



## **WORKPLAN**

**for the**

## **FEE HARMONIZATION PROJECT**

## **OECS COUNTRIES**



Prepared for:

The Organization of American States  
Department of Sustainable Development  
Washington DC

Prepared by:

Global Parks  
Alexandria, Virginia

June, 2013

Mr. Richard Huber  
Chief of Section, Department of Sustainable Development  
OAS  
Washington, DC

June 15, 2013

Dear Mr. Huber,

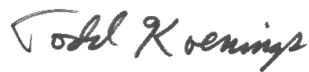
In keeping with the Terms of Reference for the OAS Fee Harmonization Project (PO#331385), please find enclosed work plan. This work plan reflects the scheduling and detailed consultations that will occur in 6 OECS countries in order to address:

- harmonized fees for entry and permits which each MPA (or country) would need to adopt and implement;
- a marketing strategy to increase visitors to each existing MPA and potential MPA's that are intended to meet the Caribbean Challenge

The final report will include information to prepare a brochure and results of stakeholder consultations in each of the countries.

I would welcome any comments that you might have so that I might incorporate them in our work plan.

Yours truly,



Todd Koenings  
Executive Director

## 1. INTRODUCTION

As a component of the Organization of American States' (OAS) ReefFix Program, the fee harmonization project for sailing and motor yachts is intended to complete a comprehensive, harmonized and consistent yachting fee structure for the OECS. In keeping with the ReefFix program, extensive consultations will be undertaken with both government and industry to ensure a fee policy has support, can be cost effective in implementing and supports the establishment and management of existing and proposed marine protected areas.

In addition, a marketing strategy will be developed to achieve a balance between increased visitation and associated impacts so that the very marine protected areas and environments that yachties seek and cherish are protected.

## 2. DATA COLLECTION and ANALYSIS

As background to the assignment, direct consultations will be held to collect information and review established marine protected areas with their managers.

### 2.1 Information Required

Data collected will include all cruising, entry and permit fees currently established through regulated fees schedules for existing marine protected areas, the legislation establishing those fees, services provided at each marine protected area, surveys done in the OECS countries on willingness to pay and existing marketing initiatives by the OECS countries and the yachting industry. In addition, reports and publications on the yachting sector in the Caribbean will be reviewed for context.

### 2.2 Consultations

Direct consultations will be held with government officials in:

- Saint Lucia
- Saint Vincent and the Grenadines
- Grenada
- St. Kitts and Nevis
- Antigua

In addition, direct contact will be made with the Economic Affairs Division of the OECS in Saint Lucia who have recently initiated a study to engage the yachting industry with the intent to focus on improving the economic contribution of the yachting industry in the Caribbean and with the Caribbean Marine Association in Antigua which represents the marine industry and encourages best practices and the promotion of marine tourism.

## 2.3 Analysis

Data collected as a result of the consultations will be analyzed and collated.

# 3 PREPARING and FINALIZING the REPORT

## 2.1 Report Preparation

Based on the data collected, all consultations with government, non-government organizations active in managing marine protected areas and the yachting association, and the analysis of the data, a report will be prepared that proposes a harmonized system of fees and a marketing strategy to increase visitation to the marine protected areas.

The report's table of contents will include:

### **Introduction**

- purpose and scope of project

### **Background**

- geographic setting and existing marine protected areas
- Caribbean Challenge
- existing legal, institutional and management framework for marine protected areas
- existing fee structure for cruising and park entrance and permit fees
- fee schedule for other marine services and willingness-to-pay studies in the Caribbean
- proposed marine protected areas

### **Proposals**

- proposed harmonized fees
- proposed marketing strategy
- fee and strategy review

## Appendix

1. Organizations and people consulted

## 2.2 Report Finalization

This phase involves electronically reviewing the draft report with those previously consulted and modifying the draft as appropriate.

This phase also includes submission of the final report to the OAS, complete with information and images suitable for preparing a case study brochure, and each

OECS Ministry that would need to adopt the harmonized fees and implement a marketing strategy to increase visitation.

Figure 1 shows the work plan schedule. The schedule will be implemented on the confirmation of consultation timings.

The Fee Harmonization project will be implemented by Mel Turner from Global Parks

	Data Collection	Data Analysis	Report Preparation	Report Review	Report Finalization
Week 1	Saint Lucia, OECS, Antigua				
Week 2	Antigua, St. Kitts and Nevis				
Week 3	Dominica, Grenada				
Week 4	Grenada, Saint Vincent				
Week 5-7					
Week 8-12				To all those consulted	
Week 13-14					