



**Espejo**  
de **Tarapacá**

## **Chapter 14: Negotiations with stakeholders**

**Espejo de Tarapacá**

**Region of Tarapacá, Chile**

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## 14. NEGOTIATION WITH STAKEHOLDERS.

### 14.1 Introduction

Article 17 of the SEIA Regulation (DS 40/2012, Ministry of the Environment) states that: "Proponents must inform the environmental authority if they have established, before or during the evaluation process, negotiations with the stakeholders in order to agree on environmental compensation or mitigation measures. In the event of the existence of such agreements, they shall not be binding on the environmental qualification of the project or activity. "

In this context, an early approach plan, Was generated A participatory process of information in which the Project to the different communities and their representatives (described in Chapter 13 of this EIA). In this way, it has been an inclusive and participatory process that not only has been limited to inform about the characteristics of the project, but it has sought to integrate the knowledge of the human groups, with regard to the process of elaboration of the Line Basis of human medium and a Marine. This vision has enabled the project and the community to establish a transparent, early, and permanent dialogue that has resulted in A permanent search for To focus the previous actions, negotiations, and commitments acquired until the admission of the EIA in a coherent and consistent manner with the interests of each party.

In Function of the above, the established agreements that they are Of interest For the population, Without prejudice that this process of participation is ongoing and will be extended during the DiSTI-NTAs Etapof the project. Agreements To be Have conversed to date were Presented below.

### 14.2 Negotiations and Compromises

As described in Chapter 13 "Pre-Action description To the presentation of the EIA ", currently It is in a stage of deep dialogue with the community through the work tables and commissions of the marine environment. This line was signed on the 24th of July recently A work Plan with the Union of Employed Fishermen Artisans, shellfish divers and helpers of Caleta San Frames (annex 14.1 of chapter 14). On 28 July, a work Plan was also signed with the board of neighbors, Sports Club and the Housing committee of Caleta San Marcos (Annex 14.2 of chapter 14).

Both Plans Of Work feel The basis of a dialogue Direct, transparent, and participatory What It is in development and Whose Goal is to get To an agreement or agreement Binding With

community and the Union To guide the relationship Between the social organizations and the project In the long run. Thus, it is expected to generate a plan that allows the legitimate Questions and concerns That such a project Can Generates in The community Evaluate The contributions To strengthen the project That can emanate from the organizations Social, and Implement mechanisms to The community Benefit from the installation of the Project. It is recorded that the signing of the aforementioned work plans does not necessarily mean that the project is approved by the social organizations.

The project defined as a vision of early rapprochement to prioritize conversations around environmental issues and concerns about the potential benefits that project could generate in Caleta San Marcos. This In order to avoid overlaying the economic issue by About The environment.

The foregoing is reflected in the first formal letter delivered by the Fishermen's Union to the project in November 2013 (annex 14.3 of Chapter 14). Bliss Missive contained 6 points:

- A. Analysis of the terms of reference of the marine baseline given and specified in Chapter 13 "Description of previous actions",
- B. Study of biodiversity on the areas of MAnnex and monitoring plan pre and post construction,
- C. Desalination Plant Installation,
- D. Creating an insurance or contingency plan for unforeseen area events of management,
- E. Project financing and technical consultancy,
- F. Financing for the installation of electrification of the port of Caleta San Marcos

The project response To that letter was delivered Dated December 4, 2013 (Annex 14.4 of Chapter 14) and summarized the themes in two parts:

- A. Marine topics and Project studies: what resulted in the extension of the marine baseline in the management area and the realization of the biodiversity study specified in Chapter 13 "Description of previous actions"; and open the dialogue regarding the creation of an insurance or contingency plan for events not foreseen on the management area. This last point is part of the conversations that are currently taking place With the syndicate.
- B. Topics related to the development of Caleta San Marcos:
  - a) As described in Chapter 13 "Description of previous Actions", from this letter sent by the Union and the conversations carried on the work table, the project defined that it will build

an oversized desalination plant with respect to its Requirements for construction and operation periods in order to provide the infrastructure to deliver up to 50 m<sup>3</sup>/day of water To Caleta San Marcos. The details of this commitment are specified in Chapter 15: "Voluntary environmental commitments".

- b) As described in Chapter 13 "Description of previous Actions", from this letter sent by the Union and the conversations taken at the work table, two marine consultants elected by the community were hired in order that they could Interpret marine studies (which were delivered to the community as the project was receiving them). These consultants, if desired by the community, will accompany the entire evaluation process and up to 30 days after receiving the environmental qualification resolution.
- c) The issues related to financial support are part of the discussions currently taking place with the union and the community at large.

Sand makes it present that EL 16 June 2014 the Project presented a proposal for associativity To Long-term that considers, among other matters, A voluntary economic contribution to The community. This proposal is an integral part of The Conversations That are currently taking place Between the community, the fishermen's Union, and the Project. It is stressed that this proposal was made in a public meeting of the Working table (Annex 13.1 of chapter 13) Once the study of baselines, modeling, and hiring of the marine consultants explained in Chapter 13 "Description of previous actions" has been given to the community.