

Partnership Workshop 2006
U.S. Army Corps of Engineers and Their Partners
Association of Partners for Public Lands
March 9 - 10, 2006
Little Rock, Arkansas

Thursday, March 9: Building a Foundation for Success

8:00 – 8:15 am *Claudia Schechter, consultant to APPL*

Introductions, participant issues and expectations

Goal: Participants will introduce themselves and state their expectations.

8:15 - 8:45 am *Debra Stokes, Senior Policy Advisor for Partnerships – HQ*

USACE Policy and Resources: What Does USACE Require When Working In Partnerships?

Goal: Participants will learn about the various USACE regulations and resources and how they might be applied. Format: PowerPoint Presentation with Q&A.

- USACE policy and partnering possibilities
- NRM Gateway resources
- USACE leadership direction

8:45 – 10:15 am *Debra Stokes and Susan Nee, Attorney - HQ Office of Counsel*

Open Discussion:

Goal: To speak to issues submitted by participants in advance of the seminar in an open discussion format. Questions that cannot be addressed will be followed up and e-mailed to all participants. Format: Panel Q&A.

10:15 - 10:30 am Break

10:30 – 12:15 am *Brian O'Neil, Superintendent - Golden Gate National Parks*

Building Partnership Capacity: The Role of Community Relations and Business Planning in Building Partnership Capacity.

Goal: Participants will learn how to build partnering capacity and the affect of business planning principles on revenue generation: non-appropriated funding sources, funding from other federal, state and local governments, and the utilization of philanthropic and corporate funding sources.

- What is a business plan
- Role of a business plan in securing non-government investors
- Analysis of market and market segments
- Matching products with markets
- Delivery system strategies

12:15 – 1:00 pm LUNCH

Lunch is provided as part of the workshop and offers an excellent opportunity to network with participants.

1:00 – 1:45 pm *Claudia Schechter*

How to: A Process for Successful Partnerships

Goal: Participants will review the key principles and best practices for partnerships. They will learn how to build a foundation for success, establish a shared vision with their partners, and sustain and measure long term success. Format: PowerPoint Presentation with Q&A.

- Definition of partnering
- What is the process that leads to success?
- What are the factors that influence success?

1:45 – 2:30 pm *Greg Miller, Natural Resources Specialist - Kansas City District*

Partnering Authorities and Tools

Goal: Participants will review partnership functions, authorities and tools to better understand their application and set the stage for applying them to specific case studies. Format: PowerPoint Presentation with Q&A.

- What are the various functions of partnerships?
- What authorities and tools do I have at my disposal?
- Which ones do I use for the various partnering activities?

2:30 - 2:45 pm
Break

2:45 – 4:00 pm *Claudia Schechter, facilitating*

Putting Principles and Tools Into Action #1

Goal: Using what we have learned from earlier presentations, participants will work in teams on USACE partnership proposals to develop a vision for the partnered activity, select appropriate authorities and developing a strategy for implementation. Format: Team Activity

- Address one of several partnership proposals.
- Determine authorities and tools to apply.
- Create a strategy to implement the partnership.

4:00 - 5:00 pm *All*

Reports From the Team Activity and Further Group Discussion

Friday, March 10: Building Partnering Capacity

8:00 – 9:15 am *Chris Gallagher, Park Manager - Bay Model Visitor Center, San Francisco District and Nancy Rogers, NRM/Recreation Program Manager and District Interpretive Specialist - San Francisco District*

Partnering Realities – An Open Discussion.

Goal: Participants will learn some of the issues that have been experienced by USACE in working with partners. The presentation will address solutions to these problems and build on the previous session.

- Boards of Directors come in all shapes and sizes.
- Communication is essential.
- How support is defined by each party.
- USACE bureaucracy and timing vs. association's need for quick response.
- How to provide a sustainable revenue stream on USACE property.
- Getting staff buy-in and support for the partnership.
- How to create opportunities.

9:15 – 10:30 am *Richard Stokes, Park Manager - Lake Ouachita – Vicksburg District; Sean Harper, Lake Manager - Greer's Ferry - Little Rock District; Chris Gallagher, Bay Model Visitor Center*

Handshake Partnerships: A Model for Success

Goal: Participants will learn about the Handshake Challenge Partnership Program from funding recipients. The presentations will demonstrate how partnerships can build community relations and partnering capacity. Format: Panel Presentation with Q&A.

- Panel members will discuss their partnerships including challenges and success.
- Presentations will focus on the role of partnering activities in community relations and building partnering capacity.
- Participants will have the opportunity to ask the panel questions.

10:30 – 10:45 am
Break

10:45 – 11:15 am *Cori Brown, Outdoor Recreation Planner - Baltimore District*

Partnership Advisory Committee: What Is It and How Will It Help Me In My Partnering Efforts?

Goal: Participants will learn about the mission and vision of the partnership team and new strategies for USACE partnership programs. Format: PowerPoint Presentation with Q&A.

- Redefining USACE partnerships and philosophy
- Team strategies

11:15 – Noon *Debra Stokes*

Cooperative Conservation and Moving Into the 21st Century