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## **Ecosystem Services: A bridge or barrier for UK marine stakeholders?**

### Highlights:

- This paper examines UK marine and coastal stakeholders' perceptions of the concept of ecosystem services and its role and usefulness within the marine and coastal science-policy-practice interface.
- Overall, stakeholders provided favourable opinions about the ecosystem services concept, with findings similar across respondents with the exception of industry; which used it less, was less confident with it and believed it to be less important for effective marine and coastal management.
- For the ES concept to be successful, it must be recognised that there will be no 'one size fits all' definition or approach that can be applied to all marine and coastal contexts across the UK.
- As the conversation around societal interactions and relationships with the natural environment continues to evolve, the ES concept should be considered one tool within a wider suite of options for marine and coastal management.

# Ecosystem Services: A bridge or barrier for UK marine stakeholders?

## Abstract

Ecosystem services conceptualises the multiple interactions between ecosystems and the people and communities benefitting from their direct or indirect use, aiming to provide stakeholders and scientists with a common language. While some users appear to have adopted this language and terminology, there are concerns that the complexities associated with the concept make it inaccessible and, rather than providing stakeholders with a tool to explain complex relationships, the language and terminology itself may disengage. Through surveying UK-based coastal and marine stakeholders ( $n=158$ ), this study examines stakeholders' perceptions of the concept of ecosystem services and its role and usefulness within the marine and coastal science-policy-practice interface. Overall, stakeholders provided favourable opinions, with findings similar across respondents with the exception of industry; which used it less, was less confident with it and believed it to be less important. The results provide an evidenced argument for the benefits of the ecosystem services approach, including communication, supporting management and linking environment to humans. The analysis also details the required advancements to ensure effective future use, including improved terminology, pluralistic valuation and shared learning. Finally, the paper highlights challenges and benefits relating to the term, creating links to ongoing discussions about effective scientific communication for marine and coastal management.

**Keywords:** environment, policy, governance, management, practitioners, coastal

## 1. Introduction

The Ecosystem Services (ES) concept has been in use since the 1970's (Westman 1977, Costanza et al., 1997, Daily 1997) but was formally defined and classified in 2005 by the Millennium Ecosystem Assessment (MA 2005) as "the benefits people obtain from ecosystems. These include provisioning services such as food and water; regulating services such as flood and disease control; cultural services such as spiritual, recreational, and cultural benefits; and supporting services, such as nutrient cycling, that maintain the conditions for life on Earth". Since the publication of the MA (2005), interest in the ecosystem service concept has grown substantially and there are now a multitude of definitions and classifications, for example: The Economics of Ecosystems and Biodiversity classification (TEEB, de Groot et al., 2010b); the United Kingdom's National Ecosystem Assessment classification (NEA 2011). Further classifications have been developed by the Crown Estate (Saunders et al., 2010), Fisher et al., (2009), Atkins et al., (2011), Cognetti and Maltagliati (2010), Beaumont et al., (2007), Balmford et al., (2011), as well as more recent contributions from the Intergovernmental Science-Policy Platform on Biodiversity and Ecosystem Services (IPBES) (Diaz et al., 2018) (also see Gomez-Baggethun et al., 2010 for a historical summary). Accompanying this has been an explosion of ES focused research across all areas of environmental, and more recently economic and social, sciences (e.g. Beery et al., 2016; Willcock et al., 2016; Costanza et al., 2014; Braat and de Groot, 2012).

The ES concept aims to provide a common language through which diverse audiences and users can communicate about the natural world (Tallis et al., 2008; Steger et al, 2018). Over time, it has evolved to reframe the human-nature relationship (Costanza et al, 2014), and has become acknowledged as an effective management and policy tool (Beery et al., 2016; Willcock et al., 2016; Dempsey and Robertson, 2012; De Groot et al, 2010; Norgaard, 2010; Tallis et al., 2008, Beaumont et al., 2018), and as a concept through which the environment and societal wellbeing can be better connected (Armsworth et al., 2007). Advantages of the application of the ecosystem service concept have been found to include improved understanding of environmental benefits, improved

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62 1 transparency of potential trade-offs under different management scenarios, and the enabling of  
63 2 discussion and shared learning between stakeholders and with the wider academic community,  
64 3 resulting in improved long-term relationships between these groups (Beaumont et al., 2018).

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66 4 However, despite the perceived benefits of applying the ES concept within environmental  
67 5 management, concerns have been raised. In fact, within the Intergovernmental Science-Policy  
68 6 Platform on Biodiversity and Ecosystem Services (IPBES), the framework was perceived as so political  
69 7 by some countries that a new shared terminology was introduced (Borie and Hulme 2015, Diaz et al.,  
70 8 2018), sparking intense debate (see for example responses by Braat 2018 and Kenter 2018). To  
71 9 tackle some of these challenges, there have been some recent Special Issues focusing on the  
72 10 ecosystem services debate. Examples include a Special Issue of Ecosystem Services presents a series  
73 11 of papers working towards the successful operationalisation of the ES concept (Van Dijk et al., 2018),  
74 12 as well as a further Special Issue of the International Journal of Biodiversity Science, Ecosystem  
75 13 Services & Management focused on the operationalisation of marine and coastal ecosystem services  
76 14 (Rodrigues et al., 2018). A common theme throughout these publications is the recognition that,  
77 15 although ES is a recognised concept within global environmental policy, challenges remain in its  
78 16 application (Jax et al., 2018). First, although valuation is an optional rather than inherent aspect of  
79 17 the ecosystem service concept, many recent interpretations have favoured economic valuation, with  
80 18 a resultant key criticism that it instigates a migration towards market-led, economically driven  
81 19 environmental policy (Kallis et al., 2013; Dempsey and Robertson, 2012). This is accompanied by a  
82 20 growing body of research, which argues against the commodification of nature and the feasibility of  
83 21 assigning a price or value to ecosystems (Kallis et al., 2013; Dempsey and Robertson, 2012,  
84 22 Pendleton et al., 2016). A second concern arises from the deliberation as to a correct and shared  
85 23 definition and classification of ES and a fundamental confusion arising from the vast array of  
86 24 complex terminology (Beery et al., 2016; Thompson et al., 2016; Schroter et al., 2014; Dempsey and  
87 25 Robertson, 2012; Braat and de Groot, 2012; de Groot et al., 2010; Norgaard, 2010, Metz et al.,  
88 26 2010). A third and final concern is that the concept is overly simplistic and anthropocentric focused,  
89 27 conflicting with global conservation and biodiversity goals, and lacking in necessary detail to deliver  
90 28 benefit for both society and the environment (Schroter et al., 2014).

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95 29 With a backdrop of a continually developing conversation around the contribution of nature to  
96 30 society (Diaz et al., 2018), and owing to their often peripheral nature, coastal and marine  
97 31 environments are particularly in need of careful management and a common language between  
98 32 stakeholders. In addition, marine and coastal ecosystems are experiencing a growing level of  
99 33 pressure on resources, and an accompanying unprecedented deterioration in ecosystem health,  
100 34 biodiversity and functionality (Nursery-Bray et al., 2013; Barbier et al., 2011; UNEP, 2006;  
101 35 UNEP/GPA, 2006; Worm et al., 2006; GESAMP, 2001; Turner, 2000). In response to this, marine and  
102 36 coastal governance has shifted towards the ecosystem approach, which aims for integrated  
103 37 management of land, water and living resources that promotes conservation and sustainable use in  
104 38 an equitable way (Granek et al., 2010; CBD 2000; Turner, 2000). However, although there is a great  
105 39 deal of marine and coastal science being undertaken, gaps remain between the science and its  
106 40 inclusion in policy (Rivero and Villisante, 2016; Nursery-Bray et al., 2013). In principle, the ES concept  
107 41 should provide support to bridge these gaps, but within the marine and coastal realm, similar  
108 42 concerns as those posed above are being raised about the widespread acceptance and application of  
109 43 the ES concept (Beaumont et al., 2018). Further to this, from a societal perspective, numerous  
110 44 scholars have examined public understanding of ES in the context of a range of environments and  
111 45 situations (e.g. Metz and Weigel, 2010), with others examining the link between ecosystem services  
112 46 and successful delivery of policy (e.g. the EU's Blue Growth policies – see, for example, Lillebo et al.,  
113 47 2017) . For the most part, these studies have highlighted gaps in public understanding of ES, and  
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121 1 indeed, a feeling that the use of terms deemed to be scientific jargon can prove challenging for  
122 2 science communication (Beery et al., 2016; Thompson et al., 2016). While the majority of these  
123 3 studies have focused on public perceptions of ES, recent studies suggest that a lack of understanding  
124 4 and a feeling of redundancy associated with the term may exist within the environmental science  
125 5 and practitioner community (Beery et al., 2016). Accompanying the adoption of the ecosystem  
126 6 service concept as a bridge between academic disciplines and environmental management and  
127 7 policy making, there has also been a growth in the number of barriers. Whether the concept is  
128 8 sustainable will only be observed over time; decided by its ease of use and accompanying benefits,  
129 9 but also whether it is seen as morally and ethically appropriate. As the world of marine and coastal  
130 10 natural resource management negotiates its way between a myriad of management and valuation  
131 11 approaches (e.g. ES, natural capital, natural accounting, marine spatial planning, marine protected  
132 12 areas), this paper presents a timely interrogation of the views of marine and coastal stakeholders in  
133 13 the United Kingdom, on the concept of ES. In a bid to obtain responses from a diverse range of  
134 14 marine and coastal stakeholders (i.e. in terms of geographical spread across the UK and that has a  
135 15 range of expertise and experience), an online questionnaire framed around 4 key themes was used  
136 16 to undertake this task: i. Current use and experiences; ii. Factors that influence use and experience;  
137 17 iii. Strengths and obstacles to use; and iv. Ways of improvement. Through analysis of these themes  
138 18 using both quantitative and qualitative questions, the study provides a novel and unique insight into  
139 19 stakeholders' use and experience of the ecosystem services concept, whether the concept is seen to  
140 20 be beneficial, and if it succeeds in acting as a bridging and common language between the science-  
141 21 policy-practice interface of marine and coastal management or if it is actually an unintended barrier.

## 145 22 **2. Methodology**

### 148 23 **2.1. Questionnaire Respondents**

149 24 To access UK marine and coastal stakeholders, the Communications and Management for  
150 25 Sustainability (CMS) network was used. CMS boasts a membership of over 6000 individuals,  
151 26 representing a range of marine and coastal stakeholders working within a number of different  
152 27 disciplines and sectors. This includes academic researchers (within education & consultancy),  
153 28 industry representatives (ports, fishing, shipping, defence, aquaculture, tourism to name just a few),  
154 29 Government departments and organisations (e.g. Department for Food and Rural Affairs, the Marine  
155 30 Management Organisation, Marine Scotland, the Environment Agency, Natural Resources Wales),  
156 31 and Environmental Non-Government Organisations and charities (NGOs – e.g. World Wildlife  
157 32 Foundation, Marine Conservation Society, Royal Society for the Protection of Birds). The network  
158 33 was chosen as it would give the authors access to a representative group of marine and coastal  
159 34 stakeholders within the UK with a view to comparing results between sector groups, research  
160 35 disciplines, career stage, as well as country (Scotland, Wales, England and Northern Ireland). The  
161 36 questionnaire was sent out to individuals registered with the CMS network on four occasions in  
162 37 2017. The survey was opened 345 times, with 181 respondents completing the entire survey (52.5%  
163 38 completion rate). The inclusion criteria were that respondents were over the age of 18 and identified  
164 39 themselves as practitioners, researchers and/or decision makers who work across marine and  
165 40 coastal disciplines and sectors within the UK. Consequently, 23 non-UK respondents were omitted,  
166 41 resulting in a final sample of 158. As shown in Table 1, roughly half of the sample was male, the  
167 42 majority were aged between 25 and 54, were based in England, and had a postgraduate qualification  
168 43 or above. The majority of respondents were in full-time employment, had been working in this field  
169 44 for over 10 years, and self-identified themselves as working within one of six sectors: education /  
170 45 academic research, consultancy research, working within government & policy, and to a lesser

1 extent, non-government organisations (NGOs), industry and other (e.g. self-employment, journalism,  
2 and in temporary work; see Table 1).

	N	%		N	%
<b>Demographics</b>			<b>Work Related</b>		
Gender			Employability Status		
Male	76	48.1	Employed full time	113	71.5
Female	75	47.5	Employed part time	23	14.6
Prefer not to say	7	4.4	Retired	4	2.5
Age Group			Volunteer	1	.6
18-24	10	6.3	Student	9	5.7
25-34	34	21.5	Other	7	4.4
35-44	50	31.6	Sector		
45-54	34	21.5	Education/Academic Research	42	26.6
55-64	18	11.4	Consultancy Research	26	16.5
65 or over	12	7.6	Govt & policy	41	25.9
Current residency			NGO	20	12.7
Scotland	27	17.1	Industry (mixed)	15	9.5
England	113	71.5	Other	14	8.9
Wales	16	10.1	Duration in field		
Northern Ireland	2	1.3	Under 1 Year	11	7.0
Education			Between 1 and 5 years	22	13.9
GCSE/ O Level or equivalent	1	0.6	Between 5 and 10 years	29	18.4
A Levels or equivalent	1	0.6	Between 10 and 20 years	50	31.6
Undergraduate degree	28	17.7	Over 20 years	44	27.8
Postgraduate Masters Qualification	63	39.9			
Postgraduate Doctoral Qualification	54	34.2			
Professional Qualification	11	7.0			

4 Table 1. The demographic and work profile of the final sample (n = 158)

## 5 **2.2 Procedure & Measures -**

6 To pilot the questionnaire, the authors invited their personal networks of marine and coastal  
7 ecosystem services research and management to complete the survey (pilot sample =11) with minor  
8 changes to the wording of questions made where necessary before undertaking the full study. CMS  
9 members were invited to participate by following a link to an online questionnaire survey (using  
10 Qualtrics software) between the months of June and September 2017.

11 Following a short introduction to the study, respondents completed a mix of open and closed  
12 questions focusing on: (i) their understanding of the concept of ES, (ii) their use of the term within  
13 marine and coastal management, (iii) their evaluation of ES, and (iv) socio-demographic information.

14 (i) *Understanding of ecosystem services* - To assess current understanding and perceptions about  
15 the overall concept, an open-ended question was used to allow respondents to spontaneously  
16 "describe the term 'ecosystem services'" in their own words. Quantitative items were also used  
17 where respondents rated how informed they felt about the term (from not at all informed [1] to  
18 having a high expertise [5]) and their level of agreement to numerous statements (e.g. "overall I like  
19 the terminology used in the ecosystem services approach" and "Ecosystem services are difficult to

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239 1 understand” [negatively coded]. To increase the sensitivity and variance within responses, a 7 point  
240 2 scale was used (strongly disagree [1] to strongly agree [7]) and a “don’t know” response was  
241 3 included to reduce ambiguity for the neutral response option “neither agree nor disagree [4]”  
242 4

243 5  
244 6 (ii) *Use of ecosystem services* – To explore the frequency and application of ES in their work,  
245 7 respondents were asked how often they apply the concept in their job and a qualitative item asked  
246 8 how ES are used within their work. They were also asked to rate their level of agreement to a range  
247 9 of statements that looked at their confidence in using the concept (e.g. “I feel confident about using  
248 10 ecosystem services within my role / activities”), the importance of the concept in their line of work  
249 11 (e.g. “The ecosystem service approach is important within my role / activities”), perceived  
250 12 opportunities to apply it (e.g. “There are opportunities for using the Ecosystem Service Approach  
251 13 within my role / activities”), and social support in using it (e.g. “Everyone I work with understands  
252 14 what is meant by ecosystem services”). All statements were rated on the scale from strongly  
253 15 disagree [1] to strongly agree [7] or don’t know.

254 16  
255 17 (iii) *Evaluation of ecosystem services* – When reflecting on their experience of the ecosystem service  
256 18 concept in their work, open questions were used to give respondents the opportunity to  
257 19 qualitatively express their views on it. These questions focused on three key elements; notably, what  
258 20 they saw as the “advantages of using ecosystem services”, “what barriers/challenges, if any, are  
259 21 associated with the use of ecosystem services”, and “what improvements, if any, [they] could think  
260 22 could be made to the use of the ecosystem services in [their] field”.

261 23  
262 24 (iv) *Socio-demographic information* – The questionnaire concluded with a set of closed personal  
263 25 questions to gather further information on this sample, such as gender, age group, country of origin,  
264 26 and education and employment level.

## 267 26 **2.3 Data Analysis**

### 268 27 **Quantitative Data Analysis**

269 28 For the quantitative questions, the overall trends are reported (means and standard deviations). To  
270 29 test respondents’ agreement with statements, one-sample t-tests examined if the responses  
271 30 statistically differed from the mid-point (i.e. neither agree nor disagree). Further analyses looked at  
272 31 whether responses differed according to individual differences (e.g. demographics and work  
273 32 experience) and how the different measures related to one another. For the individual differences, if  
274 33 data was normally distributed, multiple analyses of variances (ANOVAs) were run, if the data did not  
275 34 fulfil the criteria for parametric tests, non-parametric alternatives were used (i.e. Kruskal-Wallis). To  
276 35 look at how the different responses related to one another, a Principal Components Analysis (PCA)  
277 36 was applied to the responses from the sections ‘*Understanding of ES*’ and ‘*Use of ES*’ of the  
278 37 questionnaire. PCAs emphasise variation and bring out strong patterns in a dataset. The scores for the  
279 38 1<sup>st</sup> and 2<sup>nd</sup> components from each PCA were plotted in a biplot for further interpretation. PCAs were  
280 39 performed using the package *vegan* (Oksanen et al., 2016) in R (R Development Core Team, 2017).

### 281 40 **Qualitative Data Analysis**

282 41 For all of the open response questions, a manual coding process to interrogate the data was used.  
283 42 Thematic analysis was undertaken in a variety of ways. For the majority of these questions, a  
284 43 bottom-up inductive coding was used where the qualitative data was reviewed to identify prominent  
285 44 emergent categories in each question through a data reduction and thematic coding process, these  
286 45 were then developed and revised after numerous reviews of the data to identify the dominant

296  
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298 1 themes and sub-themes (Braun and Clarke, 2006). Additional content analysis was applied to  
299 2 quantify the prominence of particular themes and sub-themes in our sample's responses, whereby  
300 3 the number of mentions or quotes that aligned with each theme were collated. For one of the  
301 4 qualitative questions, a top-down a-priori coding process was also applied. One of the initial  
302 5 questions asked respondents to provide a definition of the term 'ecosystem services', of which we  
303 6 were interested in what respondents spontaneously said and how this compared with existing  
304 7 definitions. Respondents' answers were consequently compared to an a-prior framework. This  
305 8 involved comparing their answers to a list of published ecosystem service definitions derived from  
306 9 both marine research and practical applications in aquatic management (See Table 1 in  
307 10 Supplementary Material). Key words from those ES definitions were identified, and then these key  
308 11 words were searched for within the respondents' responses (see Table 2).

ES Categories	Contributories	Beneficiaries	Outcome
Regulating	Environment	Human	Benefits
Supporting	Environmental	People	Processes
Provisioning	Ecosystem	Society	Services
Cultural	Nature	Population	Goods
	Natural Resources	Humankind	Wellbeing
			Health
			Value

319  
320 12 Table 2: Search protocol developed through review of key ecosystem services definitions.

321 13 The qualitative data analysis provided additional insights into how respondents currently apply the  
322 14 concept of ES within the context of marine and coastal management in the UK, and their views on  
323 15 the challenges, benefits and opportunities for improving the use of the concept might be. These key  
324 16 themes are discussed in parallel to findings of the quantitative analysis, with quotes presented in  
325 17 italics to support the discussion where appropriate. Although analysis of qualitative data is  
326 18 inherently subjective, to check for inter-rater reliability two of the authors independently coded 20%  
327 19 of the data. Cohen's kappa found satisfactory agreement between coders across the three  
328 20 qualitative data questions at an average of 67% (Landis and Koch, 1977).

### 331 21 **3. Results**

#### 332 22 **3.1 Understanding of ecosystem services**

333 23 The definitions provided by respondents varied in the level of detail. Some were very brief and  
334 24 concise "*Flows of benefits from natural systems*" whereas some definitions included very specific  
335 25 information, presumably connected to the individual respondents' experience, for example  
336 26 "*Recognising the benefits (and 'true' economic values) of natural environmental systems such as*  
337 27 *land, water, flora and fauna. Ecosystem services benefits are often ignored in traditional economic*  
338 28 *evaluations. An example would be the scrub/ buffer/ hedgerows around agricultural field that are the*  
339 29 *home to pollinating insects that are an essential part in maximising yields of grain and food stuffs. If*  
340 30 *you ploughed all the land that supports the pollinating insects, you might expect an increase in the*  
341 31 *amount of food produced, but if you destroy the habitat where the pollinators live then the yields will*  
342 32 *often dramatically decrease. Ecosystem services recognise the true benefits and economic values of*  
343 33 *the pollinators and their habitat is much greater than the extra land that would be released for*  
344 34 *agriculture. Similar benefits could be achieved for reduction in rainfall runoff and reduced risk by*  
345 35 *leaving buffer strips around fields that slow down water entering streams and rivers, thus reducing*  
346 36 *flooding downstream. These buffer strips act as an ecosystem service to people and property at risk*  
347 37 *of flooding further downstream a catchment*".



Using the search protocol from Table 2, 95% of respondents used at least one of the key words in their definition (see Figure 1) – on average, the number of key terms used in respondent definitions was 3, although this varied from none to five. For the four groupings of search terms (see Table 2), 4.5% of responses noted at least one of the ES categories, 34% emphasised contributors, 20% noted beneficiaries, with analysis showing the highest level of emphasis (41.5%) on outcome related terms. The terms most commonly used by respondents were ‘benefits’, ‘ecosystem’, ‘services’, ‘human’ and ‘environment’ (Figure 1.). Other words commonly used to define ES included ‘natural capital’, ‘economic value’ and ‘function’ – the inclusion of economic valuation language in respondents’ definitions, and the implications of this for the ongoing use of ES concept within marine and coastal management is addressed in later sections. Furthermore, it is interesting to note the dominance of ‘benefits’ as a key word within definitions, compared with the other ES terms of services and processes.

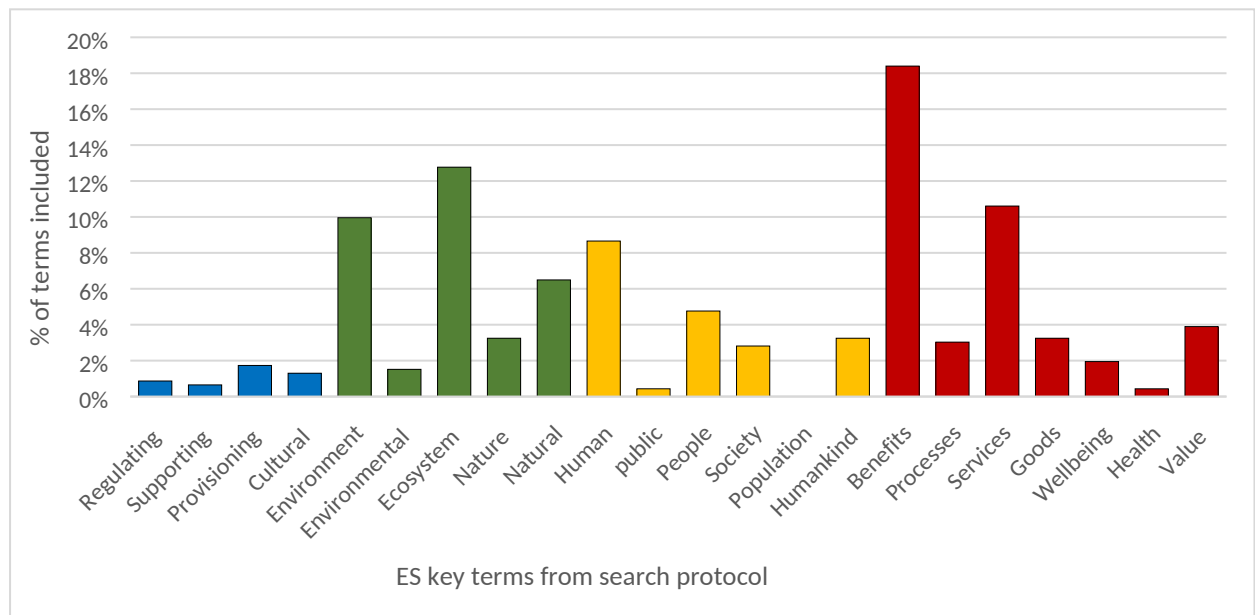


Figure 1: Inclusion of ES terms in respondent definitions of ‘ecosystem services’.

Note. Bars in blue refer to the terms associated with ‘ES Categories’, green is ‘contributors’, yellow ‘beneficiaries’ and red ‘outcome’.

With regards to the level of understanding of ES, when asked to rate how informed they perceived themselves to be, respondents felt ‘moderately’ to ‘very informed’ about ES, on average ( $M = 3.39$ ,  $SD = 0.88$ ).

Overall, the sample statistically varied from the mid-point with regard to liking the term, and strongly agreed that it is a useful management tool and helps to assign meaningful value to marine resources. They also agreed that it aids communication, supports management plans, and generally like the terminology (see Table 3). The responses to the question “Ecosystem Services are difficult to understand” and “Ecosystem Services cover all aspects....” remained closer to the mid-point but had greater standard deviation indicating greater variation in the responses.

Statement	Mean	Standard Deviation
How informed do you feel about the term “ecosystem services”? <sup>i</sup>	3.39	0.88
a) Using ecosystem services makes communication easier and more effective. <sup>ii</sup>	4.64***	1.47
b) Ecosystem services are difficult to understand (-ive) <sup>ii</sup>	4.05	1.70
c) The ecosystem services approach is a useful management tool. <sup>ii</sup>	5.46***	1.33
d) Ecosystem services allow us to assign a meaningful value to marine and coastal resources <sup>ii</sup>	5.17***	1.52
e) The ecosystem services approach supports integrated management and plans of our coasts and seas. <sup>ii</sup>	4.64***	1.47
f) Ecosystem services cover all aspects of marine and coastal environments. <sup>ii</sup>	4.32	2.00
g) Overall, I do not like the concept of ecosystem services (-ive) <sup>ii</sup>	2.77***	1.68
h) Overall, I like the terminology used in the ecosystem services approach <sup>ii</sup>	4.46***	1.53

Note. Scale <sup>i</sup> ranged from not at all informed [1] to high expertise [5]; scale <sup>ii</sup> strongly disagree [1] to strongly agree [7]. “Don’t know” responses are not included in this analysis. (-ive) denotes negative wording of statement. N varies as some respondents said “don’t know” to individual items, thus are not included in the analysis. \*\*\* denotes statistically different to the mid-point (4) to a  $p < 0.001$

Table 3. The average rating (and standard deviation) for each statement looking at perceptions towards ecosystem services ( $n = 149-158$ ).

PCA analysis found that the first axis of the PCA for respondents’ understanding of ES explained 45% of the variance and was clearly an axis of ‘ES appeal’, as shown by the loadings of ‘overall I like the terminology’ responses (overall dislikes in opposite direction, see Figure 2). The fact that ES supports integrated management, is a useful management tool, allows to assign meaningful values and makes communication easier also loaded PC1, and were strongly correlated to how much respondents liked the ES framework. In contrast, the fact that the ES framework is difficult to understand and that it covers many aspects did not influence the axis of ‘ES appeal’ (PC1) as much.

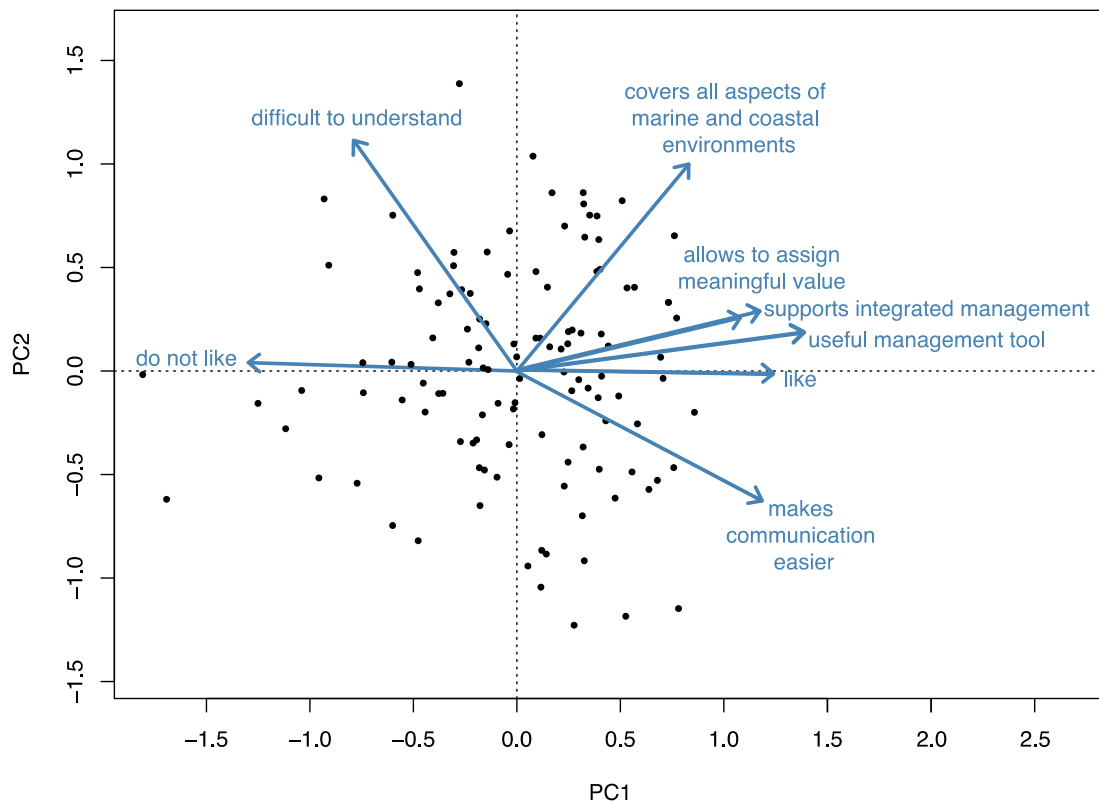


Figure 2. PCA biplot showing the scores of each respondent (black points) and the loadings of each variable (blue arrows) on the 1<sup>st</sup> and 2<sup>nd</sup> principal components, in response to 'views about ES'.

Note: The angles between arrows approximate to their correlations (smaller angles imply high correlations between variables, and perpendicular arrows imply zero correlation). Points close together correspond to observations that have similar scores on the PCA components.

As shown in Figure 2, respondents who liked the ES concept (those on the right of the central line in Figure 2) also thought it was useful as a management tool, that it allowed to assign a meaningful value and that supported integrated management. Conversely, respondents on the left side of the graph did not like the concept, did not think it was a useful management tool, did not find it allowed to assign a meaningful value, and did not think it supported integrated management.

### 3.2 Use of ecosystem services

The majority of respondents (84.8%) have used this concept in their work, with 43.0% using it occasionally, 33.5% using it frequently, and 8.2% of the sample using it on a daily basis. When exploring respondents' experiences in using the concept in their work (see Table 4), they do not believe that everyone understands ES. Overall, respondents agreed that there are opportunities to use ES in their work, it is important within their role, and they understand how it can be used in management plans. They also agree (but to a lesser extent) that they are confident in using ES and communicating about ES, and that it helps to collaborate with other sectors. Demonstrating a greater variability in responses, respondents did not necessarily agree that "My organisation / line manager encourages me to use ecosystem services".

Statement	Mean	(Standard Deviation)
a) I feel confident about using ecosystem services within my role / activities	5.15***	(1.60)
b) The ecosystem service approach is important within my role / activities	5.22***	(1.55)
c) There are opportunities for using the Ecosystem Service Approach within my role / activities	5.56***	(1.52)
d) I feel confident communicating about ecosystem services to colleagues and stakeholders	5.18***	(1.44)
e) I understand how ecosystem services can be used in management plans.	5.10***	(1.53)
f) Everyone I work with understands what is meant by ecosystem services	2.83***	(1.63)
g) My organisation / line manager encourages me to use ecosystem services	4.17	(1.97)
h) The concept of ecosystem services makes it easier to collaborate with different sectors.	4.64***	(1.58)

1 Table 4. The average rating (and standard deviation) for each statement looking at respondents' use  
2 of ecosystem services in their work ( $n = 145-157$ ).

3 Note. Scale ranged from strongly disagree [1] to strongly agree [7]. N varies as some respondents said "don't  
4 know" to individual items, thus are not included in the analysis. \*\*\* denotes statistically different to the mid-  
5 point (4) to a  $p < .001$ .

6 Further analysis on this set of questions was conducted to examine the relationship between the  
7 ratings that individuals gave to the various questions. The first axis of the PCA for 'Use of ES'  
8 explained 48% of the variance and was an axis of 'ES perceived usefulness'. PC1 was loaded with  
9 responses to how confident respondents felt when using ES, how important this framework was  
10 within their role, the opportunity of using ES, how encouraged they were to use this concept, or  
11 whether the concept made it easier to collaborate with different sectors (Fig. 3). In contrast,  
12 whether others understood the concept did not influence the 'perceived usefulness' of the ES  
13 concept. Respondents on the right side of the Fig. 3 tended not to use the concept, didn't feel  
14 confident communicating it, or felt that it wasn't an important concept within their role. In contrast,  
15 respondents on the left side of the graph used the concept and were confident using it, among other  
16 responses.

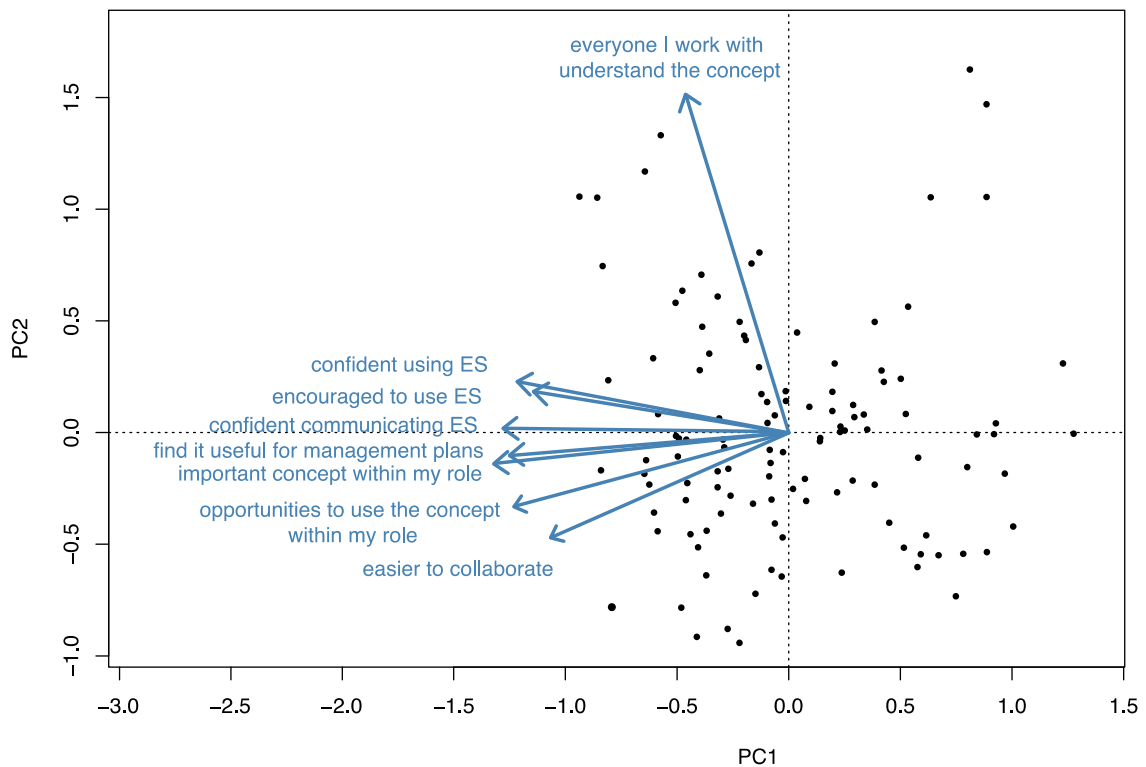


Figure 3. PCA biplot showing the scores of each respondent (black points) and the loadings of each variable (blue arrows) on the 1<sup>st</sup> and 2<sup>nd</sup> principal components, in response to 'using ES'.

Note: The angles between arrows approximate to their correlations (smaller angles imply high correlations between variables, and perpendicular arrows imply zero correlation). Points close together correspond to observations that have similar scores on the PCA components.

Relating to this, respondents were asked to qualitatively describe how they currently use the concept of ES. Analysis of the data found there to be a myriad of ways in which UK marine and coastal practitioners use the concept of ES, with the majority of respondents indicating that they have current or previous experience in using the concept. Using a thematic analysis approach, a number of themes relating to use were identified including: supporting sustainable management and decision making, understanding and communicating the connections between different aspects of the seas and coasts (including cultural and heritage components), education and research, assessment of ES and natural resources, communication between stakeholders, improving understanding of the benefits and importance associated with the marine and coastal environment, and understanding and assigning value (both monetary and non-monetary) to resources, including the application of natural capital/ accounting approaches to decision making. The multiple uses of the ES concept were also neatly summarised by one respondent who stated that they had used the concept in numerous ways - "1) education - providing lectures on the subject to both undergrad and postgrad students; 2) with stakeholders as a method to stimulate discussion surrounding management of MPAs [Marine Protected Areas]; 3) with MPA site managers by developing a matrix approach; 3) as the basis of ecological valuation; 4) as the basis for economic valuation; 5) as the basis for social valuation; 6) as the basis of peer-reviewed publications for the academic community".

Comments on the application and use of the ES concept within marine and coastal management highlighted its complexity, and potentially its limitations, as a concept with one respondent stating that "ecosystem services give the appearance of quantifying importance but there are too many possible future scenarios for us to be able to prioritise what is/will be the most important things to

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652 1 *manage/protect*)". Another respondent highlighted ongoing work to improve the accessibility of the  
653 2 approach – "I am working on projects that aim to make the ecosystem services approach applicable  
654 3 and useful for marine management, planning and conservation."  
655 4

656 5 It is worth noting that although the respondents were all individuals working within marine and  
657 6 coastal management in some way, 13% of respondents indicated that they have never/ currently do  
658 7 not use the concept of ES – one even stated that they are "an ecological consultant and I cannot  
659 8 recall an occasion when I have used the concept of Ecosystem Services". Furthermore, one  
660 9 respondent commented that they had used the ES concept in the past, but this was before "the term  
662 10 natural capital was in common usage", perhaps indicating a natural evolution in terminology.

### 664 11 **3.3 Differences in perceptions towards the ES framework**

665 12 Secondary analyses were conducted to explore the relationship between respondents'  
666 13 'understanding of the ES framework' and 'use of ES' and respondents' demographic and work  
667 14 profile. When looking at individual differences, the most significant effects were sector and  
668 15 experience of using ES in their work. Respondents across the six sector groups responded similarly  
670 16 regarding their general perceptions of ES (see Table 5). However, there were significant differences  
671 17 regarding how informed individuals felt about the concept ( $p = 0.04$ , see Table 5). Whilst  
672 18 respondents from the industry sector self-categorised their knowledge as between 'understanding  
673 19 of the basics' and 'feeling moderately informed', post-hoc analysis found that this was statistically  
674 20 lower than those from other sectors, namely education/academic research ( $p = 0.04$ ) and NGOs ( $p =$   
676 21  $0.02$ ). More statistical differences were found when further examining respondents' use of the  
677 22 concept (Table 5), with respondents from industry tending to give lower ratings. The largest effect  
678 23 was found for the statement "My organisation / line manager encourages me to use ecosystem  
679 24 services": unlike the other sectors, respondents from industry overall disagreed with this statement,  
680 25 giving it a statistically significantly lower rating to respondents from all other sectors ( $ps < 0.03$ ). For  
681 26 the other statements, there was a general agreement, with respondents within the industrial sector  
682 27 feeling less confident in using the concept within their work (compared to education/academic  
683 28 research and consultancy research,  $ps = .04$ ); did not see it as important within their work compared  
684 29 to others (education/academic research, consultancy research, government & policy, and NGOs,  $ps <$   
686 30  $0.04$ ), and perceived fewer opportunities to use the ecosystem service concept (e.g. than those  
687 31 within consultancy research, NGOs, and government & policy,  $ps < 0.01$ ).

688 32 In agreement with the results from the PCAs (Fig. 3), there were also linear main effects of how  
689 33 often ES are used and how informed respondents felt about the concept on their ratings. With the  
690 34 exception of the statement "Everyone I work with understands what is meant by ecosystem  
692 35 services", respondents who use ES in their work more regularly and felt more informed about the  
693 36 concept gave more positive ratings and were more confident in using it ( $ps < 0.02$ ). Using this  
694 37 analytical approach, no demographic main effects were identified (e.g. gender, age, and education  
695 38 level were not seen to have an overall main effect on respondents' ratings,  $ps > 0.06$ ).

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Statement	Education/ Research (n = 37-42)	Consultancy Research (n = 21-26)	Govt & Policy (n = 38-41)	NGO (n = 19-20)	Industry (n = 13-15)	Other (n = 13-14)	Statistical difference
<b>Perceptions of Ecosystem Services</b>							
How informed do you feel about the term "ecosystem services"? <sup>i</sup>	3.50 (0.83)	3.50 (0.91)	3.34 (0.91)	3.65 (0.75)	2.73 (0.80)	3.36 (0.93)	F (5,152) = 2.36, p = .04, η <sup>2</sup> = .07
a) Using ecosystem services makes communication easier and more effective. <sup>ii</sup>	4.67 (1.51)	4.76 (1.56)	4.58 (1.41)	4.90 (1.52)	4.50 (1.29)	4.29 (1.59)	n.s.
b) Ecosystem services are difficult to understand (-ive) <sup>ii</sup>	3.81 (1.89)	3.88 (1.66)	4.39 (1.56)	4.40 (1.79)	4.29 (1.38)	3.36 (1.60)	n.s.
c) The ecosystem services approach is a useful management tool. <sup>ii</sup>	5.68 (1.21)	5.38 (1.79)	5.15 (1.31)	5.60 (0.82)	5.57 (0.94)	5.57 (1.60)	n.s.
d) Ecosystem services allow us to assign a meaningful value to marine and coastal resources <sup>ii</sup>	5.24 (1.51)	5.38 (1.65)	5.02 (1.39)	4.90 (1.29)	5.71 (1.38)	4.86 (2.11)	n.s.
e) The ecosystem services approach supports integrated management and plans of our coasts and seas. <sup>ii</sup>	4.67 (1.51)	4.76 (1.56)	4.58 (1.41)	4.90 (1.52)	4.50 (1.29)	4.29 (1.59)	n.s.
f) Ecosystem services cover all aspects of marine and coastal environments. <sup>ii</sup>	4.32 (2.16)	4.72 (2.01)	3.95 (1.80)	4.26 (1.97)	4.92 (1.66)	4.15 (2.41)	n.s.
g) Overall, I do not like the concept of ecosystem services (-ive) <sup>ii</sup>	2.70 (1.56)	2.69 (1.95)	2.80 (1.50)	2.60 (1.85)	2.79 (1.19)	3.21 (2.26)	n.s.
h) Overall, I like the terminology used in the ecosystem services approach <sup>ii</sup>	4.59 (1.50)	4.38 (1.84)	4.48 (1.48)	4.30 (1.49)	4.21 (1.31)	4.64 (1.65)	n.s.
<b>Use of Ecosystem Services</b>							
a) I feel confident about using ecosystem services within my role / activities	5.46 (1.47)	5.46 (1.24)	5.17 (1.72)	5.40 (1.31)	3.80 (1.78)	4.71 (1.77)	X <sup>2</sup> = 12.89, df = 5, p = .02
b) The ecosystem service approach is important within my role / activities	5.07 (1.49)	5.23 (1.77)	5.63 (1.43)	5.80 (1.01)	3.73 (1.28)	5.15 (1.72)	X <sup>2</sup> = 21.49, df = 5, p = .001
c) There are opportunities for using the Ecosystem Service Approach within my role / activities	5.40 (1.55)	5.96 (1.22)	5.85 (1.42)	5.95 (0.89)	4.00 (1.65)	5.50 (1.83)	X <sup>2</sup> = 20.76, df = 5, p = .001
d) I feel confident communicating about ecosystem services to colleagues and stakeholders	5.18 (1.39)	5.42 (1.42)	5.29 (1.57)	5.40 (0.75)	4.07 (1.49)	5.29 (1.64)	n.s.
e) I understand how ecosystem services can be used in management plans.	5.23 (1.40)	5.35 (1.65)	5.00 (1.70)	5.40 (1.27)	4.33 (1.45)	4.93 (1.49)	n.s.
f) Everyone I work with understands what is meant by ecosystem services	2.92 (1.64)	3.22 (1.57)	2.71 (1.69)	3.25 (1.74)	2.14 (1.10)	2.43 (1.65)	n.s.
g) My organisation / line manager encourages me to use ecosystem services	4.14 (1.78)	4.43 (1.86)	4.10 (1.96)	5.37 (1.64)	2.14 (1.41)	4.50 (2.18)	X <sup>2</sup> = 22.55, df = 5, p < .001
h) The concept of ecosystem services makes it easier to collaborate with different sectors.	4.54 (1.33)	4.22 (2.00)	5.10 (1.45)	4.75 (1.55)	4.13 (1.85)	4.71 (1.49)	n.s.

Note. Scale <sup>i</sup> ranged from not at all informed [1] to high expertise [5]; scale <sup>ii</sup> strongly disagree [1] to strongly agree [7]. "Don't know" responses are not included in this analysis. (-ive) denotes negative wording of statement. N varies as some respondents said "don't know" to individual items, thus are not included in the analysis.

Table 5. Comparing respondents according to their self-identified sectors on their average rating (and standard deviation) for each statement looking at perceptions and use of ecosystem services.

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753 1 **3.4 Evaluation of ecosystem services**

754 2 In addition to identifying trends in understanding and use related to ES, three open questions were  
755 3 posed to further evaluate the stakeholders' views, focusing on the perceived advantages, challenges  
756 4 and potential opportunities for improvement. Open questions were used in this section to capture  
757 5 as broad an input as possible, and because it was not possible to predetermine what these  
758 6 responses might be.  
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761 8 **3.4.1. Advantages**

762 9 A vast majority of respondents shared positive experiences, with 92% providing a response to this  
763 10 question. As explained above, thematic coding highlighted a range of advantages identified by  
764 11 survey respondents (summarised in Table 2 in Supplementary Material). While these advantages  
765 12 were described in varying ways, a dominant theme of communication and improving understanding  
766 13 was identified as a key advantage of the concept of ES services. A total of 25% of responses (under  
767 14 complementary thematic categories of common language and improved dialogue and  
768 15 communication) emphasised that the ES concept acts as a way of supporting effective  
769 16 communication and increasing understanding of the various components of marine and coastal  
770 17 environments, providing a more integrated and holistic way of viewing *and* valuing a diverse set of  
771 18 ecosystems, resources and user groups. There was a feeling that the ES concept provides "*common*  
772 19 *ground*" and therefore a useful lens through which these complex socio-ecological interactions can  
773 20 be simplified, engendering an increased level of understanding across diverse audiences.  
774 21

775 22 In addition to providing a "*common language*" that supports communication, 10% of responses  
776 23 indicated that the ES concept can be used to improve stakeholder and public understanding of the  
777 24 value of these resources to society. Further to supporting communication between different sectors  
778 25 and user groups, respondents indicated that the ES concept has been a useful tool through which  
779 26 the various values (both monetary and non-monetary) associated with the marine environment can  
780 27 be articulated in an accessible way. Monetary valuations were seen as being particularly useful in  
781 28 the context of linking wider society, the economy and the environment. This aspect of ES valuation  
782 29 was seen as having particular relevance for management and decision making was also identified,  
783 30 with one respondent indicating that "*it can be useful for management plans that consider the*  
784 31 *economic value of nature*". This was supported by another respondent who stated that "*People*  
785 32 *realise that the monetary value [associated with the ES concept] provides a common currency for*  
786 33 *discussion. If issues are not valued then they are excluded and not taken into account event though*  
787 34 *they are very important*". There was a feeling from some that this quantification of marine and  
788 35 coastal systems would be an ongoing trend within management and governance, with one  
789 36 respondent suggesting that "*At the planning level, in [Environmental Impact Assessments],*  
790 37 *ecosystem services will increasingly be quantified, and contribute to decisions to approve, and/or*  
791 38 *attach planning conditions relating to ecosystem services*".  
792 39

793 40 Finally, under the theme of communication, a further benefit of using the concept as a  
794 41 communication tool leading to improved reputation of certain sectors and activities was suggested.  
795 42 An example of this was given by one respondent who stated that "*using this term to describe the*  
796 43 *more environmentally favourable forms of aquaculture helps with winning hearts and minds*".  
797 44

798 45 **3.4.2. Barriers and Challenges**

799 46 While respondents highlighted a significant number of positive connotations associated with the  
800 47 concept of ES, it was evident that there are a number of challenges facing the effective use of  
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1 concept within UK coastal and marine management, with 93% of respondents providing responses  
2 to this question. The most commonly noted challenges and/or barriers were linked to the complexity  
3 of the term (10%), the use of jargon/ inaccessible language associated with it (10%), and a lack of  
4 both stakeholder and public understanding both around the concept and the science related to it  
5 (19%).  
6

7 Although the overarching view was that ES as a concept supports communication and dialogue  
8 between different users, there was a recognition that challenges remain. One respondent summed  
9 this up, by stating that the common language it provides is beneficial *“if we could all agree...”*  
10 alluding to the ongoing debate surrounding the concept. There was an overarching view amongst  
11 respondents that the concept remains complicated, complex, *“poorly understood”* and too full of  
12 *“jargon”*. As shown in Table 3 in Supplementary Materials, respondents characterised the concept as  
13 *“narrow”*, with a need for improved integration of heritage aspects within the language of ES  
14 identified by one respondent, while another highlighted the challenges associated with the *“variety*  
15 *of issues, and the varying approaches that [need to] be applied”*. Further comments were made by  
16 4% of responses stressing not only the complexity of the concept, but also that of the marine and  
17 coastal environment it is being applied to. There was a feeling that numerous gaps in knowledge and  
18 understanding remain, posing a significant challenge to effectively embedding the ES concept within  
19 marine and coastal management.  
20

21 Given the ongoing conversation around the validity of attributing economic values to natural  
22 resources, the theme of monetary valuation was examined through the analysis. Although, concerns  
23 about monetary valuation have become part of the ES dialogue, this theme was only identified as a  
24 concern and an ongoing challenge in 11% of responses, with one individual stating, *“There is often a*  
25 *desire to reduce it down to a financial figure which I am not sure is possible or appropriate”*. This  
26 concern was supported by another response who commented that they *“worry that if there's an*  
27 *important ecosystem that needs protecting for its intrinsic environmental value but it doesn't have a*  
28 *very strong economical case that these important sites will be overlooked”*. Within the broader  
29 theme of monetary values, respondents highlighted the challenge of assigning monetary value to the  
30 entire marine and coastal system, recognising that many ES and benefits are not marketable and  
31 that monetary valuation is just one method of valuing nature and may not always be the most  
32 appropriate method. With this in mind, there was a suggestion that the concept of ES *“must be used*  
33 *as one tool in an arsenal rather than solo”* within marine and coastal management.  
34

35 One respondent questioned the appropriateness of grounding policy development in the ecosystem  
36 service concept, recognising gaps in current levels of knowledge and understanding of marine and  
37 coastal ES, and directly questioning *“whether it is appropriate, helpful or meaningful to have marine*  
38 *planning policies relating specifically to ecosystem services”*. There was a feeling derived from a small  
39 group of responses (2%) that, perhaps, the ES concept should be better aligned with other initiatives  
40 and policy drivers, for example *“[the] well-being of local communities; protecting MPA networks and*  
41 *biodiversity; protecting/improving water quality etc. are more 'implementable', and should support*  
42 *the provision of ecosystem services.”*  
43

44 While interdisciplinarity and taking an integrated view of marine and coastal systems was seen as a  
45 strength of the ES concept, concerns that this bringing together of these diverse sectors and  
46 disciplines also posed a significant challenge to successfully applying the concept within marine and  
47 coastal management in the UK were evident in 5% of responses. One respondent articulated a  
48 concern that *“there are also still very strong sectoral barriers to working across disciplines in a*  
49

1 *practical sense - these barriers can be financial (e.g. funding for particular work coming from one*  
2 *area and therefore that being the focus of the work rather than a broader approach). The barriers*  
3 *can also be political (government, regional and local) and at an individual level where people don't*  
4 *want to engage. I also think that a focus on ecosystem services can be seen to (and can actually)*  
5 *prevent progress in specific work areas, e.g. biodiversity protection”.*

7 A further barrier identified within 19% of responses is that the concept remains complex and difficult  
8 for different audiences to connect with, particularly the wider public. There were concerns  
9 expressed that the intricacies of socio-ecological interactions between society and the UK seas and  
10 coasts required more than an academic concept to improve public understanding, but that the  
11 additional resources and time would be difficult to obtain, with one interviewee commenting that  
12 “Sometimes, 'the bigger picture' is too big and there is simply no way to tackle an issue on an  
13 ecosystem wide level without significant additional resources. Furthermore, the term ecosystem  
14 services does not engender much enthusiasm amongst the general public”.

### 16 3.4.3. Opportunities for Improvement

18 Recognising the dominance of ES as a fundamental concept within marine and coastal management,  
19 this work sought to identify ways in which its application and use could be improved. Analysis of the  
20 data found that 81% of respondents felt some form of improvement could be made to how the ES  
21 concept is currently being used within UK marine and coastal management, with the dominant  
22 themes discussed in the following sections (summarised in Table 6). Those with more than 10  
23 mentions have been included in bold font; it is worth noting that the theme ‘Improved stakeholder  
24 and public understanding of the science and the application of the concept - including more research  
25 and improved communication’ has significantly higher counts than any other thematic category.  
26 Other themes frequently mentioned by respondents included: the need for improved knowledge of  
27 marine and coastal ecosystems; the need for standardisation across the ES concept; the need to  
28 reduce jargon and improve communication supporting a common, user-friendly language; a desire  
29 for improved guidance and provision of evidence of success through case studies; and, finally, a need  
30 to consider a range of values, not just focusing on economic value and the Natural Capital approach.

Theme	Number of mentions	Evidence (quotes from respondent responses)
Improved stakeholder and public understanding of the science and the application of the concept - including more research and improved communication	47	<p><i>"Educate, educate, educate policy makers, politicians, local communities"</i></p> <p><i>"Lay person briefing sheets summarising the key ecosystem services would be of great value"</i></p> <p><i>"Better definition of ecosystem services for marine areas"</i></p> <p><i>"Further research to identify components of ecosystems which provide mental health and wellbeing benefits"</i></p> <p><i>"Great understanding and awareness of services that are apparent at a local scale"</i></p>
User Friendly language and better communication	20	<p><i>"Change the term for something more widely understandable - even the term ecosystem is a barrier to many..."</i></p> <p><i>"More/better communication of successes in integrating ecosystem services into decisions onto coastal management."</i></p> <p><i>"Use of accessible and appropriate language according to the field."</i></p>
Develop integrated valuation – taking all values into consideration, but including links to the Natural Capital approach.	14	<p><i>"A shift away from numerical values to a traffic light system: Green meaning things are better, Red meaning things are worse"</i></p>
Standardisation and development of common methods and tools	13	<p><i>"Standardisation of metrics, including valuation, and methods of assessment"</i></p>
Improved guidance for better application	12	<p><i>"More clarity on how knowledge of ecosystem services could be used in everyday management issues and casework. E.g. practical examples of how they've been used to implement a change in management."</i></p>
Improved knowledge of marine and coastal ES	11	<p><i>"For the marine environment in particular, we are still a long way from understanding how the different components of the ecosystem inter-relate, making evaluation difficult. So more basic research to support the concept is needed in order to avoid trade-offs that lead to long-term environmental deterioration"</i></p> <p><i>"Better stakeholder understanding of the marine ecosystem."</i></p>
Evidence of Success	11	<p><i>"Use of ecosystem services/the natural capital approach is still at a relatively early stage so although there is a lot of talk about it there still isn't much evidence of it influencing decision making at either a management or a policy level. Hopefully this may start to change with the Defra 25 year environment plan and the Pioneer areas which have been established to trial this approach"</i></p> <p><i>"Good applied case studies moving to real application"</i></p>
Use of best available and innovative science, data and methods.	6	<p><i>"Use the most up to date equipment to measure ecosystem effects...However crucially need to then use data and incorporate it into the data protocols system"</i></p>
Improved policy landscape to better support the ES concept	6	<p><i>"Introduce legal obligation to take ES into account in decision-making"</i></p> <p><i>"It is important to recognize the services provided by the environment when developing a policy framework for planning and development, this can then set the direction of travel down the line at the plan or project level to influence ecosystem service goals"</i></p>

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Theme	Number of mentions	Evidence (quotes from respondent responses)
Improve inclusion to and understanding of culture and heritage.	5	<i>"Further delineation and refinement of the Cultural Ecosystem Services concept."</i>
Better recognition of the assumptions that underpin ES	5	<i>[Need for] more intellectual input and genuine thought about network behaviour rather than tabulating well known connections and arguing about words and their meaning genuine efforts to understand how non-linear interconnections and networks behave, including human behaviour and economics"</i>
Need for funding	3	<i>"More financial resources would allow me to utilise ecosystem services on a wider scale and perhaps start to tackle some of the bigger issues. There needs to be more investment in government conservation bodies to lead this change, so that all conservation can be based around what's best for the ecosystem (and in turn the services we depend on) rather than a single site or species."</i>
Recognition that the ES concept is part of a suite of management tools	3	<i>"To recognise that this is not the complete answer, it is just a tool which can help to make some comparative values clearer - there is a danger that the concept becomes the important thing and not the place"</i>

1 Table 6: Summary of suggested improvements for future application of the ES concept within UK  
2 marine and coastal management.

3 **4. Discussion**

4  
5 This paper provides insight into marine and coastal stakeholder perceptions and attitudes towards  
6 ecosystem services (ES) and its role within UK marine and coastal management. Despite becoming  
7 increasingly embedded within environmental decision-making and management, this study found  
8 that while stakeholders indicated positive views towards the ES concept, questions, concerns and  
9 scepticism remain. Indeed, respondents found a lot of room for improvement as shown by both the  
10 volume and diversity of responses identified through the open questions. Many of these were linked  
11 to the need for standard procedures to evaluate ES in marine and coastal settings, for clear (e.g.  
12 simplified) terminology and classifications, pluralistic valuations, and the need for examples of  
13 success stories using the concept within a marine and coastal context. While some of these are  
14 already being addressed by both academia and practitioners (see e.g. Pascual et al., 2017), more  
15 research in these areas is clearly required.

16 **Views and attitudes towards ES as a concept**

17 Analysis of the results from this study found that most respondents felt informed about ES, liked the  
18 terminology, and found it a useful management tool, with some specifically welcoming it as a  
19 mechanism through which values (both monetary and non-monetary) can be assigned to marine and  
20 coastal ecosystems. We found that the more respondents used the concept, the more they liked it  
21 (or vice versa), and the more they liked it, the more confident in using the concept they felt. Across  
22 sectors, respondents from the industry sector felt less informed and encouraged to use the ES  
23 framework. When asked to define ES, most respondents linked the concept with words such as  
24 'environment', 'ecosystem', 'nature/natural', 'human' and 'benefits/services', terms found in the  
25 most commonly accepted definitions and frameworks of ES (MA, 2005; de Groot 2010b; NEA 2016).  
26 This highlights that, overall, this particular sample of stakeholders had a very accurate idea of the

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1047 27 concept, liked the terminology and found it useful as a management tool, across the diverse  
1048 28 backgrounds of respondents.

1050 29 With this in mind, it is possible that the ES concept and its application within marine and coastal  
1051 30 management should be reviewed, and definitions and approaches to assessment should evolve if  
1052 31 necessary, (as discussed by Fisher et al., 2009) to ensure applicability to a complex environmental  
1053 32 and governance landscape. As expected, respondents identified both advantages and challenges  
1054 33 associated with the use of the ES concept within marine and coastal management in the UK.  
1055 34 Synthesising all responses given throughout the questionnaire we propose that the main advantages  
1056 35 of the ES approach can be summarised in 5 key themes:

- 1059 36 1) Supports the understanding of the multiple (plural) values of the environment;
- 1060 37 2) Reduces complexity and provides a holistic view of the environment;
- 1061 38 3) Provides a common language that improves communication between sectors, and increases  
1062 39 public understanding;
- 1063 40 4) Links society to the environment; and
- 1064 41 5) Supports management.

1066 42 While numerous advantages were identified through this study, it remains clear that there are a  
1067 43 variety of challenges tied up with the application of the ES concept within contemporary marine and  
1068 44 coastal management. Bringing together the key findings from this study, we propose that these  
1069 45 challenges can be grouped into 5 main categories:

- 1071 46 1) Problems of understanding and lack of specificity (unknowns);
- 1072 47 2) Terminological problems (vagueness, openness);
- 1073 48 3) Concerns linked to the commodification of nature and the dominance of economic  
1074 49 valuation;
- 1075 50 4) Difficult application to a real-world context; and
- 1076 51 5) Illustration of the need for increased support from the political landscape.

1078 52 The benefits and challenges identified by respondents in this study are not necessarily unexpected,  
1079 53 and similar observations have been made by other authors (see for example - Maes et al., 2018;  
1080 54 Borie and Hulme, 2015; Chan et al., 2012; Armsworth et al., 2007), serving to highlight the  
1081 55 complexity and challenge associated with the ongoing ES debate. Indeed, it could be said that this  
1082 56 itself illustrates the complexity of societal interactions with the environmental world. Despite the  
1083 57 range of challenges and potential pit falls identified by respondents, the unique contribution of this  
1084 58 work remains in its assessment of the opportunities for future improvements.

### 1087 59 ***Opportunities and Recommendations for Improvement***

1088 60 Although other studies have examined perceptions towards the ES concept (Thompson et al., 2016),  
1089 61 this paper presents an evaluation not only of current views, thereby identifying trends in perceptions  
1090 62 whilst giving an insight as to why those views are held, but also of the challenges and potential  
1091 63 opportunities for improvement in the future. Analysis of the stakeholder responses generated 5 key  
1092 64 areas for improvement with regards to the application of the ES concept within marine and coastal  
1093 65 management:

- 1096 66 • Need for standardisation and more guidance than currently available,
- 1097 67 • Need for improved and clear terminology, including a simplification of classifications that does  
1098 68 not disengage the general public,

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- 69 • Need for multilevel/multi-metric/pluralistic valuations, allowing greater connection to culture and heritage,
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- 71 • Need for a collection of success stories to be used as case studies,
- 72 • Improvements beyond ES (e.g. increased funding, increased scientific education for politicians and policy makers).
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74 Language, in a number of guises, was seen to be a key theme throughout the various aspects of this  
75 research, both on the positive and negative side of the conversation. This discussion is one that has  
76 been ongoing for some time, with numerous authors presenting different views and definitions  
77 associated with the concept (see Fisher et al., 2009 for examples). A fundamental concern expressed  
78 by stakeholders about the application of ES within marine and coastal management was a feeling  
79 that the ES language and terminology is complex, inaccessible and hard for people to connect with.  
80 Recent research has examined the influence that language and terminology can have on how a  
81 concept is accepted or used (Raymond et al., 2013). Concerns about the semantic implications of  
82 ecosystems providing services to people's wellbeing stem from the presentation of people and  
83 nature as separate entities, with directional flows just from nature to people (Raymond 2017, Kenter  
84 2018). Respondents referred to these issues, with the ES concept seen to 'disengage the general  
85 public'. Concerns about the level of uncertainty and knowledge gaps relating to ES, and how the  
86 concept can be applied, are not new (Wallace, 2007; Metz and Weigel, 2010; Dempsey and  
87 Robertson, 2012; Schroter et al., 2014; Thompson et al., 2016; Potschin-Young et al., 2018), and,  
88 evidently, this remains the case for marine and coastal management in the UK. Previous studies  
89 argue that the dominance of the ES concept, and the economic valuation often associated with it,  
90 can result in a diminished relationship between society and nature, rather than supporting strong  
91 connections (Peterson et al., 2009; Schroter et al., 2014, Raymond et al., 2013; Diaz et al., 2018).  
92 However, and interestingly, in many instances respondents found the same topic as both  
93 advantageous and a disadvantage: e.g. vagueness-openness of the term, topics linked to making  
94 communication easier between disciplines, offering a common ground, linking society to the  
95 environment and providing a holistic view of the environment.

96 The areas for improvement detailed above are already being tackled by many groups, although this  
97 is lacking a collective approach with moves towards improvement being steered by specific sub-  
98 disciplines or sectors. For example, the Blue Carbon Initiative produced a manual (Howard et al.,  
99 2014) 'with the goal of standardizing protocols for sampling methods, laboratory measurements,  
100 and analysis of blue carbon stocks and fluxes'. The manual provides scientists and coastal managers  
101 with 'a practical tool to produce robust blue carbon data'. This manual has turned into the current  
102 gold standard for evaluation of global carbon stocks in marine ecosystems. Adopting a similar  
103 approach to standardisation and the production of real-world examples to support implementation  
104 for all ES and benefits, including those associated with culture and heritage, would make the ES  
105 concept even more used and applicable to the real world. Another example of a trial to improve the  
106 concept has been the recent presentation by the IPBES of the notion of 'Nature's Contributions to  
107 People' (NCP) (Diaz et al., 2018). While the aim of developing this 'new' term was to come up with a  
108 simpler more inclusive terminology that was accepted among different world views and disciplines  
109 (Borie and Hulme 2015), the heated debate that has prompted (e.g. de Braat 2018), does not  
110 envisage a resolution to this pending improvement. However, what has been praised from the IPBES  
111 framework is the pluralistic valuation approach (one of the opportunities for improvement identified  
112 in this study), which should be able to accommodate different world views by taking into account  
113 not only economic values, but also social, ecological, cultural and indigenous and local knowledge  
114 ones (See Pascual et al., 2015 for IPBES, but also Chan et al., 2012a, b). If the ES concept is to realise  
115 its potential as a common tool that can be used by the multitude of actors involved in marine and

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1165 116 coastal management, more work is required to sufficiently embed these plural values within the  
1166 117 ongoing ES conversation and application.

## 1168 118 **5. Concluding Comments and Recommendations**

1170 119 Regardless of ongoing efforts to further embed the ES concept within marine and coastal  
1171 120 management, and despite the ever-growing literature base aimed at further developing the concept  
1172 121 and its application, the fact remains that there continue to be concerns as to how, and if, the ES can  
1173 122 be appropriately applied to the intricate and complex systems of the global seas and coasts. As  
1174 123 shown in this study, despite an overwhelmingly and, indeed, unexpectedly positive response from  
1175 124 UK marine and coastal stakeholders towards the ES concept, the perceived opportunities for  
1177 125 improvement are vast. With this in mind, the following sets out a series of recommendations:

- 1178 126 • While support for the ES concept within the governance sphere is evident through its inclusion  
1179 127 in recent policy (e.g. UK's 25 Year Environment Plan (Defra, 2018)), there remains a call for  
1181 128 greater political support. We therefore recommend increased explicit consideration of ES  
1182 129 provided from specific marine and coastal environments within high level national legislation  
1183 130 and key policy drivers in the UK, as has been recently highlighted for Wales (McKinley et al.,  
1184 131 2018).
- 1185 132 • For the ES concept to be successful, it must be recognised that there will be no 'one size fits all'  
1186 133 definition or approach that can be applied to all marine and coastal contexts across the UK.  
1187 134 However, for the benefits associated with culture and heritage to be appropriately recognised  
1188 135 within wider ES dialogue, a revised definition and perhaps, an interdisciplinary suite of  
1190 136 approaches and methodologies with the capacity to take account of pluralistic values and uses,  
1191 137 is recommended.
- 1192 138 • Alongside a revised definition, it is suggested that users of the ES concept carefully consider  
1193 139 the audience and adopt appropriate language when communicating or discussing the ES  
1194 140 concept and how it might impact their use of the UK coast and sea. By taking account of the  
1195 141 heterogeneity of public audiences, and tailoring language fittingly should reduce the concerns  
1196 142 raised regarding complexity, jargon and technical language commonly associated with the ES  
1197 143 concept.
- 1199 144 • While we found high levels of favourable attitudes towards the ES concept in a UK context, we  
1200 145 propose that such rates of stakeholder acceptance and use will not be achieved in other  
1201 146 countries of the world (Pagès and McKinley 2018) due to among other things, the influence of  
1202 147 differing world views across communities and user groups (Pascual et al., 2018, Borie and  
1203 148 Hulme 2015), as well as concerns about the application of monetary valuation to marine and  
1204 149 coastal management (Raymond et al., 2013). It is therefore recommended that the work  
1205 150 presented in this paper is reapplied internationally to explore this in more detail, with a view to  
1206 151 supporting global marine and coastal governance endeavours to develop, agree on, and  
1207 152 implement consistent approaches for marine and coastal management on a global scale.
- 1209 153 • With a view to improving uptake, understanding and application of the ES concept within  
1210 154 marine and coastal management in the UK, the generation of success stories and best practice  
1211 155 examples of a multi-use/ value application of ES in an appropriate context is recommended.  
1212 156 Stakeholders could use these as evidence and support tools when developing Ecosystem based  
1213 157 management approaches.
- 1214 158 • Crucially, we recommend that, as the conversation around societal interactions and  
1215 159 relationships with the natural environment continues to evolve (see, for example, the  
1216 160 emphasis on natural capital in the UK's recent 25 Year Environment Plan (Defra, 2018)), the ES

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161 concept should be considered one tool within a wider suite of options for marine and coastal  
162 management.

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## Supplementary Materials

	<b>Definitions of Ecosystem Services</b>
<b>Millennium Ecosystem Assessment (2005)</b>	Ecosystem services are the benefits people obtain from ecosystems. These include provisioning services such as food and water; regulating services such as flood and disease control; cultural services such as spiritual, recreational, and cultural benefits; and supporting services, such as nutrient cycling, that maintain the conditions for life on Earth
<b>UK National Ecosystem Assessment (2011)</b>	Ecosystem services are the benefits provided by ecosystems that contribute to making human life both possible and worth living.
<b>TEEB (2010)</b>	The direct and indirect contributions of ecosystems to human wellbeing. The concept “ecosystem goods and services” is synonymous with ecosystem services.
<b>JNCC (2014)</b>	Ecosystem processes can be considered value-neutral, whilst their goods and services are considered to have a value to society. Ecosystem services therefore are the benefits people obtain from ecosystems.
<b>Fisher et al. 2009</b>	“the aspects of ecosystems utilised (actively or passively) to produce human well-being”
<b>Ecosystemservices.org (2018)</b>	Ecosystem services are the processes by which the environment produces resources utilised by humans such as clean air, water, food and materials.

Table 1: Summary of key definitions of ES currently used within academic literature and policy guidance

Theme	Number of mentions	Evidence (example quotes from responses)
Improves understanding of costs, benefits and value associated with the environment	39	<i>"Ecosystem services make things clearer to those people who want to quantify benefits."</i>
Supports 'bigger picture' thinking, interdisciplinarity, integration and a holistic view	28	<i>"Ecosystem services also bring different disciplines together to discuss landscapes in a more holistic manner."</i>
Supports dialogue, communication and discussions	25	<i>"Easily relatable to all stakeholders, incentivises protective action from most stakeholders if the benefits can be connected to their livelihoods/responsibilities. Good at starting discussions"</i>
Common language, framework and tool	24	<i>"We can use it as a framework for a common language, it already has traction in business and policy. It is a helpful framework to communicate across sectors."</i>
Improves public understanding and perceptions	20	<i>"Aquaculture has negative public perceptions attached because of mistakes that certain sectors made many years ago. Using this term to describe the more environmentally forms of aquaculture helps with winning hearts and minds."</i>
Links society with the environment e.g. economy, human wellbeing	16	<i>"If the benefit of environmental protection/management or the impacts of human activities can be translated in to positive/negative effects on human wellbeing, then this gives a stronger, more meaningful message to the public/developers than presenting raw scientific findings."</i>
Supports effective management and policy	15	<i>"Encourages a holistic approach to marine management"</i>
Provides a monetary valuation	14	<i>"Assigning a monetary/service/value to an ecosystem can alert people outside of environmental sciences to the use of preserving ecosystems"</i>
Supports an understanding of different values	10	<i>"Provides a basis for a discussion with others. A different lens through which to look at a project or plan or a locality. Understating what people value and what they want out of the place can generate a different type of discussion"</i>
Reduces complexity	5	<i>"Using an ecosystem service framework allows the complexity of the marine environment to be broken down into its respective components. This can then be understood by non-scientists, policy-makers, managers, etc."</i>

Table 2: Advantages of the Ecosystem Services concept identified through qualitative analysis and content analysis based examination of respondents' answers.

Theme	Mentions	Evidence (quotes from responses)
Skills and knowledge gaps, coupled with low levels of stakeholder and public understanding and/or different interpretations of the concept [understanding]	43	"Assumes a basic understanding of natural science"
Difficult to communicate [terminology]	26	"It's complicated and difficult to communicate to people. Placing numerical values on activities / areas can be misleading and have to be explained as to what has been considered."
Concerns about the focus on monetary values [not conclusive?]	25	"Not everything should be quantified as money, or if so, other elements should be considered as the longer/broader terms, both geological and evolutionary values."
Use of Jargon/ people don't understand the terminology [understanding]	23	"People don't understand the terminology, concept or how to apply it to daily work."
Lots of unknowns remain [not conclusive]	19	"It is still relatively unknown from a technical point (although the words are used a lot)"
Difficult to value all aspects of the environment appropriately e.g. nature for nature's sake is difficult to value [not conclusive]	19	"Misconceptions about the term - many people seem to use and understand the phrase in terms of a monetary value, but its actual meaning applies to so many other benefits"
Complex [not conclusive]	18	"It is a complex area of work and there are not easy to use, readily available tools to help with this. It is so complex that it is hard to work out the values we receive from Ecosystem services."
Challenge of interdisciplinary working [application]	12	"Historical barriers to communication, differing goals within industries"
Lack of understanding of marine and coastal ecosystems, and a need for examples of success. [not conclusive]	9	"Many environmental services are poorly known or understood."  "Having concrete examples to work with / better understand."
Needs greater consistency and standardisation [approach]	8	"Use of a consistent approach with standard metrics/ways of measuring value across disciplines."
The ES concept is narrow and vague [not conclusive]	7	"The language and definitions are too narrow"
Need for better guidance/ explanation about the usefulness of ES [application]	7	"Relatively new, and complex - many benefits of healthy ecosystems can be hard to prove, especially in short term."
Need for greater political will and improved inclusion in policy and management [application]	7	"Largely absent from policy and decision making"
Not enough consideration of culture and heritage [not conclusive]	3	"I think that the challenges I face in using ecosystem services relate to the reluctance of natural environment professionals to consider the historic environment and natural environment together"

Table 3: Challenges of the Ecosystem Services concept identified through qualitative analysis and content analysis based examination of respondents' answers.