



## **INCREASING CAPACITY THROUGH STRATEGIC COLLABORATION**



# A Case for Increasing Land Trust Capacity

- Last two 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?**



## Strategic Collaboration - 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

## PSCC Strategic Collaborations

### Barter and Trade –

I'll do something for you  
if you do something for  
me.

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### Shared Resources –

Ex. - Coops – Let's share  
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Let's hire someone else to get this job done.

Outsourcing.

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### Unified Action –

Let's work together to elevate ideas, policy, or ways of working.

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### Traditional Conservation Work

—ex. Stewardship

ex. Restoration

ex. Administration



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Unified Action

Traditional  
Conservation  
Work

### Connecting People To and With Our Work

ex. Environmental Education

ex. Open Houses and Work Days

ex. Messaging and Framing

ex. Access via Trails

ex. Volunteer Steward Development

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## Science, Research, and Innovation –

- Ex. Species Inventorying and Reporting
- Ex. Best Practices Analysis and Sharing
- Ex. Promotion of New Tools, Concepts
- Ex. Research Coordination

# PSCC Strategic Collaborations – 2017 ACCOMPLISHMENTS

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Southern IL INAI  
Rescue Fund

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Rescue Fund

Natural Areas  
Stewardship  
lobbying efforts

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IL Bicentennial Content

*Trail Building  
Team*

Trail Building  
Workshop  
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Prescribed Fire  
Mapping on I-View

*Elements of  
Occurrence  
Identification and  
Data Reporting*



## PSCC Strategic Collaborations – 2018 – What Should We Work on?

### Member Administrative Services

- Shared Administrative Services (HR, finance, payroll, accounting, administrative help)
- Collective Bargaining for Healthcare
- Collective Bargaining for Insurance
- Leverage Purchasing Power (equipment)
- Grant Management
- Assessment of Organizational Capacities
- Assistance on accreditation (assessments, checklists, etc.)
- Other

## PSCC Strategic Collaborations – 2018 – What Should We Work on?

### Connecting People

- Mentoring Programs (Executive Director, Board Members, Stewards, etc.)
- Hike Directory by Region or Statewide Natural Area Passport Program
- Membership/Expertise Directory (by function/areas of focus)
- Consultants Listing (attorneys, appraisers, etc.)
- Board development resources
- Fundraising resources

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