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# **IWTEVR10S2\1007**

## **Safeguarding southern Africa's succulents through analysing demand and supply networks**

South Africa is experiencing a succulent poaching crisis of unprecedented magnitude. In partnership with South African environmental state institutions, this project will combine sociological and criminological research in South Africa and South Korea with a consumer survey tool and focus groups to: 1) characterise illicit supply networks from South Africa to South Korea; 2) analyse the demand for wild-harvested succulents in South Korea; and 3) evaluate opportunities to promote sustainable alternatives in South Africa through legal and regulated succulent trade.

# IWTEVR10S2\1007

Safeguarding southern Africa's succulents through analysing demand and supply networks

## Section 1 - Contact Details

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### PRIMARY APPLICANT DETAILS

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<b>Title</b>	Dr
<b>Name</b>	Annette
<b>Surname</b>	Hübschle
<b>Website (Work)</b>	[REDACTED]
<b>Tel (Work)</b>	[REDACTED]
<b>Email (Work)</b>	[REDACTED]
<b>Address</b>	[REDACTED]

### GMS ORGANISATION

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Type	Organisation
<b>Name</b>	University of Cape Town
<b>Phone (Work)</b>	[REDACTED]
<b>Email (Work)</b>	[REDACTED]
<b>Website (Work)</b>	[REDACTED]
<b>Address</b>	[REDACTED]

## Section 2 - Title, Themes, Species & Summary

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### Q3. Title:


Safeguarding southern Africa's succulents through analysing demand and supply networks


### What was your Stage 1 reference number? e.g. IWTEVR10S1\1001


IWTEVR10S1\1056


Please provide a cover letter as a **PDF** document, responding to feedback received at Stage 1 if applicable.

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 [IWT Cover Letter Round 2](#)

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#### Q4. Which of the four key IWT Challenge Fund themes will your project address?

Please tick all that apply. Note that projects supporting more than one will not achieve a higher score, and ticking themes that your project does not address may negatively affect project scores.

- Reducing demand for IWT products
- Developing sustainable livelihoods to benefit people directly affected by IWT

#### Q5. Species project is focusing on

Please include both the common name and scientific name.

Conophytum spp.

Lithops spp.

Tylecodon spp.

Avonia spp.

Do you require more fields?

Yes

Othonna spp.

No Response

No Response

No Response

#### Q6. Summary of project

Please provide a brief non-technical summary of your project: the problem/need it is trying to address, its aims, and the key activities you plan on undertaking.

South Africa is experiencing a succulent poaching crisis of unprecedented magnitude. In partnership with South African environmental state institutions, this project will combine sociological and criminological research in South Africa and South Korea with a consumer survey tool and focus groups to: 1) characterise illicit supply networks from South Africa to South Korea; 2) analyse the demand for wild-harvested succulents in South Korea; and 3) evaluate opportunities to promote sustainable alternatives in South Africa through legal and regulated succulent trade.

### Section 3 - Title, Dates & Budget Summary

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## Q7. Country(ies)

Which eligible host country(ies) will your project be working in?

Country 1	South Africa	Country 2	Korea (South)
Country 3	No Response	Country 4	No Response

Do you require more fields?

No

## Q8. Project dates

<b>Start date:</b>	<b>End date:</b>	<b>Duration (e.g. 2 years, 3 months):</b>
01 May 2024	31 March 2026	1 year, 11 months

## Q9. Budget summary

Year:	2024/25	2025/26	Total Request
Amount:	£46,222.00	£53,778.00	100,000.00

## Q10. Do you have matched funding arrangements?

Yes

Please ensure you clearly outline your matched funding arrangement in the budget.

**Q11. If you have a significant amount of unconfirmed matched funding, please clarify how you will deliver the project if you don't manage to secure this?**

not applicable

**Q12. Have you received, applied for or plan to apply for any other UK Government funding for the proposed project or similar?**

No

## Section 4 - Problem statement & Gap in existing approaches

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### Q13. Problem the project is trying to address

**Please describe the problem your project is trying to address in terms of illegal wildlife trade and its relationship with poverty. What is the need, challenge or opportunity?**

**Please describe the level of threat to the species concerned. You should also explain which communities are affected by this issue, and how this aspect of the illegal trade in wildlife relates to poverty or efforts of people and/or states to reduce poverty.**

Demand for South African succulent plants exploded during COVID-19 amidst a broader boom in the houseplant market (Hübschle, 2021). Some species have been poached to functional extinction as part of a global illegal wildlife trade in ornamental plants (IUCN Threat 5.2.1; SANBI, 2022). According to the South African National Biodiversity Institute (SANBI), there is a “catastrophic increase in the illegal harvesting of succulent plants across South Africa’s arid zone...protecting the unique flora and ecosystems in the region is of both national and international importance” (vii, 2022). The demand driving illegal trade in these species is global in scope, yet East Asia is an important demand centre.

South Africa faces three interrelated challenges. First, desirable succulents are found in extremely impoverished rural areas of the Northern Cape, including Namaqualand, the Richtersveld, and Knersvlakte. People with limited economic opportunities are increasingly incentivized to engage in illicit plant harvesting. As local communities became aware of the potential profitability of plants amidst the economic strain of the pandemic, new Illicit Supply Networks (ISNs) facilitated by digital communication emerged connecting would-be harvesters with international consumers and transit-stage actors. Law enforcement has stepped up its targeting of succulent harvesters and intermediaries, but evidence suggests that prohibition and securitisation responses alone can have the effect of expanding rather than reducing illicit markets and intensifying social harms (Duffy, 2022; McSweeney, 2023). As a proposed alternative, evidence regarding the possible effectiveness of a sustainable use and livelihoods approach to succulent plant conservation is needed. This includes assessing interest by communities in developing economic opportunities through safeguarding and commercialising succulents rather than engaging in illicit wild plant harvesting. Such evidence has not been gathered regarding how a sustainable use and livelihoods approach could positively impact the livelihoods of communities, especially women and girls.

Second, little is known about what drives illicit succulent consumer demand in East Asia, especially where there are already existing legal supply chains in cultivated plants. Within East Asia, South Korea is a known transshipment hub and demand centre for succulents, including wild-harvested plants (Margulies, 2020). Without a clear understanding of consumer motivations and behaviours driving plant poaching, it is impossible to develop effective interventions framed through a sustainable use and livelihoods approach to reduce the demand for poached succulents and propose sustainable alternatives.

Third, there are no studies informed by conservation social science that characterise succulent ISNs connecting South Africa to East Asia and beyond. This is necessary to understand trade networks and to develop successful responses to curtail illicit trade. Evidence is needed to inform law enforcement and sustainable livelihood alternatives to disrupt and supplant illicit succulent supply networks. Our research will therefore engage in evidence gathering in both South Africa and South Korea to generate new knowledge about this form of international illegal wildlife trade that can inform future intervention work. This work has been specifically requested by the South Africa National Task Team In accordance with the National Response Strategy and Action Plan to address the illegal trade in South African succulent flora.

### Q14. Gap in existing approaches

**What gap does your project fill in existing approaches? Evidence projects should describe how the improved evidence base will be used to design an intervention and the gap the intervention will fill.**

The evidence generated by this project is critical to ensure that the development of a regulated and sustainable succulent trade will be successful in satisfying consumer demand for species affected by the poaching crisis, thereby reducing demand on wild-growing plants. Where existing approaches overwhelmingly focus on law enforcement capacity, our project investigates consumer demand and community interest in devising livelihood alternatives to poaching.

It is important to recognise that South Korea does not only represent the end destination within these illicit succulent markets, but also serves as a critical transit and production node that connects to both regional and more distant global markets (Margulies, 2023; 2020). We hypothesise these networked routes may function as a means for traders to take advantage of countries where there are fragmented regulatory and enforcement systems in place that may facilitate and smooth illicit supply routes (Elves-Powell et al., 2023).

Gathering evidence on the character of ISNs and actors, as well as consumer demand and illicit behaviours will inform future interventions aimed at developing legal sustainable succulent economies in South Africa. These interventions will address global demand for endangered species while also contributing towards poverty alleviation and rural empowerment, specifically targeting rural women and girls.

## **Section 5 - Objectives & Commitments**

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### **Q15. Which national and international objectives and commitments does this project contribute towards?**

**Consider national plans such as NBSAPs and commitments such as London Conference Declarations and the Kasane and Hanoi Statements. Please provide the number(s) of the relevant commitments and some brief information on how your project will contribute to them. There is no need to include the text from the relevant commitment.**

The project aims align with the National Response Strategy and Action Plan to Address the Illegal Trade in South African Succulent Flora. Project lead Hübschle was involved in drafting and reviewing the strategy. The project supports several of the strategy's objectives, such as ensuring the long-term survival of succulents (Objective 1), engaging local communities and promoting sustainable socio-economic alternatives (Objectives 5 and 7). Through the project, we seek to understand and analyze the emergence of ISNs (Objectives 3 and 4), especially in impoverished rural areas, and to explore how safeguarding and propagating succulents can create economic opportunities for local communities.

Key aspects of South Africa's NBSAP are reflected in our proposal such the strategic objectives of sustainable use and benefits sharing, as well as sustainable and equitable growth of the biodiversity economy. If interventions are designed and managed with gender and social equity and sustainability in mind, these globally in-demand succulents could represent a potential livelihood strategy for some of the poorest communities of South Africa.

At the international level, our project aligns with the London Conference Declarations and the Kasane and Hanoi Statements. All three acknowledge the significant role of communities in conservation, the need to provide alternative livelihoods to poaching and demand reduction for illicit wildlife.

Our collaborative effort, rooted in national strategies and aligning with international objectives, provides a holistic approach to conservation, sustainable livelihoods, and global cooperation, leveraging the unique potential of South Africa's succulents to benefit both biodiversity and vulnerable communities.

## Section 6 - Method, Change Expected, GESI & Post Project Sustainability

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### Q16. Methodology

**Describe the methods and approach you will use to achieve your intended Outcome and contribute towards your Impact. Provide information on:**

- How you have reflected on and incorporated evidence and lessons learnt from past and present activities and projects in the design of this project.
- The specific approach you are using, supported by evidence that it will be effective and justifying why you expect it will be successful in this context.
- How you will undertake the work (activities, materials and methods).
- What will be the main activities and where will these take place?
- How you will manage the work (governance, roles and responsibilities, project management tools, risks etc.).

Our methodological framework is based on 'patchwork ethnography' (Günel et al., 2020). The concept suggests that social research must innovate beyond the 'traditional' notion of a sole researcher conducting lengthy, immersed fieldwork as the only way to produce rigorous, ethnographically informed research. We recognize that our international team is ideally placed to work collaboratively across field sites where we maintain long-term relationships and research experience. This will enable us to conduct research using shorter fieldwork periods across our study contexts, supported by regular virtual meetings with the project team to ensure that our fieldwork findings can inform one another's ongoing research and conservation efforts (SANBI).

Our activities are composed of two work packages.

Work Package 1 (WP1) focuses on conducting in-depth, qualitative research in South Africa and South Korea to understand and assess:

- 1) ISN characteristics at source, intermediary/transit, and consumer nodes including linkages to other legal and illegal (wildlife) trades;
- 2) opportunities for substituting illicit plant harvesting with alternative sustainable use and livelihood approaches to plant conservation; and
- 3) motivations and aspirations of actors engaged in illicit harvesting in South Africa including ties to higher-level offenders and the pressure they might exert upon local communities to undertake illicit activities, alongside motivations, desires, and consumer demand drivers in South Korea.

Our research team's collective experience positions us as well-poised to pursue our research with strong research ethics and safety protocols in place to manage potential ethical and security challenges. Project Lead Hübschle will be responsible for managing fieldwork in South Africa in coordination and regular communication through planned monthly online meetings with Project Partners Margulies and Hwang, including the coordination and supervision of a research assistant in South Africa.

Hwang and Margulies will coordinate and implement qualitative fieldwork in South Korea among the collector community, with input from Hübschle, again relying on regular meetings to ensure deadlines and research targets are met. This effort will be supported by one undergraduate-level research assistant based in South Korea who will be recruited and primarily advised by Hwang.

In both South Korea and South Africa, the primary tools of these qualitative research efforts will be a combination of semi-structured and unstructured interviews, focus groups and non-participatory observation. In South Africa, Hübschle and Margulies conducted preliminary field site visits in June 2023 and Hübschle has revisited these areas to meet with local contacts, potential key research participants community leaders and

gatekeepers. These activities will support the employment of snowball sampling within the study region to better understand community relations and interests in illicit succulent trades. To assess characterizing plant ISNs in South Africa, Hübschle will conduct individual open-ended interviews and focus groups in harvesting communities, not only targeting harvesters but also family members, specifically the mothers and wives of illegal harvesters. For purposes of data triangulation and verification, she will also interview conservation and law enforcement officials.

In South Korea, Margulies has previously conducted semi-structured interviews with key succulent cultivators and dealers. He will leverage these contacts in coordination with Hwang to begin a snow-ball sampling process for identification of key research subjects. We are opting for non-participatory observation alongside qualitative interviews because some key interlocutors in both South Korea and South Africa may be engaged in illicit activities that we as researchers will not participate in as part of the research process. While we seek to understand and gather evidence about such activities, it would be unethical as researchers to participate in illicit activities such as plant poaching. The team has extensive fieldwork research experience that engages with illicit activities and IWT. They have all undergone university human-subjects research, risk mitigation and ethics trainings that prepare them for conducting qualitative research on these topics.

Work Package 2 (WP2) focuses on designing an online research survey tool using Qualtrics among Korean succulent consumers to scale qualitative research findings from WP1 to garner robust consumer behaviour and demand data. We will aim for the completion of at least ~500 online surveys in South Korea by self-identified succulent consumers. The survey tool will be modified and adapted for cultural relevancy from a recently published survey of succulent collectors on similar topics co-designed by Margulies (Margulies et al., 2023). The survey will include direct and indirect questions about collector engagement in illegal behaviours. Supported by a research assistant, Hwang will be responsible for survey dissemination and participant recruitment. The survey will be designed for dissemination using Naver, a Korean blogging site where succulent groups are popular, and KakaoTalk, South Korea's most popular instant messaging app.

## Q17. Capability and Capacity

**How will the project support the strengthening of capability and capacity of identified local and national partners, and stakeholders during its lifetime organisational or individual levels? Please provide details of what form this will take, who will benefit (noting GESI considerations), and the post-project value to the country.**

SANBI, DFFE and the National Task Team are key stakeholders for the project, and this work directly responds to their specific request in accordance with the National Response Strategy and Action Plan to address the illegal trade in South African succulent flora. The Evidence gathered during the project will strengthen their capability and capacity through providing empirical evidence that can inform the design of sustainable use and livelihoods projects to reduce demand for wild-harvested succulent plants, as well as a better understanding of succulent ISNs to inform better enforcement and conservation policy. This evidence will also support the newly formed IUCN Succulent Plant Illegal Trade Task Force in their mission to provide guidance to countries impacted by succulent illegal trade. Hübschle and Margulies are both members of this Task Force.

Potential stakeholders in South Korea include (1) the law enforcement community like the National Policy Agency and the Korean Customs Office, (2) policy actors like the Ministry of Environment, (3) research institutions like the National Institute of Biological Resources and the Korean Institute of Criminology and Justice, and (4) businesses and civil social organisations engaged in wildlife trade. Since there is a knowledge gap on the role of Korean consumers in driving illicit trade of succulents, this research will enhance the understanding of what leads to loopholes in tackling and monitoring the import of trafficked succulents. Based on evidence provided by this research, the law enforcement community can tailor their approaches to deter illegal activities associated with succulents. The government and policy actors can be motivated to strengthen global cooperation to promote sustainable and legal succulent trade, especially by empowering vulnerable communities (women,



youth, people in poverty, etc.) through ODA projects. Finally, businesses and civil social organisations can be informed and educated to support growth of a sustainable succulent trade.

## Q18. Gender equality and social inclusion

**All applicants must consider whether and how their project will contribute to promoting equality between persons of different gender and social characteristics. Explain your understanding of how individuals may be excluded from equal participation within the context of your project, and how you seek to address this. You should consider how your project will proactively contribute to ensuring individuals achieve equitable outcomes and how you will engage participants in a meaningful way.**

Although this is an Evidence project, gender equality and social inclusion are still important research design considerations. In the context of research in South Africa working to both assess opportunities for sustainable use and livelihood projects to help curb illicit plant trade, it will be important to pay attention in the research to gender, cultural, and racial dynamics that may affect who we as researchers have access to as research subjects and how this subsequently shapes our research findings. For instance, past research on gender and women in IWT has shown that women can be both very important actors in understanding IWT's direct and indirect social harms even where they themselves are not engaged in poaching, yet research often fails to address the role of women in IWT and the negative social harms they experience as part of poaching economies and how governments respond (Massé et al., 2021; 2022). It will be important in implementing our study design to ensure that we gain an understanding from the lived experiences of men and women as well as pay attention to how this illicit economy affects communities across the lifespan.

In the context of our research in South Korea, past research has shown that engagement in IWT in succulents can be gendered (Margulies et al., 2023), both in terms of who is more likely to engage in illicit activities and IWT, as well as in relation to what kinds of plants consumers desire. Our social survey as well as qualitative research will be designed to account for these possibilities, and to ensure we develop statistically robust data on consumer preferences for high-demand South African succulents that accounts for issues of gender and other social variables.

## Q19. Change expected

**Detail the expected changes to both illegal wildlife trade and poverty reduction this work will deliver. You should identify what evidence will be gathered and how it might be used to inform future interventions. Please include who will benefit from these interventions, considering both people and species of focus a) in the short-term (i.e. during the life of the project) and b) in the long-term (after the project has ended) and the potential scalability of the approach.**

**When talking about how people will benefit, please remember to give details of who will benefit, differences in benefits by gender or other layers of diversity within stakeholders, and the number of beneficiaries expected. The number of communities is insufficient detail – number of households should be the largest unit used.**

**Demand reduction projects should demonstrate their indirect links to poverty reduction.**

As an Evidence project, the principle aim of the project is to gather evidence and generate new knowledge that can inform the design of future interventions to: a) curtail ISNs in high-demand succulent plants; and b) foster and support sustainable use and livelihood alternative economies to meet international consumer demand for desirable ornamental plants. As a two-year effort, the short-term changes we anticipate on people's lives are limited; likely they are confined to providing other conservation policy makers, researchers, law enforcement, and social welfare organizations a clearer picture of the current problem through the empirical evidence we generate alongside research-informed recommendations for new policy and programmatic activities.

Our longer-term aim is to generate knowledge that can be leveraged to inform effective programmatic interventions for the principal benefit of rural impoverished communities in South Africa most directly impacted by the emergence of the illicit succulent trade. Our aim is that our research can translate directly into targeted recommendations to enhance the impact of projects that create sustainable economic opportunities through the cultivation and trade of plants for international markets. In the Northern Cape, where our South African research is focused, our preliminary research conducted in 2022 and 2023 in support of developing this grant suggests that in the future these interventions could target thousands of households in communities across the Succulent Karoo. Poverty reduction through support of a vibrant local biodiversity economy in these rural communities is a principal motivating force behind our Evidence project.

While our Evidence project will primarily target specific succulent taxa of South African plants (Q5), the international ornamental succulent market is prone to sudden shifts in fashion, and our project may need to adjust accordingly. With this in mind, we anticipate the results of our project will be scalable not just across a wide array of ornamentally desirable plant taxa currently impacted by illegal harvesting in South Africa, but those that likely will be in the future. In addition to the scalability of the findings across species, we also believe the research findings will be scalable across geographic region, with relevance for several southern African and potentially east African countries where a wide host of high-demand succulents are found. Namibian authorities, for example, have documented escalating seizures and confiscations of succulents (Ministry of Environment et al., 2023).

We believe it is reasonable to expect our results will be scalable based on our past research on global illicit succulent trade (e.g. Margulies, 2023) which suggests that while consumer trends are often fleeting in the ornamental plant collectors' market, particular plant traits—namely rarity, uniqueness in form and shape, small area of occurrence, very slow-growing plants, and plants new to science—are frequently exhibited by high-demand plants. Our consumer-side research in Korea may shed light on how conservation programs might anticipate market trends in ways that could help prevent illicit harvesting of plants through anticipatory cultivation of species likely to be impacted by trade.

## Q20. Pathway to change

**Please outline your project's expected pathway to change. This should be an overview of the overall project logic and outline why and how you expect your Outputs to contribute towards your overall Outcome and, in the longer term, impacts on IWT and poverty reduction.**

**New Knowledge.** The data we will gather in our project (Outputs 1, 2, 3) is crucial to understand succulent consumer demand and inform the design of sustainable livelihood alternatives to meet those demands.

**Awareness.** Our research will raise awareness among South Korean consumers about illegal trade in wild-harvested South African succulents and ecological harms through our designed consumer survey (Output 1). Our research raises awareness within impacted communities in South Africa about this problem and assesses potentials for sustainable alternatives (Output 2). Awareness is a key step towards leading consumers and relevant institutions (e.g. CITES management authority, relevant national-level environmental NGOs) in South Korea to invest in efforts to reduce demand for wild-harvested plants (Output 3). Awareness among communities in South Africa about the unsustainability of succulent poaching may lead towards an interest in developing sustainable succulent economies (Output 2).

**Action.** Knowledge and awareness can lead to action at individual, community and institutional levels. Outputs support the overall outcome of producing evidence that can inform sustainable alternatives to IWT in South African succulents that meet consumer demand in South Korea. This project can scale to inform efforts in other consumer countries including China and Japan and other African supply countries.

## Q21. Sustainable benefits and scaling potential

**Q21a. How will the project reach a sustainable point and continue to deliver benefits post-funding? How will the required knowledge and skills remain available to sustain the benefits? How will you ensure your data and evidence will be accessible to others?**

As an Evidence project, a key means of project sustainability, which we interpret as including the permanent archiving, documenting, and sharing of generated new knowledge to remain available to others, will be in the form of an open access published article, a research report and two policy briefs as outlined in our project indicators.


All published work will be stored in open access digital and searchable University repositories, as well as directly shared with key project stakeholders including national management and scientific authorities in South Africa and South Korea.


Building on this Evidence project, we aim to submit a Main/Extra grant to the IWT Challenge Fund to implement our findings through programmatic activities to support poverty alleviation and curbing IWT in succulent plants in South Africa using a sustainable use and livelihoods approach, designed based on the findings of our Evidence Grant.


**Q21b. If your approach works, what potential is there for scaling the approach further? What might prevent scaling, and how could this be addressed?**


There is good potential to scale our work based on both impacted taxa as well as in geographic scope as described in Q19. The succulent ornamental market is prone to sudden shifts, and so we aim to generate knowledge about both consumer demand and illicit harvesting that is widely relevant across a range of impacted taxa. Geographically, other African countries are facing similar dilemmas. Our efforts can help inform responses and project development in those other countries. Similarly, South Korea is not alone as a major centre of consumer demand in East Asia (e.g. China, Japan) and we anticipate that at least some of our consumer findings may be relevant for informing policy responses in other consumer demand countries. Issues preventing scaling may include translation and dissemination of project findings in relevant languages, which may be addressed in the future through seeking external funds for professional translation and dissemination services

**If necessary, please provide supporting documentation e.g. maps, diagrams, references etc., as a PDF using the File Upload below:**

 [References and additional materials](#)

 30/10/2023

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## Section 7 - Risk Management

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### Q22. Risk Management

**Please outline the 6 key risks to achievement of your Project Outcome and how these risks will be managed and mitigated, referring to the Risk Guidance. This should include at least one Fiduciary, one Safeguarding, and one Delivery Chain Risk.**

Risk Description	Impact	Prob.	Inherent Risk	Mitigation	Residual Risk
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<b>Fiduciary</b>	Funds may be technically mishandled by partner universities due to different research administration systems	Minor	Rare	Minor	The project lead university (University of Cape Town) will share financial guidelines and regularly monitor concerned issues with partner universities. Project partner institutions will have signed sub award agreements with UCT that ensure financial compliance	Rare
<b>Safeguarding</b>	Survey respondents may feel offended when they are asked with questions that deals with illegality issues .	Minor	Unlikely	Minor	This project will not engage with highly vulnerable groups like youth and elderly people. Also, questionnaires will be regularly reviewed to meet research ethics standards. Survey will be piloted prior to full deployment.	Rare
<b>Delivery Chain</b>	Delay in reporting findings of research in accordance with workplan timeline due to lack of control over peer-review research publication process.	Minor	Possible	Minor	We will mitigate this risk by selectively choosing which peer review journals we opt to submit research outputs to. Journals often post online statistics on peer-review timelines and we will closely monitor this data and weigh it against choosing the highest quality, highest impact and appropriate journals for publication.	Possible
<b>Risk 4</b>	Safeguarding. Researchers may experience hostility or threat of violence in relation to engaging in research on illicit succulent trade	Moderate	Unlikely	Moderate	Risk mitigation will include researchers keeping in close contact by WhatsApp with relevant university personnel whenever in the field, avoiding interviews and meetings in unknown locations or at night, and approaching sensitive questions with participants with care.	Unlikely

<b>Risk 5</b>	Miscommunication: Misinterpretation of words may occur during data collection in South Korea when translating English into Korean and vice versa (e.g., survey, interviews, etc.)	Minor	Unlikely	Minor	Dr Juneseo Hwang has substantial experience in interpretation between English and Korean. When surveys and questionnaires are translated from English into Korean and vice versa, the accuracy of translation will be double-checked. Where necessary, follow-up communication with respondents will be made to clarify meanings.	Rare
<b>Risk 6</b>	Operational. Due to unexpected circumstances (i.e. pandemic), data collection may be delayed or impacted negatively.	Moderate	Unlikely	Moderate	In consultation with research partners, the project lead will arrange a response plan where appropriate. Online survey (Output 1) will not be impacted by shift towards online research. In person research may require use of PPE where possible, meeting only outside, or conducting interviews over Zoom, etc.	Unlikely

## Section 8 - Project Sensitivities and Workplan

### Q23. Project sensitivities

**Please indicate whether there are sensitivities associated with this project that need to be considered if details are published (detailed species location data that would increase threats, political sensitivities, prosecutions for illegal activities, security of staff etc.).**

Yes

**Please provide details.**

Yes, we will not publish details of species location data that would increase threats of possible illegal harvesting, as this has been a problem in the illicit succulent trade in the past. For the security and safety of our research participants all qualitative and survey data will be collected anonymously, using verbal rather than written consent (for in person interviews) to avoid the collection of written materials that could link interview subjects to their identities, as the only document linking their identity to potentially sensitive information would be a written consent form.

### Q24. Workplan

**Provide a project workplan that shows the key milestones in project activities.**

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## Section 9 - Monitoring and Evaluation

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### Q25. Monitoring and evaluation (M&E)

**Describe how the progress of the project will be monitored and evaluated, making reference to who is responsible for the project's M&E.**

**IWT Challenge Fund projects are expected to be adaptive and you should detail how the monitoring and evaluation will feed into the delivery of the project including its management. M&E is expected to be built into the project and not an 'add' on. It is as important to measure for negative impacts as it is for positive impact.**

Project Lead Hübschle supported by a research and administrative assistant at UCT is responsible for M&E. The M&E strategy is embedded within our project, ensuring timely feedback to measure both positive and potential negative outcomes. The anticipated impact of the project is as follows: Targeted audiences learn about the structure of ISNs and demand patterns of illegal succulent trade between South Africa and South Korea and are motivated to implement alternative livelihoods interventions

1. Outcome Monitoring: Development of an evidence-based alternative livelihoods intervention.

Methods:

- Review project milestones regularly
- Assess stakeholder feedback on draft reports
- Confirm alignment of the final report with key outputs and principles.

2. Outputs Monitoring:

2.1 South Korea Consumer Insights

Indicator: Insights from surveyed consumers and interviewees.

Methods:

- Track progress against a target of 500 consumers taking gender diversity into account.
- Evaluate the effectiveness of the developed survey tool
- Consider stakeholder feedback.

2.2 South African Supply Insights

Indicator: Identification of trade routes, interviews, and focus groups.

Methods:

- Monitor the identification process of trade routes.
- Compare results from actual interviews and focus groups against planned milestones including gender diversity
- Ensure data is stored securely and anonymously.

2.3 Research Dissemination

Indicator: Research outputs and stakeholder engagements.

Methods:

- Monitor publication metrics and policy brief dissemination.
- Evaluate workshop participation, ensuring diverse representation.
- Review attendee lists for workshops.

### 3. Compliance Monitoring:

Indicator: Adherence to ethical and data privacy standards.

Methods:

- Audit data capture and storage protocols periodically.
- Ensure alignment with local, national, and donor requirements.
- Review stakeholder feedback sessions.

### 4. Financial Monitoring:

Indicator: Efficient fund allocation.

Methods:

- Compare expenditure with budget allocations.
- Ensure transparent accounting and fraud prevention measures.
- Evaluate the cost-effectiveness of outputs.

### 5. Organizational Monitoring:

Indicator: Enhanced capability of participating institutions.

Methods:

- Review feedback reports to key stakeholders.
- Monitor engagement levels of project partners and stakeholders.

### 6. Evaluation:

Periodic evaluations will:



- Gauge intervention impact.
- Review resource use efficiency.
- Extract lessons learned and challenges.
- Propose future recommendations.

### 7. Reporting:

Routine reports will detail:

- Progress against targets.
- Monitoring findings.
- Challenges and mitigation.
- Suggestions for adjustments.

This M&E strategy provides a structured approach to consistently assess the project's progress, ensuring alignment with objectives and fostering success.

<b>Total project budget for M&amp;E in GBP (this may include Staff, Travel and Subsistence costs)</b>	
<b>Percentage of total project budget set aside for M&amp;E (%)</b>	
<b>Number of days planned for M&amp;E</b>	40

## Section 10 - Indicators of success

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### Q26. Indicators of success

**IWT Challenge Fund projects will be required to monitor and report against their progress towards their Outputs and Outcome. This section sets out the expected Outputs and Outcome of your project, how you expect to measure progress against these and how we can verify this.**

	SMART Indicator	Means of Verification
<b>Outcome</b> An innovative, evidence-based alternative livelihoods intervention that incorporates learning from ISN analysis, patterns of illicit consumer behaviour and demand for illegally harvested succulents in South Korea	0.1 Alternative livelihoods intervention developed for tackling IWT for SANBI, National Task Team and other stakeholders by project end. (IWTCF-D26)	0.1.1 Draft report on alternative livelihoods intervention by Month 20.  0.1.2 Project stakeholders provide feedback on draft report by Month 22.  0.1.3 Final report to IWTCF and other stakeholders that incorporates learning from Outputs 1 to 3 and co-design principles with pathways out of poverty through a diversity of alternative livelihoods, including the prospects for a legal succulent economy targeting Indigenous Peoples and Local Communities especially women and girls in Succulent Karoo.
	0.2 Main funding proposal made to the IWT Challenge Fund Round 12 to implement alternative livelihoods intervention. Round 1: June 2025. If successful Round 2: October 2025.	0.1.4 All research data is captured, anonymised and safely stored in secure and encrypted database.  0.2.1 Application for a Main Project made to IWT Challenge Fund Round 12.
	0.3 Three local/national organisations (National Task Team, SANBI, DFFE) with improved capability and capacity as a result of the project. (IWTCF-D03)	0.3.1 Bi-annual feedback and progress reports to SANBI and other stakeholders.



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**Output 1**

1. Increased empirical evidence on consumption and drivers of illegal succulent trade in South Korea.

1.1 Five hundred consumers targeted in South Korea via survey to understand consumer drivers of trade demand (50% women) by month 18. (IWTCF-07)

1.2 20 Qualitative interviews conducted with succulent traders and consumers in South Korea. 20 interviews in total by month 15 (50% of interviews with women).

1.1.1 Survey tool developed by Month 12.

1.1.2 Survey tool implemented, and results finalized by Month 18.

1.1.3 Monthly meetings to review progress with project team.

1.1.4 Feedback and input received from project stakeholders.

1.2.1 Transcripts/field notes digitally captured, anonymised and securely stored in digital and encrypted database.

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**Output 2**

2. Increased empirical evidence on supply drivers of illegal succulent trade in South Africa

2.1 At least one trade route of illegal supply of succulents identified by Month 23. (IWTCF-B06)

2.2 Twenty qualitative interviews with illicit succulent harvesters in Northern Cape region. 10 interviews by Month 6. 20 in total by Month 15.

2.3 Six focus groups with impacted communities in rural settlements in the Northern Cape. Three focus groups completed by Month 6. Six focus groups in total by Month 15. 50% of focus group participants are women.

2.4 Ten interviews with conservation and law enforcement officials in southern Africa by month 18. 50% of interview partners are women.

2.5 Three state institutions (National Task Team, SANBI and DFFE), 2 local and Indigenous communities and 1 NGO (Socio-Tech) with enhanced awareness and understanding of poverty associated with illegal succulent trade. (IWTCF-B24)

2.1.1 Trade route mapped and described in final report.

2.2.1 Transcripts or field notes of interviews digitally captured, anonymized and securely stored in digital database.

2.3.1 Transcripts or field notes digitally captured, anonymized and securely stored in digital database.

2.4.1 Transcripts or field notes digitally captured, anonymised and securely stored in digital encrypted database.

2.5.1 Minutes of bi-annual feedback sessions with National Task Team, SANBI and other stakeholders.

2.5.2 Minutes of dissemination and co-design session after research engagements with affected communities.

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<b>Output 3</b>	3. Research outputs developed and shared with target audiences (governments, researchers, and civil social organisations).	3.1 One paper published in a peer-reviewed journal with at least 50 downloads by end of Year 2 (IWTCF-D12)	3.1 journal confirmation email and journal metrics report.
		3.2 Two policy briefs produced in collaboration with project partners by end of Year 2 (one in English and one in Korean). (IWTCF-D13)	3.2 Copies of policy briefs (disaggregated by language).
		3.3 One International hybrid workshop hosted by project partner on strengthening global cooperation to tackle illegal succulent trade by month 21 (Target: 80 attendees, 50% women). (IWTCF-D20)	3.3 Zoom analytics report and workshop attendance register (disaggregated by gender and country level).
		3.4 At least five decision-makers attending project initiation event in South Africa (50% women). (IWTCF-D21)	3.4 List of attendants and analytics reports (disaggregated by country level and type of events).
		3.5 One report on alternative livelihoods intervention produced by end of Year 2.	3.5 Copy of report on alternative livelihoods intervention.
<b>Output 4</b>	<i>No Response</i>	<i>No Response</i>	<i>No Response</i>

## Activities

**Each activity is numbered according to the Output that it will contribute towards, for example, 1.1, 1.2, 1.3 are contributing to Output 1.**

- 1.1 Conduct 10 qualitative research with stakeholders in South Korea to identify major characteristics of illegal succulent trade between the two countries in Years 1-2
- 1.2 Conduct online survey in South Korea to identify consumer drivers of importing illegal succulent products from South Africa by Month 18
- 1.3 Organise 2 meetings with project partners and stakeholders to review research findings associated with illegal succulent trade in South Korea (one per annum)
- 2.1 Organise project initiation workshop hosted by SANBI with project partners and stakeholders by Month 3.
- 2.2 Conduct 20 in-depth interviews with succulent harvesters in South Africa and analyse gendered impacts of illegal succulent trade and poverty
- 2.3 Conduct six focus groups with impacted communities in the Northern Cape
- 2.4 Conduct 10 interview with conservation and law enforcement officials in Southern Africa
- 2.5 Hold bi-annual feedback sessions with SANBI, National Task Team and other stakeholders.
- 2.6 Arrange two feedback and dissemination meetings at end of each field trip with impacted communities to co-design alternative livelihoods intervention
- 3.1 Co-design and host one international hybrid workshop hosted by University of Sungkonghoe to discuss

pathways for strengthening global cooperation to tackle illegal succulent trade (50% participants targeted from Global South; Year 2)

3.2 Co-author a research article to disseminate results of the project (one paper in English; Year 2)

3.3 Write two policy briefs with relevant stakeholders - one in English, one in Korean (National Task Team, SANBI and the National Institute of Biological Resources in South Korea) in Year 2

3.4 Arrange project initiation workshop hosted by SANBI by Month 4

3.5 Write report on alternative livelihoods intervention by Month 20, receive feedback from stakeholders by Month 22, finalize by project end.

## Important Assumptions

**Please describe up to 6 key assumptions that, if held true, will enable you to deliver you Outputs and Outcome.**


1. Consumer-side research will help stop illicit harvesting of vulnerable plants through anticipatory cultivation of species likely to be impacted by trade.
2. Enhanced knowledge on characteristics and drivers of illegal succulent trade between South Africa and South Korea will help the policy makers and stakeholders identify gaps in the two countries' existing system to tackle illegal succulent trade while supporting a legal sustainable option.
3. Illegal succulent harvesters and consumers display an appetite for legal and sustainable alternatives.
4. Results from our research intervention will allow us to submit a Main Project application to IWT Challenge Fund Round 12.


## Section 11 - Budget and Funding


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### Q27. Budget

**Please complete the appropriate Excel spreadsheet, which provides the Budget for this application, and ensure the Summary page is fully completed. Some of the questions earlier and below refer to the information in this spreadsheet.**

 [IWT Challenge Safeguarding Succulents Budget](#)

 30/10/2023

 18:41:40

 xlsx 36.74 KB

### Q28. Alignment with other funding and activities

**This question aims to help us understand how familiar you are with other work in the geographic/thematic area, and how this proposed project will build on or align with this to avoid any risks of duplicating or conflicting activities.**

**Q28a. Is this new work or does it build on existing/past activities (delivered by anyone and funded through any source)? Please give details.**

Project lead Hübschle has been conducting research on collectable criminogenic wildlife since 2020 as part of a European Research Council funded research grant entitled TRANSFORM. One of her case studies focuses on illegal succulent harvesting in southern Africa. A fieldwork trip to Japan is planned for 2024. Her Partnerships for Enhanced Engagement in Research (PEER) COVID-19 project delves into the impact of the pandemic on the illegal

wildlife trade in Southern Africa. The rapid growth of the illicit succulent economy in Namibia and South Africa are analysed. The Evidence grants builds on data and insights gathered during these two projects.

Project partner Jared Margulies has been studying illicit succulent trade since 2017 and this project directly builds and extends this past research by focusing on South African plants and trade in East Asia. The work will build from lessons learned and knowledge acquired about Korean succulent demands he previously carried out (Margulies, 2023; 2019). Further, the project proposal is informed by a preliminary research trip carried out by Hübschle and Margulies in summer 2023 with Margulies supported by an internal grant from the Office of Research and Economic Development at the University of Alabama (\$6,000) in support of this research.

### **Q28b. Are you aware of any current or future plans for work in the geographic/thematic area to the proposed project?**

Yes

#### **Please give details explaining similarities and differences, and explaining how your work will be additional and what attempts have been/will be made to co-operate with and learn lessons from such work for mutual benefits.**

DEFRA is currently funding two succulent poaching related projects: an Evidence grant undertaken by Dr Andrew Taylor of the Endangered Wildlife Trust and a Main grant led by Dr Carly Cowell from Royal Botanical Gardens Kew in partnership with TRAFFIC. Both projects are making valuable contributions to succulent conservation and law enforcement responses to this illegal trade. Our project complements these efforts, but as evidenced through responses to other forms of IWT (e.g. rhino horn and abalone poaching) we know that law enforcement and protection approaches rarely succeed on their own without a consideration of livelihoods. Our project's strength lies in our co-design of the intervention with SANBI combined with a bottom-up approach to engaging impacted communities and illicit harvesters and our explicit emphasis on developing evidence for the goal of poverty reduction.

We will invite grantees and affiliated institutions to our project initiation workshop in South Africa and the hybrid knowledge exchange in South Korea. Individuals and institutions involved with both projects are considered key stakeholders during our project implementation, and as such, we will consult them on recruitment of research participants and communities in order to avoid duplication and research fatigue.

### **Q29. Balance of budget spend**

**Defra are keen to see as much IWT Challenge Fund funding as possible directly benefiting communities and economies. While it is appreciated that this is not always possible every effort should be made for funds to remain in-country.**

**Explain the thinking behind your budget in terms of where IWT Challenge Fund funds will be spent. What benefits will the country/ies see from your budget? What level of the award do you expect will be spent locally? Please explain the decisions behind any IWT Challenge Fund funding that will not be spent locally and how those costs are important for the project.**

As evidence grant applicants, we recognise that the funds being provided by the IWTCF are primarily being directed towards the generation of empirical evidence that can guide the design of future projects. Future interventions will more directly serve to benefit communities and economies in the areas we outline as impacted by illegal succulent harvesting and trade in South Africa. The majority proportion of our budget funds request will remain in South Africa and will be managed through the University of Cape Town to support meeting Outputs 2 and 3 (55% of total budget). However, as our work seeks to understand the ultimate drivers of illegal succulent trade, it is necessary for us to fund our work and research in South Korea through both interviews, a

workshop, and survey design and implementation, which requires a support budget (Output 1). The remaining budget will help support the time and travel costs associated with Margulies at the University of Alabama, who brings deep expertise on illegal succulent trades at a global scale to the project, and whose expertise will be vital to the project's successful implementation and generation of Outputs 1-3.

### Q30. Value for Money

**Please demonstrate why your project is good value for money in terms of impact and cost-effectiveness of each pound spend (economy, efficiency, effectiveness and equity).**

Our project is good value for money both in terms of impact and cost-effectiveness. A variety of in-kind contributions as outlined in our letters of support from University of Cape Town and University of Alabama will leverage our institutional support to reduce costs and expand our project's impact and sustainability. For example, UCT is providing additional salary support to project lead Hübschle and a research and admin assistant. UA is providing in-kind the use of expensive survey software (Qualtrics) as well as permanent, encrypted, unlimited cloud storage of all research data both during and after project completion, as well as the paid salary time of Margulies beyond what can be covered in the grant budget.

Second, our project does not duplicate the research of others, and is research that is explicitly sought by the South African government to address the ongoing succulent poaching crisis. While there are two projects related to South African succulents that have been previously funded, both emphasise a focus on law enforcement and conservation, whereas ours is unique and complementary by seeking to gain evidence to inform the design of a future poverty alleviation and sustainable use and livelihoods intervention as a means to counter the ongoing poaching crisis. It is also extremely unique for incorporating a supply network approach by combining our research in South Africa with attention to consumer demand drivers in South Korea, a country that has never had an applicant to the IWT Challenge Fund to our knowledge.

### Q31. Capital items

**If you plan to purchase capital items with IWT Challenge Fund funding, please indicate what you anticipate will happen to the items following project end. If you are requesting more than 10% capital costs, please provide your justification here.**

We do not plan to purchase capital items.

## Section 12 - Safeguarding and Ethics

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### Q32. Safeguarding

**All projects funded under the Biodiversity Challenge Funds must ensure proactive action is taken to promote the welfare and protect all individuals involved in the project (staff, implementing partners, the public and beneficiaries) from harm. In order to provide assurance of this, projects are required to have specific procedures and policies in place.**

**Please upload the following required policies:**

- **Safeguarding Policy**: including a statement of commitment to safeguarding and a zero tolerance statement on bullying, harassment and sexual exploitation and abuse.
- **Whistleblowing Policy**: which details a clear process for dealing with concerns raised and protects whistle blowers from reprisals.

- **Code of Conduct:** which sets out clear expectations of behaviours – inside and outside the workplace – for all involved in the project and makes clear what will happen in the event of non-compliance or breach of these standards, including compliance with IASC 6 Principles.

**If any of these policies are integrated into a broader policy document or handbook, please upload just the relevant or equivalent sub-sections to the above policies, with (unofficial) English translations where needed.**

**Please outline how (a) beneficiaries, the public, implementing partners, and staff are made aware of your safeguarding commitment and how to confidentially raise a concern, (b) safeguarding issues are investigated, recorded and what disciplinary procedures are in place when allegations and complaints are upheld, (c) you will ensure project partners uphold these policies.**

**If your approach is currently limited or in the early stages of development, please clearly set out your plans address this.**

a) Awareness & Confidentiality:

UCT communicates its steadfast commitment to safeguarding to all stakeholders including beneficiaries, the public, partners, and staff. Comprehensive training and resource allocation are employed to ensure awareness. Effective and confidential communication channels are established, allowing any stakeholder to raise concerns without fear of retribution or breach of privacy. Research participants will be provided with the contact details of the Law Faculty's Research Manager during the informed consent process. Any research-related complaints can be raised with her. Korean research participants will be provided with relevant contact details at Sungkonghoe University.

b) Investigation, Recording & Disciplinary Procedures:

When a safeguarding concern is presented, UCT operates within the principles of proportionality, protection, and conflict of interest. Every concern undergoes a thorough investigation, ensuring complete confidentiality throughout the process. If a complaint is verified, disciplinary actions are initiated as per the respective policies detailed in the safeguarding policy.

c) Compliance by Partners:

UCT expects and mandates all project partners to conform to their safeguarding principles. Regular reviews and communications are organised, ensuring every partner comprehends and upholds these standards. Consistency in safeguarding measures is ensured across various environments, guaranteeing a universally safe and respectful research environment.

### **Q33. Ethics**

**Outline your approach to meeting the key principles of good ethical practice, as outlined in the guidance**

Our approach will begin with the submission of separate, parallel ethics applications to the three respective Universities affiliated with this project: the University of Cape Town, the University of Alabama, and Sungkonghoe University. As social scientists with decades of cumulative research experience, we are well-equipped to ensure our project delivers on the identified key principles of good ethical practice outlined in the grant guidance. As an Evidence Project, prior and informed consent of all research participants is especially important, and this will be sought through verbal consent of research participants after being presented with relevant university-approved consent forms, which may also be read to potential participants who may be illiterate. Approved research ethics protocols will prioritise the health and safety of both researchers and potential research participants. Our research will prioritise advancing interests, knowledge, and perspectives of those communities in rural South Africa most impacted by the illicit succulent trade. This includes respecting traditional knowledge of impacted communities in the study region. Although South Africa is an Upper-Middle Income country, the region this research focuses on is one of the poorest, most rural, and disenfranchised regions of South Africa, where socioeconomic metrics mirror those of Low-Income countries.

## Section 13 - FCDO Notifications

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### Q34. British embassy or high commission engagement

It is important for UK Government representatives to understand if UK funding might be spent in the project country/ies. Please indicate if you have contacted the relevant British embassy or high commission to discuss the project and attach details of any advice you have received from them.

Yes

Please attach evidence of request or advice if received.

 <a href="#">Evidence of British HC engagement in South Africa</a>	 <a href="#">0. Letter from British Embassy Seoul</a>
 <a href="#">ca</a>	 30/10/2023
 30/10/2023	 19:12:59
 19:38:39	 pdf 358.54 KB
 pdf 108.87 KB	

## Section 14 - Project Staff

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### Q35. Project staff

**Please identify the core staff (identified in the budget), their role and what % of their time they will be working on the project.**

Please provide 1-page CVs or job description, further information on who is considered core staff can be found in the Finance Guidance.

Name (First name, Surname)	Role	% time on project	1 page CV or job description attached?
ANNETTE HÜBSCHLE	Project Leader	50	Checked
ANNETTE HÜBSCHLE	Researcher	50	Checked
Jared Margulies	Researcher	20	Checked
Juneso Hwang	Researcher	20	Checked


Do you require more fields?


No


Please provide 1 page CVs (or job description if yet to be recruited) for the project staff listed above as a combined PDF.

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 [Hübschle CV merged-2](#)

 30/10/2023

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 pdf 866.03 KB

Have you attached all project staff CVs?

Yes

## Section 15 - Project Partners

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### Q36. Project Partners

Please list all the Project Partners (including the Lead Partner), clearly setting out their roles and responsibilities in the project including the extent of their engagement so far and planned. This section should demonstrate the capability and capacity of the Project Partners to successfully deliver the project. Please provide Letters of Support for all project partners or explain why this has not been included.

Lead partner name: University of Cape Town

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Website address: <https://uct.ac.za>

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Consistently ranked among the top in the world, the University of Cape Town offers diverse research opportunities across multiple disciplines. Its faculty includes many internationally acclaimed experts, ensuring high-caliber guidance for research projects. The university's state-of-the-art facilities and laboratories provide cutting-edge resources for groundbreaking work. UCT's strategic location in Cape Town positions it to address both local and continental challenges, making its research contextually relevant and impactful. Additionally, its strong global collaborations and ability to secure funding ensures a broad perspective and sustainability for research endeavours. With a focus on real-world impact, UCT's research not only contributes to academic discourse but also addresses critical societal issues.

**Why is this organisation the Lead Partner, and what value to they bring to the project? (including roles, responsibilities and capabilities and capacity):**

**Direction:** UCT will provide strategic oversight, ensuring milestones, research protocols and methodologies are upheld.

**Financial management:** UCT will be in charge of financial management of the project.

**Matched funding:** UCT will provide matched funding to support additional salary of lead Hübschle and a research assistant.

**Data Oversight:** UCT guarantees robust data collection, analysis, storage and dissemination.

**Engagement:** Our commitment is to maintain clear communication among all research partners and stakeholders.

**Policy Framework:** UCT's stringent policies, from inclusivity to whistleblowing, ensure ethical and rigorous research practices, reinforcing the project's credibility.

**International/ In-country Partner**

In-country

**Allocated budget (proportion or value):**

£ [REDACTED]

**Representation on the Project Board (or other management structure):**

No

**Have you included a Letter of Support from this organisation?**

Yes

**Have you provided a cover letter to address your Stage 1 feedback?**

Yes

**Do you have partners involved in the Project?**

Yes

**1. Partner Name:** University of Alabama

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**Website address:** www.ua.edu

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UA is the State of Alabama's flagship university, and is a Carnegie Classified Research 1 institution committed to research and international exchange. Collaborative interdisciplinary research plays a significant role in UA's mission with external research funding in excess of \$100 million. The Office of Research and Economic Development has skilled administrative support teams for pre-award grant development and submission, and post-award financial management and reporting.

**What value does this Partner bring to the project? (including roles, responsibilities and capabilities and capacity):**

UA has a broad range of software licenses including campus-wide licensing agreements with Qualtrics, SPSS, NVivo, Adobe Creative Suite, Microsoft and ESRI among many others. In short, UA is well positioned with both the support structures, hardware, and software to implement all aspects of this project. The University subscribes to the cloud-based storage service Microsoft OneDrive and offers unlimited cloud-based storage to all University faculty. OneDrive is encrypted both in transit and storage. As outlined in the letter of support, these UA services and resources will be provided as in-kind contributions to the project. UA will support Jared Margulies in his role as a Project Partner as outlined in the letter of support, including the in-kind contribution of ten percent of his 9-month contract time to this project.

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**International/ In-country Partner** International

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**Allocated budget (proportion or value):** £ [REDACTED]

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**Representation on the Project Board (or other management structure):**  No

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**Have you included a Letter of Support from this organisation?**  Yes

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**2. Partner Name:** Sungkonghoe University

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**Website address:** <https://eng.skhu.ac.kr/eng/index.do>

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**What value does this Partner bring to the project? (including roles, responsibilities and capabilities and capacity):**

Sungkonghoe University, where Juneseo Hwang is based, is a private university originally established in 1914 by the Anglican Communion. It has become well known for social research in the country, enjoying a wide network of researchers, policymakers, campaigners, and journalists in the fields of human rights, gender studies, and environmental sociology. Through its University-Industry Cooperation Foundation, the university will assist field study and knowledge dissemination in Korea through administering budgets, providing venues for expert workshops, and promoting social marketing of the research. Its campus is located in Seoul, which has various venues to host different sizes of public events.

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<b>International/ In-country Partner</b>	International
<b>Allocated budget (proportion or value):</b>	£ [REDACTED]
<b>Representation on the Project Board (or other management structure):</b>	<input checked="" type="radio"/> No
<b>Have you included a Letter of Support from this organisation?</b>	<input checked="" type="radio"/> Yes

**3. Partner Name:** South African National Biodiversity Institute

**Website address:** <https://www.sanbi.org>

SANBI is a pivotal partner due to the expertise and experience of SANBI scientists in monitoring succulents, community engagements and capturing the impact of illicit succulent harvesting. The Institute has been actively engaged in countering the illegal trade of South African succulent flora, evidenced by the co-development of the National Response Strategy and Action Plan (NRSAP) alongside the Department of Forestry, Fisheries, and the Environment (DFFE). Importantly, SANBI leads 12 of the 19 key actions in this strategy, marking its pivotal role in conservation.

**What value does this Partner bring to the project? (including roles, responsibilities and capabilities and capacity):**

The organisation has established networks, having collaborated with over 20 stakeholder organisations in formulating the NRSAP, which can be invaluable for the project.

SANBI offers tangible support for research endeavors, such as providing biodiversity information, facilitating field trips, granting access to specific areas of the Succulent Karoo, and offering venues for meetings. Their assistance in building relationships with NRSAP organisations and other stakeholders is a unique advantage. SANBI's depth of expertise, proactive conservation measures, collaborative networks, and readiness to provide logistical and relational support make it an indispensable partner. SANBI has agreed to host our project initiation workshop and SANBI Scientific Co-ordinator in the Scientific Authority Ms. Michèle Pfab has provided feedback on our research proposal.

<b>International/ In-country Partner</b>	In-country
<b>Allocated budget (proportion or value):</b>	£0.00
<b>Representation on the Project Board (or other management structure):</b>	<input checked="" type="radio"/> No

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Have you included a Letter of Support from this organisation?  Yes

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**4. Partner Name:** *No Response*

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**Website address:** *No Response*

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What value does this Partner bring to the project? (including roles, responsibilities and capabilities and capacity): *No Response*

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**International/ In-country Partner** *No Response*

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**Allocated budget (proportion or value):** £0.00

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**Representation on the Project Board (or other management structure):**  Yes  No

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Have you included a Letter of Support from this organisation?  Yes  No

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**5. Partner Name:** *No Response*

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**Website address:** *No Response*

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What value does this Partner bring to the project? (including roles, responsibilities and capabilities and capacity): *No Response*

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**International/ In-country Partner** *No Response*

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**Allocated budget (proportion or value):** £0.00

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**Representation on the Project Board (or other management structure):**  Yes  No

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Have you included a Letter of Support from this organisation?  Yes  No

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6. Partner Name: *No Response*

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Website address: *No Response*

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What value does this Partner bring to the project? (including roles, responsibilities and capabilities and capacity): *No Response*

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International/ In-country Partner *No Response*

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Allocated budget (proportion or value): £0.00

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Representation on the Project Board (or other management structure):  Yes  No

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Have you included a Letter of Support from this organisation?  Yes  No


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**If you require more space to enter details regarding Partners involved in the project, please use the text field below.**


*No Response*

**Please provide a combined PDF of all letters of support in the order they are presented in the table.**

 [Letters of support](#)

 30/10/2023

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 pdf 1.37 MB

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## Section 16 - Lead Partner Capability and Capacity

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### Q37. Lead Partner Capability and Capacity

**Has your organisation been awarded Biodiversity Challenge Funds (Darwin Initiative, Darwin Plus or Illegal Wildlife Trade Challenge Fund) funding before (for the purposes of this question, being a partner does not count)?**

No

If no, please provide the below information on the lead partner.

What year was your organisation established/ incorporated/ registered? 01 January 1829

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What is the legal status of your organisation?  University

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How is your organisation currently funded? The University of Cape Town is funded primarily from the South African government and several of its agencies. UCT also has an active Development and Alumni office that engages in prospect research and solicits donations from alumni. Finally, UCT is a research intensive institution and consumes approximately GBP50-100M in research funding annually.

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Describe briefly the aims, activities and achievements of your organisation. Large organisations please note that this should describe your unit or department.

Aims UCT is a global university in Africa unleashing human potential to create a fair and just society. We enroll approximately 25,000 undergraduates each year and over 9,000 post-graduates. The Faculty of Law houses 43 academic staff members.

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Activities The university executes a broad range of both undergraduate, postgraduate, research and other activities. Generally UCT is engaged in teaching and training the 25,000 undergraduates and 9,000 postgraduates. As a research intensive institution UCT also supports grant-funded projects via executing the full life-cycle of grants from pre-award to close out.

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Achievements UCT is consistently ranked the leading academic institution in Africa. The university is also ranked in the top 100 in several different categories in several different rankings.

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Provide details of 3 contracts/projects held by the Lead Partner that demonstrate your credibility as an organisation and provide track record relevant to the project proposed.

These contracts/awards should have been held in the last 5 years and be of a similar size to the grant requested in your application.

Contract/Project 1 Title African Genomics Data Hub Biomedical Knowledgebase

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Contract Value/Project budget (include currency) \$ [REDACTED]

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Duration (e.g. 2 years 3 months) Two years

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Role of organisation in project UCT is the primary awardee. The PI is full-time research staff at UCT.

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<b>Brief summary of the aims, objectives and outcomes of the project</b>	<p>The objectives of the Genomics Data Hub:</p> <ul style="list-style-type: none"> <li>-Serve as a hub to encourage and facilitate submission of data as well as genetic data (SNPs, genotype-phenotype associations) from Africa to public repositories, such as EGA/dbGAP, ENA/GenBank and other databases including dbSNP, ClinVar, GWAS catalogue.</li> <li>-Complement public resources, such and serve genomic (and eventually phenotype) data that are not presently available due to reluctance to submit data outside the continent e.g. rare variants from Africa, population level allele frequencies, and specific African pathogenic variants.</li> <li>-Further develop and maintain the African ethnolinguistic ontology for improved annotation of African data through collective efforts.</li> </ul>
<b>Client/independent reference contact details (Name, e-mail)</b>	<p>Lisa Oken [Redacted]</p>
<b>Contract/Project 2 Title</b>	<p>Towards Equitable and Sustainable Nature-Based Solutions in Southern Africa's Water Towers</p>
<b>Contract Value/Project budget (include currency)</b>	<p>CAD\$ [Redacted]</p>
<b>Duration (e.g. 2 years, 3 months)</b>	<p>Three years</p>
<b>Role of organisation in project</b>	<p>UCT is the primary awardee. The PI is full-time research staff at UCT.</p>

<b>Brief summary of the aims, objectives and outcomes of the project</b>	<p>The intersecting objectives of this research are to:</p> <ul style="list-style-type: none"> <li>-Determine the factors that need to be considered when identifying, planning and implementing NbS in Southern Africa's Water Towers to maximise social benefits to vulnerable communities</li> <li>-Identify the social-ecological limits and constraints of the landscape restoration/protection proposed for the different Water Towers</li> <li>-Build an understanding of the distribution of global versus local benefits of the NbS that have been proposed, planned, and/or implemented in Southern African Water Towers</li> </ul>
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<b>Client/independent reference contact details (Name, e-mail)</b>	<p>International Development Research Centre [Redacted] [Redacted]</p>
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<b>Contract/Project 3 Title</b>	<p>A gut feeling: How can gastrointestinal bacterial infections alter female reproductive tract immunity and control of sexually transmitted infections</p>
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<b>Contract Value/Project budget (include currency)</b>	██████████
<b>Duration (e.g. 2 years, 3 months)</b>	Five years
<b>Role of organisation in project</b>	UCT is the primary awardee. The PI is full-time research staff at UCT.  -Identify distal effects of GI-restricted and disseminated gram-negative bacterial infections on immune homeostasis in U-FRT and L-FRT respectively
<b>Brief summary of the aims, objectives and outcomes of the project</b>	-Test the remote effects of key bacterial PAMPs and host immune signalling on L-FRT and U-FRT immunity  -Test the effects of distal bacterial infections on C. muridarum pathogenesis of the U-FRT
<b>Client/independent reference contact details (Name, e-mail)</b>	UKRI Funding Service ██ ██

**Have you provided the requested signed audited/independently examined accounts?**

Yes

## Section 17 - Certification

### Certification

**On behalf of the**

Company

**of**

University of Cape Town

**I apply for a grant of**

£100,000.00

**I certify that, to the best of our knowledge and belief, the statements made by us in this application are true and the information provided is correct. I am aware that this application form will form the basis of the project schedule should this application be successful.**

(This form should be signed by an individual authorised by the applicant institution to submit applications and sign contracts on their behalf.)

- I have enclosed CVs for key project personnel, a cover letter, letters of support, a budget, Safeguarding and associated policies and project workplan.
- Our last two sets of signed audited/independently verified accounts and annual report (covering three years), or other evidence of financial capacity as set out in the Financial Guidance, are also enclosed.

Checked



Name	Annette Hübschle
Position in the organisation	Senior Research Officer
Signature (please upload e-signature)	<a href="#">📎 Certification</a> 📅 30/10/2023 🕒 17:48:02 📄 pdf 56.73 KB
Date	30 October 2023

Please attach the requested signed audited/independently examined accounts.

<a href="#">📎 UCT Annual report1</a> 📅 30/10/2023 🕒 05:24:21 📄 pdf 4.08 MB	<a href="#">📎 UCT Annual report2</a> 📅 30/10/2023 🕒 05:22:01 📄 pdf 2.83 MB
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Please upload the Lead Partner's Safeguarding Policy as a PDF

<a href="#">📎 Hubschle-UCT Safeguarding</a> 📅 13/10/2023 🕒 13:48:07 📄 pdf 145.1 KB
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## Section 18 - Submission Checklist

### Checklist for submission

	Check
I have read the Guidance, including the "IWT Challenge Fund Guidance", "Monitoring Evaluation and Learning Guidance", "Standard Indicator Guidance", "Risk Guidance" and "Financial Guidance".	Checked
I have read, and can meet, the current Terms and Conditions for this fund.	Checked
I have provided <u>actual start and end dates</u> for the project.	Checked
I have provided my <u>budget based on UK government financial years</u> i.e. 1 April - 31 March and in GBP.	Checked
I have checked that our <u>budget is complete</u> , correctly adds up and I have included the correct final total at the start of the application.	Checked
The application been <u>signed by a suitably authorised individual</u> (clear electronic or scanned signatures are acceptable).	Checked
I have attached the below documents to my application: <ul style="list-style-type: none"> <li>a <u>cover letter</u> from the Lead Partner, outlining how any feedback received at Stage 1 has been addressed where relevant, as a single PDF.</li> </ul>	Checked
<ul style="list-style-type: none"> <li>my <u>budget</u> (which meets the requirements above) using the template provided.</li> </ul>	Checked

<ul style="list-style-type: none"> <li>• a signed <u>copy of the last 2 annual report and accounts (covering three years)</u> for the Lead Partner, or other evidence of financial capacity as set out in the Financial Guidance, or provided an explanation if not.</li> </ul>	Checked
<ul style="list-style-type: none"> <li>• my completed <u>workplan</u> as a PDF using the template provided.</li> </ul>	Checked
<ul style="list-style-type: none"> <li>• a copy of the <u>Lead Partner's Safeguarding Policy, Whistleblowing Policy and Code of Conduct</u> (Question 32).</li> </ul>	Checked
<ul style="list-style-type: none"> <li>• <u>1 page CV or job description for all the Project Staff</u> identified at Question 35, including the Project Leader, or provided an explanation of why not, combined into a single PDF.</li> </ul>	Checked
<ul style="list-style-type: none"> <li>• a <u>letter of support</u> from the Lead Partner and partner(s) identified at Question 36, or an explanation of why not, as a single PDF.</li> </ul>	Checked
I have been in contact with the FCDO in the project country(ies) and have included any evidence of this. If not, I have provided an explanation of why not.	Checked
My additional supporting evidence is in line with the requested evidence, amounts to a maximum of 5 sides of A4, and is combined as a single PDF.	Checked
(If copying and pasting into Flexi-Grant) I have checked that all my responses have been successfully copied into the online application form.	Checked
I have checked the IWT Challenge Fund website immediately prior to submission to ensure there are no late updates.	Checked
I have read and understood the Privacy Notice on the IWT Challenge Fund website.	Checked

### We would like to keep in touch!

Please check this box if you would be happy for the lead applicant (Flexi-Grant Account Holder) and project leader (if different) to be added to our mailing list. Through our mailing list we share updates on upcoming and current application rounds under the IWT Challenge Fund and our sister grant scheme, the Darwin Initiative. We also provide occasional updates on other UK Government activities related to biodiversity conservation and share our quarterly project newsletter. You are free to unsubscribe at any time.

Checked

### Data protection and use of personal data

Information supplied in the application form, including personal data, will be used by Defra as set out in the **Privacy Notice**, available from the [Forms and Guidance Portal](#).

This **Privacy Notice must be provided to all individuals** whose personal data is supplied in the application form. Some information may be used when publicising the IWT Challenges Fund including project details (usually title, lead partner, project leader, location, and total grant value).

Project Title: Safeguarding southern Africa's succulents through analysing demand and supply networks

	Activity	No. of months	Year 1 (24/25)				Year 2 (25/26)			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Output 1</b>	<b>Increased empirical evidence on consumer drivers of illegal succulent trade in South Korea</b>									
1.1	Develop survey tool to analyse demand for succulents in South Korea	12	■	■	■	■				
1.2	Implement survey tool in South Korea	6					■	■		
1.3	Conduct 20 qualitative interviews with succulent traders and consumers	9			■	■	■			
1.4	Monthly progress and review meetings with team members	23	■	■	■	■	■	■	■	■
<b>Output 2</b>	<b>Increased empirical evidence on supply drivers of illegal succulent trade in South Africa</b>									
2.1	Mapping one illegal succulent trade route	23	■	■	■	■	■	■	■	■
2.2	20 qualitative interviews with illicit succulent harvesters in Northern Cape	2		■			■			
2.3	6 focus groups with impacted communities in rural settlements in the Northern Cape	2		■			■			
2.4	10 interviews with conservation and law enforcement officials in southern Africa	15			■			■		
2.5	2 bi-annual feedback sessions with state institutions	4		■		■		■		■
2.6	2 feedback and dissemination meetings with affected communities at end of each SA field trip	2		■				■		

Project Title: Safeguarding southern Africa's succulents through analysing demand and supply networks

	Activity	No. of months	Year 1 (24/25)				Year 2 (25/26)			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
2.7	Monthly progress and review meeting with team members	23								
<b>Output 3</b>	<b>Research outputs developed and shared with target audiences (governments, researchers, and civil social organisations)</b>									
3.1	1 peer-reviewed article published	9								
3.2	2 policy briefs produced	6								
3.3	1 project initiation workshop in South Africa	1								
3.4	1 international hybrid workshop in South Korea	1								
3.5	1 report on alternative livelihoods intervention	5								