

Photo by Elena Sergeevna: Watersports workshops delivering UN SDGs from Vietnam's watersports capital.



PARTNERSHIP OPPORTUNITIES

For long-term health/wealth of people/planet

A force-for-good partnership opportunity, driving significant benefits for your organization – from Vietnam's watersports capital, while saving lives, and delivering UN global goals!

A 1-MINUTE VIDEO INTRODUCTION:

(ATTACHED)



WHAT MANTA DOES!



Photo by Tam Nguyen: Win, Vietnam's top kiteboard wave rider
3 years running – loves designer clothes!

MANTA, Vietnam's 1st (and only) official sailing centre, and Vietnam's 1st (and only) social-ocean enterprise:

Offers you a force for good partnership opportunity. To cultivate brand value, engagement, and a promotion platform, with year-round watersports and CSR.

- * **Saving lives**, tackling social ocean priority challenges while delivering UN global goals.
- * **In swimming survival and watersports progression workshops.**
- * **With Vietnam's top watersports coaches and athletes** (originally Vietnam's watersports trained fishermen, arguably Vietnam's most vulnerable, lowest caste community).

Training over 11.000 children (aged 5-15 years old).

As 6,000 Vietnamese children drown annually.

Pivoting Vietnam's national fear of the sea, given its horrific sea history with the world 75% water and rising.

Workshops increase skills, awareness, and resilience, with mental health. Consider engaging with the benefits for your brand/staff.

Open to all, MANTA also coaches corporates, and universities, and advises government on all things to do with sailing and surfing worldwide.

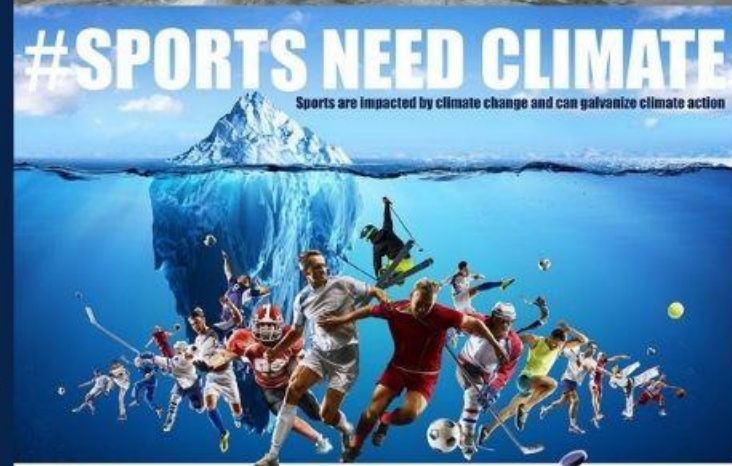
Generating community cohesion locally, provincially, nationally, and regionally, while navigating around local/international corruption/mafia.

THE OPPORTUNITY 1. CSR [Corporate Social Responsibility]

+ INTANGIBLE OBJECTIVES -> TANGIBLE / COMMERCIAL ASSETS

TACKLE SOCIAL-OCEAN PRIORITY CHALLENGES

- Develop swimming survival and watersports progression workshops.
- Automatically deliver UN global goals.
- **REDUCE DROWNING: SAVE LIVES** – year-round.
 - Engage/train/transform 4,000 children/year (5-15 years old).
 - Pivot Vietnam's national sea-fear, and horrific sea history.
 - Develop national watersports (broad based to elite), for Vietnam government.
 - Promote mental health with Wave Alliance program added in Vietnamese.
- **REDUCE OVERFISHING, HABITAT/BIODIVERSITY DESTRUCTION/FOSSIL FUEL USE:**
 - Support alternative livelihoods for fisherfolk.
 - Sponsor watersports trained fishermen now Vietnam's top watersports coaches and athletes.
- **ADDRESS ILLITERACY AND MARGINALIZATION** with Earth School in Vietnamese.
- **MINIMIZE ADDICTION** - align with UNODC Line Up Live Up workshops.
- **REDUCE POLLUTION** - with Vietnam's ~4,000 coastline ranked 3rd most polluted.
 - Collaborate to clean beaches, and
 - Create national zero-waste campaigns to clean the ocean.
- **CLIMATE ACTION: REDUCE ATMOSPHERIC CARBON, REVERSE GLOBAL WARMING**
 - with Vietnam's coast 5th most threatened to climate change - add a carbon audit.
 - Promote alternative energy of watersports.
 - Habitualize children to plant seeds.
 - Cultivate kelp/seaweed as an alternative to diseased/over density floating fishfarms.
- **PRESERVE CULTURE** (with key players in their 70s/80s/90s)
 - Whale workshop culture and coracle craftsmanship - with research networks, museums/UNESCO.
- **ADD YOUR ORGANISATION'S IMPRINT TO THE WORKSHOPS.**
- **UPDATE A RANGE OF GOVERNMENT DEPARTMENTS** (Ministry of Culture, Sport Tourism, Vietnam Olympic Committee, Ministry of Transport, Ministry of Natural Resources and Environment, Ministry of Labour, Invalids and Social Affairs).



THE OPPORTUNITY 2. HR [Human Resources]

+ TANGIBLE/INTANGIBLE ASSETS

1. SAVE LIVES: VIA SWIMMING SURVIVAL FOR CLIMATE ACTION WORKSHOPS

- Engage, educate, transform with positive impact for local, marginalized children (5-15 years).
 - Collaborate with top coach Quang from Ho Chi Minh City University of Sports
 - Training 8,000 children to swim in the past 2 years.
- Increase environmental resilience, with knowledge and skills for watersports, ocean protection, and climate action.
- Increase employability with top national coaches, generating community cohesion in Vietnam's watersports capital.

2. UPSKILL: WITH WATERSPORTS PROGRESSION WORKSHOPS

- Cultivate team spirit with your staff via introductions to boats, boards, sails and paddles as alternatives to fossil fuels.
- Understand the same sponsored watersports progression program for 40 local children/month.
- Help pivot Vietnam's national fear of the sea given its horrific sea history.
- Continue to support alternative livelihoods for sail trained fisherfolk, taking them off habitats endangered by overfishing. Translating their existing ocean skills to watersports.

3. ARRANGE SURF CLINICS FOR VIETNAM OLYMPIC COMMITTEE +WATERSPORTS FEDERATION

- Help Vietnam join the International Surfing Association (ISA), with:
 - o Surfing in the 2021 Olympics,
 - o Vietnam hosting the next South East Asian (SEA Games),
 - o Myanmar (the 2019 SEA Games host) offering to introduce Vietnam to the regional family of surfers.Three fingers salute.
- o MANTA has agreed to organize surf clinics, for Vietnam's Ministry of Sport, after sourcing sponsorship.
- o Myanmar's surfers look forward to surfing the east coast of Indochina.
- **After the military massacre of Myanmar.**
 - o Complementary projects including UNODC's Line Up Live Up, and Wave Alliance (<https://youtu.be/hceTNoh01mU>).
 - o Vietnam's top 10-15 surfers are gathered in a Facebook group, standing by, while following advice from ISA.

N.B. PLENTY OF BRANDABLE PLATFORMS - clothes, equipment, workshops, athletes/coaches, teams

Workshop photos by Elena Sergeevna:



MEASURE - COST - CERTIFY

THE ASSESSMENT

- Acquisition of skills is monitored in small sequential steps from coach to students.
- Back up is with photos, videos, questionnaires.
- Photos/videos are recycled as media assets.
- UN SDGs offer another qualitative/quantitative indicator.
- A carbon audit is under consideration.
- An audit of tangible and intangible assets and a rate card have been drawn.
- Risk assessments and Child Safeguarding policies are also available.
- Happy to consider other relevant types of Key Performance Indicators.

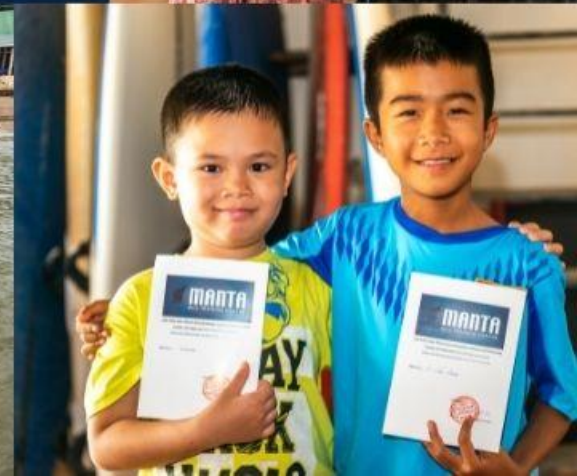
THE PRICE WITH MANTA'S CONTRIBUTION

- Workshops cost USD5K x 3 types x 12 months = USD180K*
- MANTA's founder contributes her conservation salary = USD50K
- Sponsorship to source = USD130K

*Happy to consider fewer workshops/year.

Workshop photos by Elena Sergeevna

Artwork by Erin Newman



MANTA'S BACKGROUND

MANTA originates from:

- Fishery surveys for southern Vietnam sponsored by ADM Capital Foundation (2005).
- Vietnam's Olympic Committee's (2008) request for help to develop water-sports, based on MANTA's marine conservation projects in Con Dao archipelago (<http://bit.ly/MANTA-pilot>).

MANTA'S CIRCULAR MODEL (2009-2021+)



SCALING UP

- Follows Vietnam Vice Minister of Sport's (2011) vision of students from Vietnam's 3 sports universities, scaling up MANTA skills along Vietnam's 4,000km coastline, when students return home to their provinces.
- Ratification letter available.

WITH SDGs @ CORE



- Students explain how they help MANTA deliver the UN global goals in short award-winning videos: <http://bit.ly/EIS-2019>, <http://bit.ly/EIS-2018>, <http://bit.ly/AIS-2017>, <http://bit.ly/local-children-2021>.

MANTA's CORE TEAM

A passionate posse of Vietnam's watersports trained fisherfolk:

- Now Vietnam's top sailing, surfing, windsurfing, kiteboarding and swimming survival coaches/athletes - currently un-sponsored.
- The cost to sponsor will be relatively low by international audits - while deeply appreciated by local communities (*especially with international borders locked down 2020-21*).
- Staff turnover is less than 20% since 2009.
- MANTA's Instagram team bubble tells more about MANTA's core and associate team members
- MANTA's founder's: Most recent training - A 2012 International Olympic Committee scholarship to draw Vietnam's national plan. Most recent publication - A chapter in a 2017 Springer series on Biodiversity in Sarawak (where she was born).



Photos by Elena Sergeevna: Pausing before full-on swimming survival coaching!



Phung, a watersports wizard and black belt kung-fu!



Truc, a leading kiteboarder and excellent coach!



Photo by Emi Koch: Focused on foiling Bau loves to cook.



Photos by Elena Sergeevna: Rot a windsurf star, never misses a trick.



Win, a top kiteboarder with a heart of gold



Tuong, a leading kiteboarder, surfer, and technical wizard.



Quoc, Ripcurl trained board-shaper, and family man.

AUDIENCE + SPONSORS

MANTA AUDIENCE

LARGE GROUPS (3,000+ since 2011)

INTERNATIONAL SCHOOLS since 2014 include: American International School (AIS), Australian International School (AIS), European International School (EIS). Saigon South International School (SSIS). Saigon Star International School (SSIS). The American International School (TAS).

AGENTS include: Asia Motions. Camp Asia. Buffalo Tours. Exotissimo. DTP. LIN Centre for Community Development. Mystery of Mekong.

CORPORATE GROUPS: Include Corsair, Triac Composites, Royal Haskoning DHV, and Platinum Viet/Mitek.

VIDEOS AND PHOTO ALBUMS AVAILABLE

Over 11,000 students to date ~50% male/female - with focus on children - mainly 5-15 year olds. Some children too poor for school (yet to read, write, or swim). - translation of materials to Vietnamese video helps increase inclusion.

MANTA SPONSORS

LOCAL SPONSORSHIP

Nam Chau Boutique Resort. Tropical Minigolf. Blue Ocean. Shona Schonning, Edith Schnitzel.

INTERNATIONAL SPONSORSHIP AND AWARDS

- 2020** Beyond Sport, Swedish Postcode Foundation, and Laureus Sport for Good.
- 2019** New Zealand Chamber of Commerce Charity of the Year.
- 2018** tve shortlisting. 4Ocean beach cleaning materials.
- 2017** Beyond Sport shortlisting.
- 2013** Hosted International Olympic Committee Level 1 coach training.
- 2012** International Olympic Committee scholarship + 4 years funding for government.
- 2005** ADM Foundation: Fishery surveys for southern Vietnam: MANTA the outcome.

Plus 5-star ratings with TripAdvisor, booking.com and Airbnb



THANK YOU FOR YOUR TIME TO CONSIDER

If you have questions or interest to collaborate with MANTA please contact MANTA's founder:

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CREDITS (to tidy up a wee bit) :



CREDITS

