

CEPF FINAL PROJECT COMPLETION REPORT

I. BASIC DATA

Organization Legal Name: Sano y Salvo

Project Title (as stated in the grant agreement): Preventing Agricultural Encroachment Into Indo Maíz Biological Reserve and Cerro Silva Nature Reserve Through the Introduction of Sustainable Agriculture in Their Buffer Zones

Implementation Partners for this Project:

Project Dates (as stated in the grant agreement): 1.6.2004 - 31.8.2007

Date of Report (month/year): 7 January 2008

II. OPENING REMARKS

Provide any opening remarks that may assist in the review of this report.

The project developed fine; with some goals we are behind schedule, but that is no reason to worry about, because **we continue the same kind of work anyway**, because it is an essential part of our association's vision, mission (and statutes!) to save biodiversity, to rescue the biosphere of SE Nicaragua, to promote ecological agriculture and to prevent agricultural encroachment into Indo Maíz biological reserve and Cerro Silva natural reserve through the introduction, continuation and amplification of sustainable agriculture in their buffer zones, and beyond that: all over the Región Autónoma Atlántico Sur (and with first contacts to people in the RAAN, too) and in the department of Río San Juan as well.

Part of the time the administrative communication between us and CEPF was difficult, because we did sometimes send quarterly reports sort of late, (caused by our big work load), and sometimes CEPF did not react on applications from us: we got wrong forms, CEPF sent correct ones 8 months later; we asked frequently for audio visual and printed material for our environment education campaigns, we never got it nor an answer, and in 2007 we did not get any money transferred until Christmas (where we got a small amount of the money CEPF owes us), although we had agreed upon and it was practice till 2006/IV that after each report the money is sent. We do not know the reasons, but we suppose that is was an equally heavy workload in Washington DC, which caused these deficiencies.

These problems put aside, the project developed well and built up a base for continuation and amplification of agroforestral plots all over the region (slowed down only by lack of sufficient funding) and worked successfully in a growing conscience about environment issues, biodiversity, soil, water, climate and its interrelations.

Because of the mentioned transfer problems, which caused some illiquidity sometimes, part of the activities, foreseen to be done in the last quarter of 2007, could not be executed. This can be seen in the corresponding points of the report. But, as we are interested to know those things ourselves, we will don it during the first two quarters of 2008 with new funding (be sought right now), and if CEPF/CI is interested we will keep them informed how the rescue of this hotspot of biodiversity continues ...

Moreover we will publish it in the internet at the known site of eco-index, if we are allowed to continue this. (If not, we'll set up a web site of our own, where it can be seen and reviewed.)

III. ACHIEVEMENT OF PROJECT PURPOSE

Project Purpose: Que los productores asimilen un cambio de actitud con relación al manejo ambiental, de los recursos naturales (suelos, bosques, agua etc.) para lograr el cambio en la forma de hacer agricultura y así pasar de una agricultura convencional a sistemas agroforestales ecológicos asociados y sostenibles.

Planned vs. actual performance at Purpose-level:

Indicador	Actual at Completion
<p>Propósito Que los productores asimilen un cambio de actitud con relación al manejo ambiental, de los recursos naturales (suelos, bosques, agua etc.) para lograr el cambio en la forma de hacer agricultura y así pasar de una agricultura convencional a sistemas agroforestales ecológicos asociados y sostenibles.</p>	<p>Los productores y productoras del proyecto y de Sano y Salvo en general cambiaron su actitud con relación a la naturaleza de su entorno, reconocen la importancia de suelos, aguas, bosques y biodiversidad para su propia vida como agricultores y agricultoras ecológicas para el país y el mundo y las generaciones venideras. Logran poner eso en práctica en sus fincas ecológicas con lotes agroforestales y por medio de su demás actividades agropecuarias orgánicas y sostenibles.</p>
<p>Indicador 1 del Propósito Número de productores involucrados en el proceso de transformación de una agricultura convencional a una agricultura ecológica</p>	<p>El número de agricultores y agricultoras ecológicas subió, motivado también por la práctica y el ejemplo y la promoción verbal de parte de los y las participantes del proyecto. Con más fondos a mano para financiar el cambio el número hubiera podido ser — y será en 2008 y siguientes — considerablemente más grande.</p>
<p>Indicador 2 del Propósito Número de hectáreas con cobertura boscosa en las fincas (áreas naturales y agroforestales, considerando conjunto y sucesión naturales); en el último año del proyecto</p>	<p>Los productores y productoras de Sano y Salvo inspeccionadas internamente en 2007 tienen fincas ecológicas con un total de 4,198.25 manzanas y con 1,920.5 mz de bosque, o sea 2,968 ha y 1,359 ha al respecto. 2,169 mz son de los y las participantes del proyecto, de esos aprox. 1420 mz en bosque. Los y las nuevas socias, todavía no inspeccionadas, tienen 835 mz (591 ha) de área total, dentro de eso 512 mz (362 ha) en bosques.</p>
<p>Indicador 3 del Propósito Variación en el manejo de las fincas (modo de trabajar la tierra, producción principal, calidad y cantidad de la producción, número de cultivos); en el último año del proyecto</p>	<p>Al inicio los productores y productoras de Sano y Salvo también se concentraron a granos básicos y algunos pocos tubérculos, más musaceae. Ahora trabajan bastante diversificadamente, no quemar, no aplican químicos, y diversificaron por razones ecológicas y económicas. Incluyendo madera preciosa y otra e incluyendo plantas medicinales que algunos hacen, se llega a cultivos diferentes entre achiote hasta zacate limón, en total 215 especies diferentes de todos los estratos, ciclos de vida y rol en la sucesión natural del bosque, teniendo un rol de cultivo principal por ejemplo variedades de cacao (41,900 plantas), café (22,124 plantas), canela (5406 plantas), coco (1,308 palmas), mamón chino (954 plantas), borojó (1,902 plantas), zacate limón (5,492 plantas), algunos miles de maderas preciosas como caoba y cedro etc.</p>
	<p>See attachment "Todos los cultivos"</p>

<p>Indicador 4 del Propósito Variación en la economía de las familias agricultoras; en el último año del proyecto</p>	<p>Algunas familias han comenzado a vender la producción agroforestal localmente; otras venden en el Mercado Campesino en Rama y en N. Guinea, algunas pocas venden productos en Managua por medio de "tiendas orgánicas".</p> <p>El mejoramiento considerable de los ingresos económicos comenzará en 2008, por medio de la certificación externa orgánica, en base de la cual se venderá productos orgánicos certificados; por ejemplo está en espera el comprador alemán RITTER para comprar el cacao fermentado certificado por 3,650 USD/t (métrica), que es aproximadamente el precio doble del cacao tradicional y convencional.</p>
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Describe the success of the project in terms of achieving its intended impact objective and performance indicators.

In the membership as an economically oriented and ecologically sound activity the project achieved its intended objective, although the considerable improvement of income still waits to be reality: this is, as said before, out of two reasons: no certification until now, because of lack of money (now resolved), and slowness of tree based

agricultural income. The performance was more difficult to keep high than we thought at the beginning, in terms of changing old habits (campesino attitudes: no quality consciousness, low capacity to stand frustration (easily giving up), feeling auto-responsible ("beneficiary" mentality until even beggars mentality) and in terms of a more entrepreneur point of view about the farm as a commercial unit etc.

The public impact was and is pretty high, as Sano y Salvo representatives are involved in a lot of environmental and conservation activities and entities (governmental and non-governmental).

Were there any unexpected impacts (positive or negative)?

Positive for example was the spontaneous founding of new groups, which joined us, in two especially difficult settings: first an initiative of campesinos living in the palma africana region of Kukra Hill, where destruction spreads in the interest of producing "veggie diesel" in giant chemical mono cultures of palms; second the community of Rama indigenous people and their autonomous communitarian government, which contacted us to extend their mainly fishing activities to ecological agroforestry on their communitarian and family land South of Bluefields. (Right now close to 20% of the active "organic farmers" in Sano y Salvo are Rama.)

Negative impact stronger than expected was the reaction of "competing" persons and groups: some NGO reacted and react hostile to us, because they fear that their conventionally working "clients" could possibly abandon them; state run projects are often very jealous and see cooperation mainly as a possibility to reduce their own costs and to use the results for political and even party agendas of themselves.

Not (yet?) violent but obviously hostile are the opinion and some reactions from cattle ranchers, "madereros" (logging illegally all over the region), agrochemical merchants, mining companies (from Canada) and big plantation owners. Also the mayor of Nueva Guinea belongs to these people.

IV. PROJECT OUTPUTS

Project Outputs:

Planned vs. Actual Performance

Indicator	Actual at Completion
Resultado 1. Diseñado y ejecutado un programa de profesionalización y conscientización	Done.
1.1. Cinco módulos de aprendizaje (<i>agricultura ecológica, agroforestería diversificada, administración de la finca orgánica, monitoreo participativo de impacto, la familia campesina en la agricultura orgánica</i>) diseñados en el primer año	Done as planned.
1.2. Puesta en práctica los módulos de profesionalización de acuerdo a lo estructurado en el programa, en el primer año del proyecto	Done, sometimes a little bit later, but completed.
1.3. Número de productores y productoras participando en los módulos de profesionalización	Todos los y las participantes del proyecto han participado, más toda la membresía (salvo los nuevos y nuevas del 2007/2008 que están en el proceso de capacitación.)
Resultado 2. Aumentada la diversidad en la agroforestería de las fincas participantes en el proyecto	Done.

2.1. Cantidad de cultivos agroforestales presentes por lote por año en las fincas	Actually the membership has – in its agroforestry plots more than 200 varieties, playing an especially role of high diversification the participants of the project.
2.2 Variación anual en la biodiversidad de las fincas en relación al establecido en el diagnóstico inicial.	The diversity grew and grows year per year; in the agroforestry plots and in the natural and human made environment of the farm as a direct result, in the surroundings as an indirect result.
2.3. Variación en el tiempo (3er año del proyecto) en áreas ocupadas por cultivos cuyas técnicas agrícolas afectan negativamente al ambiente	The "bad habits" disappeared year per year; because of consciousness and certification demands there is nom more burning, no more cutting original and secondary forest; the vegetation of river banks is in a process of being rescued or restored.
2.4 Número de fincas que forman parte del programa de agricultura ecológica de SyS.	Right now about 145. (Having come down between 2001 and 2005, getting rid of the opportunists and not serious people; going up since 2005 with new dedicated families). Tendency 2008 is upwards, partially motivated by promising trade offers from abroad.
Resultado 3. Promovidas áreas de conectividad biológica entre los parches de bosque identificados en cada finca	Understood as a challenge, but far from being systematically promoted and organized.
3.1 Número de fincas que tienen áreas para la conectividad	All our farms do have areas like that, but the farms are still isolated points in an ocean of conventional farming, of extensive cattle production and other unfriendly-to-nature activities. <i>(Could be changed in a 10 years plan, if WB or/and others would offer about 200 million USD for a widely adopted response to "vocación forestal" and reduction of poverty and conservation and restauration purposes, which would mean: changing to agroforestry all over the place, build small rural agro-industrial infrastructure, promote rural tourism, integrate technical assistance bodies and universities to accompany the sustainable development of SE Nicaragua; money, what nowadays actually IS really offered in these amounts by destruction initiatives like gold mining and diesel-palms!).</i>
3.2. Número de convenios firmados por productores que tienen áreas para la conectividad biológica	Los socios y socias de Sano y Salvo firmaron una declaración en la cual se comprometen conservar el medio ambiente, aumentar la biodiversidad y trabajar sosteniblemente por medio de la agricultura ecológica del trópico húmedo que es la agroforestería sucesional y diversificada. No existen convenios (yet) con otros productores y productoras, en primer lugar por falta de un concepto viable y convenciente sobre "conectividad".
Resultado 4. Obtenida la certificación ecológica para las fincas participantes en el proyecto	Tenemos la aprobación del financiamiento, ny dos empresas competidoras esperan nuestra decisión en la sesión del Consejo Comunitario el 24 de enero 2008. Van a certificar a la gran mayoría de la membresía, y eso es la base para varias actividades que no avanzaron por eso (comercio orgánico con mejores precios por ejemplo).
4.1 Número de certificaciones obtenidas al final del proyecto	Van a ser entre 80 y 100 en este año. Todos los y las nuevas entrarán como "en transición".
Resultado 5. Obtenida la cantidad y la calidad necesaria de la producción certificada	Las cantidades se acrecan a cantidades comerciables en algunos rubros, especialmente cacao y café robusta, la calidad está mejorándose por varios talleres, el DED y la empresa de chocolates Ritter, Alemania en un proyecto de PPP ofrecen actualmente a nosotros asistencia para rápidamente llegar en el caco orgánico al nivel de calidad necesario para la exportación.
5.1. Nivel de la planificación y del control de la producción entre los participantes del proyecto, por año	Tenemos los datos de producción actual y futura (en base de plantas jóvenes y viveros) computerizados. Se los actualiza durante el año, especialmente por la inspección interna anual. Eso es la herramienta para planificar la producción de cada miembro, del grupo zonal (geográficamente identificado) y de la asociación como tal, una planificación importante para la comercialización y exportación.

<p>5.2. Porcentaje regular y permanente de las ventas anuales a los diferentes mercados</p>	<p>Por no tener la certificación todavía, la venta organizada por medio de la asociación es todavía muy baja; por eso se vende mucho sin saberlo en la central. Después de haber arreglado los pasos que faltan (certificación, mejor calidad en fermentación de cacao) se espera vender en el cacao casi 95% en la exportación, con el café entre 75 y 60% para igual fin; de los condimentos y plantas medicinales se espera una división de 40 a 40 % para mercado nacional e internacional, el resto para Mercado Campesino local y auto-uso.</p> <p>En productos perecederos se espera vender como 60% localmente, 30% en Managua, el resto por el auto-consumo. Carne actualmente se auto-consumo y vende poco en el Mercado Campesino, pero buscando la construcción de un mini-matadero orgánico, se piensa también en exportación congelada y venta igual en Managua (ovejas, diferentes aves)</p>
<p>Resultado 6. Aumentada la responsabilidad social y ambiental por parte de los productores involucrados en el proyecto</p>	<p>Done with success.</p>
<p>6.1. Variación de las acciones negativas generadas por los (as) participantes y que están dirigidas hacia el entorno ambiental</p>	<p>Esas actividades han desaparecido entre la membresía. En los últimos años expulsamos sólo 2 socios por a) despalar las riveras del río Pejibaye para echar ganado, b) por haber usado químicos en la plantación agroforestal. (Este último estará arrepitiéndose y solicita su re-integración.</p>
<p>6.2. Número de denuncias y protestas en contra a las acciones negativas ejecutadas por los comerciantes de la biodiversidad</p>	<p>Hemos hecho 24 denuncias durante el tiempo del proyecto, a las autoridades diferentes, pero ninguna llevó a multas u otro castigo legal contra los infractores. Un efecto ha sido que algunos infractores se retiraron de la zona por ver el peligro para su inversión .</p>
<p>6.3. Variación en las acciones campesinas, comunales, organizaciones políticas, eclesiásticas, educativas y de comunicación colectiva que tienen la meta de contribuir al desarrollo rural sostenible</p>	<p>Se ve influenciadas las acciones de diferentes grupos campesinos en la zona (RAAS y departamento Río San Juan); política local, regional y nacional toma el tema más serio que antes, no "por nosotros", pero jugamos el rol de un grano de arena en estos impactos, también por medio de cartas a los periódicos, aparición en la televisión, en congresos y otros eventos en Managua, por newsletters y el internet.</p> <p>Estamos trabajando con diferentes efectos en y con iglesias, en el Comité de Trabajo Regional de SERENA, Bluefields (Gobierno de la RAAS), en la Coalición para la Conservación de la Biosfera del Sureste, en Comisiones Ambientales Municipales; con MARENA nacional y local; con el Centro Humboldt y con la Fundación Jan Amos Comenius que trabaja en educación de adultos y por las escuelas con la niñez sobre temas de medio ambiente, agua y clima, bosques y biodiversidad.</p>
<p>Resultado 7. Generada la sostenibilidad de las acciones del proyecto</p>	<p>Yes, in two understandings: The project's activities are continuing/are sustainable because the purpose of CEPF is anyway an integer part of Sano y Salvo's concept. As such they are sustainable, because as an agricultural and ecological activity and concept they consider natural conditions and circumstances at its possible maximum.</p>
<p>7.1. Instituciones gubernamentales y no gubernamentales compartiendo las actividades del proyecto incluso sus objetivos</p>	<p>This is true for MARENA and SERENA, with the limitation that those governmental institutions do additionally consider "political necessities" (obeying things like power of certain persons or groups, obeying interests which are destructive to biodiversity and environment; day-to-day and short time tactics etc.). It is true for Gobierno Territorial Rama, with the limitation that they do work and use their resources in the very first place for their direct interest, especially the demarcation issue of their territories. It is sort of true for the IICA – Instituto Interamericano de Cooperación en la Agricultura – which supports us in an organic agriculture project, but at the same time supports anti-environment activities like palma africana for diesel and other inadequate crops.</p> <p>It is true for NGOs, like Centro Humboldt, ADEPHCA, FADCANIC, FUNDAR, COCBIO, ASOHDENG (Asociación de Hermanamientos para el Desarrollo de Nueva Guinea), Fundación Jan Amos Comenius and some church and school sectors, but with some of them real operational cooperation is difficult because of their institutional priority interests and sort of jealousy.</p>

	<p>Universities: UNAN León interested and di some exchange of information and of students with us. URACCAN Nueva Guinea – interested, shares some of our training with us, but like the IICA does also activities hostile to the environment, like supporting cattle production or work on non-sustainable projects like IPM or Rainforest Alliance certification of chemical agriculture.</p> <p>German Embassy: announced financing of tools at the beginning of 2008 (about 5000 €).</p>
7.2. Apoyo recibido por las instituciones y las OONNGG	"Apoyo recibido" has been some short "training speeches" by the IICA people, opportunity to participate in the nacional export fair (by IICA), tools for agroforestry and some books (IICA). The Central American Church RAAS helped logistically (accomodation, meeting place, demonstration field, boat traffic) to get our cooperation started with the Rama people. "Moral" support and public out speaking about us and the biodiversity rescue activities we got from SERENA, Comisión Ambiental Municipal, the COCBIO colleagues, URACCAN. Centro Humboldt helped with their lawyers – and is helping – to stop hostile activities (like gold mining, african palms etc.), sue institutions or companies etc.
7.3. Número de organizaciones con un alto nivel de entendimiento y aceptación sobre ambiente y agricultura ecológica	Between 10 and 12, locally, regionally, nationally as mentioned above.
7.4. Número de personas y de grupos organizados apropiados de las actividades de conservación	Un indicador difícil a responder. Los grupos organizados con este apropiamiento son Sano y Salvo, son en primer lugar las familias de las y los socios, y mucha gente indefinida que participó en los eventos de las campañas educacionales llamadas "Sorpresa Verde". Grupos organizados solo podemos mencionar que lo son Sano y Salvo misma, partes de las organizaciones de productores orgánicos en El Rama, Muelle de los Bueyes, El Castillo, Boca de Sábalo, la juventud y las y los adultos de la Asociación de Hermanamientos para el Desarrollo de Nueva Guinea y algunos sub-grupos de diferentes iglesias de la zona. Si nos atravesamos decir un número de individuos apropiados de las metas de la conservación, serían tal vez 800 – 900 personas.
Resultado 8 Estructurado el sistema de evaluación y monitoreo del proyecto	This result is sort of advanced, but still with things to do: questionnaires of the internal inspection, but amended with a special questionnaire only for project participants are a useful instrument of evaluation and monitoring. The deficit lies in continued, permanent auto-monitoring of the local groups; to improve this is object of future work-shops of Sano y Salvo with its membership.
8.1. Número de acciones planeadas en el proyecto en relación al número de actividades realizadas	Planeadas en "Actividades" del Marco Lógico: 27; realizadas: 23
8.2. Desarrollo en el tiempo del programa de evaluación y monitoreo del proyecto	As said above: it works and is executed, but with some steps still ahead to improve more detailed auto-monitoring; but this is a permanent task of this kind of work anyway.

Describe the success of the project in terms of delivering the intended outputs.

The intended outputs have been:

1. Conservation of environment and especially of the high biodiversity of humid tropical SE Nicaragua, winning the cooperation of the campesino people of that place and convincing other institutions, organizations etc. to work in the same direction.
2. Offer, teach and realize economical alternatives, which allow without destroying the environment – on the contrary: improving it – better income, better perspectives and therefore less necessity to migrate and to search for always "new, virgin land".

Delivered:

Where the convinced producers work and live, rescuing biodiversity and restoration of destroyed landscape is a recognized task of the people. There is a growing and widespread consciousness about this necessities, but

compared with the existing amount of people, or of producers, it is still far from being sufficient or still without big impact.

Migration became already less often in the membership and the project's participants. Sometimes somebody goes to work a short time in Costa Rica; and during the last 4 years we lost 5 members or project's participants, they went away because of "good" offers to buy the finca, of threats in the frame of local personal conflicts; and because of family reasons (where they wanted to join other family members in a different part of the country. Some started improve their economical situation by starting to sell individually the extra crops; the majority waits for organized exportation, once quality standards are met, local group production is enough and certification is realized.

Were any outputs unrealized? If so, how has this affected the overall impact of the project?

The most obvious intended output not realized was the considerable enlargement of the membership. This affected the overall impact in a way that the protected areas, the possibly connectivity still have not enough foundation for being put in reality. We got maybe 5 members who have "organic neighbours", the rest has conventional ones ... As said in other places: more money would have changed and would change this situation considerably, because part of the slowness is the permanently necessary fight for financing small sub projects, and the fact that we have to put a lot of personal energy and parts of the existing funds in fighting "the bad ones".

V. SAFEGUARD POLICY ASSESSMENTS

Provide a summary of the implementation of any required action toward the environmental and social safeguard policies within the project.

Our members and the project's participants compromised themselves to work ecologically, to respect environment, to keep the river banks with its natural forest and vegetation and to cut no tree at all (e.g. for personal necessity of the timber) without consulting the association before.

All members agreed on paying a percentage (right now of 5%) of all sales to the funds of the association, when the original plant or animal material was given through the efforts of the organization, or when the sales channels were opened through the association's efforts or when the produce is organically certified.

The decision making is task of the general assembly and in between of the democratically elected chairpersons. This protects against unsocial interfering of external interests.

We did especially integrate women in the productive and educational part of the association's work, because generally spoken and referring to average analysis nearly all women in rural Nicaragua tend to be more responsible, more future oriented, more trustworthy then many men.

The organization is and understands itself a part of a world wide movement for a different attitude towards nature and towards life, and with a profound responsibility for them, and equally for its customers' and buyers' health and wellbeing. The organized ecological small farmers know about desertification, pollution and global warming and their responsibility in this world. The association is therefore e.g. an active member of IFOAM, since 1998.

Knowing lawyers and institutions, which help and support in legal questions, the organization tries to get strong also on this field, to avoid any action, which could be hostile against the association or against nature and biodiversity in SE Nicaragua.

VI. LESSONS LEARNED FROM THE PROJECT

Describe any lessons learned during the various phases of the project. Consider lessons both for future projects, as well as for CEPF's future performance.

General Cooperation Process: (aspects of the cooperation that contributed to its success/failure)

One main thing we missed and which would have helped a lot, would have been some public support, cooperation, back-up or whatever from CEPF/CI towards us. We were "fighting" pretty alone, and sometimes talked to big institutions or powerful interests, and it was just the small organic farmers initiative allá en la montaña ... Concrete examples:

We asked several times for audio-visual material, to back up and support our educational and outreach activities, but did not get anything but some calendars as far as I remember (and a biodiversity world map, which we used so often in our events that it finally fell to pieces). We could have transmitted things through local TV; we could have distributed a lot of interesting material to the decision makers and the people in general, to schools etc.

CEPF is funded by Japanese government, World Bank and other known "global players" and executed by Conservación Internacional. It would have been and still would be of enormous moral and propagandistic help, if from this side of the undertaking, from these institutions or some of them there would have been some public support. TV interviews, a press conference at the beginning or end of the project, in Managua, with Michele (and/or the mere presidents), with at least the local WB person, although he probably does not know anything about it, but could be briefed before, with a person from the Japanese embassy etc., and with us and the other CEPF partners would draw quite some attention to the whole hotspot issue in SE Nicaragua and beyond. And give to all of us more credibility or weight. (And maybe awake interest among certain circles to support this cause in the future.)

Organizations like WB also would be very welcome when they SAY something in favor of the biosphere environmental necessities and the actors, working on that.

And last but not least: a visit on (eco-)farm of Mr. Jorgen Thomsen, would have been appreciable, too, and have caused some positive effects. But the foreseen visit was cancelled ...

Project Design Process: (aspects of the project design that contributed to its success/failure)

To its success: the priority of education, of changing attitude and mentality by intensive, campesino adapted pedagogical methods, and not by outside "técnicos", coming along with their powerpoint backed short time speeches, calling it "training", and just transferring some skills, if any.

To its success: having a consequent project design, not accepting weak solutions, half way activities etc. (so: no integrated pest management, as suggested by IICA; no 'just a bit of extensive cattle keeping", as suggested by Action Aid; no "just being a bit friendlier with nature" as suggested by many.; no "controlled burning", as suggested by MARENA; no nearly impact free norms and controls, as suggested by Rainforest Alliance and IICA; no palma africana camouflaged as a "reforestation" (!) project, etc.

To its success: that CEPF (finally ...) accepted that the rural campesino community is the sine qua no part of the conservation process, and that laws, police and soldiers will not stop them, if they have no economical and life perspective inside the biosphere.

To its reduced success (not "failure"): that CEPF insisted all the time on supporting farmers in the regions close to the reservations, although we again and again underlined that the dangerous ones are living more far away, in Nueva Guinea, in El Rama etc. (The WB evaluator said to me "I do not understand, why CEPF does not understand this obvious condition.") Nearly all new settlers in the buffer zones come from Nueva Guinea, El Rama, Muelle de los Bueyes, Chontales. It would have been more successful, if we would have had another 75,000 USD to promote agroforestry in the mentioned zones, to avoid those people migrate closer to Indio Maíz.

To its reduced success: the project design was too cautious, too modest. (We had less experience with this kind of funding – CEPF, CI – and were surprised, which amounts of money others asked for and got, which a lot lesser activity and impact. We should have asked for 300,000 instead of modest 75,000 USD! We would have multiplied the project's success considerably.

Project Execution: (aspects of the project execution that contributed to its success/failure)

Project execution was regular, sometimes we underestimated how capricious campesinos can be in terms of punctuality and keeping promises, and how slow in many situations. We – the executing team, were sometimes slow, too, but mainly because of too much work (which could not be spread between more persons because of not enough money and capacities; example: the external quality expert, who should be hired, never was; we had at least ten applications, but did not find the money to pay her or him.)

VII. ADDITIONAL FUNDING

Provide details of any additional donors who supported this project and any funding secured for the project as a result of the CEPF grant or success of the project.

Donor	Type of Funding*	Amount	Notes
Presbyterian Church of the USA	C (and a bit A)	10,000 USD	To finance 10 dryers and equipment in all local Sano y Salvo groups (to process the produce of the CEPF financed agroforestry plots)
Foundation "Re-Distribute!", Germany	C (and a bit A)	4,500 €	(same as above: another 5 dryers)
Association WWW (WorldWideWoods), Germany	C (and a bit A)	25,000 €	To finance tree nurseries to extend the agroforestry plots, the number of participants and to re-fill empty spots (caused by animals, dryness or slight negligence)
Austrian Cooperation (through IICA)	C (and a bit A)	Maybe 10,000 USD	Donation of important "tree tools" for agroforestry
IICA and Ritter Sport Chocolate Company, Germany	B	Maybe 8,000 USD	Consultancy and eco-certification costs (to be executed in Jan./Feb. 2008)

***Additional funding should be reported using the following categories:**

- A** Project co-financing (Other donors contribute to the direct costs of this CEPF project)
- B** Complementary funding (Other donors contribute to partner organizations that are working on a project linked with this CEPF project)
- C** Grantee and Partner leveraging (Other donors contribute to your organization or a partner organization as a direct result of successes with this CEPF project.)
- D** Regional/Portfolio leveraging (Other donors make large investments in a region because of CEPF investment or successes related to this project.)

Provide details of whether this project will continue in the future and if so, how any additional funding already secured or fundraising plans will help ensure its sustainability.

The project will continue, it is the central point of a farmer's organization's activities and sustainable future concept. We feel to be in a race against time, when we see the positive effects on conservation and biodiversity of our (and some other's) work on one side, and the negative effects which other actors cause in the same region at the same time. They are financially stronger and cause more damage than we do good in the same amount of time.

So we would do a lot better and maybe even win the race, if additional bigger funding would be existent: to extend agroforestry, the only adequate alternative in a humid tropical setting, producing convincing economical and ecological success on a wider and therefore more visible, more attractive base, with all the described wonderful consequences ... INCENTIVES for keeping the trees in the forests and on the riverbanks and for planting 1,000 of them on each new manzana would be extremely helpful; paying this service of poor small farmers, given to the country's future and the planet's climate would be more than just; it would accelerate the race in our favor, and yours, CEPF and CI!

VIII. ADDITIONAL COMMENTS AND RECOMMENDATIONS

We think, everything is said. We apologize for having passed "last dates" and deadlines and for not having kept in mind all the time that one always should keep one's donor happy ...

We apologize for not having been easy and adaptive, but unrespectful and demanding ...

We thank Michele, Manuel, Tina and especially Alejandro for their support, efforts and patience (or if lost: for the re-established patience).

VIII. INFORMATION SHARING

CEPF is committed to transparent operations and to helping civil society groups share experiences, lessons learned and results. One way we do this is by making programmatic project documents available on our Web site, www.cepf.net, and by marketing these in our newsletter and other communications.

These documents are accessed frequently by other CEPF grantees, potential partners, and the wider conservation community.

Please include your full contact details below:

Name: Gerd Schnepel (and: Abel Rivera, Elba Rivera)
Organization name: Sano y Salvo - Safe and Sound, Primera Asociación Campesina de Cultura y Producción Ecológicas en la Región Autónoma del Atlántico Sur y Central
Mailing address: La Montañita
Nueva Guinea, Región Autónoma Atlántico Sur
Nicaragua
Tel: +505-8450592 (Gerd), +505-4793534 (SyS office), +505-8450669 (Elba)
Fax: +505-5750193 (public, sloppy office hours)
E-mail: sanoysalvo@yahoo.com, GERDSCHNEPEL2043@yahoo.com

Corte de la ficha de Alfonso Núñez Bravo con los datos de su agroforestal II. Tiene 58 cultivos, mientras todos juntos tienen un por medio de 51 cultivo.

SyS•Todos los lotes

Sano y Salvo **Calculaciones de produccion y arranques de cosechas**

• Los lotes de todas las parcelas

0,0 Llenar para cada lote una ficha completa.

No. ID parcela: 200005310070 Alfonso Núñez Bravo, Polo de Desarrollo Daniel Guido

No. del lote: 7 20000531007000007 Manzanas 1,00 mz ANB-7 No

20030937 Inspector José Ramón Jarquín López Cantidad de plantas y fechas de siembra CEPF

ID planta	Cultivo	Des.	Fecha	Ini.	Fe.Re.1	Re1	Fe.Re.2	Re2	Fe.Re.3	Re3	Rec.	Inspec
X	P61	marañon		1.08.03	10						10	19.10.05
	P14	café robusta		1.08.03	400						400	Conteo variedades
	P27	chile jalapeño		1.08.03	0						0	
	P54	mamón chino		1.08.03	40						40	
	P19	canela		1.08.03	100						100	
	P18	canavalia		1.08.03	2.000						2.000	
P	P70	palma de coco		1.08.03	0						0	
	P94	vainilla		1.08.03	100						100	58
	P95	valeriana		1.08.03	1.000						1.000	Conteo variedades
P	P95	valeriana		1.08.03	0						0	
	P97	zacate limón		1.08.03	0						0	
P	P97	zacate limón		1.08.03	500						500	
	P78	pimienta dulce		1.08.03	50						50	
X	P32	cúrcuma		1.08.03	1.000						1.000	
X	P32	cúrcuma		1.08.03	500						500	51
	P77	pimienta brava		1.08.03	7						7	Sale SIC
	P2	aguacate		1.08.03	20						20	
X	P96	yuca		1.08.03	1.100						1.100	
	P48	jengibre		1.08.03	150						150	
P	P9	banano		1.08.03	0						0	
P	P100	roble		1.08.03	20						20	
	P11	borajó		1.08.03	16						16	
	P114	madero negro		1.08.03	15						15	
	P52	maíz		1.08.03	4.000						4.000	
	P34	frijol rojo		1.08.03	10.000						10.000	
	P42	guanacaste negro		1.08.03	10						10	
X	P102	cedro macho		1.08.03	20						20	
X	P101	ojoche		1.08.03	6						6	
X	P79	piña		1.08.03	100						100	
X	P17	caña		1.08.03	12						12	
	P12	cacao forastero		1.08.03	200	20.12.03					200	
X	P60	marango		1.08.03	0						0	
	P63	nancite el arbol frutal		1.08.03	0						0	