Blue Earth Consultants develops sustainable solutions to complex, multi-faceted marine and terrestrial issues. As a Division of Eastern Research Group, Inc. (ERG), we are part of a broad, multidisciplinary consulting firm where our clients have access to not just us, but technical and communications experts across the company (see page 5). Our mission is to provide services for governments, businesses, investors, philanthropists, academic institutions, foundations, and inter- and non-governmental organizations to improve resource management, sustainable practices, and environmental and social resiliency. We are guided by the core values of integrity, partnership, excellence, compassion, sustainability, creativity, and fun. Although we work worldwide, the Division has extensive expertise designing solutions for clients working in California and the U.S. West Coast, Southeast Asia and the Pacific, Mexico, and the Wider Caribbean.

“Consultants conducted a robust, in-depth review of country-scale fisheries governance and policy to help Oceana scope new opportunities. The work was performed on a highly ambitious timeline, and Blue Earth produced information that was extremely thorough and valuable to inform Oceana’s future efforts.”

ANDY SHARPLESS
OCEANA

“Consultants’ mid-term evaluation of our Belize marine program was comprehensive and insightful. Their methodology was efficient and thoughtful, and the report provided was readable and concise. The lessons learned and forward-thinking recommendations gave us an objective critique and new ideas to build upon our success and further focus the strategy and objectives of our conservation efforts in Belize.”

CALEB MCCLENNEN
WILDLIFE CONSERVATION SOCIETY

“Blue Earth successfully guided us through a strategic review of our programs. We were delighted with the product and their responsiveness to our input. They managed the project in a timely and thoughtful way. Thank you!”

L. CHARLES FOX
OCEANS 5

“Blue Earth was responsive, experienced, and efficient in their work. I appreciated the ability to interact along the way to provide feedback on interim products.”

ANONYMOUS FOUNDATION

“Always a true pleasure working with Blue Earth. Service is always professional, and outcomes oriented, high-quality, and pleasant. Informed staff to work with!”

RIKKI ERIKSEN
CALIFORNIA MARINE SANCTUARY FOUNDATION

“Blue Earth was responsive, knowledgeable, and efficient in their work. They helped us think through the steps and provided feedback on the transparency of our work.”

ANONYMOUS FOUNDATION

“Our clients understand our deep commitment to helping them think through challenging processes and collaborate on ways that ensure effective sustainable solutions for their organization. We are extremely proud of the positive feedback we have received over the years from new and repeat clients.”

“Blue Earth managed our project with professionalism and passion and provided a space for collaboration. Their work enabled us to clearly identify a path forward and fostered coordination among all participants that would not have existed otherwise.”

BLUE EARTH CONSULTANTS OVER 185 NUMBER OF PROJECTS COMPLETED AS OF SPRING 2019 OVER 395+ NUMBER OF ORGANIZATIONS WITH INCREASED EFFECTIVENESS AND CAPACITY DUE TO OUR ASSISTANCE (APPROXIMATE)
OVER 1,960,754 SQUARE MILES TOTAL MARINE AND TERRESTRIAL PROTECTED AREA CREATED OR ENHANCED THROUGH OUR WORK $733,000,000 FUNDS RAISED OR LEVERAGED THROUGH OUR ASSISTANCE (APPROXIMATE)

Funds raised or leveraged through our assistance (approximate)
Founded in 2005 and merged 2016 to become a Division of ERG, Blue Earth Consultants is a strong, multi-disciplinary team with many backgrounds and skills, including marine and terrestrial experts. As part of the larger ERG Group, we are able to tap additional expertise such as economic modeling, climate science, lifecycle analysis, digital and communications solutions, and laboratory services, to name just a few. Team members are adept at seeing the big picture, connecting information from diverse sources, and distilling lessons learned and best practices to generate sustainable solutions. Our team prides itself on producing high-quality, customized products that help clients improve their effectiveness and remain on the cutting edge. Our work focuses on real-world realities and practical, effective solutions.

Our broader ERG team brings significant experience in many fields.
We offer a suite of services, helping our clients improve environmental and social resiliency by developing innovative solutions to difficult organizational, programmatic, and partnership challenges. We build sustainable solutions that integrate business fundamentals, participatory methods, social science expertise, and an understanding of diverse geographies. These service areas overlap at times to create more holistic and multi-serviced approaches to our work.

**STRATEGIC AND BUSINESS PLANNING**

An effective organization, government program, or initiative needs vision, resources, and the capacity to act. We help our clients build strategies and implementation plans that align organizational objectives, market realities, and available resources. Some examples of our strategic and business planning services include: performing feasibility needs assessments, performing market and competitive landscape assessments, developing financial forecasting models and budgets, designing programmatic and sector exit strategies, and developing partnership and joint venture strategies and agreements.

"Blue Earth Consultants has been a long-term advisor of The Nature Conservancy because of their ability to integrate science, place, and policy. Their work on developing a strategic business plan for the long-term management of Ormond Beach not only created a stellar plan, but also provided work that went above and beyond what was expected."  

*Lilly Verdone*

**THE NATURE CONSERVANCY**

"My experience working with Blue Earth have been excellent, in two different projects in Latin America. The teams assembled for both projects were at the highest level, very knowledgeable, and their insight and level of performance was impressive. Results were excellent and surpassed our expectations. I would recommend them any time."

*MICHAEL ROTHSCHILD & COMPANY*

**ORGANIZATIONAL DESIGN, GOVERNANCE, AND INSTITUTIONAL ARRANGEMENTS**

Highly functional organizations need effective organizational designs, systems, and policies. We help our clients research, design, and implement organizational models that maximize utilization, efficiency, and impact. These processes link and leverage our strategic and business planning services. Some examples of our organizational design, governance, and institutional arrangement services include: assessing the feasibility and alignment of organizational structures and institutional arrangements; developing operational plans; designing governance structures, policies, and organizational frameworks; creating tools and processes that aid in designing effective institutional arrangements, facilitating executive and board transitions and mergers and organizational restructuring, and assessing and improving performance and workflow.

"Blue Earth has been working with us for the last few years. They started working with us even before we became fully operational.  They helped us develop all the necessary foundational documents, including our Strategic Plan and Operational Plans. All these foundational and operational plans are standing in good stead for us as we partner with other conservation organizations and donors."

*Vasanth Chace*

**SAINT LUCIA NATIONAL CONSERVATION FUND (SLUNCF)**

"My experience working with Blue Earth have been excellent, in two different projects in Latin America. The teams assembled for both projects were at the highest level, very knowledgeable, and their insight and level of performance was impressive. Results were excellent and surpassed our expectations. I would recommend them any time."

"We started working with us even before we became fully operational. They helped us develop all the necessary foundational documents, including our Strategic Plan and Operational Plans. All these foundational and operational plans are standing in good stead for us as we partner with other conservation organizations and donors."

*MICHAEL ROTHSCHILD & COMPANY*

**MONITORING, EVALUATION, AND LEARNING**

Organizations must continue to learn and evolve to create lasting success. We design and execute monitoring, evaluation, and learning (MEL) frameworks to build organizational cultures of continuous improvement and evaluate programmatic impact. Some examples of our MEL services include: developing frameworks, plans, and tools; designing MEL costing plans; developing specific, measurable, attainable, realistic, and timely metrics; collecting baseline and routine monitoring data; and coordinating learning sessions. We are adept at identifying opportunities for enhancing success and making recommendations for more efficiently and effectively achieving program goals.
FUNDING, LONG-TERM FINANCING, AND ECONOMIC ANALYSES

Organizations need diversified and scalable funding to achieve long-term goals and build resiliency against dynamic markets. Utilizing participatory approaches to ensure political will, we identify public and private financing mechanisms for conservation and design sustainable funding models for varied organizations and goals.

Some examples of our experience in this area include: helping to build organizations, facilitate transactions, and bridge resource gaps. We bring concepts and strategies to life by building systems to support pilot programs, bring organizations to scale, and support indefinite-duration projects. We help evaluate and identify the best practices from government, nonprofits, academia, and business to create effective organizations that are prepared for the challenges of tomorrow and today.

INTERMEDIARY SERVICES

To scale great ideas, we work with diverse parties to build organizations, facilitate transactions, and bridge resource gaps. We bring concepts and strategies to life by building systems to support pilot programs, bring organizations to scale, and support indefinite-duration projects. We help evaluate and identify the best practices from government, nonprofits, academia, and business to create effective organizations that are prepared for the challenges of tomorrow and today.

Some examples of our intermediary services include: designing and managing RFP processes, administering and managing grant programs, conducting due diligence and technical assistance to enhance funding and financing strategies.

STAKEHOLDER ENGAGEMENT AND STRATEGIC COMMUNICATIONS

To create lasting impact, leaders in government, academic institutions, nonprofits, and businesses provide forums for decision-makers and stakeholders to provide input and seek influence. We use subject matter expertise, experience in change management, and facilitation skills to help build trust and lasting partnerships.

We have extensive expertise in stakeholder engagement, including: developing strategies to build buy-in and foster productive relationships, eliciting and clarifying stakeholder priorities, and prioritizing for the next five years.

Blue Earth has been an integral partner to Resources Legacy Fund Foundation in its support of marine protected area network implementation in California. Specifically, they have played a strong role in advancing implementation by facilitating the coordination and planning of California’s natural resource agencies. Blue Earth has significantly improved collaboration across agencies and has helped to map out a plan and prioritize for the next five years.

MICHAEL MANTELL
RESOURCES LEGACY FUND

"Blue Earth's support on the Small Grants Program administration and technical assistance was critical to the success of our grant-making approach to effective MPA stewardship. We really appreciate Blue Earth's professionalism and incredible project management skills, but also their ability to work and prioritize for the next five years."

TOBY MANDELL
CALIFORNIA OCEAN PROTECTION COUNCIL

"I was impressed with Blue Earth’s approach, professionalism, and depth of interest in our organization. The generous advice that flowed from this consultation spurred our organization to develop a brand new strategic plan focused entirely on our mandate. Well done Blue Earth!"

KAREN PANTON
BAHAMAS PROTECTED AREAS FUND

"Blue Earth’s support on the Small Grants Program administration and technical assistance was critical to the success of our grant-making approach to effective MPA stewardship. We really appreciate Blue Earth’s professionalism and incredible project management skills, but also their ability to work with us on an agreement from all the partners on the MOU, and support MPA Collaboratives to achieve meaningful outcomes! We are looking forward to continued partnership and many more successful projects to come."

TOBY MANDELL
CALIFORNIA OCEAN PROTECTION COUNCIL
Coastal Quest
Strategic Partnership

We are a strategic partner of Coastal Quest, a nonprofit seeking to develop lasting solutions to protect, sustain, reduce threats to, and enhance the natural and cultural heritage of coastal environments for present and future generations. Together with Blue Earth Consultants, Coastal Quest works with communities and key stakeholders, government, NGOs, and resource managers through its core strategies:

- **CAPACITY-BUILDING AND KNOWLEDGE SHARING:** Coastal Quest partners with organizations and individuals to share information and recommendations regarding new, cutting edge ideas, approaches, and models, identify best practices, and provide the materials and training that best fit stakeholders’ needs and objectives aimed at reducing coastal threats.

- **SUCCESSFUL IMPLEMENTATION:** Coastal Quest increases organizational productivity and success in conservation and geographically-specific knowledge, established networks, and expertise to provide assistance with activities such as strategic partnership development, regranting, meeting development and facilitation, and other project management and tasks.

- **APPLIED RESEARCH AND TOOL DEVELOPMENT:** Coastal Quest conducts original user-driven actionable research on novel and emerging environmental and social science topics in an effort to address coastal threats and advance the conservation and resource management sector. We develop innovative tools and solutions designed to improve practices, build institutional capacity, inform consumers, and improve the effectiveness of coastal and ocean protection, management, and use.

For more information, please visit www.coastal-quest.org

Coastal Quest’s Key Projects Include:

- **Piloting a New Implementation Approach for the California Biodiversity Initiative, California Department of Fish and Wildlife.**
- **Strategic Planning for the Orange County Marine Protected Area Council, Anonymous Foundation.**
- **Capacity-building for California Marine Protected Area Collaboratives, California Ocean Protection Council.**
- **Development and Implementation California State Wildlife Action Plan 2015 Update, California Department of Fish and Wildlife and Resources Legacy Fund.**
- **Building Capacity in Coastal and Marine Spatial Planning, Hawaii Community Foundation.**
- **Creating Sustainable Financing and Capacity for St. Lucia Coral Reef Protected Areas, National Fish and Wildlife Foundation.**

Coastal Quest’s sample of clients include:

- Blue Earth Consultants, a Division of ERG’s, clients include: academic and research institutions, aquaria and zoos, businesses, public and private foundations and donors, governments, non-governmental organizations, inter-governmental organizations.

Clients

SAMPLE OF CLIENTS

- California Department of Fish and Wildlife
- California-Ocean Protection Council
- California-Ocean Science Trust
- Caribbean Regional Fisheries Mechanism
- City of Alameda
- Coastal Quest
- Conrad N. Hilton Foundation
- David and Lucile Packard Foundation
- Esri
- Fondation de la vie del Corral
- Global Environment Fund
- Gordon and Betty Moore Foundation
- International Development Bank
- Island Conservation
- Manulife Foundation
- National Fish and Wildlife Foundation
- NOAA Coral Reef Conservation Program, NOAA Fisheries Southeast Regional Office
- Oceana
- Ocean5
- OneReef
- Orange County Community Foundation
- Oregon Sea Grant
- Resources Legacy Foundation
- Saint Louis National Conservation Fund
- San Luis Obispo Science and Ecosystem Alliance (SLOSEA)
- Cal Poly San Luis Obispo Center for Coastal Marine Sciences
- The Nature Conservancy
- The Water Foundation
- United States Environmental Protection Agency Region 9 Water Division
- University of California, Davis
- University of California, Irvine
- University of California, Santa Cruz
- WildAid
- Wildlife Conservation Society
For more detailed information on Blue Earth Consultants, a Division of ERG, and our experience, please visit www.BlueEarthConsultants.com.