

PASO PACÍFICO

MAKING CONNECTIONS FOR CONSERVATION

2017 ANNUAL REPORT



Founded in 2005, Paso Pacífico's mission is to restore and conserve the natural ecosystems of Central America's Pacific Slope by collaborating with landowners, local communities and involved organizations to promote ecosystem conservation.

BOARD OF DIRECTORS

Juan Marco Alvarez, Frank Joyce, Teresa Lang, Sonia Ortega, Lotte Roache, Derek Schlereth, Christine Schmidt, Phil Torres

Sarah Otterstrom, Ph.D.

Founder and Executive Director

Liza González, M.Sc.

Nicaragua Country Director

Kim Williams-Guillén, Ph.D.

Conservation Scientist

STAFF

Cristian José Bonilla Mercado	Julia Jeaneth Martínez Velásquez
Liessi Lisseth Calero Jiménez	Claudia Nohemy Perla Medrano
Marcos Antonio Calero Pérez	Milton Ñamendy
Adriana Suyén Castillo Montoya	Mercedes Peñalba
Carlos José Chavez Garcia	Marcos de Jesús Pizarro
Marvin Elias Chávez Morales	Juana Zayra Reyes Ruíz
Julio César Collado Vanegas	Felix Pedro Reyes Yúbank
Jairo Luís Coronado Alemán	Maritza Rivera Centeno
Darling Idalia Delgado Jiménez	Jesús Winel Ruíz Morales
Hector Luís Espinoza Acevedo	Alice O'Connor
Yazmina de Fátima Flores	Meyer Antonio Rodríguez
Jacob Farmer	María del Carmen Rodríguez Gutiérrez
Juliana Galeano	Iraldo Isaías Sánchez Pizarro
José Felipe García Mendez	Marlon Wilfredo Sotelo Reyes
Jarinton Javier García Paz	Claudia Lucia Torres Garcia
Erick Arturo Guido Vanegas	Eyda Jasneris Torrez Herrera
Orlando Jarquín	Eliéser Antonio Valle Delgadillo
Karen Lacayo	José Martín Vallecillo
Martín Lezama	José Francisco Vanegas Cortez
Maura Antonia Martínez	Elena Yajaira Vargas Collado
Nicole Salazar	Eliza Woolley

Dear Friends,

As I reflect back on this past year, I am filled with gratitude to you for supporting Paso Pacífico and making it possible for us to have such a positive impact in the world.

In this report, we are happy to share with you Paso Pacífico's approach to its conservation work. When we identify a corridor where we plan to work, we begin in a general way by observing and listening to the greatest needs, both in terms of biodiversity and in terms of community wellbeing. We then move to the specific by identifying the most urgent priorities such as endangered species, degraded watersheds, and isolated habitat. From there, our process moves forward to put these problems and challenges into a local context, enabling us to innovate solutions that are targeted to the needs at hand.

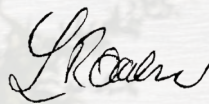
For example, when we began working in coastal conservation, we observed dwindling shellfish supplies and how this impacted the marginalized women who were collecting oysters. We realized that a solution could be to develop an oyster cooperative. This would enable women to set an example in their community of how to practice sustainable fishing and at the same time it would allow us to restore the native shellfish and provide a new economic opportunity in the community.

Although our step-by-step process can seem rather broad, it is very integrative and holistic. It allows us to enact highly targeted solutions that can lead to ecological recovery. We are grateful to you for taking the time to believe in our approach.

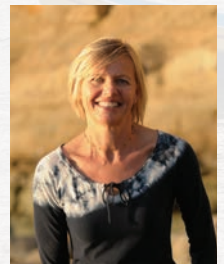
For me personally, a highlight of this year was traveling to Nicaragua and visiting dry tropical forest landscapes in the country's northern regions, including León. We met there as a board to discuss the great needs and opportunities for scaling our course of action beyond the Paso del Istmo, where we have worked for the last twelve years. As we enter 2018, we look forward to using our approach to bring Paso Pacífico's impact to scale.

It has been a great privilege to watch Paso Pacífico grow and serve as board president for the last six years. During this time, I have seen how supporters like you are the backbone of this work. Thank you for believing in Paso Pacífico, its executive director Dr. Sarah Otterstrom, and the people of the communities in the Paso del Istmo.

Gratefully,



Lotte Roache
Board President



Follow us on social media:



FLOODS IN NICARAGUA: IMPACT AND RECOVERY

In October 2017, a devastating flood hit the Paso del Istmo. Tropical Cyclone Nate caused widespread flooding and destruction along the Central American coast. Roads and power lines washed out, buildings were destroyed, drinking water was contaminated and communication was cut off. Our Ostional field office and the homes of many employees sustained major damage. All our personnel were able to stay safe, for which we are deeply thankful.

One of our Ostional sea turtle rangers, however, lost his home. Marcos de Jesus Pizarro was able to save his family just in time before the flood completely swept away their home and all their belongings.

Paso Pacifico quickly held a campaign to rebuild the Pizarros' home and help the community repair as a whole. Thanks to our generous donors from around the world, we were able to raise over \$3,000! In addition, Paso Pacifico was able to help distribute almost two tons of food to 220 households in need. The town came together quickly, helping to restore houses, places of business, schools, and general spirits. Marcos, his wife, and their two children now enjoy their new home, and other local families are also doing much better.

Thank you to everyone who gave to help Ostional recover from the floods, and special thanks to Dick and Nancy Noble and the American Nicaraguan Foundation for enabling the distribution of foods and medicines.

Upper left: Marcos de Jesus Pizarro and his wife, Griselda, stand in front of their new home.

Lower left: The wreckage of the Pizarros' former house.



A HUMAN-CENTERED APPROACH TO CONSERVATION

Transform Lives with Face-to-Face Outreach

We teach over 100 children each year to understand the ecological wonders of the Paso del Istmo. They will protect nature and become conservation leaders.



Accomplish Lasting and Broad Change

As part of the ELLAS Project, we helped create a major ecotourism route called *Ruta del Sur: Bosques y Tortugas* (The Southern Route: Forests and Turtles).



Rebuild and Protect Wildlife Habitat

We have been helping over 60 fishers design solutions for overfishing near the coast. In 2017, they proposed a new marine protected area of over 45 square kilometers!



PASO PACÍFICO'S INTEGRATIVE APPROACH

Since Paso Pacífico began in 2005, we have taken a holistic, integrative approach to conservation. As part of the Ashoka Foundation's GlobalizerX program, international business leaders and nonprofit experts worked for over six months with our board and executive director to design a plan to scale this approach and thereby increase our impact. This year in Mexico City, we shared our approach with entrepreneurs and business leaders from across Latin America and unveiled our plan to bring it to scale. The following diagram describes this approach, which we plan to begin scaling in 2018.



HOW IT WORKS: WOMEN'S OYSTER FARMS

The women's aquaculture project shows the power of our model. In 2013, we began to work with women fishers to address their need for economic prosperity and their hopes for a healthy and bountiful coast. The Paso Pacifico process led us to support the women in starting their own cooperative and launching an oyster aquaculture venture.

INNOVATE SOLUTIONS

In 2015, we helped the women form an oyster farming cooperative. We have supported them since in developing aquaculture and business strategies.



OBSERVE & LISTEN

Locals and scientists told us wild oysters were in trouble. Women fishers were finding fewer and fewer oysters and earning less and less money.



IDENTIFY A FOCUS

We knew shellfish aquaculture could help restore coastal biodiversity while empowering women fishers, since it is one of the most sustainable fisheries.

EXAMINE CONTEXTS

Traditionally, local women are the ones who harvest and trade oysters. They are also more likely than local men to share earnings with families.



REPEAT FOR IMPACT

The Paso Pacifico process is iterative, meaning we continually learn, adapt and improve, and then reapply our approach to our innovative projects. This year, we helped form a second cooperative in a neighboring village. Having learned that wider community participation is essential, we invited a larger group of community members to help plan with and support the women. The lessons we are learning from both cooperatives can help oyster farming empower women and restore the coastlines of the Pacific Slope.

HOW IT WORKS: MACAW RECOVERY

The population of the cyanoptera macaw, a scarlet macaw subspecies once widespread throughout northwestern Central America, has dropped to fewer than 400 birds in the wild. On the Pacific coast of Central America, the subspecies is extinct with the exception of a small population in northern Nicaragua. We began a program to protect these 14 remaining birds in 2016. This year, two cyanoptera macaws fledged the nest for the first time in over two decades.

INNOVATE SOLUTIONS

We brought in artificial nests, Proyecto Noble, and the Junior Ranger program. When young macaws were found, we protected them around the clock, hired local rangers, and publicly celebrated successes.



EXAMINE CONTEXTS

The area has lots of trade with El Salvador. We saw intense poverty and widespread deforestation. The closest community, La Salvia, is a fishing village.



OBSERVE & LISTEN

Local biologists told us they were seeing very few cyanoptera macaws in the Cosigüina Peninsula and the macaws were not being protected.



IDENTIFY A FOCUS

We reviewed recent studies and validated their findings in the field, locating most of the nests and learning which villages and landowners were nearby.



REPEAT FOR IMPACT

We are thrilled that this year we helped protect a successful nest. Next year, we will repeat the program, but we plan to expand the areas that receive round-the-clock protection. By continuing our iterative process, our belief is that we will empower communities to protect their native birds and thereby save this critically endangered macaw.

PROYECTO ELLAS EMPOWERS WOMEN & BOOSTS ECONOMY

Six years ago, we had a vision to empower female “enviropreneurs” to harness market forces and employ voluntary solutions to environmental problems in their local communities. After winning the National Geographic Geotourism Challenge, with \$883,116 from the Inter-American Development Bank’s Multilateral Investment Fund, we went to work.

Since it began, this multifaceted initiative has provided training to twenty-three female entrepreneurs who were seeking to establish or improve small tourist businesses such as hostels and restaurants. Thanks to their improved capacity to provide tourism services, these women-owned businesses are already experiencing an increase in visitors. We also helped to establish geotourism programs that range from snorkel tours and mountain biking to archaeological site visits. These tours are now increasing appreciation for biodiversity around La Flor Wildlife Refuge while providing direct economic benefit to families and cooperatives from nearby communities.

Paso Pacífico expects to see local geotourism continue to increase and benefit local economies and biodiversity. When geotourism is a major component of local household incomes, community members are more invested in protecting wildlife. With our partners, we will continue working to educate youth, support conservation, and empower communities.



IN SPECIAL GRATITUDE: KENNETH & ATHELIA WOOLLEY



We want to express our deep appreciation to two long-term Paso Pacífico friends. First introduced to Paso Pacífico in 2007 through their niece Sarah Otterstrom, Ken and Athelia Woolley have since lent their support and watched us grow.

Ken and Athelia are both lovers of nature and world cultures. They have traveled the world, visiting over 150 countries. He has a background in business with an M.B.A. and Ph.D. in business administration from Stanford, and works in real estate, self-storage, and airline industry ventures. From a young age, he learned to appreciate nature. His mother was an avid bird-watcher and his father taught him how to fish and hunt. Athelia studied and graduated in the humanities and has devoted her life to not only raising her seven children but to learning about history, the arts, and world cultures.

Together, Ken and Athelia have been drawn to Paso Pacífico's unique approach, which both protects nature and respects and supports local culture. We are deeply grateful to Ken and Athelia for their dedication and continued support.

312 birds, 49 species

netted and monitored at the Mono Bayo MoSI station during the 2016-2017 season



12

sea turtle rangers awarded the Grassroots Conservation Award by the 2017 International Sea Turtle Symposium



23

women "enviropreneurs" strengthened as part of the ELLAS Project



10,161

sea turtle hatchlings released thanks to our protection



25

birders from throughout Nicaragua trained in MoSI bird monitoring station techniques



110

Junior Rangers newly graduated in the Paso del Istmo



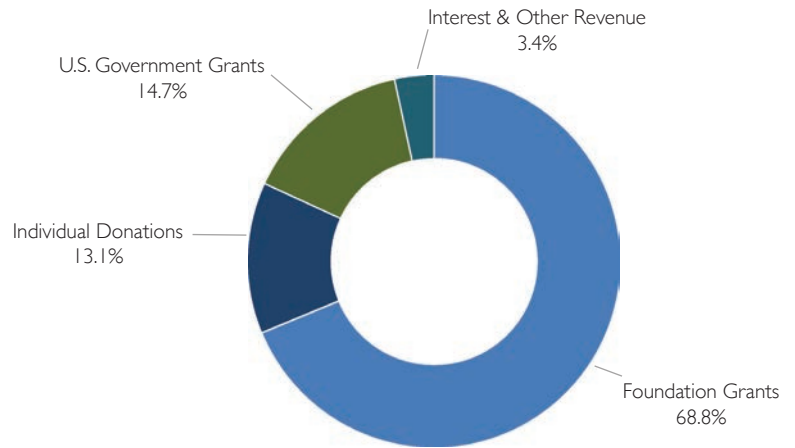
22

number of yellow-naped Amazon parrot chicks successfully fledged

2017 FINANCIAL STATEMENT

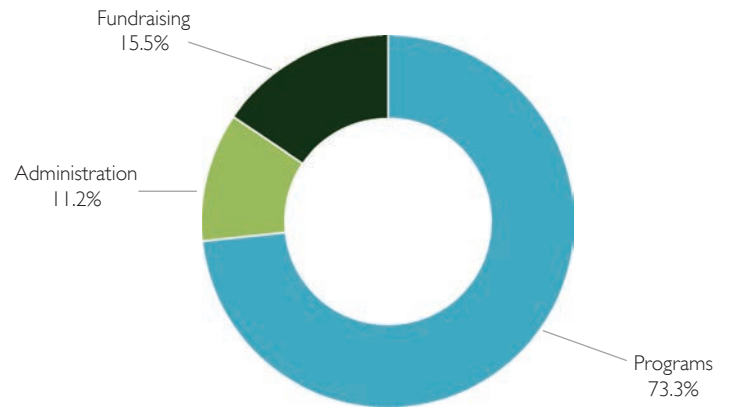
Annual Support & Revenue

Foundation Grants	\$557,541
Individual Donations	\$106,198
U.S. Government Grants	\$119,462
Interest & Other Revenue	\$27,636
Total	\$810,837



Annual Expenses

Program	\$693,978
Administrative	\$105,552
Fundraising	\$146,922
Total	\$946,452



THANK YOU! ¡GRACIAS!



2017 SUPPORTERS

Rosalie Acutt
Brian & Connie Aikens
Margaret Alldredge
Mariana Amorim
Max Astruc
Jon Austrom
Dennis Averin
Chris Ayotte*
Joan & Bill Bailey
Stephen Bailey*
Rachael Barkley
William Barnes
Gil Batzri
Summer Bennett
Lance Bernard
Betsy Binnian & Juan Bosco Aburto
Florence Blecher
Eduardo Boné-Morón
Isabella Bretz
Pedro P. Bretz
Robert Buan
Collin Burgess
Valerie Burke
Margaret Busse
Nan Busse & Tobey Kaplan
Jennifer Butler
Kelli and Kevin Byrne*
Frederick & Judy Bysshe
Alexa Calfee
Dave & Kathryn Calfee*
Sean Carney*
Crystal Carter & Oliver Kollar
Catherine Cartier*
Kelcey Case
Charles Casey
Juliana Castaño Isaza
Fabien & Dine Castel
Mel Celebertti
Charlene Cerny
Mei Chan*
David G. Chase & Anne Fitzgerald
Eric Chesmar
Nancy Chew
Emily Chew & Robert Murphy*
Allison Chilcott
Shaid Chohan
Lisa Cole
Alex & Anne Cole

Allison Connor*
Bernie & Darlene Conway
Colette Cook
Joan Cooke
Rosemary Cornell
Carrie Creighton
Lynn Crew** & Aaron Miller
Isa Ubeda Cruz
Jane Davidson
Alexis & Tom Davis
Sean Doherty
Kate & Matt Dolkas*
Bridget Donald
Robin Donaldson & Mardi Mastain*
Kelly Donegan
Zack Donohew
Jade & Todd Doolittle
Richard & Sherry Dorfman*
Jeremy Douglas
Norma Dvorsky*
Peter & Corena Engdall
Norm & Christine Engstrom
Kai Ewert**
Josephine Falvo
Renato Farme D'Amoed**
Heloisa Farme D'Amoed**
Felipe Farme D'Amoed* †
Jacob Farner †
Kara Ferguson
Jill Forman
Lila & Dine Francese
Benjamin Fryer** & Laura Reynolds
Jane Furchgott & Charles Munch
Sofia Galatas
Tom & Colleen Galdabini*
Alex Gaos
Gabriela Garay*
Gerardo Garcia
Leila Gass
Matthew Gelb
Barbara George & Gerald White*
Angie Gerst*
Jim Goetz
Laurie Goldstein
George & Amy Gorman
Corey Gough
Sarah Grunewald & Ryan Shields
Vana & Kevin Guidotti

Jennifer Gwin
Holly Harman
Douglas Haynes
Gary & Pat Hedden
Jennifer Hicks*
Aiko & Jim Hill
Sally Hinshaw*
Holly Hinton
Camille Holly**
Paige Hoyt
Ellen Hunter
Elaine Hurd*
Harriet Jernquist
Kelty Johnson
Francis Joyce
Frank Joyce ∞
Richard Joyce*
Nicole Jurjavic
Jenn Kabitzke
Sara Katz
Jonathan & Elizabeth King*
Alan Klein
Frank Kling
Hugh Knapp
Karl Knobler
Matt Koch
Woodwyn Koons & Dmitri Siegel
Teresa Lang* ∞
Bill Large
S. Neil Larsen
Kasia & Randy Leavitt*
David & Pamela Lee
Robert Lerner
Suzanne Levanas
John Lipsky*
Levi & Rebecca Lloyd
Scott Lockwood
Amy Loewen
Travis R. Longcore
Erin Loury
Heather Ludzack
Caroline Lujan
David Mack
Michael C. Mah
Jim & Marla Malaspina*
Vance Martin
Diane Martinez*
Rob Massonneau



Jeff Matto
Kristine Mazzei
Joanne McBirney
Janice McGuffie
Sheila McMahan
Catherine McPherson
Stuart Meiklejohn*
Anthony Miller
Kelsey Miller
Melanie Miller*
Mario Molina
Cheryl Moody
Mirra Morrison*
Rob Moseley
Ryuji Mukae
Cristina Murillo
Deborah Murphy
Mary Nastronero & Jurg Lang*
Abby Nelson
Patricia Nicoli
Todd Niesen
Richard & Nancy Noble*
Kimberly Noel
Carol Norris
Alice O'Connor* †
Clare O'Connor
Helen O'Connor*
Mary Ann O'Connor*
Richard O'Connor
Susan O'Connor
Eric Olson*
Sonia Ortega ∞
Cathryn Ory
Catherine Ostler
David Otterstrom*
Karl & Kate Otterstrom
Paul & Kristina Otterstrom
Samuel & Lori Otterstrom*
Sarah Otterstrom † &
Rick Rutherford*
Christina J. Ourivio
Gilda Ourivio
Emily Patterson
Sandra Pearson & Bud Murphy*
Nick Peets
Cristina Petersen
Helen Pheasey
Wendy Powell*

Vincenza Previte
Diana Pritchard
Wendy Purnell*
Mark & Kai Rains
Omer L. Rains
Bruce Raph
Tim Rich
Ben Rifkin Rifkin
Seth Riley
Rocio Ritchot
Lotte** ∞ & Kevin Roache
Sarah Robinson
Jeff Robinson
Grace Robinson**
Denise Rond
Michelle Rose
Ann Rosen
Gisela Ruckert
Debby & Rob Ruskin
Francie Rutherford
Robert & Diane Rutherford
Sarah Rutherford Bundy &
Rafer Nelson
Steve Rutledge & Julie Beer
Nicole † & Andres Salazar*
Sheridan Samano
Andrew Scales
January Schachter
Janet & Victor Schachter
Ben Schapiro
Derek Schlereth** ∞ &
Rebecca Tinsley
George & Jane Schmidt*
Christine Schmidt ∞ & Bob Brewer*
Alan C. Schroeder
Mark Schwartz & Sharon Strauss
Mary Sealfon*
Philippe Seiler
Andrew Seligman
Joanne & William Sherrard*
Sarah & Alex Sheshunoff
Claire Si
John & Mary Catherine
Taylor Siebel*
Marilyn W. Sim
James Simmons
Kitty Sklaver
William & Kim Smith

Richard & Kathy Smith
Jordan Vaughan & David Smith
Julie Smith
Christine Spehar
Arlene Springer
Pat Starr
Megan Staudenraus
David Steinberg
John Stephens
Sue Talty
Elisabeth & Stephen Tanner
Mary Tansey
Erica Tauzer
Jeff Terhune
Angie & Chet Thomas
Janice Thomas & Brian Stafford
Ron & Sissy Tietz
Nomi & Fritz Trapnell
Michelle Trew
Victoria Ulvert
Mitzi & Tom Vaughn**
Elena Vizanko*
Terry & Mary Vogt
Ana C. von Lachmann
Ying-Ling Wang
Dania Weinstein
Megan Wentworth
Ann Wheeler
Susan L. White*
Jessica Williams
Doug Wilson & Mariliz Romano
David Wolstencroft
Jeff Wood
Paul S. Woodward
Cathy & Scott Woolley
Eliza Woolley* †
Ginger Woolley*
Kenneth & Athelia Woolley
Georgia Yapple
Erin Yee
Carolyn Younger
Brad Zlotnick

* multiple donations

** monthly donors

† staff

∞ board

USA

P. O. Box 1244 • Ventura, CA 93002-1244
Phone: 1-805-643-7044
Email: info@pasopacifico.org
Web: www.pasopacifico.org

NICARAGUA

Carretera a Masaya Km 12.4
Residencial Villas del Prado, Casa No. 7
Managua, Nicaragua
Phone: +505-2279-8423

2017 member:



We are grateful to the organizations, foundations, and businesses
that generously supported Paso Pacífico in 2017.

Anonymous Foundation
American Bird Conservancy
Brandywine Zoological Society
Catfish Creative
Detroit Zoological Society
Fauna & Flora International
Google
Greater Los Angeles Zoo Association (GLAZA)
Inter-American Development Bank—
Multilateral Investment Fund
Karl and Alice Ruppenthal Foundation for the Arts
Kathryn B. McQuade Foundation
Loro Parque Fundación
Loyal Bigelow and Jedediah Dewey Foundation
Maree Noble/Elizabeth Stumpf Memorial Foundation
Margot Marsh Biodiversity Foundation
Ministerio del Ambiente y los Recursos Naturales,
Nicaragua
Ministerio de Educación, Nicaragua
Ministerio de Salud, Nicaragua
Morgan's Rock Hacienda & Ecolodge
National Fish & Wildlife Foundation
Oceans5
Partners in Flight—Western Working Group
Pineapples & Love
Prince Bernhard Nature Fund
Projets Plus Actions
Southern Sierra Research Station
SunOven Gluten Free Baking Company
Surf Industry Manufacturers Association—
Environmental Fund
Taronga Zoo
Turtle Island Restoration Network
Turtle Tracks
U.S. Agency for International Development
U.S. Embassy, Nicaragua
U.S. Fish and Wildlife Service—Marine Turtle Conservation
Act, International Program
U.S. Fish and Wildlife Service—Neotropical Migratory Bird
Conservation Act
U.S. Forest Service—International Institute for Tropical
Forestry, International Programs
Waite Foundation
Wildlife Crime Tech Challenge
Woodtiger Fund