

BUILDING PARTNERSHIP CAPACITY



Partnerships in NRM
PROSPECT Course



U.S. ARMY



US Army Corps
of Engineers®



Internal Capacity Building

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- ❖ The Corps' Culture
 1. By nature, we try to control everything... we need to loosen up!
 2. Embrace private/public partnerships

- ❖ Integrate into NRM Business Lines
 1. Build relationships internally with Office of Counsel, Real Estate, Resource Management, Planning, and Operations early in the process
 2. Strengthen interagency relationships
 3. Consistency between districts (sharing)

- ❖ Training
 1. NRM Gateway as an up-to-date resource
 2. Partnership webinars, Public Lands Alliance, Partners Outdoors, PROSPECT 328
 3. Best practice sharing



External Capacity Building

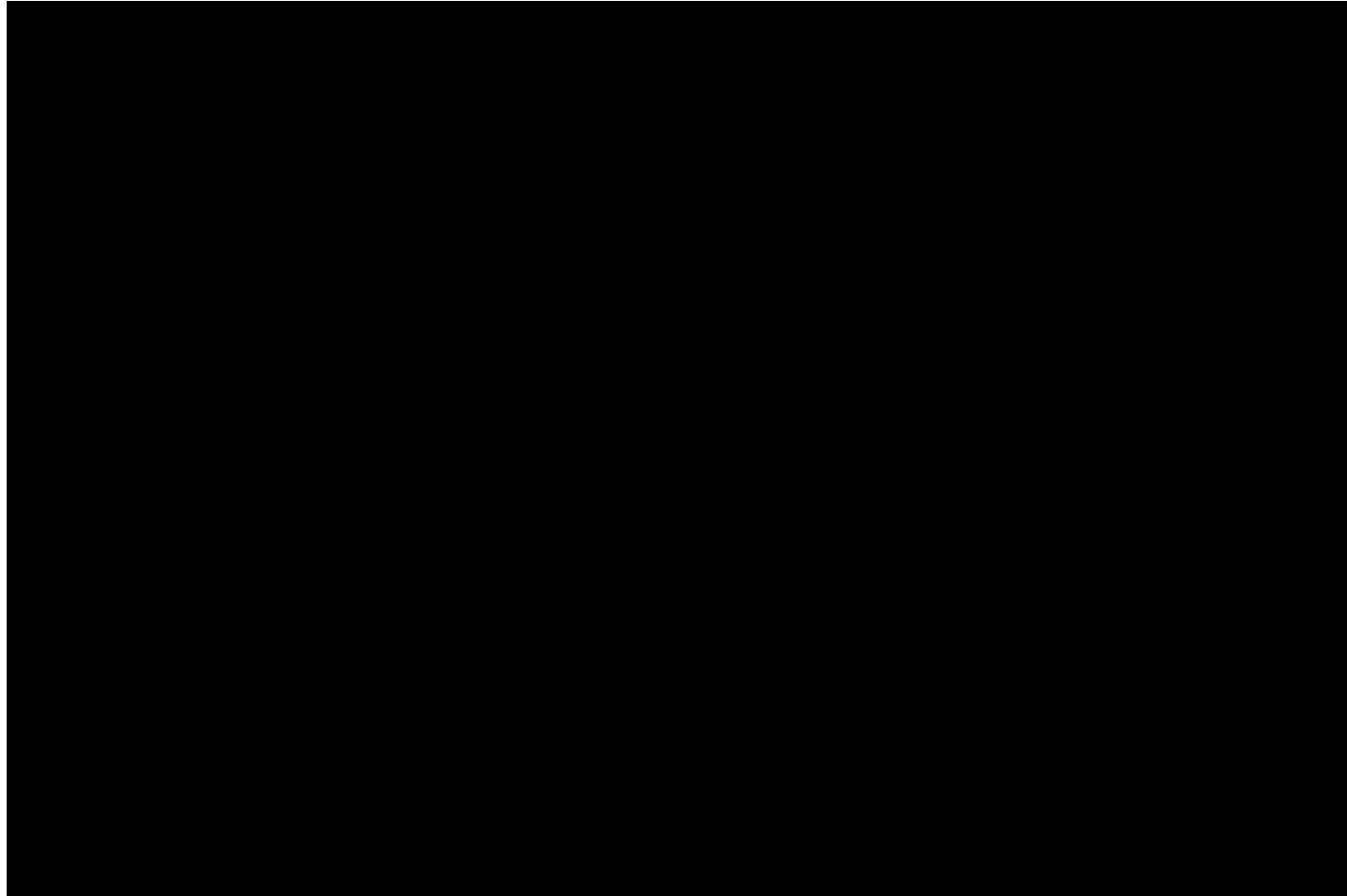


Finding partners and managing
partners takes **WORK!**



External Capacity Building

Let's hear some advice from Terry Ramsey, former OPM at W. Kerr Scott





External Capacity Building – Why do Organizations and Individuals Give?



1. Because they are asked!
2. They are thanked.
3. They share values, goals, and mission.
4. They see the need and benefits of working together.
5. They are involved.
6. Others are giving (time, \$, expertise, goods/services)
7. They trust the organization and the representative.
8. The project will be a model.
9. There is an urgency.



Community Engagement





Who can be my partners?

Where do I look?





Community Engagement

- Local chamber of commerce or visitor bureau
- Local trade unions (carpenters, plumbers, steel workers, electricians, concrete, welders, etc.)
- Volunteers and people who use the parks
- Community civic organizations 
- Current national partners – list on NRM Gateway
- Tradeshows, conventions...where people with similar interests gather
- Community leaders
- Non-profits or for-profits in the area 
- Businesses within 50-100 miles of your project
- Who I know or someone I know who might know someone (network). Invite 10 people to invite 10 friends/partners each





Community Engagement Success Story

<https://www.facebook.com/SloanImplement/videos/10155230644959613/>

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Okaw Valley School District (2016 EIP Award winners)

- Partners/Sponsors:
 - FFA
 - Sloan/John Deere
 - Shelby County State Bank
 - Rural King, Inc
 - Farmweeknow.com
 - National Wild Turkey Fed.
 - Monsanto
 - Pheasants Forever
 - Van Horn, Inc.
 - Agri-Fab, Inc.
 - Barker Implement
 - Illinois DNR
 - Dupont Pioneer
 - International Paper
 - Lakeland College Engineering
 - Millikin University



Donations

- Chrome books (computers)
- Trail cameras
- Farm equipment, tractors, sprayers
- Seed and herbicide
- Chain saws, trimmers
- Food
- Weather station



Lake Shelbyville Fish Habitat Alliance



A collaborative group of fishing clubs, individuals, businesses, government agencies, and non-government organizations working to improve the fisheries, habitat and overall lake health at Lake Shelbyville.

Lake Shelbyville FISH HABITAT Alliance
FIRST ANNUAL BANQUET
FEBRUARY 23, 2019

TIME
5:00PM Doors Open
7:00PM Dinner

LOCATION
Sullivan VFW
 1132 Il-32, Sullivan, IL 61951

MENU
 Fish or Chicken Dinners

COST
 \$50 Single
 \$70 Couple
 \$15 Minnows (16 & Under)
 \$200 Sponsor
 \$220 Sponsor Couple

FISHING & FAMILY & FRIENDS

- Raffles
- Silent Auction
- Live Auction
- Children's Items
- Women's Table and more!

Chip Christensen 217-728-2610 or chipmarine1@yahoo.com
 Bob Kerans 217-414-0093 or robert_kerans_559@yahoo.com



The Shelbyville Cube was designed to meet the specific fish habitat requirements in Lake Shelbyville. Over 500 cubes have been placed in the lake.





Finding Partners

Where do I start??

Get Blank Piece of Paper –
Let's Brainstorm!



Partnership Capacity Exercise



- ❖ Enter your assigned breakout group and work together to complete the brainstorming activity.
 - ❖ Take 5 minutes to work on question 2 individually, feel free to use any resource at your disposal.
 - ❖ Once completed, be prepared to share your answers with the entire class back in the main classroom.
1. What types of benefits does your project create that are not directly related to the USACE NRM Mission? (Ex. Tourism, mental health/wellness, recreation industry)
 2. Brainstorm one or two organizations in your project area that values or benefits from the USACE NRM Mission. List organizations in which you do not already have a prior relationship.
 3. How can you connect with this new organization initially? What existing connections can you engage?
 4. How can you continue to build and maintain positive relationships with this organization? What can USACE bring to the table and what can the partner bring?



Exploring New Partners



- ❖ In the next few minutes, work with you neighbor and list the types of benefits your project creates that are not directly related to the USACE NRM mission (Ex. Tourism, mental health/wellness, recreation industry)
- ❖ Brainstorm four or five organizations within 50 miles of your project that benefits from the USACE NRM mission. List organizations in which you do not already have a prior relationship.
- ❖ How can you initially connect with this new organization? What existing connections can you engage?
- ❖ How can you continue to build and maintain positive relationships with this organization? What can USACE bring to the table and what can the partner bring?



General Questions to Ask

1. What do you need from your partner/what do they need from you?
2. What is your potential partner's sustainability?
3. What is their reputation or standing in the community?
4. What are your respective expectations about time commitment?
5. What happens if you can't work it out?
6. What questions does your potential partner have for you?



Developing and Sustaining

- ❖ Formal agreements
- ❖ Make it work attitude to get over hurdles
- ❖ Honor commitments – long term trust always wins in building partnerships
- ❖ Invite other partners if possible – it can help both parties
- ❖ Find wins – even if small and celebrate them
- ❖ Don't just talk when you need something
- ❖ Have fun!





Final Word...

“If you’re not at the table, you’re on the menu.”

- Sally Jewel, Former U.S. Secretary of the Interior





Questions?





10 Minute Break

Icebreaker and
“Dam” I didn’t know that... Trivia



(Type Answers in Chat)

1. If you were a pro wrestler, what would your entrance theme song be?
2. True or False: Baby sea otters can’t swim.

