PARTNERSHIPS

Photo by P. Golightly USFWS
Howe Creek Ranch-Lower Eel River

WHY PARTNER?

• Problem solving (complex conservation issues)
• Expertise
• Landownership and land management
• Funding
• Varied perspectives

Photo by P Golightly
WHO ARE PARTNERS?

- Non-Governmental Organizations (NGO’s): Non-profits and for-profits,
- Private Landowners including Tribes
- Federal and State Agencies
- County and City governments

HOW TO CHOOSE PARTNERS?

Carefully and thoughtfully

- Who would be interested/concerned/value added?
  - Who owns the land and are they receptive?
  - Who understands the conservation issues/complexities?
  - Who has the right combination of expertise and social skills?
  - Who may have the greatest interest/concerns?
  - Who may have potential funding?
PRIVATE LAND PARTNERS

Not Publically Owned:

- Industrial-Crops, Timber, Mining
- Non-Industrial-Ranching, Timber, Organic Farming
- Tribal Lands
- Non-Profit Organizations: TNC, Land Trusts
- Railroad Companies

Photos by P. Golightly and D. Gale USFWS

PRIVATE LANDS AND LANDOWNERS

- Between 60-70% of the land in the U.S.-Private Ownership.
- Connected to place, community, family, cultures, traditions.
- History of the property, land management practices, watershed, fish and wildlife, story telling.
- Often unknown conservation values

Photo by P. Golightly USFWS and NRCS
FEDERAL AND STATE LAND MANAGERS

Federally Owned Lands:
- *Wildlife Refuges, National forests, National Parks*
- *Marine national monuments*
- *National Estuarine Research Reserves*

State Owned Lands:
- *Parks*
- *Wildlife Areas*

PUBLIC AND STATE LANDS

- Between 30-40% of the land in the U.S.- public and State ownership.
- Often conserved for priority resource values to benefit the American people.
- Expertise and knowledge of conservation issues/challenges and regulatory requirements.
- Balancing multiple uses on public lands.
WHEN TO START WORKING WITH PARTNERS

Always work on developing relationships early and often before you ever need to.

- Reach out to partners let them know your available to listen, learn and contribute.
- Be visible, accessible and present in your community
- Spend time with people and build trust.

WHERE TO MEET AND DEVELOP PARTNERS?

- Site Visits with NRCS and other agency partners
- Through other landowners and managers
- Land Trusts and Tribal events or meetings
- Where people are comfortable-local coffee shop etc.
- Agricultural-timber related workshops.
- Field trips to project sites.
- Shadow someone in their daily work.

Photos by P. Golightly and D. Gale USFWS
PARTNER ROLES AND RESPONSIBILITIES

Define roles and responsibilities with your partners.

• Adapt these as project development progresses

• Strive for clarity of purpose and good communication.

TIPS – PARTNERSHIP DEVELOPMENT

• Develop a common vision with goals and objectives (80%-20% rule).

• Humility, honesty, interest

• Ego out of the picture.

• Be prompt.

• Discussions of Politics? No.

• Inquire about goals and focus for their lands.

• Challenges they face.
TIPS - DEVELOPMENT OF THE PARTNERSHIP

• Be a creative and open minded problem solver in partnership with them.

• Don’t promise what you can’t deliver.

• Work to develop trust

• Treat people how you would like to be treated.

FINAL THOUGHTS

• Relationships take time, patience, persistence, and a positive attitude (marathon not a sprint).

• Not a linear process.

• If successful, these relationships span your entire career and will lead to meaningful conservation.

• When partnership challenges occur - work to come back to the common vision.