

## **SUSTAINABLE FISHERIES FUND GRANTMAKING GUIDANCE AND SCHEDULE IN 2010**

The Sustainable Fisheries Fund (SFF), a program of the Resources Legacy Fund (RLF), is designed to globally promote the independent certification of environmentally sustainable fisheries and seafood. The Fund provides grants to eligible organizations to help defray the cost of fishery pre-assessments, full assessments, and associated capacity building efforts. The Fund also provides small grants to eligible stakeholder organizations to encourage their constructive participation in fishery assessments.

Applying for support begins with a brief letter of inquiry to Mike Eaton, Executive Director of RLF. The letter of inquiry should include a description of the organization, background on the proposed project, and the specific request for which the funds are intended. Other pertinent information about the project, such as potential support or opposition and potential funding partners, should be included as well. The letter of inquiry should be no more than three pages in length and must include a detailed proposed project budget. (Please see the attached guidance on submitting letters of inquiry and the Fund's grantmaking guidelines.) Upon favorable review of an inquiry against SFF's grantmaking guidelines, an applicant will be asked to submit a complete application. All grants are subject to approval by the RLF Board of Directors.

The Fund will attempt to accommodate language barriers for non-English speaking applicants on a case-by-case basis. The Fund will review letters of inquiry and will contact those applicants from whom a full proposal is sought.

The Fund seeks to leverage its limited resources by partnering with other organizations in financing qualifying projects. In general, the Fund requires a one-to-one match in funding from other sources. Where funding is being sought for the pre-assessment or assessment of a fishery similar in species, gear-type, and other ways to a fishery that already has been certified, the Fund will require a two-to-one match. Since its inception in 2003, the Fund's grants for its four purposes have generally ranged as follows:

- |                             |                     |
|-----------------------------|---------------------|
| • Pre-assessments           | \$7,800 - \$25,000  |
| • Full assessments          | \$9,900 - \$90,000  |
| • Stakeholder participation | \$26,000 - \$50,000 |
| • Strategic planning, etc.  | \$16,000 - \$55,000 |

Below is the grantmaking schedule for 2010. Dates are approximate. Letters of inquiry may be submitted at any time, but should be received by the Fund two weeks prior to the proposal due date in order to allow time for review and response by the Fund.

## **Full Proposals Due at RLF**

- First quarter 2010: Tuesday, January 26, 2010
- Second quarter 2010: Wednesday, May 5, 2010
- Third quarter 2010: Tuesday, July 27, 2010
- Fourth quarter 2010: Tuesday, October 19 2010

Inquiries and letters of inquiry should be sent via email to:  
[sff@resourceslegacyfund.org](mailto:sff@resourceslegacyfund.org)

Mike Eaton, Executive Director  
Resources Legacy Fund  
*Attn: Sustainable Fisheries Fund*  
555 Capitol Mall, Suite 675  
Sacramento, CA 95814 USA  
Phone: (916) 442-5057  
Fax: (916) 325-7541  
[www.resourceslegacyfund.org](http://www.resourceslegacyfund.org)

If SFF requests a full proposal, the applicant will be expected to submit a proposal narrative, as well as the following supporting documents:

- Project budget
- Maps
- Evidence of the organization's charitable or nonprofit status
- Audited financial statements for the past three years
- A current operating budget
- A list of board members with brief biographical summaries
- Verification of other project financing, and
- Verification of partnership involvement in the project

## **Submitting a Letter of Inquiry to the Sustainable Fisheries Fund**

A letter of inquiry for funding from SFF should briefly provide several general categories of information that address the grantmaking guidelines of the SFF. More detail can be provided in a full proposal. Following is a listing of these categories, together with questions derived from the grantmaking guidelines.

### **Description of Requesting Organization:**

- What type of organization is making the request?
- What is the capacity of the organization to carry out the project?
- How has the organization demonstrated its commitment to the Marine Stewardship Council (MSC) process?
- How will the organization fulfill a role as a philanthropic partner to the SFF?

### **Background on Proposed Project:**

All letters of inquiry should provide general background information on the project. In the case of pre-assessment or assessment projects, letters of inquiry should address several key questions:

- What general evidence is there that the fishery can meet the MSC's principles and criteria?
  - Applicants should carefully review the MSC's principles and criteria before responding to this question. Applicants may also wish to review an assessment and/or scoring guidelines for a similar fishery posted on the MSC web site ([www.msc.org](http://www.msc.org)) in order to better understand the certification process.
  - What type of leverage will certification of the fishery provide? SFF is particularly interested in fisheries that supply markets in Western Europe
  - Does any controversy surround the fishery, and if so, how is that controversy managed?

### **Request for Funding:**

- Is the funding request for:
  - A pre-assessment of a fishery that is economically challenged or strategically important to further marine conservation?
  - A full assessment of a fishery that is economically challenged or strategically important to further marine conservation?
  - Stakeholder participation in a fishery assessment?
  - Strategic planning of fisheries assessments and certifications in a specific geographic area?
  - Addressing deficiencies identified through pre-assessments or full assessments, or other activities related to capacity building?
- How will SFF funding stimulate engagement with the MSC process that might not otherwise occur?

### **Potential Funding Partners**

- With which organizations is the requesting organization partnering for funding or for other support of the project?

### **Potential Support**

- How has the organization generated broad-based involvement in the past?

### **Detailed Project Budget**

- What are the total funding needs and requested funding needs for the project, by general category?
- If the applicant is seeking funds for pre-assessment or assessment, has it obtained bids from MSC-accredited certifiers?
- If the applicant is seeking funds for pre-assessment or assessment, what is the economic need for assistance?
- What in-kind contributions or sources of matching funds has the applicant secured?

The letter of inquiry should be no longer than three (3) pages. The letter of inquiry should enable staff of RLF to make a general evaluation of a project and to discuss a project with an applicant during its evaluation. Upon favorable review, RLF staff will provide an applicant with materials for submitting a full application for funding.

SFF promotes environmentally sustainable fisheries and seafoods globally. SFF has a particular interest in fisheries that wish to be assessed for possible certification under the auspices of the MSC and its Fisheries Ecolabeling Program.

### **Project Types**

SFF provides targeted grants and loans to help defray the costs of four classes of activities:

- 1) Pre-assessments of fisheries that are economically challenged or strategically important to further marine conservation;
- 2) Full assessments of fisheries that are economically challenged or strategically important to further marine conservation;
- 3) Stakeholder participation in fishery assessments; and
- 4) Strategic planning of fisheries assessments and certifications in a specific geographic area, addressing deficiencies identified through pre-assessments or full assessments, and other activities related to capacity building.

## **Eligible Organizations**

Eligible organizations include:

- Fishing, fishworker, or seafood organizations;
- Fisheries management agencies and university, academic, or research organizations;
- Nonprofit organizations; and
- Other relevant types of organizations, on a case-by-case basis.

## **SFF Grantmaking Strategy**

In evaluating pre-proposals and proposals, SFF will consider a project's fit with SFF's grantmaking strategy. A principal objective of this strategy is to increase the impact of MSC-certified fisheries on major seafood markets. Proposed projects should meet the following criteria:

### ***Certifiability***

Fisheries that are the focus of a project should have a reasonable chance of meeting MSC principles and criteria, including:

- The population of fish is healthy;
- The impact of fishing on the ecosystem is sustainable; and
- An effective fishery management system is in place.

### ***Leverage***

A proposed project should generate leverage in promoting sustainable fisheries, particularly by increasing the market impact of MSC-certified fisheries. Such fisheries, which may be small- or large-scale and in developed or developing countries, include those that exhibit one or more of the following qualities:

- Fisheries that supply high-demand seafoods, come from multiple sources, and are effectively traded in a transparent marketplace (e.g., larger tuna, whitefish, salmon, or shrimp fisheries).
- Fisheries that are sources for seafood for major brands sold by major retailers and food-service businesses (e.g., tuna and whitefish).
- Fisheries that are sources for seafood in priority markets, including North America, Western Europe, Australia, New Zealand, and Japan.

- Fisheries that generate momentum toward certification by other similar fisheries, either through competitive pressure or by demonstrating the application of the MSC's standards to a type of fishery.
- Fisheries that supply regionally significant seafoods, such as Pacific halibut.
- Fisheries whose certification would generate confidence in the MSC process among key stakeholders, such as government agencies.

### ***Viable Applicant***

An applicant for SFF funding should be able to demonstrate:

- The capacity to carry out the project: In the case of fishery certifications, this includes the capacity to convene stakeholders, interact with governments, and manage project finances. We strongly encourage applicants to familiarize themselves with the assessment process and its requirements for information that must be provided by a fishery seeking certification. Reviewing past assessment reports posted on the MSC website ([www.msc.org](http://www.msc.org)) is one way of doing so.
- A clear commitment to the MSC process.
- Status as a philanthropic partner with SFF: Generally, SFF prefers making grants to nonprofit organizations. However, in some circumstances, grants to for-profit organizations, governmental agencies, university-based organizations, and other relevant organizations may be appropriate. Regardless of the type of organization that receives the grant, the funds must be used for charitable purposes, and the SFF allows a maximum overhead rate of 10 percent. It should be noted that the MSC does not allow environmental organizations to act alone as a client for certification, but as a partner with a fishery client or agency.

### ***Catalytic Investment***

SFF funding must serve to stimulate engagement with the MSC certification process that might not otherwise occur.

### ***Other Factors***

Depending upon the type of project, the following factors also will be taken into account:

- Applicants seeking funds for pre-assessment or assessment should have obtained bids from MSC-accredited certifiers.
- Applicants seeking funds for pre-assessment or assessment should demonstrate a clear economic need for assistance.

- Preference will be given to applicants who identify in-kind contributions or sources of matching funds.
- Preference will be given to applicants who demonstrate partnership with other organizations or agencies.

Preference will be given to applicants who demonstrate a capacity to generate broad-based involvement. All grants are subject to approval by the RLF Board of Directors.