



**MÉXICO**  
GOBIERNO DE LA REPÚBLICA



## **PROJECT**

**“Legal and Illegal Wildlife Trade between the European Union and Mexico”**  
FRAMEWORK CONTRACT EUROPEAID/132633/C/SER/MULTI

### **OBJECTIVE 2**

**A COMPREHENSIVE TRADE ANALYSIS AND RECOMMENDED ACTIONS AIMED TOWARDS THE DEVELOPMENT OF ACTIONS TO GUIDE THE IMPLEMENTATION OF LONG-TERM POLICIES RELATED TO IMPROVING SUSTAINABLE, LEGAL AND TRACEABLE TRADE OF THE SELECTED SPECIES AND REDUCE ILLEGAL WILDLIFE TRADE.**

### **REPORT SECOND WORKSHOP**

10 January 2018

CONABIO

Mexico City, México

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## I. Workshop overview and main outcomes

Workshop 2 was held in January 10<sup>th</sup>, 2018 in CONABIO (Mexico City, Mexico). The general objective of the workshop was to develop recommendations by thematic groups of species, by a diverse range of stakeholders based upon the validated lists of species that accompanied Report 2.1 and that sum around 300 wildlife species traded between Mexico and the European Union during last 10 years. These recommendations were to be aligned with the main elements of the project – support legal trade, fight illegal trade and strengthen cooperation between the Mexican and EU authorities – with emphasis on factors that can improve traceability, sustainability and law enforcement efforts.

The workshop was attended by 62 participants (**Annex 1**), which represented a carefully tailored list of the key sectors of the supply chain of the selected species. Specifically:

- 34 participants of the Governmental Sector, ranging from Mexican and European foreign affairs ministers; to environmental, fisheries, forestry and productive governmental agencies from Mexico and the European Union.
- 11 representatives of the Academic Sector; and,
- 17 participants from the Civil, Productive and Private Sectors.

In line with the Workshop Agenda (**Annex 2**), welcoming remarks by Dr. José Sarukhán (National Coordinator of CONABIO) and Mrs. Immaculada Roca I Cortes (European Union Deputy Ambassador to Mexico) stressed the relevance of this project as a trendsetting initiative for the international wildlife agenda. Following the opening remarks, Hesiquio Benítez, (Head of the CITES Mexican Scientific Authority, CONABIO) gave an overview of the project and the expected results of the workshop; and Dr. Tanya Wyatt (project consultant) presented a summary of the data sources and standardization practices used to generate the species lists (see presentations in digital **Annex 3**).

In compliance with the selected species lists and thematic groups previously agreed by the Steering Committee (digital **Annex 4**), five working groups were established as follows: timber species; non-timber species; aquatic species; terrestrial and semi-terrestrial; and aerial species. Each group had a chair assisted by *rapporteurs* from CONABIO.

Each working group addressed the following questions: a) challenges to sustainable wildlife trade, b) main factors and opportunities for sustainable and legal trade, c) elements to enhance regulation, traceability, and conservation, d) IPLC participation and benefits from sustainable trade; and e) how can the illegal trade be combatted?

Working groups developed and reported their findings and recommendations to the Plenary, which gave further feedback and recommendations. Validated recommendations are reflected at length in **Section II** of present report.

Furthermore, three cross-cutting conclusions of the workshop can be drawn from the views expressed by participants in plenary, these are:

- a) International wildlife trade can be sustainable and can be a means of combating poverty, ensuring conservation and promoting international trade between the EU and Mexico.
- b) In order to fully implement the recommendations per thematic group as agreed in the workshop, there is an impending need to undertake case-by-case market studies (with clearly described value chains) for all the selected species, as well as those further identified as a bilateral priority during the workshop, in order to map out the key links of their supply chains, and significantly strengthen aspects related to their sustainability, legality, and traceability.

- c) A follow-up project to implement the recommendations of this one of a kind workshop will be desirable in order to boost the sustainable, legal and traceable wildlife trade between Mexico and the European Union.

Additionally, Mexican and EU representatives agreed on the following steps concerning the final outcome of the project:

1. Since summaries of the chairs reflect mostly the views of Mexican participants at this workshop; EU members will be consulted on these before both parties take commitments and agree on recommendations to be included in the project final report;
2. Recommendations should balance actions on conservation, sustainable use, trade support measures, and enforcement of the relevant rules that apply to species concerned.
3. Recommendations will be tailored according to the attributions and roles of those whom these are targeted to; whether it is governments, academia, private sector, and other stakeholders identified as leads for their implementation.

## II. Working Group Reports

### 1. Timber species

Compositon of the working group	
<b>Chair</b>	1) Sergio Madrid (Consejo Civil Mexicano para la Silvicultura Sustentable A. C.)
<b>Rapporteurs</b>	2) Jaqueline Noguez (CONABIO) 3) Angelica Cervantes (CONABIO)*
<b>Participants</b>	4) Victor Ávila (UAEM-UNAM) 5) Edgar Luque Sandoval (DGVS-SEMARNAT) 6) Manuel Escudero Moreno (Productos Forestales del Sureste y Centro America) 7) José Luis Azuara (Productos Forestales del Sureste y Centro America) 8) Alejandra Castellanos (Reforestamos México) 9) Valentina Vaglica (KEW Gardens and European Delegation) 10) Francisco Navarrete (PROFEPA-SEMARNAT) Carlos Mario Salmon (Transforesta)

*\*Also provided views as a participant, in addition to volunteering as a second rapporteur.*

The species list considered by this working group covered taxa, including mahogany, several species of pines, as well as species commonly known as rosewoods.

#### **A. Answer the following questions related to your working group (each answer will be presented in a slide during the plenary session).**

1. What are the main **challenges** to sustainable wildlife trade between Europe and Mexico?
  - Improve, strengthen and disseminate the regulatory framework regarding the use of timber species.
  - Promote that the foreign trade and treasury authorities use the "shared information system".
  - Advance in the generation and promotion of scientific information that promotes the use of timber species.
  - Inclusion of aspects of transparency in the use of timber products (legal products, adequate management).
  
2. What are the main factors and **opportunities** for **sustainable and legal trade** between Europe and Mexico?
  - Identification and prioritization of a list of viable species for commercial exchange with the EU (high volumes).
  - Promote other species that have a high potential for trade and that have not been commercialized until now (for example, tzalam, machiche, chechén, etc.).
  - Promote not only roundwood trade, but also manufactured products that have added value.
  - Strengthen national capacities for compliance with international trade requirements between the EU and Mexico, as well as take advantage of bilateral cooperation to strengthen institutional capacities.

- Facilitate the exchange of information on species subject to use and their by-products or manufacturing potential, ensuring that they are legal.
  - Promote the diversification of the supply of timber products to the EU.
  - Foster the links between the EU and Mexico, in terms of consumers or producers.
3. What elements to enhance **regulation, traceability, and conservation** would be most effective?
- Solid scientific-technical foundations based on the best available knowledge.
  - Transparent mechanisms of accountability (authorities involved).
  - Accurate regulatory framework.
  - Adequate financing (institutional budget, international cooperation).
  - Strengthen and consolidate a reliable and efficient national and international traceability system (imports, exports and re-exports).
  - Have a shared system of information between the institutions of the environmental sector (Semarnat, Conabio, Profepa, DGVS, etc.) to improve the traceability of timber products.
  - Promote compliance with legally established times for the processing of permits.
4. How can **indigenous peoples and local communities** participate and benefit from sustainable trade?
- Promote and encourage the empowerment of local communities to use local timber resources.
  - Promote rural development processes in local communities to encourage the use of local timber resources.
  - Generate capacities for local communities to become the main actors and to control production processes (value chains).
  - Promote the manufacture of value-added products.
  - Ensure equitable participation and representation of local communities in the development of rural projects.
5. Is there **illegal trade**? And if so, what are the factors that contribute to the illegal trade's existence? And how can the illegal trade be combatted?
- There are no records of illegal trade between the EU and Mexico for the period analysed in the project.
  - It is known that there are factors that favor the illegal trade of timber species.
  - Promote prevention actions by improving the regulatory framework and strengthening the enforcement and compliance capabilities of the law, while maintaining the approach to increase competitiveness in international trade.

**B. Based upon your discussions, please recommend 3-5 priority actions in the following format:**

**NOTES:** The working group focused on developing general recommendations only for timber species native to Mexico thus the working group did not use the format provided.

**Actions**

- Exchange of information on species.
- Generate scientific information to support the use of timber species.
- Promote the diversification of the supply of timber products to the EU.
- Foster the links between the EU and Mexico, in terms of consumers and/or producers.
- Improve, strengthen and elucidate the regulatory framework regarding the use of timber species.
- Compile available information on timber species of commercial interest.
- Search for sources of financing from the EU.
- Identify those species with characteristics that favor international trade with the EU.
- Develop market studies for species with commercial interest to the EU, to promote trade in other species with high commercial potential.
- Promote trade in manufactured products.
- Strengthen and implement traceability mechanisms to allow transparency in the use of timber.
- Strengthen work and training with local communities for the sustainable use of timber resources.
- Promote and encourage the empowerment of local communities to use local timber resources.
- Promote rural development processes in local communities to encourage the use of local timber resources.
- Promote the generation of value chains.
- Strengthen the advisory bodies to ensure equitable participation and representation of local communities.
- Promote prevention actions by improving the regulatory framework and strengthening the enforcement and compliance capabilities of the law, while maintaining the approach to increase competitiveness in international trade.

**Comments generated during the general discussion of this work table:**

- Consider the improvement of the times for exports in Mexico.
- Consider the inclusion of species such as tzalam, machiche, chechén, etc.
- Develop market studies to know the real value of specimens originating in Mexico.
- Develop market studies to find out what is required to be competitive as a producer and exporting country.

## 2. Non-Timber species

Composition of the working group	
<b>Chair</b>	1) Emiliano Sánchez (Jardín Botánico Regional de Cadereyta – CONCYTEQ)
<b>Rapporteur</b>	2) Isabel Camarena (CONABIO)
<b>Participants</b>	3) Avril Zamora (Gerente Comercial, Multiceras) 4) Hernán Jiménez (Profepa) 5) José Antonio Pérez (CONAFOR) 6) Eduardo Pérez (UNAM) 7) Maria Elena Sánchez (Teyeliz A.C.) 8) Lorraine Mathias Palafox (CONABIO) Laura Hernández (CONABIO)

The species list considered by this working group covered a total of 104 taxa, the great majority of them being orchids and cacti.

### A. Answer the following questions related to your working group (each answer will be presented in a slide during the plenary session).

1. What are the main **challenges** to sustainable wildlife trade between Europe and Mexico?

#### Ornamental Plants

- The working group recognized that ornamental plants in Mexico have great potential for production and export to European markets, but in many cases this potential has not been studied systematically and continuously.
- On the other hand, the working group recognized that the change in land use and the extraction of wild specimens represent a problem that threatens the survival of these species.

#### Candelilla

- It was recognized that Europe is one of the main importers.
- The working group stressed the importance of guaranteeing a sustainable origin, as well as the promotion of certification during business with the European Market.
- The Multiceras company (<http://multiceras.com>) has connection in the end of the market chain in Europe, Japan and the USA.
- There is a lot of interest in making this activity sustainable, but costs are a challenge.

2. What are the main factors and **opportunities** for **sustainable and legal trade** between Europe and Mexico?

- Reinforce the legal framework in a way that is consistent with opportunities for conservation and sustainable use, and that encourages such activities.
- Legislate differently wild flora from wild fauna.
- Imperative to implement the Nagoya Protocol, both in Mexico and in the EU. In the case of Mexico, this legal framework is currently under construction.

- Establish an agreement between European fairs (e.g. elkactus) and Mexican producers.
- Invite the European Union to exhibit at Mexican fairs.
- Formalize a business-based scheme of certification which considers facilitation of procedures, good organization at local level (e.g. like in the case of Candelilla), investment both in kind and in technology, and ethical and sustainable practices (this would open the doors to mainstreaming opportunities both in forestry and tourism sectors e.g. like in the case of Fair Wild Standard).
- Invest in research regarding seed viability and real value in the market.
- Certification of crops that are conservation-friendly (e.g. shade coffee), for responsible consumption in the European Union.

3. What elements to enhance **regulation, traceability, and conservation** would be most effective?

- Implement in situ and ex situ cooperation programmes between Mexico and the European Union, with a view to guaranteeing the conservation and sustainable use of Mexican flora.
- Exchange programs between academics and producers between MX and the EU.
- Document the supply chain and identify where the actors can be added to sustainable, legal and traceable trade.
- Evaluate the conservation status of species.
- Standardise the criteria between IUCN and NOM-059.

4. How can **indigenous peoples and local communities** participate and benefit from sustainable trade?

- Share knowledge in two ways with indigenous and local communities, so that they know the potential that their resources have to make a sustainable trade.
- Share with the European Union the problems faced by local and indigenous communities.
- Share with the European Union the traditional knowledge local and indigenous communities have in Mexico and the urgency to safe guard it.
- Protect native species subject to trade.
- Promote the establishment (based on strategic planning) of UMAs (Management Units for the Conservation of Wildlife) in Rural Communities with native flora species.
- Investigate the economic value and explore the potential in the market of species native to Mexico.
- Implement techniques to propagate and conserve species native to Mexico while making direct contacts with the European Union.
- Implement mechanisms for fair payment.
- Explore the auction of seeds.

5. Is there **illegal trade**? And if so, what are the factors that contribute to the illegal trade's existence? And how can the illegal trade be combatted?

- Every demand reduction agenda must be accompanied by a responsible trade agenda.
- Deregulate *in vitro* trade, with a view to generating an alternative to the demand for resources of illegal origin.

**B. Based upon your discussions, please recommend 3-5 priority actions in the following format:**

Taxon	Actions	Key stakeholders
Ornamental plants selected ( <i>Beaucarnea</i> , <i>Dasyilirion</i> , <i>Tillandsia</i> , <i>Yucca</i> , as well as species from cacti and orchid families)	<ol style="list-style-type: none"> <li>1. Establish a bilateral collaboration agenda with the markets of flora in the European Union (fairs and nurseries) and explore mechanisms to guarantee that the Mexican flora offered originated from legal, sustainable and traceable sources, through certification standards (e.g. the FairWild Standard).</li> <li>2. Explore creative schemes to generate financing for conservation of Mexican flora. For example, through auction of certified specimens of Mexican plants in European fairs, whose profits could be destined for the local communities that look after the conservation of these species <i>in situ</i> (e.g. auction of adult elephant-leg specimens).</li> </ol>	<ul style="list-style-type: none"> <li>- Flora fairs in the European Union and Mexico</li> <li>- Producers and owners of UMAs</li> <li>- Local and indigenous communities in Mexico</li> <li>- CITES Authorities of the EU and Mexico</li> </ul>
	<ol style="list-style-type: none"> <li>3. Exchange of knowledge and technology among experts, producers and traders of the European Union and Mexico, with a view to promoting ex-situ and in situ conservation of these plants, and sustainable production. For example:               <ol style="list-style-type: none"> <li>3.1. Establishment of academic and producers exchange programs between Mexican and European fairs (e.g. through collaboration agreements)</li> <li>3.2. Establishment of programs to exchange information on techniques for artificial propagation</li> <li>3.3. Develop technology for effective identification of specimens subject to trade</li> <li>3.4. Develop market studies to investigate the commercial value of Mexican plants subject to trade in European markets in order to ensure that the Mexican offer is competitive.</li> </ol> </li> </ol>	<ul style="list-style-type: none"> <li>- Academics from Mexico and the EU</li> <li>- CITES Authorities</li> </ul>
Ornamental plants selected ( <i>Beaucarnea</i> , <i>Dasyilirion</i> , <i>Tillandsia</i> , <i>Yucca</i> , species from cacti and orchid families) as well as	<ol style="list-style-type: none"> <li>4. Establish a certification system between Mexico and the EU with a view to guaranteeing fair, sustainable, legal, and traceable trade, particularly for Mexican local communities, and that these communities know the value of their resources and receive a fair payment (e.g. in adherence to the Nagoya Protocol).</li> </ol>	<ul style="list-style-type: none"> <li>- Local communities in Mexico</li> <li>- Traders in the EU.</li> </ul>

Candelilla ( <i>Euphorbia antisyphilitica</i> ) and species of the genus <i>Agave</i> subject to trade including parts and derivatives.	5. Considering that any demand reduction agenda for specimens of illegal origin should be accompanied by a responsible and sustainable trade agenda, the EU and Mexico could collaborate to promote artificial reproduction in Mexico (e.g. through promotion in UMAs), as an alternative to mitigate the demand for wild specimens in the illegal market in Europe.	- Law enforcement authorities of Mexico and the EU.
	6. Establish channels so that producers in UMAs in Mexico could offer certified plants to European producers e.g. through an online directory administered by SEMARNAT and SENASICA.	- European producers. - Mexican producers. - CITES Authorities.
	7. Assit the European Union to acknowledge those species listed under any category of the Mexican Red List NOM-059-SEMARNAT-2010.	- European Commission - SEMARNAT
	8. Law Enforcement Authorities of Mexico and the EU, through a "clearing house" mechanism and directory of focal points, could strengthen communication with a view to strengthening their capacities for early detection of illegal trade activities involving flora species native to Mexico.	- Law enforcement authorities of Mexico and the EU.
Other plants	9. Include in the bilateral agenda Mexico-European Union, other species additional to those identified in this project, particularly species native to Mexico of the families Zamiaceae and Palmae, as well as additional species of the genus <i>Agave</i> .	- CITES Authorities of Mexico and the EU - Producers (UMA and propagation facilities) - Local communities in Mexico - Academia
Cross-cutting recommendations regarding trade in non-timber plants between Mexico and the EU <sup>1</sup>	10. Develop manuals or guides that establish standardized procedures by species to evaluate non-detrimental production and findings. 11. Establish voluntary and mandatory procedures for joint participation to solve the problems of the conservation of the flora that is, or could be, of commercial interest. 12. Consolidate traceability systems through networks and consortiums in which multiple stakeholders participate and in which the most modern and least fallible methods are applied. 13. Consolidate a bilateral catalogue of species and marketable products between both regions. 14. Emphasize certification to apply standards that could guide towards a broader environmental justice. 15. Intensify the culture of repatriation of genetic resources and traditional knowledge so that native plants and humans in Mexico flourish in their land. 16. Develop new theories and biocultural praxis for the custody of biological diversity, in order to promote legal trade without condoning or	Mexican and European Authorities

<sup>1</sup> Additional actions suggested by the chair of the working group, Mr. Emiliano Sánchez.

	compromising the sustainable life of human populations or the evolution of plants.	
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### 3. Aquatic species

Composition of the working group	
<b>Chair</b>	1) Oscar Ramírez (GIZ)
<b>Rapporteur</b>	2) Emmanuel Rivera Téllez (CONABIO)
<b>Participants</b>	3) Adriana Valero (CONABIO) 4) Elva Escobar (Instituto de Ciencias del Mar y Limnología -UNAM) 5) Edith Oropeza (CONAPESCA) 6) Mónica Álvarez (PRONATURA MX) 7) Ramón Chávez (INAPESCA) 8) Carlos Rubio (ANP, Tabasco) 9) Teresa Fernández (CONABIO)

The species list considered by this working group covered 29 taxa, including fishes (such as tuna), and invertebrates (such as corals).

**A. Answer the following questions related to your working group (each answer will be presented in a slide during the plenary session).**

1. What are the main **challenges** to sustainable wildlife trade between Europe and Mexico?

- Promote national certification mechanisms of fishery products (in addition to those of lobster and MSC tuna).
- Improve bilateral coordination and communication in order to detect and stop trade in invasive species.
- Verify export routes and patterns between Mexico and the EU in order to have the complete picture (eg export via MX-EUA-EU) e.g. evaluate the existence of Asian markets that generate demand for Mexican marine products in communities of the European Union.
- Create direct links between consumers and producers in cases where production and demand require this.
- Provide information to consumers about the origin of the product and characteristics of the producer.
- Promote the production of marine species native to Mexico in mixed schemes (training for: mariculture, captive breeding, among others).

2. What are the main factors and **opportunities** for **sustainable and legal trade** between Europe and Mexico?

- Share information from databases of legal and illegal trade in an updated, timely and bilateral manner, especially for species with high commercial demand.
- Promote exchange of information and technology between MX and the EU for mariculture.
- Establish mechanisms to recognize Mexican certification efforts with added value in the EU market.
- Share information and databases available in the Regional Fisheries Management Organizations (Organizaciones Regionales de Ordenación Pesquera, OROPs) (e.g. Inter-American Tropical Tuna Commission, IATTC or The International Commission for the Conservation of Atlantic Tunas, ICCAT) for regulations, management measures and use of marine resources.

3. What elements to enhance **regulation, traceability, and conservation** would be most effective?

- Have databases that support the certification of the origin of species subject to trade.
- Generate updated information on the conservation status of marine species and tools that allow for their consultation and updating.
- Promote capacity building for customs agents and law enforcement officers for priority species (with the most current available tools), in order to detect illegal trade.
- Update legal instruments in Mexico.

4. How can **indigenous peoples and local communities** participate and benefit from sustainable trade?

- Implement regional workshops with fishing communities of greater relevance that include:
  - Promotion of the production of native and endemic species with value in aquariums and other national markets in mixed schemes (maricultures, captive breeding and management / use *in situ*).
  - Information on the management of native resources.
  - Dissemination about the value of biodiversity (ecological, economic and cultural).
  - Dissemination of information and diversity of reporting mechanisms when detecting illegal trade.
  - Strengthening of capacities for the commercialization of marine and freshwater resources.
- Involve communities in the sustainable use of marine resources.

5. Is there **illegal trade**? And if so, what are the factors that contribute to the illegal trade's existence? And how can the illegal trade be combatted?

- Generate direct communication networks between Law Enforcement Authorities of Mexico and the EU.
- Implement a strategy to disseminate information on legal trade that considers prioritization by fishing communities / sites for the use of marine resources.
- Promote schemes of legal use at local level.
- Identify sites of greatest concern about illegal trade and prevent illegal extraction and capture in a timely manner.
- Promote community monitoring schemes for marine resources.

**B. Based upon your discussions, please recommend 3-5 priority actions in the following format:**

<b>Taxon</b>	<b>Actions</b>	<b>Key stakeholders</b>
Black and hard corals	<ol style="list-style-type: none"> <li>1. Update the population status of the species.</li> <li>2. Update information on the potential of the species for sustainable use.</li> </ol>	Academia
Hippocampus, Hard corals, Cicilids, Cypronodon spp, Siluriformes, Branquidos, Godeidos.	<ol style="list-style-type: none"> <li>1. Training workshops for the promotion of captive breeding in situ using mixed schemes.</li> <li>2. Identification of potential markets and opportunities for sustainable use.</li> <li>3. Promote direct communication schemes between producers and consumers.</li> </ol>	Private sector, Academia, Traders, Governments of the EU and MX
Flood caves, freshwater and seawater (eg ankhahaline systems)	<ol style="list-style-type: none"> <li>1. Review regulations for diving.</li> <li>2. Identify species subject to trade.</li> </ol>	Tour operators Academia
Sharks	Strengthen the implementation of existing regulatory instruments	Government Local communities

#### 4. Terrestrial and semi-terrestrial species

Composition of the working group	
Chair	1) Rodrigo Medellín (Instituto de Ecología, UNAM)
Rapporteur	2) Paola Mosig (CONABIO)
Participants	3) Jorge Mendoza (Tarántulas de México) 4) Diego Jiménez Bustamante (México Exótico) 5) Eliz Regina Martínez (PROFEPA) 6) Fernando Cervantes (Instituto de Biología, UNAM) 7) Xihnel Cubillos Macías (Proyecto Verde) 8) Teresa Moreno (Exóticos y Salvajes) 9) Rafael Ramírez (CONABIO) 10) María de la Paz López (Caimanes y cocodrilos de Chiapas) 11) Manuel Muñiz (Productores de Cocodrilos en México A.C.) 12) Sol Guerrero (CONABIO) 13) Cristina Moran (SAGARPA) 14) Vincenzo Collarino (Delegación de la Unión Europea) 15) Paulina Díaz (Instituto de Biología, UNAM) 16) Fernanda Montero (Naciones Unidas para el Desarrollo) 17) María Elena Sánchez (Teyeliz) 18) Dagmar Zikova (Comisión Europea) 19) Óscar Sánchez (Consultor independiente) 20) Ricardo Cano (Agenda Verde -UCAI-SEMARNAT) 21) Laura Antaño (CONABIO) 22) Sofía Gómez (CONABIO)

The species lists considered by this working group covered 106 taxa, and the recommendations developed by the working group focused mainly on reptiles (e.g. tortoises, lizards, crocodiles) and tarantulas.

#### A. General recommendations developed by this working group

##### 1. General recommendations for Customs and Law Enforcement Authorities in Mexico

- Carry out a cross-cutting meeting between the authorities involved (SEMARNAT, CONABIO, SAGARPA, PROFEPA as the most important) in order to simplify the administrative procedures for legal traders, since currently illegal traders take advantage of time and costs.
- Make an appeal to the EU not to allow the entry of any species that does not have export authorization from Mexico.
- Suggest to the EU and Mexico the successful case of traceability of crocodile skins as a model to promote sustainable trade of other species.
- Adapt the scheme of ranching that has been implemented in the swamp crocodile (joint work between communities, producers, academics, authorities, traders) to replicate in other groups.

##### 2. Other general recommendations

- Strengthen the link between communities and the private sector.

- Improve communication and generate awareness among wildlife buyers and sellers about sustainable use / trade.
- Propose joint awareness campaigns with the EU (zoos, UMAS, ports, airport and borders).
- Be careful not to discourage trade in species that is legal and sustainable (avoid radical / negative campaigns)
- There was concern about the difficulty that currently exists to register new UMAs and Premises or Facilities that Manage Wildlife (*Predios o Instalaciones que Manejan Vida Silvestre*, PIMVS) (e.g. captive breeding facilities, botanical gardens). Therefore, it is recommended that the DGVS continue to facilitate / promote its registration in favor of the conservation and sustainable use of wildlife in Mexico and avoid yielding to pressure from extremist environmentalists who are against the use of wildlife species.
- Develop a market study of Mexican species in the EU to know what is being demanded and what opportunities we have to make sustainable use of these species by the communities.
- Strengthen relationships with other authorities beyond SEMARNAT (such as SAGARPA, Ministry of Economy), and other key players (traders, investors and others with whom we have not traditionally worked) and promote and diversify the sustainable market for wild species.
- Business plans - channel impact investments towards the sustainable use of wildlife involving local communities.
- Use the examples of crocodiles and tarantulas in Guerrero (direct link with the communities and with the final companies), as well as that of Ejido Verde, and link them with impact investors (eg NEEK Capital) to scale low-income projects.
- In the European Union, there is a long tradition of exotic pet fairs. The authorities in charge of the organization of these fairs in the EU must request the exhibitors to present to the authorities and the organizers documentation that guarantees the legal origin of what is offered to the consumers. This information must be made known to Mexico and reciprocated, to the extent that similar events exist in this country.
- Promote international agreements between SENASICA and the EU. There is no general guide for example for trading tarantulas (among other species).

**B. Based upon your discussions, please recommend 3-5 priority actions in the following format:**

**Notes by taxon:** This list only includes the species / taxa that the participants of the working group considered as priority for the development of concrete recommendations.

Subject/Taxa	Actions
<i>Pecari tajacu</i>	Promote a scheme similar to that of swamp crocodiles. This species is in high demand and wild populations are in good condition. In addition, it is easy to reproduce in captivity. Mexico should promote the farming and conservation in the wild of the populations to explore the promotion of a market of skins and meat of this species.
Felidae	It is necessary that the Customs and Law Enforcement Authorities pay special attention when finding a feline specimen in international trade; they should be careful given that these species usually have restrictions regarding their use / trade, and there is still illegal trade.
<i>Caiman crocodilus</i>	<ol style="list-style-type: none"> <li>1. Request Mexican Authorities to pay attention to the situation of this species and to explore projects similar to those of <i>C. moreletii</i> so that our country becomes a relevant player in the international trade of the Caiman species.</li> <li>2. Seek support from the EU to promote sustainable trade of this species with Mexico (Italy is one of the main caiman importers).</li> </ol>
<i>Crocodylus acutus</i>  Note: Species not included in the list of priority species. The group included this species during workshop	Invite the EU to support Mexico in studying this species to explore the relevance of preparing a proposal to amend the species in CITES (transfer it from App. I to App. II) and promote sustainable use / trade as in the case of <i>C. moreletii</i> .
<i>Abronia</i> spp.	<ol style="list-style-type: none"> <li>1. This genus requires special attention from the Customs and Law Enforcement Authorities to combat illegal trade.</li> <li>2. Encourage the publication of the Conservation Action Plan for <i>Abronia</i> sp. (Programa de Acción para la Conservación de Especies, PACE) that is being developed by CONANP.</li> <li>3. Promote the development of management / implementation plans within the communities. These plans must be generated in partnership with the communities and linking them to production efforts in captivity. Take advantage of the experience that the DGVS already has with <i>Abronia graminea</i>.</li> <li>4. Regarding traceability, take the example of the work of CONABIO and RESP with swamp crocodile for the identification of specimens through photographs.</li> </ol>
<i>Abronia graminea</i>	<ol style="list-style-type: none"> <li>1. Begin the work of this group with <i>Abronia graminea</i> (to later use as a model for other species whose trade could be sustainable).</li> <li>2. Explore the promotion of sustainable use through captive breeding, involving local communities (e.g. through a ranching scheme).</li> </ol>
<i>Ctenosaura</i> spp.	

	<p>1. Verify if SEMARNAT has given authorizations and alerts to the EU that to date all exports of this kind are illegal.</p> <p>2. It is known that a proposal to include species of the genus <i>Ctenosaura</i> in the CITES Appendix is under development. It is recommended that the CITES authorities of Mexico and the EU review this proposal carefully and exchange information in this regard.</p>
<p><i>Phrynosoma</i> spp.</p> <p>Note: Species not included in the list of priority species. The group included this species during workshop</p>	<p>Request that particular attention be given to this genus by the enforcement authorities of Mexico and the EU. This genus, which includes many species at risk of extinction, is practically impossible to breed in captivity and many specimens are being exported illegally to the EU.</p>
<p>Testudines</p> <p>In addition to the species on the list, the group included <i>Trachemys</i> spp.</p>	<p>1. Request academics / experts to conduct studies on the conservation status of the species on the list (incorporate <i>Trachemys</i> spp.).</p> <p>2. The Action Plans within the framework of the Commission for Environmental Cooperation (CEC) project will begin to implement some activities. In this regard, identify those action plans that are still pending to promote joint work with the EU in order to promote the sustainable use of these species always considering local communities and habitat conservation.</p>
<p><i>Brachypelma</i> spp.</p>	<p>1. Strengthen the capacities of law enforcement authorities to correctly identify species subject to trade, starting from tools already available that are being developed in the framework of the Commission for Environmental Cooperation (CEC) project and the Bar Code Project.</p> <p>2. Request EU support to generate information on the wild populations of these species that are exported to the EU.</p> <p>3. Contact EU-based tarantula exporters and producers in order to generate better bilateral trade agreements; take into consideration both demand and supply.</p> <p>4. Promote the certification of origin so that preference is given to specimens of Mexican origin (those that demand these species prefer that they be pure species - not hybrids - and that they come from the country of origin). This is being promoted with the CCA; explore the possibility of incorporating the European Union.</p>

## 5. Aerial species

Composition of the working group	
<b>Chair</b>	1) Humberto Berlanga (CONABIO)
<b>Rapporteur</b>	2) Luis Guillermo Muñoz (CONABIO)
<b>Participants</b>	1) Adrián Reuter (WCS) 2) Maria Elena Sánchez (Teyeliz) 3) Carolina Carrillo (PROFEPA) 4) Esther Quintero (CONABIO) 5) Andrés Estay (UMA Kon Kon y UABP)

The species list considered by this working group covered a total of 43 taxa, most of them songbirds.

**A. Answer the following questions related to your working group (each answer will be presented in a slide during the plenary session).**

***Note:** Among the species of birds, there is not a group or species that in principle has high priority, given that a very low commercial activity is reported, which could be associated with the existence of a very strict health regulation in the EU for trade in birds. Despite the above, the participants at the table agreed that there are many species of Mexican birds that have a large potential market. Given the above, it was decided to analyze in general, the needs, opportunities, challenges and problems related to supply and demand, procedures and current deficiencies, to generate recommendations that promote trade of specimens and sustainable use for the EU market.*

1. What are the main **challenges** to sustainable wildlife trade between Europe and Mexico?
  - Learn the demand since currently the market for Mexican birds is not in Europe, but there is a potential market.
  - Learn which specimens, products and derivatives, as well as services could be sold, with emphasis on the use of wildlife, to promote the management and conservation of the habitat.
  - Conduct a cross-sectional (internal) review of applicable administrative and sanitary regulations regarding the import, export and re-export of wildlife specimens and derivatives in order to articulate and simplify them (in addition to having good access to information, databases).
  - Review (Mexico and EU) the administrative and sanitary restrictions of the market in order to know the limitations and restrictions on trade (import and export).
  - Improve inter-institutional coordination at the national and international levels to strengthen the application of the law and improve communication between users and markets.
  - Collaborate to strengthen law enforcement authorities (e.g. geographic information systems, databases, training) for research and development of intelligence to combat trafficking.
  - Explore new markets such as non-extractive use and other services related to wildlife (for the European market).
  - Review the bans on harvesting and commercialization in Mexico in order to generate direct incentives for the conservation of species and habitat, with the participation of land owners.

- Learn and document in a continuous and exhaustive way the illegal market of specimens, coming from Mexico or the EU.
- Agree and implement a long-term cooperation program to promote and develop the legal and sustainable trade of specimens and services between Mexico and the EU.

2. What are the main factors and **opportunities for sustainable and legal trade** between Europe and Mexico?

- Diversity of species in Mexico (natural capital).
- Regulatory framework, which allows the use of several species.
- Good technical capabilities.
- There is a market for goods and services that are not used.
- There are incentives for certified products (organic, fair, sustainable, women-owned, bird friendly, bat friendly, etc.), and purchasing capacity in Europe.
- There is a need to have commercial schemes that favor the conservation and sustainable use of wildlife and directly benefit communities.

3. What elements to enhance **regulation, traceability, and conservation** would be most effective?

#### **Traceability and marking**

- Have a program of continuous and long-term cooperation between Mexico and the EU.
- Have enough financial, human and material resources to implement the above said programme.
- Carry out continuous training programs.
- Promote and implement exchange programs, training and cooperation in law enforcement.
- Develop shared information, monitoring and intelligence systems.
- Have accountability schemes.

#### **Mechanisms**

- Promote the standardization of marking systems for producers and traders certified by the authorities, to trace most of the trade.
- Involve academia in the development of marking systems.

#### **Conservation**

- Carry out and disseminate successful case studies, which demonstrate that sustainability is possible and effective (e.g. crocodiles, ecotourism, etc).
- Develop schemes of co-responsibility to guarantee sustainability among producers, consumers and authorities.
- Promote commercial objectives for conservation.
- Generate and disseminate information for consumers (e.g. certification) .

- Markets must recognize and reward the products, goods and services produced by land owners (communities, ejidos, and small owners) under sustainability schemes (incentives).
- Reduce intermediaries for the benefit of producers and consumers.
- Producers must have verifiable conservation objectives that are associated with their commercial activity, species, specimens and habitat.
- Promote tax incentives for producers.

4. How can **indigenous peoples and local communities** participate and benefit from sustainable trade?

- The indigenous subject is very complex and should be carried out in a specific forum, although many of the recommendations that were discussed may apply.
- Identify economic conservation activities that favor habitat care and that derive direct benefits (e.g. bird tourism, ecotourism and certified local products) and that also generate a market in the EU.

5. Is there **illegal trade**? And if so, what are the factors that contribute to the illegal trade's existence? And how can the illegal trade be combatted?

#### **Contributing factors**

- The volume or diversity is less important than the "quality" of what is trafficked, since the trade seems to focus on endemic species, endangered, restricted distribution (rare), distinctive (colorful, striking), "fashionable", etc.
- Lack of information for consumers.
- Lack of law enforcement.
- Lack of official and citizen surveillance.

#### **Combating illegal trade**

- Implement formal Mexico-EU research and intelligence operation systems for fighting illegal networks.
- Organize prevention and information campaigns to promote responsible consumption and decrease the demand for illegal products (Res Conf. 17.4 CITES, Res. 69/314 Aug 19, 2015 General Assembly of the United Nations).
- Strengthen, finance and equip the Law Enforcement Authority in Mexico (PROFEPA; legal framework and inter-institutional coordination).

**B. Based upon your discussions, please recommend 3-5 priority actions in the following format:**

Taxa	Actions	Key stakeholders
All	<ol style="list-style-type: none"> <li>1. Long-term cooperation program to promote the legal and sustainable trade of specimens and services between Mexican and the EU (bilateral, joint): Develop objectives, financing and terms.</li> <li>2. Exchange of information systems and experiences.</li> <li>3. Develop continuous training.</li> <li>4. Studies on supply and demand.</li> <li>5. Develop studies on illegal trade routes, using conventional and unconventional information sources (fairs, forums, news).</li> </ol>	<ul style="list-style-type: none"> <li>- EU and Mexican Authorities</li> <li>- Producers</li> </ul>

### III. Annexes

#### 1. Annex 1: List of Participants<sup>2</sup>

Sector	Name	Institution or Agency
Foreign Affairs	1. Vincenzo Collarino	Delegación de la Unión Europea en México
	2. Inmaculada Roca I. Cortés (Member of the Presidium)	Embajadora Adjunta de la Unión Europea en México
	3. Miguel Angel Padilla	Misión Permanente de México ante la ONU y otros Organismos Internacionales con Sede en Suiza
Environmental	4. Valentina Vaglica	UK CITES Scientific Authority (Royal Botanic Gardens, Kew)
	5. Dagmar Zikova*	Comisión Europea
	6. Emmanuel Rivera	CONABIO
	7. Humberto Berlanga (Chair of the Aerial Species Working Group)	CONABIO
	8. Guillermo Muñoz	CONABIO
	9. Jaqueline Noguez	CONABIO
	10. Laura Hernández	CONABIO
	11. Isabel Camarena	CONABIO
	12. Paola Mosig	CONABIO
	13. Esther Quintero	CONABIO
	14. Angélica Cervantes	CONABIO
	15. Rafael Ramirez	CONABIO
	16. Adriana Valera	CONABIO
	17. Hesiquio Benítez Díaz (Workshop Facilitator)	CONABIO (Head of Mexico's CITES Scientific Authority)
	18. Andrea Cruz	CONABIO
	19. Teresa Fernandez	CONABIO
	20. Sofía Gómez	CONABIO
	21. Laura Antaño	CONABIO
	22. Maria Loraine Matias	CONABIO
	23. José Saruhkán (Member of the Presidium)	CONABIO (National Coordinator)
	24. José Luis Fuentes Izaguirre (Member of the Presidium)	Dirección General de Vida Silvestre (DGVS-SEMARNAT)
	25. Francisco Navarrete	PROFEPA-SEMARNAT
	26. Eliz Regina Martínez	PROFEPA-SEMARNAT
	27. Edgar Luquez	SEMARNAT-DGVS
	28. Ricardo Cano Rentería	UCAI-SEMARNAT
	29. Luz María Ortiz	UCAI-SEMARNAT

<sup>2</sup> The workshop's logistics was coordinated in collaboration with Jorge Gómez (point of contact assigned by AETS consultants).

Forestry	30. José Antonio Pérez Ledezma	CONAFOR
Fisheries	31. Ramón Chavez	Inapesca
	32. Edith Oropeza	Inapesca
Productive/Governmental	33. Cristina Moran	SAGARPA
Academy	34. Ines Arroyo	Centro Regional de Investigaciones Multidisciplinarias (CRIM-UNAM)
	35. Oscar Sosa*	CICESE
	36. Elva Escobar	CMARL-UNAM
	37. Emiliano Sanchez (Chair of the Non-timber species Working Group)	Consejo de Ciencia y Tecnología del Estado de Querétaro (CONCYTEQ)
	38. Oscar Sánchez*	Consultor externo
	39. Eduardo Alberto Perez	Facultad de Ciencias (UNAM)
	40. Víctor Ávila Åkerberg	ICAR, Universidad Autónoma del Estado de México
	41. Jorge Mendoza	Instituto de Biología (UNAM)
	42. Fernando Alfredo Cervantes Reza	Instituto de Biología (UNAM)
	43. Rodrigo Medellin Legorreta (Chair of the Terrestrial and Semi-terrestrial species Working Group)	Instituto de Ecología (UNAM)
	44. Tanya Wyatt	Northumbria University
Civil society	45. Sergio Madrid (Chair of the Timber species Working Group)	Consejo Civil Mexicano para la Silvicultura Sustentable A. C.
	46. Mónica Álvarez	PRONATURA A.C.
	47. María Elena Sánchez Saldaña	Teyeliz A. C.
	48. Adrian Reuter	Wildlife Conservation Society (WCS)
Productive and/or private	49. Fernando Cuadra	CUADRA
	50. Teresa Moreno	Exóticos y Salvajes
	51. Carlos Eduardo Rubio Valdéz	Zoológico "Yumka"
	52. María De La Paz López Vázquez	Caimanes y Cocodrilos de Chiapas (CAICROCHIS)
	53. Manuel Muñiz	Caimanes y Cocodrilos de Chiapas (CAICROCHIS)
	54. Diego Jimenez Bustamante	Monsoon Exotics
	55. Abril Zamora	Multiceras
	56. Manuel Escudero	Productos Forestales del Sur y Centro America, S. A. de C.V.
	57. José Luis Azuara	Productos Forestales del Sur y Centro America, S. A. de C.V.
	58. Xihnuel Cubillos Macías	PROYECTO VERDE
	59. Alejandra Castellanos	Reforestamos México

	60. Carlos Mario Salmon Esparza	TRANSFORESTA
	61. Andrés Estay	UMA Konkon
Cooperation Agencies	62. Oscar Ramírez (Chair of the Aquatic Species Working group)	Agencia Alemana de Cooperación Técnica (GIZ)

\*Participated via *webinar*.

## 2. Annex 2: Workshop Agenda and formats of the working groups

### Agenda – Workshop 2

**Place:** Mexico City

**Date:** 10 January 2018

#### **General objective**

Based on the validated lists of species, to integrate recommendations by thematic groups of species from a diverse range of stakeholders. The recommendations will inform the drafting of actions for the implementation of long-term policies related to improving sustainable, legal and traceable trade of the selected species and to reduce illegal wildlife trade.

#### **Specific objectives**

1. Disseminate findings from Objective 1 of the project to a wider audience of stakeholders.
2. Generate concrete recommendations for the priority species in relation to the three main elements of the project – support legal trade, fight illegal trade and strengthen cooperation between the Mexican and EU authorities. The focus will be on factors that can improve traceability, sustainability and law enforcement efforts.

#### **Work Programme**

8:00 – 8:30	Coffee and registration
8:30 – 9:00	Establish working groups
9:00 – 9:20	Welcome remarks from Dr. José Sarukhán, National Coordinator of CONABIO and Mrs, Immaculada Roca I Cortes, Embajadora Adjunta UE en México.
9:20 – 9:30	Project background and dynamics for the workshop - Hesiquio Benítez
9:30 – 10:00	Report on analyses and validated lists – Ines and Tanya
10:00 – 13:00	Working group discussions (coffee available)
13:00 – 14:00	Lunch
14:00 – 15:00	Presentation of recommendations from working groups (15 minutes each group)
15:00 – 16:00	General Discussion - Conclusions
16:00 – 16:30	Closing remarks

#### **5 Working Groups**

1. Timber species
2. Non-timber species
3. Aquatic animal species
4. Terrestrial animal species
5. Aerial animal species

## Working Table Report Format

Working Table Name: \_\_\_\_\_

**A. Please respond to the following guiding questions in relation to your WG's thematic group (each response will be presented as a single slide during reporting session):**

6. What are the main challenges to sustainable wildlife trade between Europe and Mexico?

7. What are the main factors and opportunities for sustainable and legal trade between Europe and Mexico?

8. What elements to enhance regulation, traceability, and conservation would be most effective?

9. How can indigenous peoples and local communities participate and benefit from sustainable trade?

10. Is there illegal trade? And if so, what are the factors that contribute to the illegal trade's existence? And how can the illegal trade be combatted?

**B. Based upon your discussions, please recommend 3-5 priority actions in the following format:**

Taxon	Actions	Key stakeholders

### 3. Annex 3\*: Presentations by Mexico and the Consultants

*\*Digital links to be provided by CONABIO.*

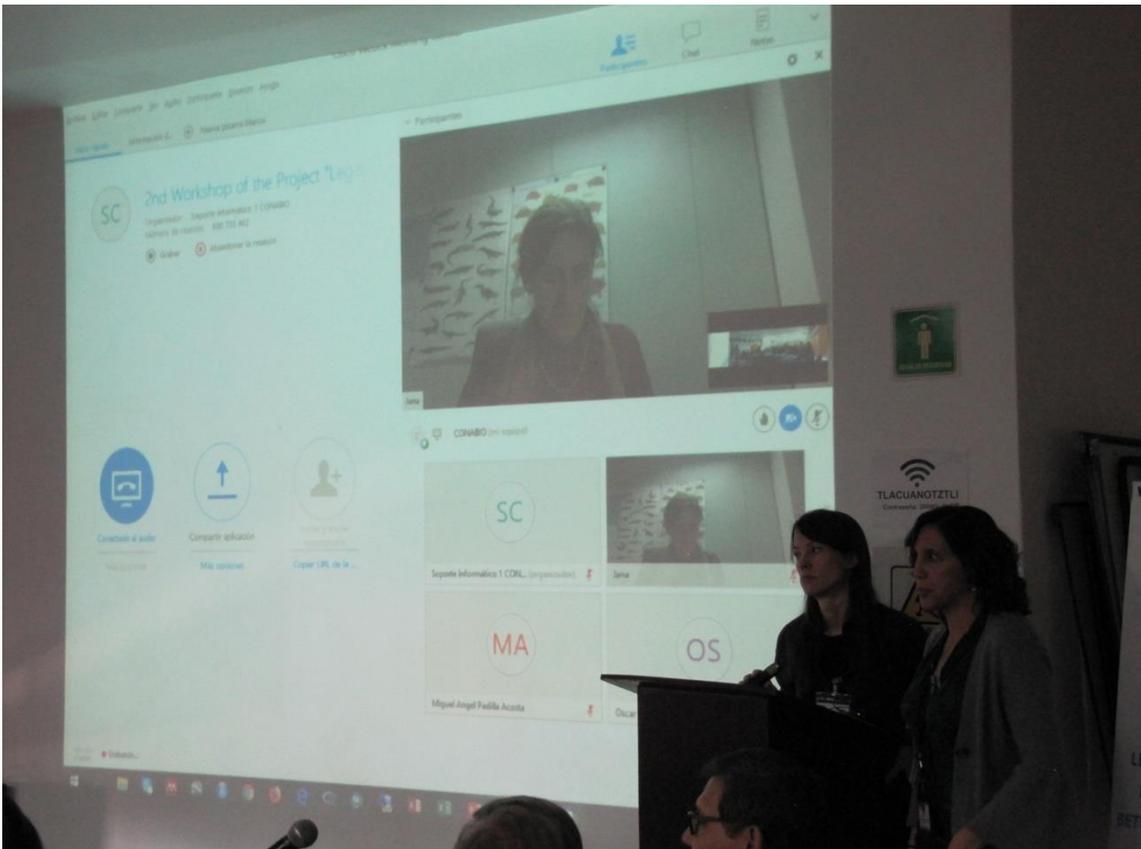
### 4. Annex 4\*: Lists of species considered during the working table discussions

*\*Digital links to be provided by CONABIO.*

## 5. Workshop Photos

### Opening session







### Working groups

- Aerial Species Working Table:



- Timber species working group



- Non-timber working group



- Terrestrial and Semi-terrestrial working group



### Working group reports to the Plenary Session

- Report of the Terrestrial and Semi-terrestrial Working Group



- Report of the Non-Timber Working Group



- Report of the Aquatic Working Group





