



**INCREASING CAPACITY THROUGH  
STRATEGIC COLLABORATION – Shared  
Resource Models**



# A Case for Increasing Land Trust Capacity

- Last years' annual meeting survey results – Help us increase capacity
  - PSCC wants to work together to address this!
- We've all heard that “many hands make small work”
- A land trust is a grass roots organization
  - Thus, maintaining an independent, local connection is our lifeblood
- PSCC's role is to find ways to “make land trusts stronger”

**The conversation today: Can PSCC facilitate models that leverage our limited resources, identify practical cost efficiencies from working together, thereby increasing our capacity?**

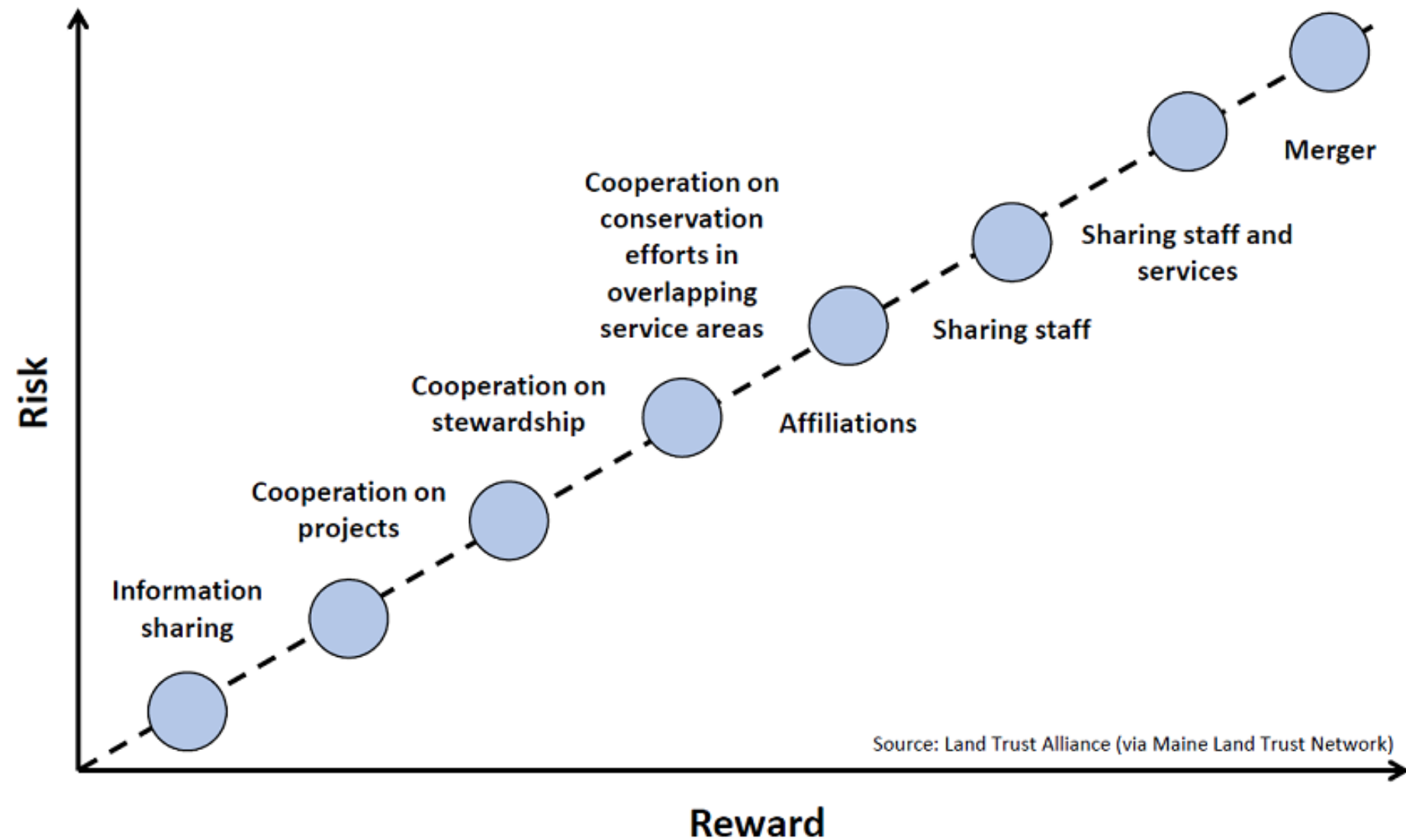
# PSCC 2016 Member Survey supports this conversation

- Finding cost efficiencies is important to our organizations!
- “Explore Sharing of Resources” was a top response to a question about desired future PSCC services.
- Top Technical Assistance needs were:
  - Real Estate Transactions
  - Restoration and Stewardship
  - Biodiversity survey/inventory
- In response to an open-ended question about what one thing would fundamentally change the land trust’s ability to advance our mission, “**more staff capacity**” was the most common response
- Many responses relate back to “funding operations”

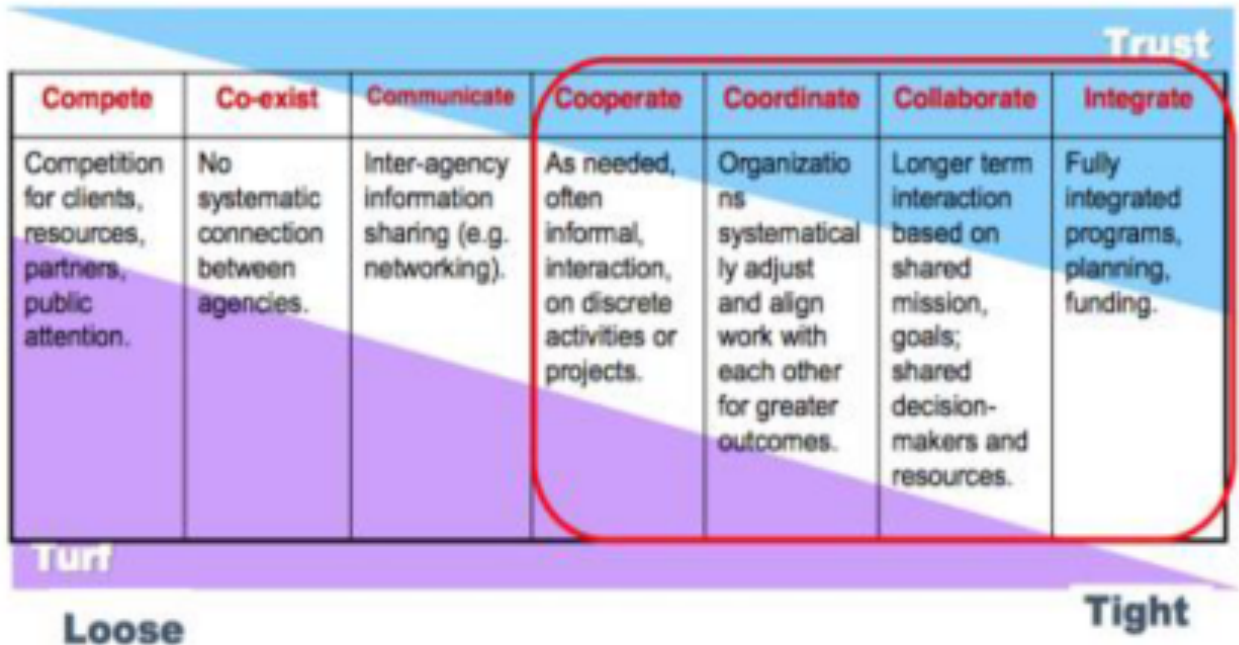
**These priorities are what this Shared Resources  
Modeling project intend to explore**



# Collaboration spectrum



# THE COLLABORATION SPECTRUM



**PRAIRIE STATE  
CONSERVATION  
COALITION**

Making Conservation Land Trusts Stronger

Models of Collaboration Among Land Trusts  
A Research Report Prepared for Maine Coast Heritage Trust  
June 2005

REPORT GIVES SPECIFIC EXAMPLES OF LAND TRUSTS THAT HAVE ENGAGED  
IN DIFFERENT COOPERATION MODELS:

- Sharing information and mutual cooperation
- Cooperation of Land Protection Projects (single parcel to landscape scale)
- Cooperation on Easement Stewardship
- Mergers (between equals, small by large, merger of many)
- Affiliations (chapters, supporting organizations)
- Sharing Staff and Services

# Current Examples within Illinois:

- Land Trust Alliance
- Chicago Wilderness
- Prairie State Conservation Coalition
- Partners for Parks and Wildlife
- Southern IL Invasive Species Strike Team
- Southern IL Prescribed Burn Association
- Middle Illinois River Conservation Collaborative
- Heartlands Conservancy and The Nature Conservancy
- Heartlands Conservancy and Clifftop
- Illinois Audubon Society and Friends of Sangamon Valley – stewardship for meetings
- Natural Land Institute contracting with Jo Daviess Conservation Foundation for land protection staffing
- Seed sharing – The Land Conservancy, Natural Land Institute, Jo Daviess Conservation Foundation
- Illinois Audubon Society and PSCC – donate staff time and physical space
- Any others in the room?



# Conservation Land Trusts: How we collaborate (the mechanisms)

- Barter and Trade – “I’ll do something for you if you do something for me.”
- Cooperatives – “Let’s do something together.”
- Roving Bands, Hired Experts – “Let’s hire someone else to get this work done.”
- Other –



# Conservation Land Trusts: Work we do and skills we have

- Education
- Restoration and stewardship
- Trails and public access
- Protection/Engagement
- Negotiations/Legal
- Outreach and communications
- Marketing/Fundraising
- Administrative
- Accounting and auditing
- Strategic land conservation planning
- Research and biological assessments
- and more!

# The Work that We Do – Focusing on Three Attributes

## Traditional Conservation Work

- Restoration
- Prescribed Fire
- Invasives Management
- Planning
- Other

## Connecting People to our Work

- Education
- Access via Trail Building and Human Infrastructure
- Volunteer Steward Development
- Other

## Science, Research, and Innovation

- Bioblitzes and species inventorying
- Data collection and baseline development
- Research Coordination
- Other



# Strategic Collaboration via Shared Resources

## - What can be gained?

Rethinking how we work (ie finding new ways of working) can

- Redistribute the work load across more and varied resources
- Allow for specialization which can increase efficiencies of effort
- Free up time and resources to maximize strengths
- Reduce costs or needed inputs
- And ultimately....Increase our Capacity

# Strategic Collaboration via Shared Resources – What will it take to get this done?

- ❖ A Shift in Thinking – Yes, it is usually just easier to do it yourself...but then you have to do it all!
- ❖ Trust Amongst Collaborators
- ❖ Willingness to Experiment and Learn
- ❖ Leadership
- ❖ Honest and Open Communication
- ❖ Proven Demonstrations
- ❖ What else?

# Teeing Up the Conversation for Tomorrow

## 1) Refining Attributes: Traditional; Connecting People; Science, Research, Innovation

- Brainstorm additional work under each Attribute
- Determine the Highest Need under each Attribute (and/or rank the work)

## 2) Discuss What Will It Take

**AND THEN WHAT?** The Strategic Collaboration Team will take all your conversations into consideration as we think through the next step

## In Preparation for Tomorrow

Complete both sides of the Worksheet and turn in to Viv by 8 p.m.

### PSCC Board Members helping think through Strategic Collaboration

Viv Bennett  
John Sentell  
Judy Barnard

Emy Brawley  
Angelo Capparella  
Christie Trifone Simon

Lisa Haderlein  
Dave Easter