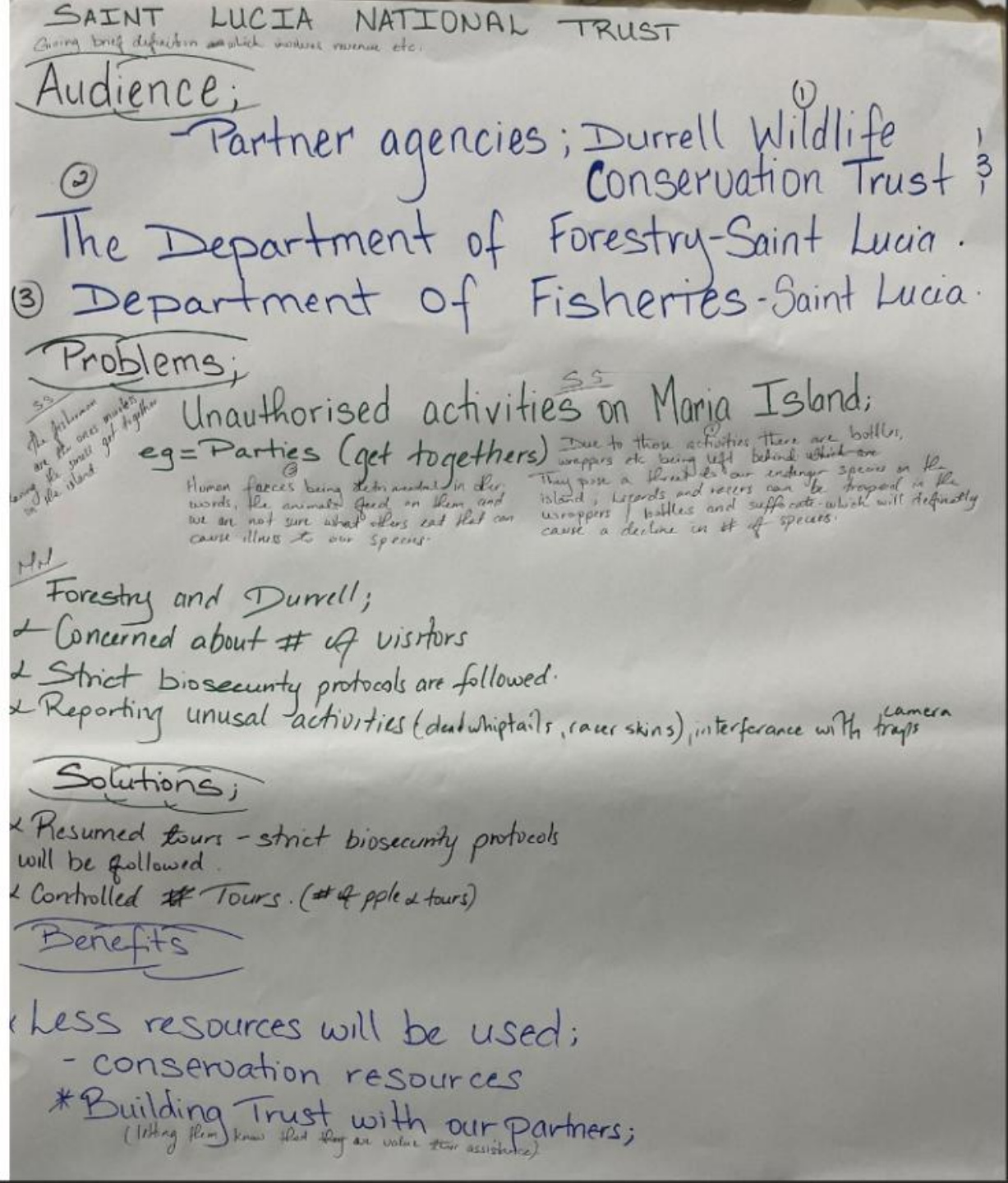
Mechanism	Score
Integrated business model of Maria Island tours	9
Online donations through improved marketing	8
Adoption programs/campaigns	7
International research e.g. PhD/postdoc researchers - improved marketing of research opportunities	7

© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Pointe Sable Environmental Protection Area (PSEPA)

In Grenada, you worked on an **integrated business model** for the **Maria Island Tours**, including:

- Key material needs for establishment and implementation
- Timeline
- Revenue generation model
- Revenue projections
- Key partners
- Relevant messages to obtain support



Next steps for Pointe Sable Environmental Protection Area (PSEPA)

- Design a **communications strategy and plan** with key messaging to:
  - Build trust with **partner agencies** for successful business model implementation.
  - Position the business model with **local and international tourists**.
  - Obtain financial support from **donors**.
  - Obtain support from **government**.



- Refine **cost** and **revenue projections** of Maria Island Tours and/or other business models.



- Assess feasibility and adjust the proposed **business model components** of Maria Island tours.



Grant Thornton
GCFI
MPA connect
NOAA CORAL REEF
© Grant Thornton Specialist Advisory Services B.V. All rights reserved. |

Sandy Island/Oyster Bed Marine Protected Area (SIOBMPA)

Relevant financing mechanisms



Some key obstacles

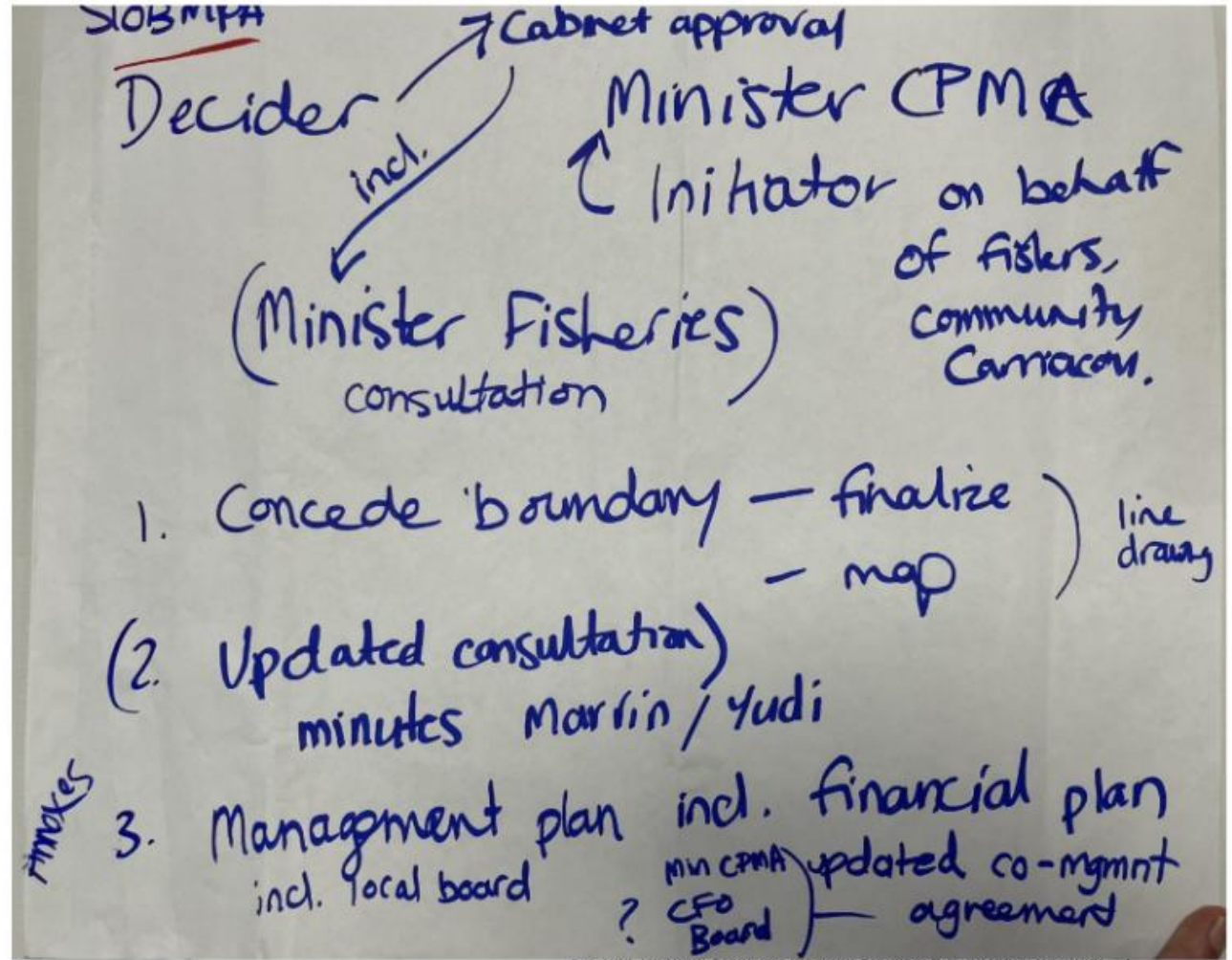
1. Required revision of mooring fees
2. Limited information
3. Management planning

© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Sandy Island/Oyster Bed Marine Protected Area (SIOBMPA)

In the workshop in Grenada, you focused on your **fee system** and **general elements** of MPA finance, including:

- Structural costs for effective management.
- Relevant processes to approve required legislations.
- key stakeholders to help you address obstacles.
- Relevant messages to the government as key target stakeholder.



© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Next steps for Sandy Island/Oyster Bed Marine Protected Area (SIOBMPA)

- Design a **communications strategy and plan** with key messaging to:
  - Obtain **government** support for required legislation and budget allocation.
  - Build trust with **key stakeholders**.



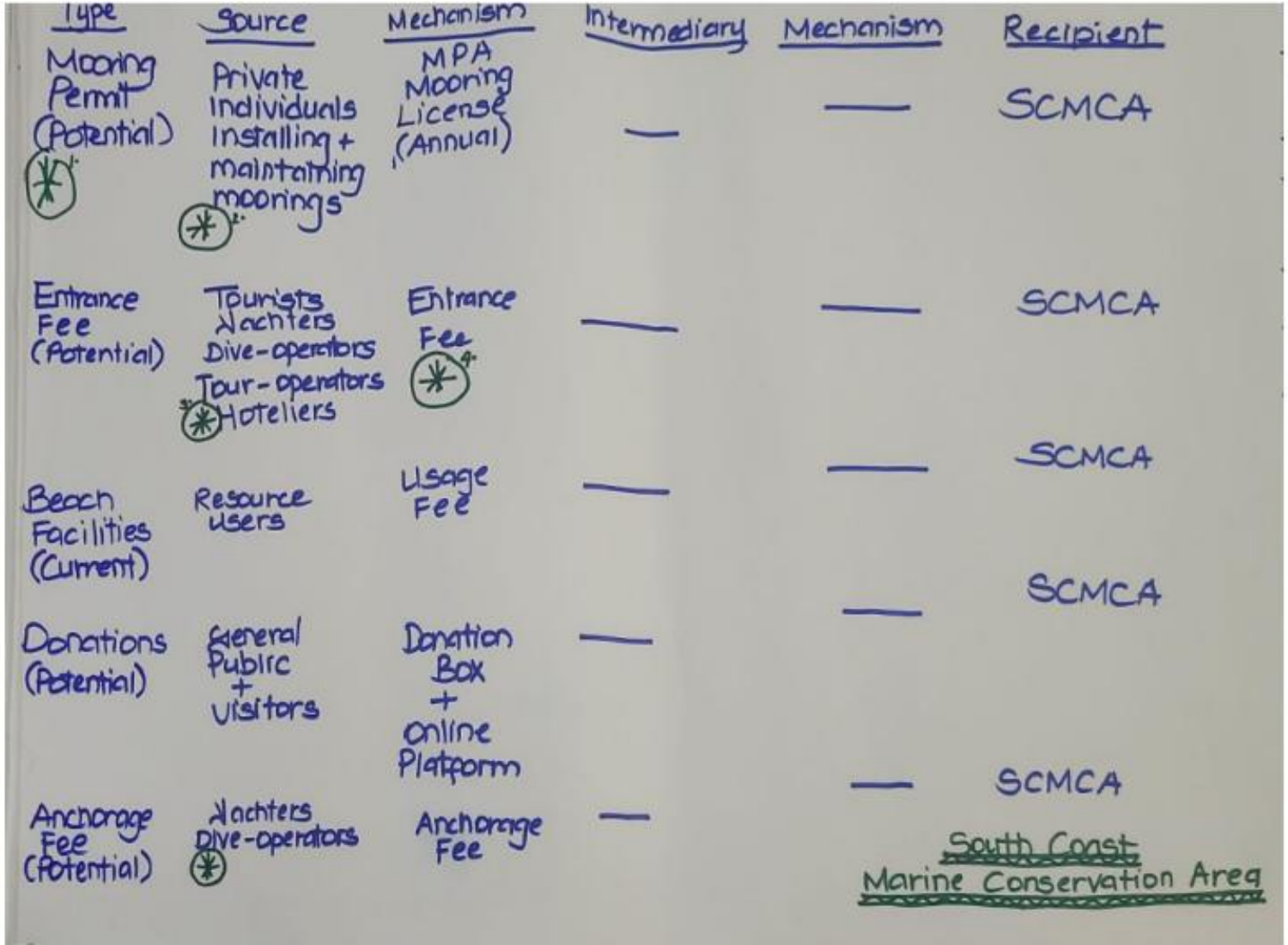
- Establish projections of **financial needs** to effectively implement management objectives and strengthen case for **government support**.



© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

South Coast Marine Conservation Area (SCMCA)

Prioritized mechanisms



Obstacles

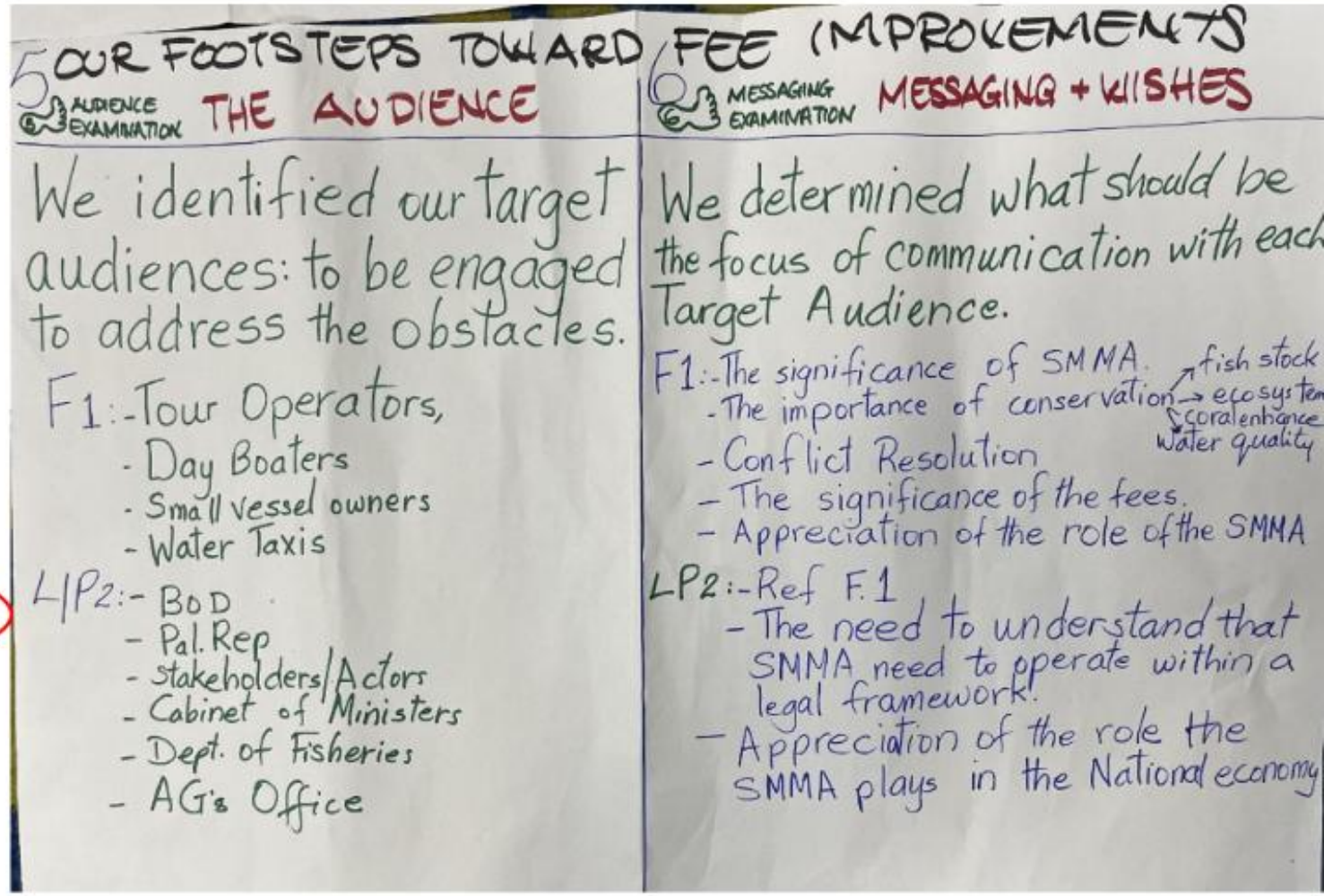
1. Timeframe for Cabinet Approval
2. Push-back from private moorings
3. Push-back from hoteliers to pay entrance fee
4. Lack of data for reasonable allocation of entrance fee.

© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

South Coast Marine Conservation Area (SCMCA)

In Grenada, you focused on the following aspects of a potential **permit for private mooring owners**:

- Relevant financial flows
- Value proposition and design of the mechanism
- Main obstacles
- Key message for the relevant target audiences



© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Next steps for South Coast Marine Conservation Area (SCMCA)

- Design a **communications strategy and plan** with key messaging to:
  - Obtain support from **private mooring owners**.
  - Secure participation by **key allies (e.g., dive operators and marina)**.
  - Obtain broader support from **government**.



- Develop a **detailed message** and **supplementary materials** (e.g., articulated narrative, set of slides, insights from existing documentation, etc.) to obtain **stakeholder support** and **participation**.



- Establish projections of **financial needs** to effectively implement your management objectives and strengthen case for **government support**.



© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Tobago Cays Marine Park (TCMP)

Current mechanisms

1. Yachties – Mooring fee
2. Yachties – Anchoring fee
3. Tourists – Entrance fee
4. Vendors and tour operators – Licenses (for vending and tours)
5. Fee for solid waste collection

Prioritized mechanisms

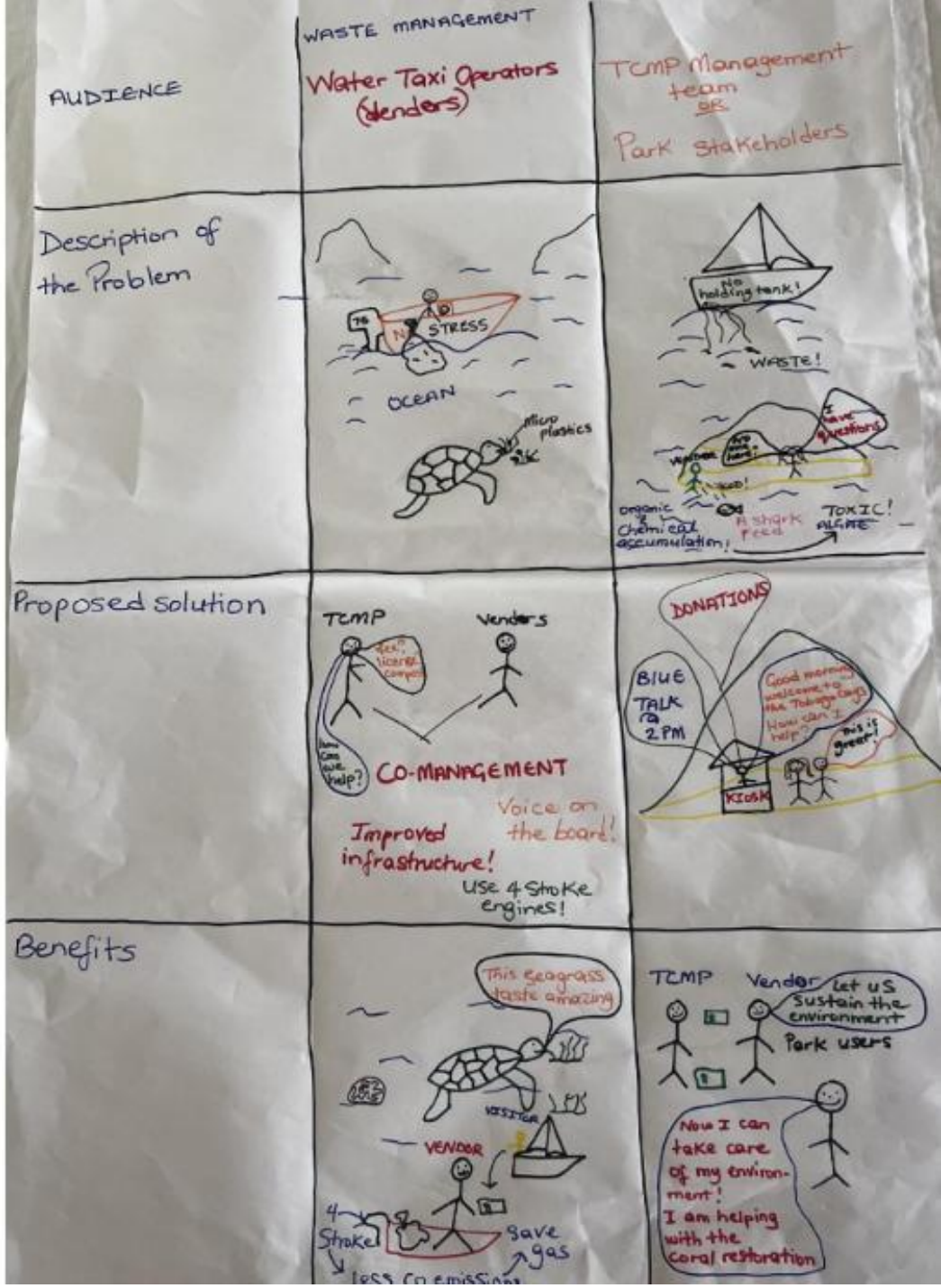
Mechanism	Score
Anchoring fee	12
Fees for solid waste collection from yachts	11
Blue talks	11

© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Tobago Cays Marine Park (TCMP)

In Grenada, you worked on an **integrated business model** for the **waste management fee** and **blue talks**, including:

- Key material needs for establishment and implementation
- Timeline
- Revenue generation model
- Revenue projections
- Key partners
- Relevant messages to obtain support



Next steps for Tobago Cays Marine Park (TCMP)

- Design a **communications strategy and plan** with key messaging to:
  - Secure support from and collaboration with **key stakeholders** (e.g., water taxis) for successful business model implementation.
  - Market the model among **key users** (e.g., yachties).
  - Obtain financial support from **donors**.



- Refine contents **Blue Talk** contents to obtain further support from **visitors** and stakeholders.



- Assess feasibility and adjust the proposed **business model components** of the waste management fee.



© Grant Thornton Specialist Advisory Services B.V. All rights reserved.

Thank You

