



## CEPF Final Project Completion Report

<b>Organization Legal Name</b>	World Wide Fund for Nature
<b>Project Title</b>	Stimulating Sustainable Saola Snare Removal: Leveraging Long-Term Support for Saola Conservation in the Central Annamites of Vietnam
<b>Grant or GEM Number</b>	64632
<b>Date of Report</b>	March 24, 2017

**CEPF Hotspot:** Indo-Burma Hotspot-Indochina region

**Strategic Direction:** 1: Safeguarding priority globally threatened species in Indochina by mitigating major threats.

**Grant Amount:** US\$ 199,962.54

**Project Dates:** 1 January, 2015 to 31 December, 2016.

### **PART I: Overview**

#### **1. Implementation Partners for this Project**

**Forest Protection Departments:** - Thua Thien Hue (TTH) and Quang Nam (QN) Forest Protection Departments (FPD), under the Department of Agriculture and Rural Development (DARD), are key partners as they are ultimately the organisations responsible for forest protection. The project has involved these departments in the planning stages. FPD staff have been involved in all activities. Rangers were given training by the project in necessary skills to conduct the activities effectively.

**Saola Nature Reserves:** - Thua Thien Hue and Quang Nam Saola Nature Reserves (SNR), under the Thua Thien Hue and Quang Nam Forest Protection Departments have been involved in all field activities. Thua Thien Hue and Quang Nam Saola Nature Reserve Forest Guards and rangers were responsible for patrols and monitoring activities.

#### **2. Summarize the overall results/impact of your project**

The overall results are greatly successful that are: (i) it leveraged successfully the attraction of and commitment to long-term sustainable funding for effective site-based Saola law enforcement in Thua Thien Hue and Quang Nam Saola Nature Reserves through PFES and Corporate Partnerships. Especially in commitments from government PFES fund for the forest protection and wildlife conservation in general as well as for effective contributions to conserve Saola through the forest guard model; (ii) successfully applied a Saola Standardized SMART system and a Community Forest Guard Model and replicated these to other Protected Areas; (iii) the CarBi – CEPF forest guard system has successfully developed a

robust track record of world class patrolling and data collection, and more than 100,000 snares have been removed and 1,800 hunting and logging camps destroyed in which CEPF has contributed to remove more than 6,000 snares and 48 hunting and logging camps; (iv) The project successfully effected an attitude change within the government and showed that this can be achieved through continued, intensive and patient collaboration with, and support to, natural resource management authorities. It showed that adaptive management applied through regular and robust reviews and monitoring, creates an enabling environment for continuous improvement and generating political support.

**3. Briefly describe actual progress towards each planned long-term and short-term impact**  
**a. Planned Long-term Impacts - 3+ years**

Impact Description	Impact Summary
<p>Long-term sustainable funding for effective site-based Saola law enforcement in Thua Thien Hue and Quang Nam Saola Nature Reserves is obtained through Payment for Ecosystem Services (PFES), Corporate Partnerships and High Net Worth Individuals. The approximate amount of fund-raising to be obtained from corporates and high-net wealth targets was given under the “Additional Information” section of the revised proposal. This indicates goals of 115,000 USD leveraged from Vietnamese corporations by FY 18 and one major donor supporting Saola conservation to generate 100,000 USD annual by FY 18 or FY 19.</p>	<p>Significant and important steps in building sustainable financing for Forest Guard model and Saola conservation through PFES have been taken:</p> <ul style="list-style-type: none"> <li>○ Local Governments on District and Commune level have recognized that the income they receive from the provincial PFES funds as part of a long-term sustainable arrangement, should be invested back directly into effective site-based Saola law enforcement, especially towards the community based Forest Guard model, even though the initial commitments are small.</li> <li>○ The governments of two provinces have recognised the same, and followed through with commitments to TTH and QN Saola Nature Reserves.</li> <li>○ A road map for the long-term contribution of PFES to support Forest Guards and other forest and wildlife conservation activities has been discussed, securing a portion of the annual PFES funds for law enforcement in the field.</li> <li>○ It is clear from these commitments that PFES support for Forest Guards and other forest and wildlife conservation activities is a long-term prospect.</li> </ul> <p>A strong foundation has been developed to build a long-term and sustainable source of corporate contributions to biodiversity and wildlife conservation in Vietnam:</p> <ul style="list-style-type: none"> <li>○ WWF’s in-situ Saola conservation work has made a good impression on key corporations in Vietnam after the Green Bike event: The awareness of the target audience with respect to the project was raised, creating good opportunities for soliciting financial support in the future.</li> <li>○ As a first in Vietnam, a big Vietnamese Company from a big city on a distance of more than 1,000 km from the project area, showed interest</li> </ul>

	<p>towards wildlife conservation by committing 150,000 USD over a three-year period. This is an important development that other Corporate stakeholders will hopefully follow and lead to them supporting biodiversity and wildlife conservation in Vietnam.</p> <ul style="list-style-type: none"> <li>○ The nation-wide communications and fundraising campaign, “Save Saola – Our Brothers from the same Motherland” reached almost 100,000 views on various social media, and earned a media coverage valued at approximately USD 30,000 right after launch. The campaign evidently gained great attention from the general public, including High Net Worth Individuals, and has generated a momentum that is expected to support fundraising and sustainable financing for Saola conservation for years to come.</li> <li>○ The communications of that campaign concerning Saola and WWF’s work to conserve the species, have reached representatives of numerous potential corporate donors.</li> <li>○ A list of key corporations interested in WWF’s wildlife conservation in Central Annamites has been identified and put in initial contact.</li> <li>○ The campaign has achieved its objective of reaching the target audience more widely and of giving them access to Saola conservation information, as well as providing small and medium enterprises with more options to donate to Saola conservation.</li> <li>○ The campaign produced great results in terms of media reach, leading the way for next year’s celebration of the World Saola Day to potentially create more fundraising impacts.</li> <li>○ HSBC Vietnam has signed a three-year commitment of 150,000 USD to financially support Forest Guards, for which 50,000 USD will be committed annually upon signing a contract after review and approval. HSBC has thus supported Forest Guards a first year, and a second installment of 50,000 USD has now been released for the second year.</li> </ul> <p>Staff of HSBC Vietnam actively engaged with the project and conservation activities in the field through visits and providing free training. This promoted WWF’s Saola conservation work significantly and resulted in an internal-fundraising by HSBC staff. This is expected to add more funds to HSCB Vietnam financial commitment, and</p>
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	contributes to the strong foundation of corporate financial support.
Zero Threat to Saola reached in critical compartments of Thua Thien Hue and Quang Nam Saola reserves through effective and accountable law enforcement implemented by trained and motivated Forest Guards and an effective law enforcement intelligence network.	Significant progress has been made towards zero threat for Saola: Capacity building for rangers and Forest Guards through law enforcement training in existing legislation gave them the necessary skills to undertake strict law enforcement, including making arrests, as one outcome of the CarBi Arrest Action Plan which aimed to improve the effectiveness of law enforcement in the field.
A Saola Working Group tool-kit developed, and disseminated across all key Saola range sites, highlighting lessons learnt for implementing a) sustainable long-term funding for Saola conservation and b) reaching Zero Threats to Saola in Key sites.	As part of the toolkit to conserve Saola and undertake effective law enforcement, the way CarBi has deployed the SMART system of data recording, reporting, and patrol planning has been disseminated across all protected areas in Vietnam in order to review and scale up its application in accordance with Saola Working Group recommendations.

***b. Planned Short-term Impacts - 1 to 3 years***

<b>Impact Description</b>	<b>Impact Summary</b>
Raised awareness of Saola ‘the pride of Vietnam’ amongst key corporations and High Net Worth Individuals in Vietnam.	<p>Awareness has been increased through:</p> <ul style="list-style-type: none"> <li>○ A nation-wide communications and fundraising campaign, “Save Saola – Our Brothers from the same Motherland”, was launched. This included the organization of the first ever World Saola Day. It has received immediate positive feedback from both the public and the corporate sector. Follow-up communications highlighting the Saola and WWF’s work to conserve the species have reached representatives of numerous potential corporate donors. The campaign raised awareness of Saola and WWF’s in-situ conservation work amongst the target audience in a significant way. Reaching almost 100,000 views on various social media, and earning a media coverage valued at approximately USD 30,000 right after launch.</li> <li>○ The campaign has created communication channels that allow the public and corporate sectors to contribute directly to Saola conservation work.</li> <li>○ Companies have received Saola-focused communications and fundraising pitches via nation-wide communications channels. Communication channels include an online information hub for Saola and articles/TV spots on Saola produced by top media in Vietnam, constituting a substantial list of potential donors that allows WWF to follow up in the next period.</li> </ul>

<p>Accountable law enforcement patrolling in Quang Nam Saola Reserve supported from Payment for Ecosystem Services funding (rather than NGO/donors funds).</p>	<p>Law enforcement in the field is now supported through provincial PFES funds:</p> <ul style="list-style-type: none"> <li>○ Local governments of Commune and District have taken concrete steps in committing and allocation a portion of the income received from the provincial PFES Funds to finance the Forest Guard model.</li> <li>○ Annual PFES contributions to support Forest Guards of Thua Thien Hue and Quang Nam Saola Nature Reserves have been committed by signing MoUs between the two Saola Nature Reserves and WWF - Vietnam.</li> </ul>
<p>An active intelligence network established within, and around, Thua Thien Hue and Quang Nam Saola Reserves leading to proactive arrests of hunters prior to setting snares in key Saola areas. The intelligence network establishment efforts focus on the Saola landscape in Thua Thien Hue and Quang Nam provinces in the information of a 32,00 ha Saola conservation landscape and its bufferzones of 50,000 ha.</p>	<p>An intelligence network is now active: Provide the value information for effective law enforcement and patrolling efforts in the Saola Nature Reserves both in Thua Thien Hue and Quang Nam.</p>
<p>Guidelines for patrolling levels, and their assessment through SMART conservation software, shared across the Saola Working Group and a single SMART data model for Saola protected areas produced.</p>	<p>The SMART system as deployed by CarBi is now shared with other protected areas in Vietnam as well as Saola Working Group:</p> <ul style="list-style-type: none"> <li>○ Protected areas throughout Vietnam received descriptions and guidance in the way CarBi has deployed the SMART system of data recording, reporting, and patrol planning. The protected areas have now reviewed this, and it is now considered as the basis for deployment on a national scale and specifically in other projected areas in the Central Annamites.</li> <li>○ The SMART system as deployed by CarBi has also been disseminated among other forest protection agencies in Thua Thien Hue and Quang Nam as well as Laos through the SWG members.</li> <li>○ Law enforcement is now more effective than before in making arrests after rangers and Forest Guards received training in the field using real case scenarios.</li> </ul>

**4. Describe the success or challenges of the project toward achieving its short-term and long-term impacts**

Given the short time-frame of two years and the modest amount of 200,000 USD, the project is considered greatly successful because:

- (i) It leveraged successfully the attraction of and commitment to long-term sustainable funding for effective site-based Saola law enforcement in Thua Thien Hue and Quang Nam Saola Nature Reserves through PFES and Corporate Partnerships.
- (ii) The project successfully applied a Saola Standardized SMART system and a Community Forest Guard Model and replicated these to other Protected Areas.
- (iii) The project successfully effected an attitude change within the government and showed that this can be achieved through continued, intensive and patient collaboration with, and support to, natural resource management authorities. It showed that adaptive management applied through regular and robust reviews and monitoring (which combines SMART with other tools, such as METT, M&E system, traffic light reporting, biodiversity indicators, the impact of awareness raising on behavior, livelihood improvement, etc...) creates an enabling environment for continuous improvement and generating political support.

**5. Were there any unexpected impacts (positive or negative)?**

N/A

**PART II: Project Components and Products/Deliverables**

**6. Components**

<b>Component</b>		<b>Deliverable</b>		
1	Quang Nam and Thua Thien Hue Forest Protection Departments (FPD) provide sustainable long-term funding for community Forest Guard deployment through Payment for Forest Environmental Services (FPES)	1.1.	Profile document, submitted to local government, highlighting commitments required for effective PFES supported law enforcement in Quang Nam and Thua Thien Hue Saola Nature Reserve	<p>In order to get a road map for the long-term contribution of PFES, many meetings were held between stakeholders to identify critical commitments for PFES funding to support Forest Guards.</p> <ul style="list-style-type: none"> <li>• PFES issues, especially government commitments to use a proportion of the income from the provincial PFES Funds to support community Forest Guards in Thua Thien Hue and Quang Nam Saola Nature Reserves, were discussed as a matter of priority in monthly meetings between Thua Thien Hue and Quang Nam Saola Nature Reserve Directors, protected area staff and CarBi project staff (PA manager and PA Officer).</li> <li>• Two meetings between project staff (PA manager and PA Officer) and key counterparts (Quang Nam Saola Nature Reserve Director, Quang Nam FPD Vice Director, Quang Nam PFES Fund Director, Quang Nam DARD Vice Director and other staff) were conducted in Quang Nam in April and June 2015 to discuss a roadmap and steps, as well as procedures, in accordance with government regulations, and to agree on key commitments for PFES funding to support the Forest Guards.</li> </ul>

				<ul style="list-style-type: none"> <li>• One meeting between project staff and Thua Thien Hue counterparts (Thua Thien Hue Saola Nature Reserve Director, Thua Thien Hue FPD Director, key staff of Planning Department of Thua Thien Hue DARD and some other staff), was conducted in Thua Thien Hue in June 2015 to discuss the same issues as in Quang Nam.</li> </ul> <p>Provincial level workshops and meetings were organized to discuss and agree upon critical commitments for PFES funding to support Forest Guards, including safeguards to ensure accountability for patrolling.</p> <ul style="list-style-type: none"> <li>• A provincial workshop was held 19<sup>th</sup> June 2015 in Da Nang city on evaluation of and sharing of experiences with the community Forest Guard model and sustainable long-term PFES funding to support Forest Guards in Quang Nam Saola Nature Reserve More than 30 representatives – from Provincial PFES fund, QN DARD, QN FD, QN SNR, CarBi QN PMU, CarBi TTH PMU, QN Watershed Forest Protection Management Boards, Sub – FPD, as well as WWF CarBi staff – participated. Participants discussed the approach, management tools, management methods, strengths and weaknesses, and the achievements of the Forest Guard model. The mechanism and detailed profile documents to be prepared and submitted to local Government were also discussed and agreed. Some basic matters were agreed upon before the workshop: (i) A commitment was secured for 6 months of 2015 that 30% of a basic government salary for 20 Quang Nam Forest Guards. The cost for these 6 months that came from PFES were estimated to be ca. 6,000 USD; (ii) The budget from QN PFES for 2016 will increase to maximally 50% of a basic government salary for 20 QN Forest Guards; (iii) For the coming years, this figure will be increased year on year, but the actual amount must still be confirmed; (iv) An MoU between QN Saola Nature Reserve and WWF-Vietnam that regulated annual commitments has been signed at the end of this year for the</li> </ul>
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				<p>following years. QN Saola Nature Reserve was drafting an annual plan and budget and was submitted this in July 2015 to QN DARD for approval.</p> <ul style="list-style-type: none"> <li>• WWF staff, the CarBi Project Management Unit (PMU) and TTH Saola Nature Reserve discussed activities under the PFES component during the PMU meeting held in the first semester of 2015. A priority topic was the government's commitment to use part of the PFES Fund to support community Forest Guards in TTH Saola Nature Reserve. Subsequently, two meetings were held in July and September 2015 with representatives from the Thua Thien Hue PFES Fund, Thua Thien Hue DARD, Thua Thien Hue CarBi PMU, Thua Thien Hue Saola Nature Reserve and WWF staff to discuss a road map towards allocation of PFES funding to the Thua Thien Hue Saola Nature Reserve Forest Guard model.</li> </ul> <p>Profile documents prepared and submitted to the relevant government for getting the official approval for using the PFES fund to support Forest Guards.</p> <ul style="list-style-type: none"> <li>• QN DARD approved the work plan and budgets for 2015 and 2016, which included the funding of QN Saola Nature Reserve through PFES. MoUs between QN Saola Nature Reserve and WWF-Vietnam to regulate this were signed in July, resp. and December 2015. The two MoUs, the first covering six months of 2015, the second the whole of 2016, secured reimbursement to the CEPF-CarBi project 6,000, resp. 12,000 USD for the salary costs of the Forest Guards, totaling 18,000 USD. The reimbursements have all been received by CEPF-CarBi.</li> <li>• Likewise, an MoU between TTH Saola Nature Reserve and WWF-Vietnam was signed in December 2015 – following an official letter in the last quarter of 2015 from Thua Thien Hue DARD that affirmed the previously verbally obtained commitment during meetings concerning the allocation of funds from the Thua Thien Hue PFES fund to</li> </ul>
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				<p>financially support the management of TTH Saola Nature Reserve – to reimburse the CEPF-CarBi project 9,000 USD in contribution to the salary costs of TTH Saola Nature Reserve Forest Guards in 2016. The reimbursements have all been received by CEPF-CarBi.</p> <p>Monthly meetings conducted in integrating CarBi project to assess implementation of PFES supported law enforcement patrolling of Forest Guards in both Thua Thien Hue and Quang Nam through SMART conservation software particular attention to safeguards necessary for patrolling effectiveness.</p>
		1.2.	<p>By the end of project, 5 community Forest Guards in each of Thua Thien Hue and Quang Nam Saola Nature Reserves employed by Forest Protection Departments as full-time law enforcement staff (funded through PFES funds).</p>	<p>The MoU between WWF-Vietnam and Thua Thien Hue Saola Nature Reserve on using PFES funds to partially finance the Forest Guards has been successfully implemented for the period January – December 2016, and TTH Saola Nature Reserve and QN Saola Nature Reserve have reimbursed the agreed amounts. New MoUs for 2017 for both Saola Nature Reserves have been agreed on and signed early January 2017.</p> <p>In adaptation to this situation where Forest Guards are becoming more the responsibility of the Saola Nature Reserves themselves, ToRs and salary structure have been finalized that reflect that Forest Guards are government employed, including critical patrol commitments in Thua Thien Hue Province. Mechanisms for adaptive management through monthly meetings to assess effectiveness and accountability of PFES funding patrols by using SMART software, have been also finalised for Quang Nam and Thua Thien Hue Provinces.</p> <p>Similarly, the project has revised the Annex of the contracts for the Forest Guards that reflects the detailed salary structure, and identifies PFES and other sources of funding. Patrolling results will be recorded in SMART reports.</p>
		1.3.	<p>Compliance with CEPF Social Safeguard Policies monitored</p>	<p>Safeguard Monitoring conducted and report submitted to CEPF periodically.</p>

			and reported to CEPF.	
2	Achieve zero threat to Saola and identify what is needed to expand “zero snares” across Saola range.	2.1.	At least 16 days patrolling, to remove snares, undertaken in high priority Saola forest compartments across both Quang Nam and Thua Thien Hue Saola Nature Reserves each month. Measured through SMART reports	<p>The Forest Guard teams of both TTH Saola Nature Reserve and QN Saola Nature Reserve that were supported by the CEPF project have routinely conducted patrols July 2015 to November 2016, achieving an average of ca. 16 days patrol days per Forest Guard per month. They focused on priority areas for Saola conservation. In that period the Forest Guard teams:</p> <ul style="list-style-type: none"> <li>• Conducted 86 patrols (totaling 2,628 patrol man days).</li> <li>• Destroyed 48 illegal camps of hunters and loggers.</li> <li>• Removed and destroyed 6,191 illegal animal snare traps.</li> <li>• Released many animals from snares, e.g. Wild Pig, Serow, and Annamite Striped Rabbit.</li> </ul> <p>During the patrols the Forest Guard teams collected SMART field data, which were entered into the SMART database by SMART Officers after each patrol. SMART Officers of Thua Thien Hue and Quang Nam Saola Nature Reserves produced 33 SMART reports for the reporting period based on recorded SMART database. 4 GPSs, 6 digital cameras, and 12 uniforms were procured for the Forest Guard teams .</p> <p>The detailed summary reports through reporting online period conducted forest patrols by Forest Guard teams:</p> <p>January – June 2015: No routine monthly Forest Guard patrolling allocated from CEPF fund was conducted during this reporting period, but patrolling is ongoing from other funding WWF CarBi sources. Some preparatory work for the next period has been done, such as purchasing 4 GPSs, 6 digital cameras and some camping equipment for Forest Guard teams for use during the next patrol period, as well a discussions regarding improvement of patrolling areas by dividing the current patrolling areas (Compartments) into smaller areas (patrolling blocks) to meet "zero snares" goal.</p> <p>July – December 2015: Two Forest Guard teams – one in TTH Saola Nature Reserve, and one in QN Saola Nature Reserve –</p>

				<p>conducted 35 patrols, totaling 1,056 patrol man days, under the fund from the CEPF Grant, but where 30% of basic salary of the QN Saola Nature Reserve Forest Guard team was now covered by the contributions from the Quang Nam PFES fund. The teams focused on the priority areas for Saola conservation in the protected areas. They destroyed 23 illegal camps and removed 2,319 snares, and recorded all patrol information in the patrol datasheets. SMART Officers have entered the information of the patrol datasheets in the SMART system, and produced monthly SMART reports from July to December 2015. Both Forest Guard teams received in this semester camping and patrol equipment, including backpacks, hammocks, torches, coats, sleeping bags and uniforms.</p> <p>January – June 2016: Two Forest Guard teams, one team in Thua Thien Hue and one team in Quang Nam Saola Nature Reserve ,were operational using the funds from the CEPF Grant, but 30% of basic salary of the QN Saola Nature Reserve Forest Guard team was covered by the contribution from the Quang Nam PFES fund. The two teams conducted 33 patrol trips, totaling 1,044 patrol days. The teams focused on the priority areas for Saola conservation in the protected areas. During these trips, they destroyed 16 illegal logging and poaching camps and removed 2,294 snares, and recorded all patrol information in the patrol datasheets. SMART Officers have entered the information of the patrol datasheets in the SMART system, and produced monthly SMART reports from January to June 2016. Both Forest Guard teams received monthly medical supplies. Malaria medicine and quick tests were also provided to the patrol teams under the MoU with A Luoi and Tay Giang hospitals.</p> <p>July – November 2016: As mentioned in the previous reporting period, 30% of basic salary of the Quang Nam Saola Nature Reserve Forest Guard team had been covered from Provincial PFES Funding. So, funds saved from this was covered for two Forest Guard teams, one in Thua Thien Hue from July – October and one in Quang Nam</p>
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				<p>from July – November 2016. These two Forest Guard teams were operational using the funds from the CEPF Grant conducted 18 patrol trips, totaling 528 patrol days. The teams focused on the priority areas for Saola conservation in the protected areas. During these trips, they destroyed 9 illegal logging and poaching camps and removed 1,578 snares, and recorded all patrol information in the patrol datasheets. SMART Officers have entered the information of the patrol datasheets in the SMART system, and produced monthly SMART reports from July to November 2016.</p> <p>CEPF had agreed to use the savings from the PFES workshop and meeting budgets for training of rangers and Forest Guards. A three day training course was organised on 2-4 December 2016 in Thua Thien Hue. Participants included 18 government rangers; Directors and/or Vice Directors from Thua Thien Hue and Quang Nam Saola Nature Reserves and from Sub-FPDs of A Luoi, Nam Dong, Dong Giang and Tay Giang; and rangers in charge of legislation of the FPDs and Sub-FPDs of Thua Thien Hue, Quang Nam, Bach Ma NP, Nam Dong and Tay Giang. Focal areas were introduction of the handbook that was compiled as an outcome of the <i>CarBi Arrests Action Plan</i> and law enforcement workshop process, and sharing of practical experiences in handling forest law violations between training participants and the trainer. The CarBi Arrests Action Plan was developed by CarBi and its partners in the first quarter of 2016 in reaction to the realization that law enforcement agencies experienced barriers that prevented them from making arrests, where a major barrier was the lack of coordination among law enforcement agencies. Two legal consultants were recruited who in collaboration with the partners inventoried and identified barriers and analysed existing legislation. The outcome was a clarification to the partners what they can do and that no legal barriers exist, and the realization and acknowledgement that many rangers and other law enforcement staff have a lac of knowledge and understanding, which led to</p>
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				<p>compiling a handbook by the law enforcement agencies.</p> <p>Another follow-up three-day training course (from 8 – 10 Dec 2016) was organised in the field (Tra Lehn Ranger Station of Thua Thien Hue Saola Nature Reserve). Participants were 30 government field rangers, including the heads of the ranger stations of Thua Thien Hue Saola Nature Reserve, Quang Nam Saola Nature Reserve and Bach Ma National Park; leaders of law enforcement teams of Thua Thien Hue Saola Nature Reserve, Quang Nam Saola Nature Reserve and Bach Ma National Park; rangers in charge of legislation of the sub-FPDs of Thua Thien Hue Saola Nature Reserve, Quang Nam Saola Nature Reserve and Bach Ma National Park; and eight CarBi Forest Guard team leaders. Focal areas were introduction of the handbook and playing out case scenarios as they happened before in the field.</p>
		2.2.	<p>Informant Incentive System, with clear and transparent guidelines and confidential list of informants, developed and implemented in, and around, Quang Nam and Thua Thien Hue Saola Nature Reserves.</p>	<p>To improve and strengthen law enforcement efforts, an Informant Incentive System was developed in collaboration with the management boards of both Saola Nature Reserves and the provincial FPDs. The provincial database (using MS Access software) was revised to include the informant system with support from WWF staff. Information received from informants that has been proved valid is entered in the system. Care is taken that all information is treated as confidential and has been entered using a coding system. A training course to use the software was given to relevant staff of both Saola Nature Reserves. The actual systems for the Saola Nature Reserves were established by recruiting informants from hotspot villages around the reserves. Posters have also been developed with hotline numbers with support from CarBi funds. The systems were first piloted for three months, after which improvements were made to transparency guidelines and instructions on dealing with confidential information from informants.</p>

				<p>After running the system in Thua Thien Hue and Quang Nam both, Valid information received from the system used for law enforcement efforts both from government funding and project funding. There were patrol activities under way prompted by information received under the system. While both the incentive amount and number of received information are modest, they represent an important step forwards adding successfully another law enforcement tool to the system.</p> <p>The CEPF funding did not cover incentive payments as planned due to an error between the two funding sources of the CEPF grant and the CarBi funding. For paying out incentives the CarBi funding was used.</p>
		2.3.	<p>Single SMART data model for Saola Protected Area developed, in collaboration with Law Enforcement Working Group of the SWG, and shared across key sites together with guidelines for using SMART for assessing patrol performance and effectiveness.</p>	<p>SMART (Spatial Monitoring and Reporting Tool) is a tool for measuring, evaluating and improving the effectiveness of wildlife law enforcement patrols and site-based conservation activities. The software synthesizes and analyzes the patrolling information and converts it into easily understood, informative statistics, maps, and reports. This allows staff to understand the nature of threats to wildlife, how patrols are performing and how strategies need to be changed in order to increase effectiveness. This kind of information is critical for planning future conservation action and stopping poaching.</p> <p>The SMART software was upgraded halfway the CEPF-CarBi project and has improved the SMART system in each participating protected area (both Saola Nature Reserves and Bach Ma National Park). The CEPF-CarBi project has also led a process to expand the use of the SMART system with the same setup and data model by other protected areas in the Saola landscape and throughout Vietnam:</p> <ul style="list-style-type: none"> <li>• The project organized a small seminar for the SMART Officers of the three Protected Areas in the Saola landscape (both Saola Nature Reserves and Bach Ma National Park) and WWF staff. In this seminar, participants shared their experiences. The seminar also addressed errors in the Saola SMART system after applying a software upgrade, and</li> </ul>

				<p>participants made corrections, supported by WWF SMART experts. As a result, the Saola SMART systems in the three Protected Areas have improved.</p> <ul style="list-style-type: none"> <li>• WWF project and its wildlife monitoring collaborator IZW organized in October 2015 a workshop titled "<i>Standardized mammal surveys in support of law enforcement and measuring conservation success - An example from the Central Annamites, Vietnam</i>". In this workshop, project staff presented the Forest Guard model and SMART system and encouraged other protected areas, whose staff attended the workshop, to use the same setup and data model.</li> <li>• WWF – Vietnam planned to support the Vietnam Forestry Administration (VNForest) with the organization of a national workshop on SMART aimed at all Vietnam Protected Areas. The project team then shared the SMART setup and data model and presented a road map to the national SMART workshop for its rollout in other protected areas in Vietnam.</li> <li>• WWF Vietnam initiated in partnership with GIZ and VN Forest the organisation of a workshop on SMART deployment in the protected areas in Vietnam. With financial and technical support from WWF Vietnam and GIZ, VN Forest recruited a national consultant to (i) conduct an evaluation of the status of the application of SMART in protected areas in Vietnam and (ii) develop SMART deployment guidelines. The Protected Area Manager and Protected Area Office of CarBi attended the workshop, helped facilitate the workshop, shared experiences with SMART and the Saola data model, and contributed to drafting guidelines. Draft guidelines for the application of SMART have been produced and are being tested in ten protected areas in Vietnam, selected on basis of the results of the evaluation by VN Forest. The guidelines will be finalized and promulgated in 2017 to encourage all protected areas in Vietnam to use it as a tool for measuring, evaluating and</li> </ul>
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				<p>improving the effectiveness of wildlife law enforcement patrols and site-based conservation activities.</p> <p>The project also continues to improve the SMART system and to increase its impact. A two-day backstopping seminar for the six SMART Officers from both Saola Nature Reserves and Bach Ma National Park was organized from 27-28 December 2016 in Thua Thien Hue. The seminar addressed the mistakes and errors that were reported in in the SMART review report. The current SMART reports have been corrected, and the SMART databases and reports will no longer have those mistakes and errors in the next quarter. As mentioned above, participants of the seminar also spent time to discuss improving SMART field data recording. The standardized Saola SMART data model has been shared with Yok Don National Park for developing the Elephant SMART data model there. The CEPF-CarBi project has also started piloting the use of Cybertracking software through which SMART data can be entered in handheld electronic devices in the field, thus eliminating the use of pencil and paper forms. The field data can subsequently be sent wirelessly to the central SMART computer using mobile phone connections, thereby eliminating the need to transfer manually field data records to the SMART system, also decreasing the chance on data errors. This pilot is conducted by one Forest Guard team In TTH Saola Nature Reserve and one in QN Saola Nature Reserve.</p>
3	Leverage corporate and philanthropic funding for Saola conservation and community led snare removal	3.1.	Communication strategy and key messaging developed for targeted High Net Wealth Individuals (HNWIs) and targeted Corporations for supporting in-situ Saola conservation.	The WWF Corporate team made initial contacts with potential corporate donors in HCM city in March and April 2015 to tell Saola stories and share Saola conservation imperatives. Two corporations responded to the advocacy interventions, namely HSBC Bank Vietnam and Intel. HSBC Bank Vietnam agreed to a Saola conservation funding commitment in May 2015. A concept note and full proposal were designed and developed by the WWF Conservation and Corporate Team in close collaboration with counterparts, and was submitted to HSBC in June 2015



				<p>In a continued effort, WWF participated as an environmental partner in an event on 30 May 2105 in Ho Chi Minh city that was sponsored by Intel, AmCham and the US Consulate, to raise awareness on Saola, its flagship species in Vietnam. The event attracted more than 1,000 participants, representing 50 companies. Species information booths attracted great enthusiasm from event participants via new and exciting facts &amp; figures about species protection work in Vietnam, together with mini games that informed participants in an entertaining way. Conservation messages were delivered via speeches on an event stage to participants, and the WWF media brand image was enhanced via all event visual materials. Regarding interaction with corporate officers who participated in the event, positive response to activities at WWF's species booths were experienced and nearly 700 people signed up and shared contact details for WWF's database, showing their support for WWF conservation work as well as their wish to participate in WWF's upcoming activities. This support also implies support for all WWF donors.</p> <p>After the Green Bike 2015 event, organized in cooperation with Intel Vietnam to raise awareness on species conservation in Vietnam, especially about in situ Saola conservation in the Central Annamites, the Corporate Relations (CR) Team of WWF-Vietnam established initial contacts with 57 companies in Vietnam's market, of which Sanofi, 3M, Abbott Laboratories, UPS and Walmart in particular showed significant potential.</p> <p>A basic willingness-to-support survey has been implemented amongst these 57 companies to analyse their possible commitment to WWF's Saola and wildlife conservation. The survey showed on the one hand that a good many companies are interested in contributing to the project, but on the other hand that each has limited funding available for CSR activities. The Corporate Relations Team has been working with regional fundraising teams to carry out research on fundraising trends and their probability of success within the region's</p>
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				<p>context. One fundraising product implemented by WWF-Malaysia stood out as a good example. The project – Corporate Appeal – relied on mass communication to a wide corporate audience to call for funding from SMEs. The general amount from each contribution was moderate, but the large number of contributing companies had proved to generate substantial incomes. A communication theme has been developed to align with the project goals and activities, focusing on the in situ conservation work in the Central Annamites. The theme <i>Forest Heroes and Zero-threat Sanctuary</i> delivers the key message that increasing patrolling as implemented by WWF is crucial in the zero-threat approach and subsequently solicits corporate funding. The communications and marketing strategy has been finalized to focus on approaching a wide corporate audience, all at once, via mass communication and a fundraising product with the <i>Forest Heroes and Zero-threat Sanctuary</i> theme, based on the model of the Corporate Appeal from WWF-Malaysia. This product is expected to greatly expand the funding opportunities for Saola conservation work in the coming years.</p> <p>Besides researching companies that reached out to WWF to express their interest to learn more details about our Saola conservation work after seeing WWF's <i>Save the Saola</i> campaign materials, the Corporate Relations Team has also done independent research on companies in business associations lists such as AmCham and EuroCham, to identify potential corporate donors (with a profile of having a low carbon footprint and a good CSR program) that can be approached in follow-up fundraising activities. The companies received information on Saola conservation work via an article showcasing the support of HSBC Vietnam for the CEPF-WWF project. The article that was published in the March 2016. Corporate Relations Newsletter as part of the <i>Save the Saola</i> campaign generated media coverage nationwide. The Corporate Relations Team also created an online information hub, where both the general public and the private sector can</p>
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				<p>learn more details and explore ways to contribute financially to our work. Donations options, with smaller funding requests and clearer values for corporate donors were developed to be pitched to companies via direct mail to companies that were taken up in the target list.</p> <p>Nearly 100 prominent companies have received the message on Saola conservation via the <i>Save the Saola</i> open letter. The companies' response will be monitored to measure the funding potential and short listed possible donors. Target audience's response from the first <i>World Saola Day</i> communications activities in Vietnam were evaluated internally and processed into inputs for the second year communications plan. HSBC's contribution to WWF's Saola conservation work has been well promoted via microsite, WWF's website, corporate newsletter, and WWF Vietnam's social media channels, showcasing to target audiences an exemplar model of corporate-NGO partnership in nature conservation.</p>
		3.2.	At least 2 HNWIs or 2 Corporations receive Saola focused communications and fundraising pitches and messaging	<p>HSBC Vietnam agreed to a grant of 150,000 USD to support Saola conservation on basis of the WWF's project proposal titled <i>Strengthening community Forest Guards engagement &amp; developing sustainable snare removal for Saola protection in Quang Nam and Thua Thien Hue Saola Nature Reserves</i>. The grant would function as matching fund to CarBi funds for the period July 2015 - June 2018, to be approved annually in three tranches of 50,000 USD. The first tranche of 50,000 USD has been spent, and HSBC Vietnam has approved the second tranche of 50,000 USD following positive feedback of HSBC Vietnam's Corporate Sustainability Manager on a field trip in December 2015 by staff from HSBC Vietnam during which they engaged with WWF's in situ conservation work. It is similarly expected that HSBC Vietnam will approve the final tranche of 50,000 USD. Total secured funding now amounts to USD 100,000, exceeding the target of 60,000 by 66%, and is expected to total at 150,000 by July 2017. The contract of the 3-year project with financial support from HSBC Vietnam has been successfully extended for its 2nd year. In addition, HSBC</p>

				<p>started internal-fundraising amongst HSBC employees that is expected to add more funds to the HSBC Vietnam financial commitment.</p> <p>A concept note to develop training and usage of more advanced conservation monitoring technology has been drafted and submitted to Microsoft. WWF's Corporate Relations Team is following up with Microsoft on this for further engagement in the coming months.</p> <p>Funding proposals to follow up with interested companies after the <i>Save the Saola</i> campaign launch are being developed. The campaign cooperated with Individual Fundraising to build a platform for individuals to donate and support WWF's Saola conservation. This establishes a foundation for individual donations to Saola conservation, benefitting further fundraising activities with High Net Wealth Individuals in the future.</p>
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**7. Please describe and submit any tools, products, or methodologies that resulted from this project or contributed to the results.**

**WWF Forest Guard model:** WWF established a Forest Guard model based on an approach that includes a focus on the local community, a focus on direct threats to Saola and wildlife, the principle that clear responsibilities yield efficient law enforcement, and co-management between WWF CarBi and protected area management authorities. This basis supports three implementation pillars: (i) a clear, transparent, and targeted recruitment process, (ii) clear, efficient and effective organization and tasks, and (iii) integrated and consistent management and monitoring.

**SMART Conservation software:** A tool for measuring, evaluating and improving the effectiveness of wildlife law enforcement patrols and site-based conservation activities. As the responsible ranger/forest guard patrols, he captures where the team go and what they see and do (e.g. removing a snare, seeing a Muntjac, arresting a poacher etc). Back at Office, this data is fed into SMART. The software synthesizes and analyzes this information and converts it into easily understood, informative statistics, maps, and reports. This allows staff to understand the nature of threats to wildlife, how patrols are performing and how strategies need to be changed in order to increase effectiveness. This kind of information is critical for planning future conservation action and stopping poaching.

**Sustainable financing sources based on PES systems:** Governmental Payment for Forest Environmental Services commits to provide sustainable long-term funding with the portion for community Forest Guard Model in Thua Thien Hue and Quang Nam Saola Nature Reserves and other forest protection activities.

**PART IV: Lessons, Sustainability, Safeguards and Financing**

**Lessons Learned**

**8. Describe any lessons learned during the design and implementation of the project, as well as any related to organizational development and capacity building.**

**Project Design Process:**

- WWF GMPO has been in close consultation with colleagues and partners throughout the region (e.g. WWF network, Saola Working Group, enforcement experts) to identify and help establish effective enforcement systems for Saola.
- The CEPF-WWF project has strong partnerships with the provincial governments of both Thua Thien Hue and Quang Nam provinces and with the management boards of both Saola Nature Reserves. This enabled the project to make good progress on PFES commitments for funding Forest Guards. The project collaborated with the directors of both Saola Nature Reserves in discussing the road map for long-term PFES contributions, in developing the profile documents to submit to local governments and obtain approval for effective PFES supported law enforcement in the Saola Nature Reserves.
- Through the parallel and linked CarBi project, other protected areas in the Central Annamites have also shown interest in improved law enforcement. WWF has committed to assist them and collaborate in deploying SMART-based systems and other protected area management tools deployed by the CEPF-WWF project.
- Integration of many available funding sources from different projects, especially CEPF-WWF and CarBi projects, leads to greater impacts in nature conservation, in particular in management of the Saola Nature Reserves. CEPF funding has created significant synergy between CEPF project objectives and CarBi objectives.

**Project Implementation:**

- It took a long time to convert general and verbal commitments from provincial governmental leaders concerning allocating PFES funds to the Forest Guard system into specific and written, official commitments with clear contributions in cash. The matter is complex due to agreements required at different levels of governmental agencies. However, the target was achieved, but not as fast as anticipated. Although the target was achieved, PFES contributions are not sufficient to realistically fund patrol activities to minimum specification levels. Negotiations between the project and the Quang Nam and Thua Thien Hue governments will therefore continue and a request will be made for additional annual funding.
- While all stakeholders agree that the Forest Guard model is effective, it's difficult to unequivocally say what the impact of patrolling by Forest Guard Teams has been. One complicating factor is that no baseline exists against which the effects can be measured. Looking at snare numbers alone is deceiving, since increases or decreases in snare numbers are biased for multiple reasons. The project recruited therefore an international consultant to conduct a statistical analysis of the SMART patrol data of Thua Thien Hue and Quang Nam Saola Nature Reserve. This report represents an important milestone in the development and operation of the Forest Guard model. The final report concluded as follows:
  - Using a Bayesian Hierarchical Model for analysis to statistically predict occupancy of snares (not the conventional snare numbers which cannot show un-biased increase or decrease), the analysis confirmed a reduction in snaring by more than 40%, and also that patrolling was the main cause of this reduction.
  - Preferred hunting (poaching) strategies have changed and this is an indication that patrolling by Forest Guards is having an impact on poacher behavior. There appears to be a reduction in the deployment of snare-lines relative to other snares and traps used.

- In areas where hunting is increasing (opposed to the overall trend) this occurs in accessible areas of young forest, which are probably not the highest priority areas for targeted species conservation.

While the conclusion of the SMART data analysis confirms a reduction in snaring, this positive conclusion needs to be carefully examined in its context. The following points need to be considered:

- The analysis report stated that patrolling has an impact, but that the change in hunting strategies (using other traps and snares than snare-lines) was not necessarily positive. Extrapolating this conclusion, one can argue that poachers and hunters adapt to an increase in effective law enforcement, and that if such law enforcement is to ultimately have a positive effect on wildlife populations, law enforcement must adapt accordingly to the change management applied by hunters and poachers.
- The SMART patrol data analysis report also noted that while snare reduction has been achieved, snare presence remains on a level that warrants concern. At present there is no objective information available concerning which level of snaring wildlife populations can sustain.
- The reduction in snaring predominantly occurred through a drop in snare presence in the first year of patrolling. The scale of this downward trend was not continued after that. In other words, continued patrolling does not lead to further reduction and without adjusting patrol strategies or law enforcement approaches, no further reduction in hunting and poaching pressure may be expected.
- The reduction appears to have occurred in TTH Saola Nature Reserve, but not in QN Saola Nature Reserve. While the report does not further elaborate, one may argue that the overall lower level of snaring in QN Saola Nature Reserve compared to TTH Saola Nature Reserve may be a causal factor. Fewer hunters are active in QN Saola Nature Reserve than in TTH Saola Nature Reserve, and patrolling therefore has less impact. This line of reasoning is consistent with the previous point, that there was a drop after patrolling started and that no further reduction was achieved after the pressure had been lowered.
- The level of patrolling in TTH Saola Nature Reserve and QN Saola Nature Reserve is "unusually high" compared to elsewhere in Vietnam and internationally. This has repercussions for resource availability (human resources and financial) if this would be replicated elsewhere, but it may also be argued that if patrol intensity is compromised in this Saola landscape, we may also compromise the remaining Saola population in the CarBi Vietnam landscape. The high intensity patrolling may also be the required bridge between 2011 and the newly introduced Arrests Action Plan process which is now being deployed. Continuous measuring of its impact will be important.
- The report notes that improvement in snare detection rates seems to have been achieved by spending more time in more accessible areas. This has come at the expense of time spent in more remote areas where Saola and other key species are more likely to survive. This happens at the same time that some hunters appear to have moved deeper into the forest and concentrated on areas near the reserve boundaries in order to avoid patrols. In the words of the report: " Thus, while the patrols may be doing better at removing more snares, they may be doing worse at removing the most dangerous ones."
- The points above underline the need for CarBi and its partners to review the protection system and improve and adapt to the changes in hunting pressure to achieve the desired outcome of preserving viable populations of key species. One crucial point that the review should lead to, is moving away from Forest Guards being snare removers only, to a situation where they concentrate on both snares and the offenders. This is captured in the recommendation in the analysis report ("Increase the encounter rate with hunters") and is already being addressed through the outcome of the law enforcement workshops where MAT patrols at least appear to do more strict law enforcement and arrest people.

The possibility of bestowing some arrest and detain authority on Forest Guards under the recent Prime Ministerial Decision referenced above, would also support this.

- The process of preparing the Arrests Action Plan for implementation took longer than expected, as ToRs and choice of consultants needed frequent consultation with the counterparts. This has led however to a situation in which the counterparts recognized the need for improving the situation of not making arrests and in which they supported the approach. The Arrests Action Plan has now come to fruition. The two consultants who were recruited by CarBi have worked with the FPD, DARD and other relevant agencies, and produced reports that were used in subsequent law enforcement workshops, one in Thua Thien Hue, and one in Quang Nam. In both cases participants agreed that the current legislation provides all the necessary legal tools to undertake strict law enforcement. As previously identified by CarBi as a major obstacle to effective law enforcement, bottlenecks were found in the knowledge and skills of applying the law among enforcement staff, as well as ambiguity regarding specific mandates. The results of the law enforcement workshop were as follows:
  - In Thua Thien Hue, the FPD drafted a Directive on strengthening law enforcement and wildlife protection and conservation, supported by the provincial and national consultant. This was submitted to DARD for review and approval.
  - In Quang Nam, the PPC issued a Directive on strengthening law enforcement and wildlife protection and conservation. Following this, the FPD prepared an Action Plan for its implementation.
  - In the meantime, however, the Prime Minister signed Decision 44/2016 / QD-TTg, dated 19/10/2016. This Decision allows forest owners who previously could establish forest protection forces, but which did not have the legal authority of rangers (whereas FPDs and sub-FPDs consist of rangers), to now assume a limited ranger authority. This does not automatically extend to institutions like the Saola Nature Reserves, because they already have a Sub-FPD (but neither is it automatically impossible). Both in Thua Thien Hue and Quang Nam, the issuance of this Decision prompted DARD in Thua Thien Hue, and QN Saola Nature Reserve in Quang Nam, to suggest to the FPD in both provinces to consider whether it would be possible that the Thua Thien Hue FPD Directive, and the Quang Nam FPD Action Plan, could include the Forest Guards. The Prime Ministerial Decision can then be applied to convert the Forest Guard teams into forest protection forces, and thus bestow them with a limited arrest and detain authority. The provincial FPDs are now considering this. In both cases the FPD must be able to demonstrate that there is budget available to cover the costs for an agreed period of time.
  - The FPD in Thua Thien Hue has issued a Decision on issuing a handbook covering basic principles of, and skills in forest law enforcement through a number of case scenarios. It comes into effect in January 2017 and applies to ranger and forest protection forces in Thua Thien Hue. The provincial consultant cooperated with DARD to develop the handbook and a limited number of copies have been printed and disseminated. However, the demand for the handbook is already significant and DARD/FPD asked for more copies to be printed. The FPD in Quang Nam is drafting a Decision to also issue such a handbook. Approval for this is expected in the next quarter.
- Noteworthy is that subsequently three forest violators have been arrested. Members of the patrol team followed the training referenced above. By applying guidelines provided in the newly produced handbook, law enforcement is now more structured and robust and applied more strictly, and has now led to arrests, which will hopefully set the scene for higher impact in this regard.
- SMART and other law enforcement tools will be workable and replicable in other protected areas.

- Corporations in big cities often lack awareness of environmental issues, and even within the category environmental issues, species conservation is considered a low priority. Our focus on Saola as the Crown Jewel and pride of the nation is working well.
- WWF Corporate Relations Team had been focusing on developing a suitable fundraising strategy for the target audience during this period and is aiming to push on fundraising implementation in the coming term.
- There are multiple companies (among which are a good many potential corporate donors) that have limited funding available, but are interested in WWF's wildlife conservation. The direction of communications therefore now focuses on reaching wider, rather than deeper.
- Communications materials were initially planned to focus only on the corporate sector with Forest Heroes and Zero-threat Sanctuary as the theme. Communication materials for the campaign that were produced later on, still achieved the targets but with a larger scope that also covers the general public. This action has been taken in consultation with mass and public communication experts who pointed out that only by influencing the mass audience of the market can we influence corporations that operate in that market. The themes have also been adjusted to better convey conservation messages.
- Employing the right expertise in specific activities is tremendously important. Building conservation messages solely from the conservation point of view may not be the best way to convey conservation information to the target public; the messages need to employ the point of view from the publics' interests.

#### **Other lessons learned relevant to conservation community:**

- A bottom-up approach prevents negative social effects.
  - As a first step, we worked with key partners (Thua Thien Hue and Quang Nam Saola Nature Reserves) to agree on suggestions regarding the road map and specific steps.
  - Secondly, we collaborated with Saola NRs and key leaders of the counterparts (provincial PFES Funds, DARD, FPD, Provincial Finance Department) to seek agreement on suggestions and principled agreement on next steps.
  - As a third step, a provincial workshop was organized with the participation of many relevant stakeholders to present and share the purpose, objectives, and contents of the topic of the profile documents and get feedback and comments from all participants to complete them.
- Interpersonal contact with key corporations have been made to identify their interest and level of available funding, and to survey their Corporate Social Responsibility priorities. The public has also been informed through awareness raising events and media coverage.
- Project challenges and barriers such as the high number of snares that are still found in the protected areas and the lack of arrests during patrolling, have always been raised in monthly project team meetings and quarterly Provincial Management Board meetings in order to jointly determine relevant solutions and approaches.
- A nation-wide communications campaign has been waged to reach an audience wider than the corporate sector. Media relations have also proven to serve the objectives well. By inviting journalists on press visits and experience in situ conservation work, we have generated coverage in top media in Vietnam, delivering the key message to a large audience in a cost-effective manner.

#### **Sustainability / Replication**

- 9. Summarize the success or challenges in ensuring the project will be sustained or replicated, including any unplanned activities that are likely to result in increased sustainability or replicability.**



Two of the three components of the project are focused on developing sustainable, long-term funding for effective Saola conservation. Such long term funding also depends on a number of factors outside the project's control, including concerning of local government in terms of Saola and biodiversity conservation, regulations for using PFES fund, economic status (discretionary funds availability) of corporations, etc. We are thus exposed to these factors, but have been able to deal with it relatively well, considering the progress reflected above. HSBC financial support and PFES will continue after the CEPF project ends, and HSBC staff are practically and directly involved in community conservation work.

Attitude change within the government can be achieved through continued, intensive and patient collaboration with, and support to, natural resource management authorities. It showed that adaptive management applied through regular and robust reviews/monitoring (SMART, METT, M&E system, traffic light reporting, biodiversity indicators, the impact of awareness raising on behavior, livelihood improvement, etc...) creates an enabling environment for continuous improvement and generating political support.

The general public and corporations have shifted interests towards other environmental issues, as Vietnam faces major environment challenges in 2017 and beyond. Environment protection has become a sensitive subject – communications activities on this subject can backfire if we're not extra careful with the messaging, as the audience can question why we are paying attention to a specific species and not to other environmental issues. We need to make sure to incorporate the message that Saola conservation means more than the protection of a single species and also has positive impacts on ecosystem quality as a whole, and need to emphasize the importance of Saola conservation in the context of these other environmental issues.

Now, after December 2016, the Saola CEPF project has ended, and after March 2017, the CarBi project will end its support for the three protected areas in the Saola landscape. While WWF remains committed to the Central Annamites region, an immediate follow-up of Saola CEPF and CarBi has not yet been decided upon. As a consequence, these three protected areas need to reflect on and prepare for a post-project situation. In the first quarter of 2017, CarBi will start a process to facilitate a post-project approach for these three protected areas, and for Thua Thien Hue Saola Nature Reserve and Quang Nam Saola Nature Reserve in particular. The final governmental counterpart meeting and the planned lessons learnt workshop will be part of this Exit Strategy process.

### **Safeguards**

#### **10. If not listed as a separate Project Component and described above, summarize the implementation of any required action related to social or environmental safeguards that your project may have triggered.**

The project's activities do not have potential negative environmental impacts. All activities are geared towards increased preservation of biodiversity values and ecosystem integrity of the forests within the two Saola Nature Reserves. Hence, this safeguard summary does not discuss environmental issues.

The project has an impact on bufferzone communities. Due to the nature of the activities – increased biodiversity protection through improved law enforcement – people living in the bufferzone, among them communities of ethnic minorities, experience over time a decrease in access to natural resources. It needs to be emphasized that: (i) harvesting such natural resources is illegal, and the activities geared towards increased biodiversity protection do so within the

existing legal framework; (ii) traditional natural resource use ties between forests inside the protected area and surrounding communities, especially those of ethnic minorities, do not exist anymore, due to demographic, political and socioenomic changes and events in the past forty years.

However, due to this potential impact on the access to such resources, this report discusses the approaches to mitigate such impacts the project has put in place, specifically: (i) How the project has engaged with the communities in project preparation and implementation; (ii) Which benefits the project has brought in compensation to a decreased (illegal) access to natural resources.

The CEPF-CarBi project discussed in this summary (referred to as "the project") operates within the larger CarBi project (referred to as the "CarBi project", or "CarBi"). Many of the activities that are mentioned in the discussion are part of the CarBi project and strengthen the project. The project measures in the context of a decrease in access to natural resources.

The FG model that CarBi and CEPF has introduced, has also introduced the explicit goal to contribute to the conservation economy in the bufferzone of the protected areas. Recognizing that an increased biodiversity protection inevitably leads to a decrease in access to natural resources, the project developed a participatory implementation approach, where participatory means that communities and local government are consulted in how implementation should take place and obtain agreement on activities prior to implementation. It also implies that implementation will be and have been adjusted upon receiving valid comments and suggestions during consultation. *Consultation* by the project is further *strengthened* through the CarBi project. The project also aims to maximize delivering *benefits* to affected communities.

**Consultation:** While the project concept has been developed between the CarBi and CEPF project and its partners (the two SNRs, local governments), the project has developed workplans and activities in consultation with the local communities. Implementation did not start before agreement was reached. Consultation was a two-way process. Staff of the project and of the two SNRs explained and clarified to communities through a series of workshops and meetings the purpose and objectives of the project, and specifically explained the contributions of the project to the conservation economy through local job creation. Project staff and CarBi and CEPF partners received and listened to comments, observations and objections of local communities, especially where objections were raised against expected restrictions of access to the resources in the protected areas and the impact on livelihoods. The combination of clarifying the need for preservation, explaining the goal to maintain ecosystem integrity, raising awareness on the illegality of forest access, and demonstrating the benefits the project brings to the local economy, succeeded in local communities agreeing to project implementation. Consultation meetings always used the dominant language of the locality (Vietnamese or ethnic minority languages). Significant feedback and comments from local people during consultation events were reported on periodic meetings of the members of the CarBi Provincial Project Management Unit in Thua Thien – Hue and Quang Nam. Conflicts and complaints regarding livelihoods have specifically been considered through group discussions in the context of the CarBi Forest Restoration Component (see *Community forestry* below).

**Strengthened consultation process:** The consultation process was strengthened through the implementation of other CarBi and CEPF activities. These include the development and implementation of a *conservation awareness program*, boundary demarcation, *PFES* and *community forestry*. Communities were represented in significant events such as PFES meetings, boundary demarcation meetings, and awareness programming workshops and meetings. As in the project specific consultation, communities were encouraged to comment on the planned activities, be it positive or negative. Where possible and feasible, comments have impacted

workplans and project approach. The project was able to counter objections with the positives that the project brings. PFES development has been reported on in the CEPF technical reports. Below follow some details on the other activities.

**Conservation awareness programme:** The conservation awareness program is ongoing. The programme includes *outreach by Forest Guards, news broadcasts* by local radio channels, and *dedicated conservation awareness events*. Six conservation education meetings were held in six villages in the bufferzone of HSNR, eight in the bufferzone of QNSNR, and seven in the bufferzone of BMNP. During the conservation education meetings, Saola T-shirts and Saola posters were also handed out. CarBi also makes an effort to measure whether these awareness activities have any impact. To that end it has undertaken questionnaire-based surveys to establish a baseline of awareness for 21 target villages in the buffer zones of Hue SNR, Quang Nam SNR and Bach Ma NP. For Hue SNR, the score was 55% , for Quang Nam SNR 63%, and for Bach Ma NP 67%. The survey will be repeated towards project end to measure project impact.

**Outreach by Forest Guards:** To date approximately 21 targeted villages have been reached by Forest Guards, rangers and WWF staff. Communities received explanations and clarifications concerning the rationale of having a protected area and corresponding legislation and rules.

**New broadcasts:** Under the MoUs between WWF CarBi, Hue SNR/Bach Ma NP and the Radio department of A Luoi District; WWF CarBi Vietnam, Quang Nam SNR and the Radio departments of Dong Giang and Tay Giang Districts; and WWF CarBi Vietnam, Bach Ma NP and the Radio department of Nam Dong District, four NEWS bulletins have been broadcast under each MoU, with nature and wildlife news and conservation messages. Each MoU was extended until the end of 2016. Noteworthy is that Forest Guards and Rangers now lead the production of NEWS bulletins, a process that CarBi facilitated, again showing the value we are adding to human resource development towards sustainability. Broadcasts were both in Vietnamese and ethnic minority languages, reaching an audience of roughly 40% of the 19,000 residents.

#### ***Dedicated awareness raising events***

**The Fun Football Festival:** WWF CarBi Vietnam and Football For All in Vietnam (FFAV) signed an MoU concerning WWF CarBi undertaking awareness activities during a Fun Football Festival organized by FFAV in A Luoi District (HSNR). The cooperation with FFAV was successful, and CarBi will work with FFAV again if another opportunity arises.

**Art Performance Festivals** were organized in Bhallee Commune, Tay Giang District, in the bufferzone of QNSNR, and Thuong Nhat Commune, Nam Dong District in the bufferzone of BMNP and A Roang commune, A Luoi District that integrated art with conservation education games and quizzes. More than 400 local people attended each festival.

**Participatory exhibition on conservation:** CarBi, the Forest Protection Department of Thua Thien Hue, and the Thua Thien Youth Union collaborated in a conservation and environmental protection event, featuring a/o an exhibition on Saola called “Nature’s Call and Our Action”, conservation education meeting was held and the Golden Bell Challenge Gameshow “Wildlife and illegal wildlife trade”. More than 500 youths and pupils attended.

**A Community Wildlife Conservation Group (CWCG)** has been established in A Roang Commune, with an agreed roadmap for a work plan and field activities. The 23 members come from village Youth Unions, A Roang Commue Youth Union, A Luoi District Youth Union and Hue SNR. The decision to establish the CWCG was signed by the Chairman of A Roang CPC with support from Hue SNR and the District Youth Union, ensuring a sustainable management mechanism of the group. And also, a CWCG was established in Thuong Nhat Commune, in the bufferzone of Bach Ma NP, under a contract between WWF CarBi and Bach Ma NP, where CarBi will fund the CWCG and its activities. Communication materials have been designed, and a road map for a work plan

and field activities agreed upon. The decision to establish the CWCG was signed by the Chairman of Thuong Nhat Youth Union.

An Art Performance Festival and a Saola exhibition with the theme *Together protect and conserve Saola and wildlife* were organized in A Roang Commune, A Luoi District, with the support of A Roang Wildlife Conservation Group and HSBC Volunteer Group. More than 300 local people attended the event. CarBi communication materials like posters and notebooks were disseminated among the audience. Conservation education games were part of the event. Organizing an Art Performance Festival is one of the activities, which arise from applying a participating approach in working with the community, where they are given the opportunity to be directly involved in the design, preparation and implementation of the event. Conservation messages delivered by local people to other audiences ensure conservation messages are widely delivered and received, augmented by communication materials with conservation messages that are handed out during the event. The partnership between CarBi and HSBC had a greater impact than awareness raising alone: the HSBC Volunteer Group also gave a training course on communication and facilitation skills for the 23 members of A Roang Wildlife Conservation Group.

Thuong Nhat Community Wildlife Conservation Group in the bufferzone of Bach Ma NP supported the design and implementation of the awareness raising event *Fact-finding contest on Saola and other wildlife* at Thuong Nhat Community traditional house. More than 200 young local people attended and received knowledge of Saola and other species and its conservation via contesting questions and answers. CarBi financed the event, and provided technical advice and information materials.

**Boundary demarcation:** The definition of the boundary of Quang Nam SNR (with 22 markers) was finished. Communities have been consulted fully in demarcating the boundary of the protected area. Means have been community meetings on Commune level and District level workshops. Authorities determined the location of 22 markers through this process. Representatives of local communities validated the actual placement. The various consultation meetings were also used to reinforce awareness messages on protected area regulations. The participatory boundary demarcation process for Hue SNR (with 25 markers) entered its last phase. Representatives of key government agencies (Hue SNR, relevant Communes, relevant Forest Protection Watersheds, DONRE) and members of the CarBi PA Team, did a final check of the field markers. The various consultation meetings were also used to reinforce awareness messages on protected area regulations. The minutes of this final check have been agreed and sent to all stakeholders.

**Community forestry:** Like the other activities, the development of community forestry in the restoration zone – part of the CarBi Forest Restoration Component – deployed a fully consultative process with regard to forest area selection, management plan development and other aspects. Livelihood aspects specifically were addressed through group discussions in affected villages.

**Benefits:** The project brings benefits through the project, and through the larger CarBi project. Benefits are tangible, such as employment, and intangible, such as increased awareness.

### ***Benefits through the project***

Job creation: The majority of the 40 CEPF–CarBi forest guards have been recruited from local communities around the two SNRs. Through this, Forest Guards received salaries and allowances when on patrol. 50% of the forest guards are from indigenous groups.

Financial compensation during project activities: People who participated in project activities received compensation for lost daily income.

Increased understanding of environmental and conservation aspects: Through the intensive consultation process, people in the bufferzone understand better why conservation activities are

implemented and which benefits they have from ecologically intact forests. They also understand better the laws and regulations concerning forest access and the (illegal) use of its resources. The project contributes therefore to helping people to avoid costly fines if caught in the forest.

PFES contribution to PA management, including operating Forest Guards: A number of organizations and institutions contribute to the provincial PFES fund. These contributions are (partly) used to fund the PA, including the Forest Guards. Detailed progress on PFES implementation is in the CEPF technical report. This will continue in the coming reporting periods, especially where the CEPF project aims to increase the PFES fund contributions to place the Forest Guard system on a secure financial footing.

Corporate investment in the bufferzone: The CEPF project was instrumental in attracting funds from Vietnam based corporations, notably HSBC. In its turn the HSBC contribution facilitated securing PFES contributions to the Forest Guard model. Detailed progress is reported in the CEPF technical report.

**Benefits through other CarBi project activities:** The other activities of CarBi have similar benefits, where the PA component of the CarBi project helped facilitate job creation through recruiting Forest Guards. One notable additional benefit in tangible benefits is livelihood improvements through the community forestry interventions.

### **Additional Funding**

#### **11. Provide details of any additional funding that supported this project and any funding secured for the project, organization, or the region, as a result of CEPF investment**

##### **a. Total additional funding (US\$)**

##### **b. Type of funding**

Please provide a breakdown of additional funding (counterpart funding and in-kind) by source, categorizing each contribution into one of the following categories:

<b>Donor</b>	<b>Type of Funding*</b>	<b>Amount</b>	<b>Notes</b>
HSBC	B	100.000	
PFES	B	28.000	
WWF project	A	125.000	CarBi matching fund

\* Categorize the type of funding as:

- A *Project Co-Financing (other donors or your organization contribute to the direct costs of this project)*
- B *Grantee and Partner Leveraging (other donors contribute to your organization or a partner organization as a direct result of successes with this CEPF funded project)*
- C *Regional/Portfolio Leveraging (other donors make large investments in a region because of CEPF investment or successes related to this project)*

### **Additional Comments/Recommendations**

#### **12. Use this space to provide any further comments or recommendations in relation to your project or CEPF.**

- Continue support for improving Saola conservation efforts at Saola PAs.

- Coordinate all funds to concentrate on Saola conservation.

#### **PART IV: Impact at Portfolio and Global Level**

##### **Contribution to Portfolio Indicators**

- 13. If CEPF assigned one or more Portfolio Indicators to your project during the full proposal preparation phase, please list these below and report on the project's contribution(s) to them.**

<b>Indicator</b>	<b>Narrative</b>
N/A	N/A

##### **Contribution to Global Indicators**

#### **14. Key Biodiversity Area Management**

**Number of hectares of Key Biodiversity Areas (KBA) with improved management**

<b>Name of KBA</b>	<b># of Hectares with strengthened management *</b>	<b>Is the KBA Not protected, Partially protected or Fully protected? Please select one: NP/PP/FP</b>
Thua Thien Hue Saola Nature Reserve	15,554	FP
Quang Nam Saola Nature Reserve	15,379	FP

#### **15. Protected Areas**

**Number of hectares of protected areas created and/or expanded**

<b>Name of PA*</b>	<b>Country(s)</b>	<b># of Hectares</b>	<b>Year of legal declaration or expansion</b>	<b>Longitude**</b>	<b>Latitude**</b>
Thua Thien Hue Saola Nature Reserve	Vietnam	15,554	2013	16.580942	107.526745
Quang Nam Saola Nature Reserve	Vietnam	15,379	2012	16.00906782	107.6266207

#### **16. Production landscape**

**Number of hectares of production landscapes with strengthened biodiversity management.**

<b>Name of Production Landscape*</b>	<b># of Hectares**</b>	<b>Latitude***</b>	<b>Longitude***</b>	<b>Description of Intervention</b>
Thua Thien Hue Saola Nature Reserve Bufferzone	16,500	16.18058647	107.4431844	

Quang Nam Saola Nature Reserve Bufferzone	35,135	15.96602366	107.4700672	

## 17. Beneficiaries

### 17a. Number of men and women benefitting from formal training.

# of men benefitting from formal training*	# of women benefitting from formal training*
87	

Provincial workshop on Evaluation and experience sharing of community forest guard model and sustainable long-term PFES funding to support forest guards and law enforcement training course for forest guards and Saola Protected Area rangers

### 17b. Number of men and women benefitting from increased income.

# of men benefitting from increased income*	# of women benefitting from increased income*
10	

Direct benefits from the project: 10 Forest Guards and 30 workshop participants benefit from Provincial workshop on Evaluation and experience sharing of community forest guard model and sustainable long-term PFES funding to support forest guards.

Indirect benefits from investments of the project: The CEPF project was instrumental in attracting funds from Vietnam based corporations, notably HSBC and Government PFES funds. More 5 forest guards are funded under HSBC project from July 2015 – December 2016. And also, 20 Forest Guards in Quang Nam Saola Nature Reserve have received 30% basic salaries under Quang Nam PFES funding from July 2015 – so far and around 5 forest guards in Hue Saola Nature Reserve have received 50% salary under Thua Thien Hue PFES funding from January 2016.

### 17c. Total number of beneficiaries - Combined

Total # of men benefitting*	Total # of women benefitting*
97	0

### 18. Benefits to Communities

CEPF wants to record the benefits received by communities, which can differ to those received by individuals because the benefits are available to a group. CEPF also wants to record, to the extent possible, the number of people within each community who are benefiting. Please report on the characteristics of the communities, the type of benefits that have been received during the project, and the number of men/boys and women/girls from these communities that have benefited, as a result of CEPF investment. If exact numbers are not known, please provide an estimate.

**18a. Please provide information for all communities that have benefited from project start to project completion.**

Name of Community	Community Characteristics (mark with x)						Type of Benefit (mark with x)									# of Beneficiaries		
	Subsistence economy	Small landowners	Indigenous/ ethnic peoples	Pastoralists / nomadic peoples	Recent migrants	Urban communities	Other*	Increased access to clean water	Increased food security	Increased access to energy	Increased access to public services (e.g. health care, education)	Increased resilience to climate change	Improved land tenure	Improved recognition of traditional knowledge	Improved representation and decision-making in governance forums/structures	Improved access to ecosystem services	# of men and boys benefiting	# of women and girls benefiting
A Roang Commune	X		X									X					20	10
Thuong Quang Commune	X		X									X					25	5
Bhalle Commune	X		X									X					20	10
Ta Lu Commune	X		X									X					20	10
Song Kon	X											X					20	10



\*If you marked “Other” to describe the community characteristic, please explain:

**18b. Geolocation of each community**

Indicate the latitude and longitude of the center of the community, to the extent possible, or upload a map or shapefile. Give geographic coordinates in decimal degrees; latitudes in the Southern Hemisphere and longitudes in the Western Hemisphere should be denoted with a minus sign (example: Latitude 38.123456 Longitude: -77.123456).

Name of Community	Latitude	Longitude
A Roang Commune	16.11100385	107.4039231
Thuong Quang Commune	16.09514041	107.5760018
Bhalle Commune	15.96785415	107.5121338
Ta Lu Commune	15.96045542	107.674572
Song Kon	15.99062074	107.7583278

**19. Policies, Laws and Regulations**

Please report on change in the number of legally binding laws, regulations, and policies with conservation provisions that have been enacted or amended, as a result of CEPF investment. “Laws and regulations” pertain to official rules or orders, prescribed by authority. Any law, regulation, decree or order is eligible to be included. “Policies” that are adopted or pursued by a government, including a sector or faction of government, are eligible.

**19a. Name, scope and topic of the policy, law or regulation**

No.	Scope (mark with x)	Topic(s) addressed (mark with x)
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	Name of Law, Policy or Regulation	Local	National	Regional/International	Agriculture	Climate	Ecosystem Management	Education	Energy	Fisheries	Forestry	Mining and Quarrying	Planning/Zoning	Pollution	Protected Areas	Species Protection	Tourism	Transportation	Wildlife Trade	
1	N/A																			
2																				
3																				

19b. For each law, policy or regulation listed above, please provide the requested information in accordance with its assigned number.

No.	Country(s)	Date enacted/ amended MM/DD/YYYY	Expected impact	Action that you performed to achieve this change
1	N/A			
2				
3				

## 20. Best Management Practices

No.	Short title/ topic of the best management practice	Description of best management practice and its use during the project
1	Saola SMART conservation software	SMART has been introduced to all forest guard teams during the project time with any problems recorded and the software modified and upgraded and standardized SMART tool that can be used in all Saola Protected Areas. Moreover, it has contributed to drafting guidelines for the application of SMART which have been produced all protected areas in Vietnam in upcoming time.

## 21. Networks & Partnerships

No.	Name of Network/ Partnership	Year established	Country(s) covered	Purpose
1	N/A			
2				

## Part V. Information Sharing and CEPF Policy

Please include your full contact details below:

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