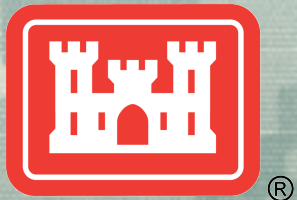


# Handshake Partnership Program

**Chad Eller**

Partnership PROSPECT  
Training



Lake Mendocino



Hartwell Lake

# Handshake Partnership Program

- Program originated in 2004
- Requires a formal agreement to achieve a mutually beneficial project (not just two people shaking hands (informal))
- Incentive for field sites to use partnership authorities
- Encourage community engagement
- Promote mutually beneficial activities
- This is NOT a grant or granting program.



# Handshake Partnership Program

**FY 2004 to FY 2013**

- 119 project recipients
- \$1.7 million in “seed money”



**Blue Marsh Lake**



**Jordan Lake**



**Philpott Lake**



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# Handshake Partnership Program Investment (FY 04 – FY13)

**Handshake Funds: \$ 1,694,350**

**Corps Offices: \$ 1,691,559**

**Partners: \$ 5,812,994**

**Total : \$ 9,198,903**



## Handshake Partnership Program



Pine Flat Lake - Edison Point Trailhead

**Partnerships**  
**An Investment In Our Future!**  
Over the past eight years, the Corps has made \$1.15 million in "seed money" available through the Handshake Program.



Old Hickory Lake – Project Biodiversity



W Kerr Scott Lake – Greenway Bridge



Raystown Lake – Wild Turkey Habitat

**A Tool For You!**  
Handshake funds are an incentive to use Corps partnership authorities to engage your local community in mutually beneficial activities.



San Francisco Bay Model-Jason Project



Lake Ouachita - Vista Trail



Enid Lake – Spy Glass Hill Multi-Use Trail

**Handshake Partnership Program**  
Handshake funds combined with funding from local Corps projects and their partners' contributions benefit the community by improving our environment and providing additional recreation opportunities.



Greens Ferry Lake – Tournament Fishing Area



Alabama River Lakes – Blackbelt Birding Trail

**For More Information:**  
**NRM Gateway Partnership Pages**  
<http://corpslakes.usace.army.mil/partners/partners.cfm>  
**Partnership Advisory Committee Members**  
LRD – Chris Rapschuk      POD - Vacant  
MVD – Jamie Gyolal      SAD – Michael Hoseney  
SPD – Chris Gallagher      NAD – Allen Gwinn  
NWD – Alana Mesenbrink      SWD – Jeff Boutwell



Philpott Lake – Multi-Use Trail

# Handshake Partnership Program Basics

- \$300,000 total annual program
  - ▶ increased from \$250,000 for 2013
- \$30,000 maximum request
- \$5,000 cooperating association bonus
  - ▶ could receive up to \$35,000 total with bonus



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# Handshake Partnership Program Time Line

- Applications Period Begins July
- Application Deadline Oct

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- Recipients Announced Dec
- Agreement Deadline Aug
- Expend Funds 2 yrs
  - ▶ funds transmitted to District/Project via MIPR or FAD



# Handshake Partnership Program

- Application - NRM Gateway Partnership Page
  - MS Word form
  - Example Applications
- May submit multiple applications but each lake project may receive funding for only one Handshake project



REPLY TO  
ATTENTION OF

CECW-CO

DEPARTMENT OF THE ARMY  
U.S. ARMY CORPS OF ENGINEERS  
441 G STREET NW  
WASHINGTON, D.C. 20314-1000

JUL 11 2011

MEMORANDUM FOR COMMANDERS, MAJOR SUBORDINATE COMMANDS AND  
DISTRICT COMMANDS, AND CHIEFS, OPERATIONS DIVISIONS

SUBJECT: Handshake Partnership Program - Fiscal Year 2012 Invitation for Proposals

1. The U.S. Army Corps of Engineers (Corps) is committed to maintaining a partnership culture within our organization and recognizes that partnerships are a handshake, not a handout.
2. Now in its ninth year, the Handshake Partnership Program gives incentive to Corps projects to use partnering authorities to their fullest potential, and the program provides an opportunity to compete for additional "handshake" funding. These handshake funds serve as "seed money" to encourage local organizations to partner with the Corps. Corps projects are now invited to submit applications for FY 2012 handshake funds.
3. The Handshake Program application instructions and application form are enclosed. More information and the downloadable application form are located on the Natural Resources Management Gateway, <http://corpslakes.usace.army.mil/employees/challenge/handshake.cfm>. Applications must be coordinated with the district and MSC prior to submission, and the applications must be received NLT 14 October 2011.
4. Please direct any questions to my POC, Mr. Michael Hosey, SAD Partnership Advisory Committee representative, at (919) 542-4501, extension 26.

FOR THE COMMANDER:

Encls

  
MICHAEL G. ENSCH  
Chief, Operations  
Directorate of Civil Works

- Recipients no longer required to sit out a year before applying again



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# Handshake Partnership Program

## Application Evaluation Criteria

- Sustainability
- Partnership Value
- Recreational Benefit
- Environmental Stewardship Value
- Communication and Education Value
- Innovativeness



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# A good application includes a good description about:

- the partners
- the project
- the overall benefit of the partnership

Maumelle Park

W.Kerr Scott



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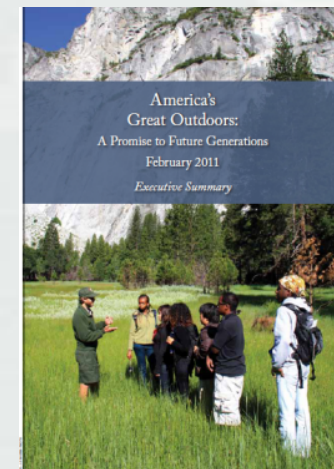
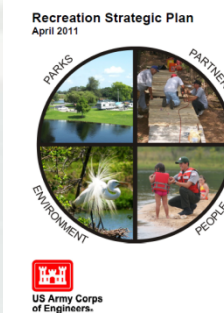
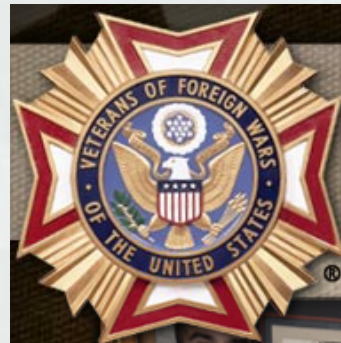
# Handshake Partnership Program Basics

- No required % matching contribution by partners
- Partner's contributions - cash, volunteer services/labor, materials, supplies
  - Reference ER & EP 1130-2-500 Ch 11
- Make sure to include all contributions made by partners on the application.
- Proposals with higher % of partner contribution and participation usually compete better



# Handshake Partnership Program Incentive Categories

- Bonus point categories change annually
- FY 14 category bonus points will be based on number of partners
- FY13 category was GETS submission
- FY 12 categories were:
  1. Veterans and/or military family organizations
  2. Supports America's Great Outdoors (AGO)
  3. Supports National Recreation Strategic Plan



# Handshake Partnership Program Cooperating Association Bonus

- Incentive to formalize partnerships by entering into a Cooperative Agreement
- Compete for an additional \$5,000
- Challenge Partnership that includes a partner (Friends Group/ Cooperating Association) that has signed a Cooperative Agreement with Project/District can compete for the additional funds

Reference: - ER and EP 1130-2-500 Chapter 9 Cooperating Associations



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# Handshake Partnership Program Basics

- Handshake funds must be spent via the same processes as any other appropriated funds; in accordance with contracting laws, FAR, DFAR, and AFAR, and all other regulations.
- Cannot “Give” Handshake Funds to partners
  - The Corps does not have granting authority
- Handshake funds cannot be spent on permanent Corps salaries (labor) or travel



# Handshake Partnership Program

## Managing Expectations

- Realistic view of the opportunity
  - In FY13 there were 27 applications
    - 11 selected to receive funds
  - In FY 12 there were 36 applications
    - 13 selected to receive funds
  
- Prior to applying, discuss with partners what you will do if project is not selected
  - Go ahead with project using more local office and/or partner funds
  - Agree on a scaled down version
  - Identify funding from other sources
  - Try a different project
  - Cancel project



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# Handshake Partnership Program

1. Challenge Partnerships Projects
2. Student Conservation Association (SCA) Intern/Crew - stand alone projects
3. Combination of these



# Challenge Partnership Project Basics

- Challenge Partnership Agreement
  - ▶ Formerly Called Challenge Cost-Share Agreement
  - ▶ Reference Chapter 12, ER & EP 1130-2-500
  - ▶ Example Agreements on NRM Gateway
  
- Requirements:
  - ▶ Corps facilities and resources maintained at 100% Corps expense
  - ▶ Agreement with a non-federal public or private entity
  - ▶ Within authorities and in approved OMP





# Handshake Partnership Program SCA Projects



- USACE is authorized through Section 213(a) of the Water Resources Development Act of 2000 to enter into cooperative agreements with non-federal public and nonprofit entities for services relating to natural resources conservation or recreation management at Corps Civil Work Projects.
- USACE utilizes the existing Department of the Army cooperative agreement (contract) to partner with the SCA.
- The SCA intern/crew project does not have to be part of a challenge partnership project to compete for Handshake funding
- SCA program information on NRM Gateway Partnership Page  
▶ <http://corpslakes.usace.army.mil/partners/sca/sca.cfm>



# Handshake Partnership Program

- Upcoming Handshake Webinars
  - ▶ July and September
  - ▶ Watch for the dates.
- GOOD LUCK!



# Q/A from 1<sup>st</sup> Class

- *What happens if you win, but your partner can't come up with their funding?* The funds are offered to the next highest scoring applicant
- *What if cost of project is less than expected?* You return the unused funds. Handshake funding can only be used for the stated project.
- *How long do you have to expend your funding?* 2 years
- *Can the Corps contribution consist of just labor?* Yes
- *Can you use a different partner if your original partner falls through?*  
Yes
- *Where can the funds be spent?* Only on fee-owned Corps land operated and maintained by the Corps
- *Can you apply in a CJM area?* Yes



# RECAP

- Application process begins in July, closes in Oct. and winners announced in Dec.
- Build your application around the 6 criteria
- Sit in on webinars in July and September
- Review winning applications on Gateway



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# Handshake Partnership Program

For More Information:

NRM Gateway Partnership Pages

<http://corpslakes.usace.army.mil/partnerships.html>

## Partnership Advisory Committee Members

MVD - Jamie Gyolai

SPD - Joel Miller

NAD - Allen Gwinn

NWD - Alana Mesenbrink

SWD - Titus Hardiman

SAD - Miriam Fleming

LRD - Chris Rapenchuk

HQ - Heather Burke



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