

**Critical Ecosystem Partnership Fund  
28th Meeting of the CEPF Donor Council  
Brussels, Belgium  
20 January 2016  
2:00 to 5:00 pm CET**

**CEPF Governance during Phase III**

**Recommended Action Item:**

The Donor Council is asked to **review and approve the proposed fundraising plan** for CEPF's third phase.

**Background**

Recognizing that CEPF's third phase will entail securing additional resources to enable CEPF to engage in hotspots for sufficient time and at a sufficient scale to ensure a transformational impact, the Secretariat has developed a fundraising plan, addressing immediate targets that will be pursued during 2016.

On January 27, 2015, during the 26th CEPF Donor Council Meeting, the PADMA report on "Fundraising, Private Sector Engagement and Governance for CEPF Phase III" (Doc. CEPF/DC26/5) was presented and discussed.

The CEPF Secretariat took note of the requests and recommendations of the Donor Council Members and derived two documents from the PADMA report. The first is a CEPF Governance document that has been already reviewed once by the Donor Council members on June 24, 2015 at the 27th CEPF Donor Council meeting, then revised once again to integrate comments from the CEPF Working Group expressed during the 48th Working Group meeting on November 17, 2015 (Doc. CEPF/DC28/5a).

The second document, presented here, is the fundraising plan for CEPF's third phase. Because fundraising opportunities are dynamic, any realistic strategy needs to be flexible and adaptive, to take advantage of opportunities that arise and make most effective use of finite time and resources. For this reason, the fundraising plan, which is composed of two tables, focuses on the fundraising targets that the CEPF Secretariat proposes to pursue in 2016. The main objectives of the fundraising plan are to obtain a renewal of the financial commitments of several existing CEPF Global Donors and to engage with potential new donors to increase the amount of funding to be invested in conservation of biodiversity in the world's hotspots through the reinforcement of civil society.

The analysis of potential sources of funding for biodiversity conservation contained in the PADMA report has been used to assess potential fundraising targets for CEPF in 2016. It was decided to concentrate this year on bilateral, multilateral and private US based foundations as, in the opinion of the Secretariat, these will provide the quickest return on investment. The Secretariat agrees with the conclusion of the PADMA report regarding the importance of engaging with private sector partners, and this will be planned and executed in future years, starting in 2017 and consolidated in 2018. The CEPF fundraising plan that has been developed here is a living document and can be revised as appropriate and as necessary during the course of CEPF Phase III.

Fundraising efforts during 2016 and beyond will be primarily dedicated to identification and engagement of Global Donors. However, it already appears that several potential donors may engage first with CEPF as Regional Donors. There are two reasons for this. First, some bilateral and multilateral agencies do not have a funding mechanism that allows them to engage at a global level but, instead, have budgets allocated by themes or geographies, which makes contributions to particular hotspots or selections of hotspot more feasible. Second, some donors are interested in testing the CEPF model at the level of regional donor and learning how it fits their own strategy and interests before making a larger commitment. The latter is typically the case for private foundations. The CEPF Secretariat will try to take advantage of these different levels of interest to rally more donors to the fund.

This plan, to be initiated in 2016 and updated in consequent years, will hopefully respond to the urgent need for adequate and sustainable funding sources at the global and also regional levels to match conservation needs in eligible biodiversity hotspots.

In 2016, the CEPF Secretariat will work on the refinement of the information contained in the PADMA report regarding private sector fundraising and will identify some potential targets for a first engagement in 2017. The CEPF Secretariat has limited internal expertise in private sector engagement and, as a result, expects to require the assistance of an external consultant with the necessary skills to engage in fundraising in this new to CEPF community.

**Fundraising plan for 2016 – re-engagement of existing global donors**

Global Donor	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
France	Agence Française de Développement (AFD)	<p>Laurence Breton-Moyet (Director Sustainable Development, Natural Resources, Infrastructure, Agriculture)</p> <p>Guillaume Chiron (Project Manager Biodiversity, Rural Development, Biodiversity Division, Sustainable Development Department)</p> <p>Jean-Luc François (Division Manager Agriculture, Biodiversity and Sustainable Development)</p>	Starting Q1 (continued)	<p>Jean-Michel Severino (Chairperson CEPF Donor Council)</p> <p>François-Xavier Duporge (General Secretary Fonds Français pour l'Environnement Mondial [FFEM])</p> <p>Constance Corbier (FFEM)</p>	A visit paid in October 2015 indicated that grant money will not be available from AFD for replenishment at the global scale. However, AFD could become a regional donor, especially in relation to CEPF investment in the Guinean Forests of West Africa Hotspot and the Mediterranean Hotspot
	Ministry of Foreign Affairs and International Development	<p>Xavier Sticker (Ambassador for the Environment)</p> <p>Antoine Michon, (Coordinator for bilateral and multilateral processes)</p> <p>Emmanuelle Swynghedauw (Biodiversity, environment and Climate Division)</p>	Starting Q1 (continued)		-

Global Donor	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
	Ministry of Environment	<p>François Lengrand (General Secretary, Directorate for European and International Affairs, Department of Climate Change and Sustainable Development, Biodiversity and Environment Unit)</p> <p>Romain Dissaux (Policy Advisor, International Financing, Directorate for European and International Affairs)</p>	Starting Q1 (continued)		
	Treasury	May Gicquel (Head Multilateral Financing for Development and Climate, Directorate General of Treasury)	Starting Q1 (continued)	Jean-Michel Severino	The renewal of the financial commitment of France as a global donor to CEPF is likely to come from Treasury. A quick discussion took place in October 2015 with May Gicquel but a follow-up meeting in Paris with her and her supervisor would be necessary.

Global Donor	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
Japan	Ministry of Finance	<p>Masaaki Iizuka (Director International Bureau Ministry of Finance)</p> <p>Masanori Matsuo (Deputy Director International Bureau, Development Policy Division, Ministry of Finance)</p>	Starting Q1 (continued)	<p>Akiko Tabata (Ministry of the Environment)</p> <p>Yasushi Hibi (Conservation International Japan)</p> <p>Atsuko Nishikawa (Conservation International Japan)</p> <p>HIH Princess Takamado through Patricia Zurita (BirdLife International)</p> <p>Naoko Ishii (CEO of the GEF) through Gustavo Fonseca</p> <p>May Gicquel (French Treasury)</p> <p>Megumi Ishizuka (Advisor to Executive Director for Japan, World Bank)</p>	A visit paid in May and November 2015 to the Ministry of Finance gave an opportunity to present CEPF to the Ministry of Finance team responsible for CEPF. It was particularly important to inform the Ministry of Finance of the complementarity between CEPF and the GEF, as the same office in the ministry covers both the GEF and CEPF. It was also critical to demonstrate the impacts of CEPF to the achievement of the goals of global agendas and, in particular, the Aichi Biodiversity Targets of the CBD and the UN Sustainable Development Goals.

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European Union	DG-ENV	Daniel Calleja-Crespo (Director General DG-ENV), Anne Theo Seinen (Policy Officer DG-ENV)	Q3	Herbert Lust (Conservation International Europe)	<p>The first phase of investment of the European Union in CEPF covers a period from 2013 to the end of 2017. The programming document for budget line “GPGC” (Global Public Goods and Challenges) already mentions CEPF replenishment. According to Arnold Jacques de Dixmude and Anne-Theo Seinen, there should not be any problem with the replenishment of CEPF by the European Union.</p> <p>The DEVCO C2 staff will start to work on the process that includes first the preparation of an Identification Document, and second the Formulation Document during the second half of 2016, with the aim of completing all the necessary steps (Quality Support Group, Inter-Service Consultation etc.) by August or September 2017.</p>
	DG-DEVCO	Arnold Jacques de Dixmude (International Aid and Cooperation Officer DG-DEVCO)			

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MacArthur Foundation		Jørgen Thomsen (Director, Conservation and Sustainable Development Program)	Q1	Alan Holt (Margaret A. Cargill Foundation)  Peter Seligmann (CI)	<p>A visit paid to the foundation in August 2015 did not result in a meeting with Jørgen Thomsen or Julia Stasch (President). Discussions with Program Officers Chris Holtz, John Watkin, Amy Rosenthal and Kate Barnes concentrated on existing relationships in specific hotspots (Indo-Burma and Eastern Afromontane-Great Lakes).</p> <p>Consultations need to continue in the future to explore the possibility of a re-engagement with this historic partner of CEPF at a global level.</p>
Conservation International		Peter Seligmann (Founder and CEO) and Jennifer Morris (COO)	Q1		<p>In September 2015, CI announced its decision to contribute \$25 million to the CEPF partnership for the implementation of the Phase III strategy.</p> <p>This financial contribution by CI must be used to persuade existing global donors to renew their financial engagement but also to attract new global donors to CEPF.</p>

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GEF		Naoko Ishii (CEO), Gustavo Fonseca (Director of Programs), Yoko Watanabe (Senior Biodiversity Specialist)	Q1	CI- GEF Implementing Agency  Miguel Morales (Vice-President CI-GEF Implementing Agency)	In September 2015, CEPF concluded the 12-month preparation grant for the full-sized GEF project titled “Effectively mainstreaming biodiversity conservation into government policy and private sector practice: piloting sustainability models to take the CEPF to scale”. This \$9.8 million project will allow the piloting of the new elements of CEPF Phase III in three hotspots (Cerrado, Eastern Afromontane and Indo-Burma). The project preparation grant was provided through CI GEF Implementing Agency who submitted the full project proposal to the GEF Secretariat on November 26, 2015.



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World Bank		Paula Caballero (Vice President) Andrea Kutter (Senior Operations Officer) Sachin Shahria	Q1	Peter Seligmann (CI) and Jennifer Morris (CI)  Jim Wolfensohn (former President of the World Bank and former Chairperson of the CEPF Donor Council)	<p>The last financial contribution of the World Bank will end in 2015. A possible renewal had been discussed with Valerie Hickey who was until September 2015 representing the World Bank on the CEPF Working Group. According to Valerie Hickey, a renewal was unlikely.</p> <p>A discussion with Paula Caballero should be scheduled after the January 2016 CEPF Donor Council Meeting.</p>

**Fundraising plan for 2016 – engagement of new donors**

Country	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
Germany	German Development Bank (KfW)	<p>Jens Mackensen (Head, Division of Agriculture and Natural Resources in Latin America and the Caribbean)</p> <p>Karim ould Chih (Senior Project Manager Agriculture and Natural resources Latin America and the Caribbean)</p>	Q1 (continued)	<p>Katrin Heeren (Senior Manager European Public Partnerships, CI-Europe)</p> <p>Matthias von Bechtolsheim (KfW Senior Project Manager Business Area, Evaluation Department)</p> <p>Ralph Kadel (KfW Sector Economist Natural Resources and Biodiversity)</p>	<p>In February 2016 a proposal is going to be submitted by KfW to BMZ to the benefit of CEPF in the Tropical Andes. If this proposal is successful, KfW will become first a regional donor but a solution for KfW to become a global donor in due course will be pursued.</p> <p>The Guinean Forests of West Africa Hotspot could become the second area of potential interest for KfW's investment in CEPF. This will be pursued during a visit to KfW in January 2016.</p>

Country	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
	German Federal Ministry for Economic Cooperation and Development (BMZ)	<i>Marianna</i> Knirsch (Advisor for Environment, Sustainable Use of Natural Resources, Marine, Conservation and Biodiversity)	As appropriate	Dirk Messmer (Director, DIE – German Development Institute  Karl Falkenberg (European Commission, former CEPF Donor Council member)	
	German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU)	Axel Benemann (Head Division International Nature Conservation Activities)	As appropriate		Funding from BMZ can be accessed through KfW, GIZ (German Technical Cooperation) and through the Ministry of the Environment (BMU). BMU will be kept informed of the attempt of CEPF to access funding from the German government through KfW.

Country	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
Norway	Norwegian Agency for Development and Cooperation (NORAD)		Q1	Katrin Heeren (Senior Manager European Public Partnerships, CI-Europe)  Lilian Spijkerman (CI - GCF Implementing Agency)  Jean-Christophe Carret (World Bank Country Director CAR)  Michael Wells (independent consultant)  Peter Johan Schei (former BirdLife International Council Chair)	A first visit will be organized in 2016 to present CEPF to NORAD and the Ministry of the Environment and assess the interest of Norway in the fund.
	Norwegian Ministry of the Environment		Q1		

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Sweden	Swedish International Development Cooperation Agency (SIDA)		Q3		A first visit will be organized in 2016 to present CEPF to SIDA and to the Ministry of Foreign Affairs and to the Swedish Environment Protection Agency and assess the interest of Sweden for the fund.
	Swedish Environmental Protection Agency				
Switzerland	Federal Office for the Environment (FOEN)	Franz Xaver Perrez (Ambassador Head of International Affairs Division Federal Office for the Environment [FOEN])	Q2 (continued)	Karl Falkenberg (European Commission, former CEPF Donor Council member)  Bertrand de Montmollin (IUCN)	In April 2015, a meeting took place in Bern, Switzerland with Bruno Oberle, State Secretary of the Federal Office for the Environment (FOEN). This first meeting has not generated any results yet. In July, M. Oberle left his position with FOEN. Contact will need to be reestablished at the highest possible level.

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United Kingdom	Department for Environment Food and Rural Affairs (DEFRA)  Department for International Development (DfID)		Q2	Eric Blencowe (Head, International Biodiversity Policy Unit)  Patricia Zurita (CEO BirdLife International)  Mike Rands (Executive Director, Cambridge Conservation Initiative)	A first visit will be organized in 2016 to present CEPF to DEFRA and assess the interest of United Kingdom for the fund.
United Arab Emirates	Abu Dhabi Environment Agency		Q2	Fred Launay (Mohamed bin Zayed Species Conservation Fund)  Russ Mittermeier (CI – Executive Vice Chair)	A first visit will be organized in 2016 to present CEPF to Abu Dhabi Environment Agency and assess the interest of the United Arab Emirates in the fund.

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			Q1	Q2	Q3	Q4		
Singapore	Singapore Economic Development Board (EDB)		Q3				Peter Seligmann (CI)	
	Ministry of the environment and Water Resources						David Emmett (Senior VP, Asia-Pacific Field Division, CI)	
	Ministry of National development							
Kingdom of Saudi Arabia	National Commission for Wildlife Conservation and Development (NCWCD)	HRH Prince Bandar Bin Saud Bin Mohammad Al-Saud (Secretary general NCWCD)  Mohammad Saud A. Sulayem (Advisor on International Cooperation, NCWCD)	Q2				Fred Launay (Mohamed bin Zayed Species Conservation Fund)  Dr. Abdulrahman bin Ibrahim Al-Jammaz (former Deputy Minister of Interior)	A follow-up visit will be organized in 2016 to reconnect with NCWCD and assess the continued interest of the Kingdom of Saudi Arabia for the fund.

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Qatar			Q3	<p>Fred Launay (Mohamed bin Zayed Species Conservation Fund)</p> <p>Russ Mittermeier (CI – Executive Vice Chair)</p> <p>Al Wabra Wildlife Preservation</p>	A scoping visit will be organized in 2016 to assess the interest of Qatar for the fund.
Canada	Canada International Development Agency (CIDA)		Q2	Mike Wong (Executive Director, Ecological Integrity Branch, Parks Canada)	A scoping visit will be organized in 2016 to assess the interest of Canada for the fund.



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United States of America	US Agency for International Development (USAID)	Cynthia Gill (Forestry and Biodiversity Office Director, USAID)	Q1	Peter Seligmann (CI) Monique Derfuss (CI) David Barron (ICCF)	
	Millennium Challenge Corporation (MCC)				
	State Department				
	US Fish and Wildlife Service (USFWS)	Bryan Arroyo (Assistant Director, Fishery and Habitat Conservation)  Richard Ruggiero (Chief of the Division of International Conservation)	Q1		

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European Union	DEVCO	Philippe Mayaux (Team Leader, Biodiversity Sector – Climate Change, Environment, Natural Resources , Development and Cooperation).	Q1 (continued)	Herbert Lust (Vice-President, CI-Europe)	In October 2015, we received the information that DEVCO C2 is currently working with the EU delegations programming investment on Environment for the all Africa Caribbean Pacific (ACP) for the period 2014-2020. The EU has provisioned €160 M for biodiversity in All-ACP and €80 M for West Africa. CEPF will pursue discussion with DEVCO to persuade the EU delegations to consider CEPF to implement part of their strategy. In this context, the possibility of the EU adding €10 M for West Africa has been mentioned by DEVCO.
Inter-American Development Bank	Environmental Division	Janine Ferretti (chief Environment Division) Ricardo Quiroga (Senior Economist, environment Division)	Q2		The IDB will be approached to assess their interest and capacity to become a regional donor associated with CEPF investment in South America and the Caribbean.

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African Development Bank	Environmental Division		Q3	Jean-Michel Severino (Chairperson CEPF Donor Council)  Laurence Breton- Moyet (AFD)	The IDB will be approached to assess their interest and capacity to become a regional donor associated with CEPF investment in Africa.
Asian Development Bank	Environmental Division	Nessim Ahmad (Director, Environment and Social Safeguards Division)		Yasushi Hibi (Conservation International Japan)	The ADB will be approached to assess their interest and capacity to become a regional donor associated with CEPF investment in Asia.

Country	Agency	Individual / Key Contacts	Time Line 2016 Q1 Q2 Q3 Q4	Who can assist	Progress to date
Green Climate Fund		James Bond (Senior Advisor to the Executive Director)	Q1	Lilian Spijkerman (CI - GCF Implementing Agency)  Jennifer Morris (COO, CI)	A meeting took place with James Bond in April 2015. A concept had been presented to CI for possible submission to the GCF, but was not selected. CEPF will continue to engage directly with the GCF and look for option through CI-GCF implementing agency or any other implementing agency interested in supporting CEPF submission. The GCF would be pursued as a potential Global Donor.
Helmsley Charitable Trust		Robert A. Cook (Program Director for Conservation and Medical Research, The Helmsley Charitable Trust)	Q1		The Helmsley Charitable Trust is already a regional donor of CEPF through its investment in Madagascar. In 2016 the trust will be approached to assess its interest in increasing its support to hotspot conservation through CEPF.

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Margaret A. Cargill Foundation		Alan Holt (Program Director, Environment)	Q1	Sanjayan (CI)  Peter Seligmann (CI)	Margaret A. Cargill is already a regional donor of CEPF through its investment in the Indo-Burma hotspot. In 2016 the foundation will be approached to assess its interest in becoming a global donor of CEPF.
Rockefeller Foundation		Fred Boltz (Managing Director, Ecosystems)	Q2		A scoping visit will be organized to assess the potential interest of the Rockefeller Foundation in CEPF.