

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



Photos by P Golightly USFWS

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?*



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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



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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*



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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.



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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.



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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.



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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.



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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.



Photo by P. Golightly USFWS



Photo by G.Gray USFWS

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.



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