

Dear LGAC Forum participants:

Thanks for the great case studies, insights, and discussion at today's Forum!

Following are the slides I included in the closing remarks—as well as four additional diagrams/resources that you may find helpful in your thinking about collaborative work. They've helped inform us at the Land Trust Alliance in supporting regional collaborative practice in the Chesapeake. That said, the sixth hour of an online meeting did not seem like the optimal time to roll out complicated charts or graphics, so I saved them as follow up.

Please don't hesitate to reach out to me or to Andrew Szwak, our Mid-Atlantic program manager at the Land Trust Alliance, if we can be helpful with additional information. Our contact information is on slide 16.

All the best,
Jennifer Miller Herzog
Eastern Division Director of Field Programs
Land Trust Alliance

*“What did you hear
that you liked?”*

- Dad

WISDOM from the morning...

- “Funding, funding, funding” and “Trust, trust, trust”
- Engaging multiple sectors/across sectors
- You don’t need to know/have/do it all
- Prioritize and “tick off” projects to demonstrate success, esp. when you can’t fund it all
- Defining roles and operating space, and filling gaps
- Shared vision, shared understanding, clear scope of work, and set of prioritized actions
- Knowing your “lane” and being clear about what you can deliver
- Defining and knowing your role
- Building capacity that will endure after you’re gone
- “Action informed by listening”
- Data-informed planning, with input from many stakeholders, to maintain focus
- Celebrate success, constantly learn, monitor results, to show progress
- Moving into voluntary (and out of regulatory) space to find solutions
- Government vision and leadership AND strong technical and regulatory guidance
- Not all stakeholders have the same needs or expectations
- Expect setbacks and keep working
- Driven by needs
- Increase efficiency of existing funding and seek/receive new funding

TOP 10

**...reasons you should
consider a collaborative**

#10

The smartest
person in the room,
is the room.

David Weinberger

#9

It may be the only thing that can solve your complex challenge.

And it can collect and hold *multiple* values, goals, and interests—even sometimes in tension.

#8

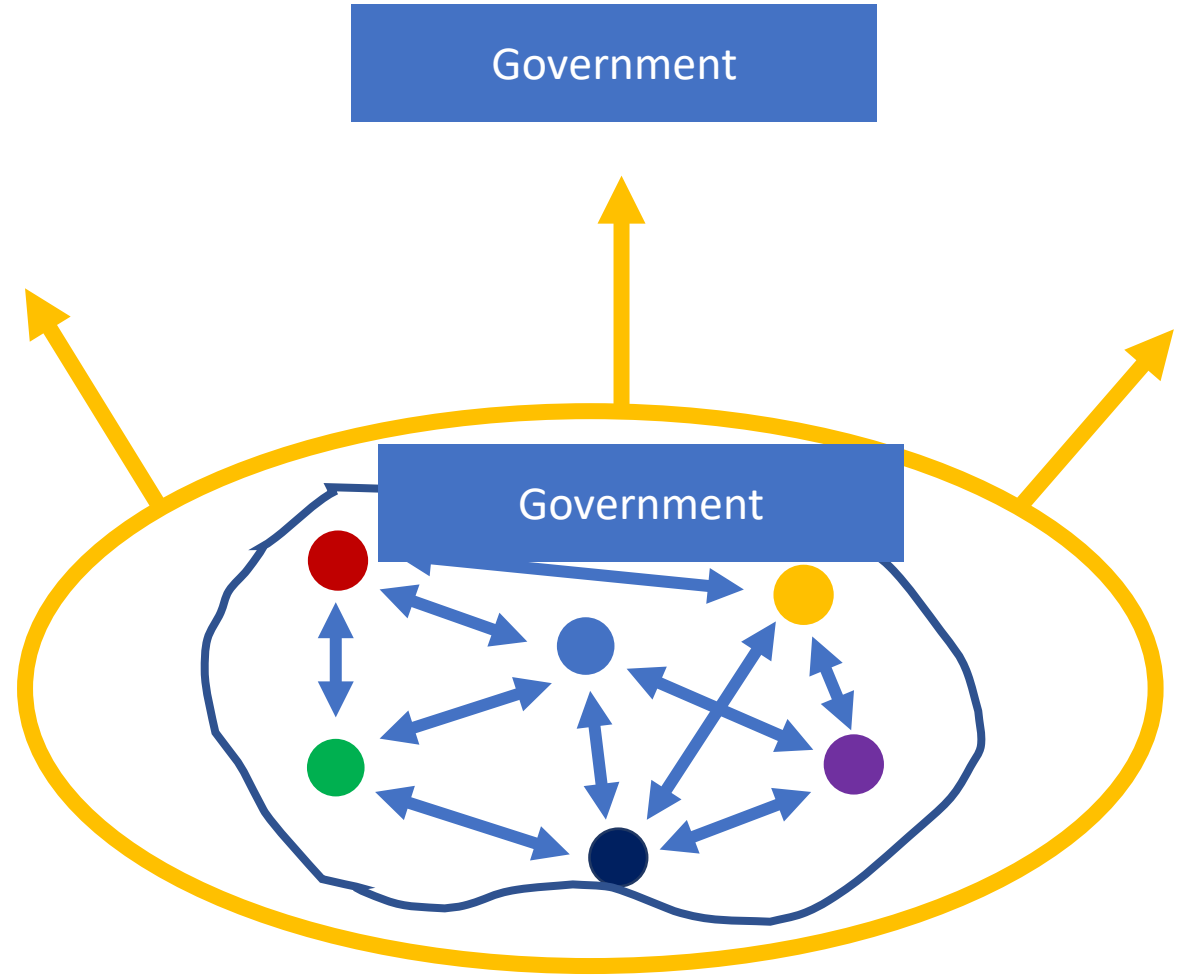
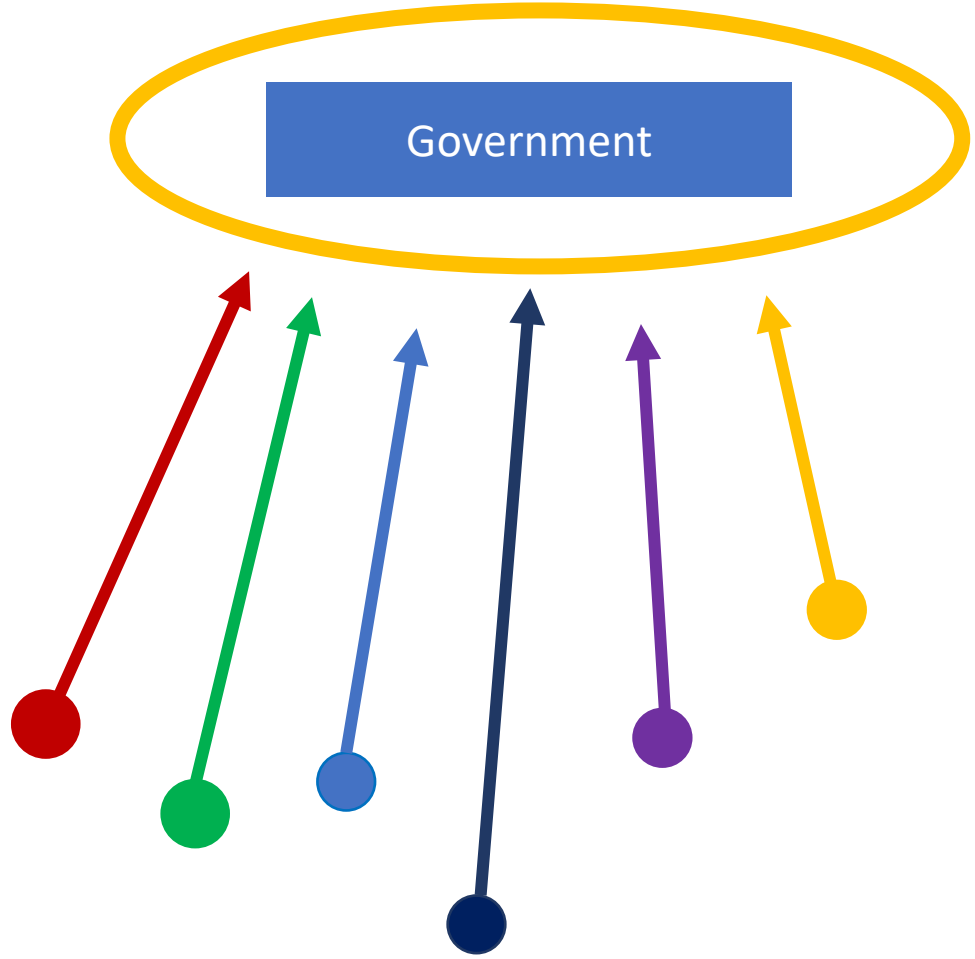
**The design is adaptable—and
every one is a custom-build!**

#7

This approach can be applied to a huge range of contexts, scales, and circumstances—as varied as the Bay watershed.

#6

It provides space for outside-the-box, creative solutions—sometimes found outside the space that government typically works in.



#5

It builds leaders—and new, significant kinds of leadership capacity.

#4

It can position efforts more effectively for greater, and broader, funding—and help ensure more strategic and efficient deployment of current funding.

#3

There can be unique and important roles for local government—and committed leadership at the local government level can be a game changer.

#2

Collaborative solutions are often more durable—and they can actually *create* political will.

#1

**It's the most fun you can have
doing really hard work
with good people who just might
become some of your best friends.**

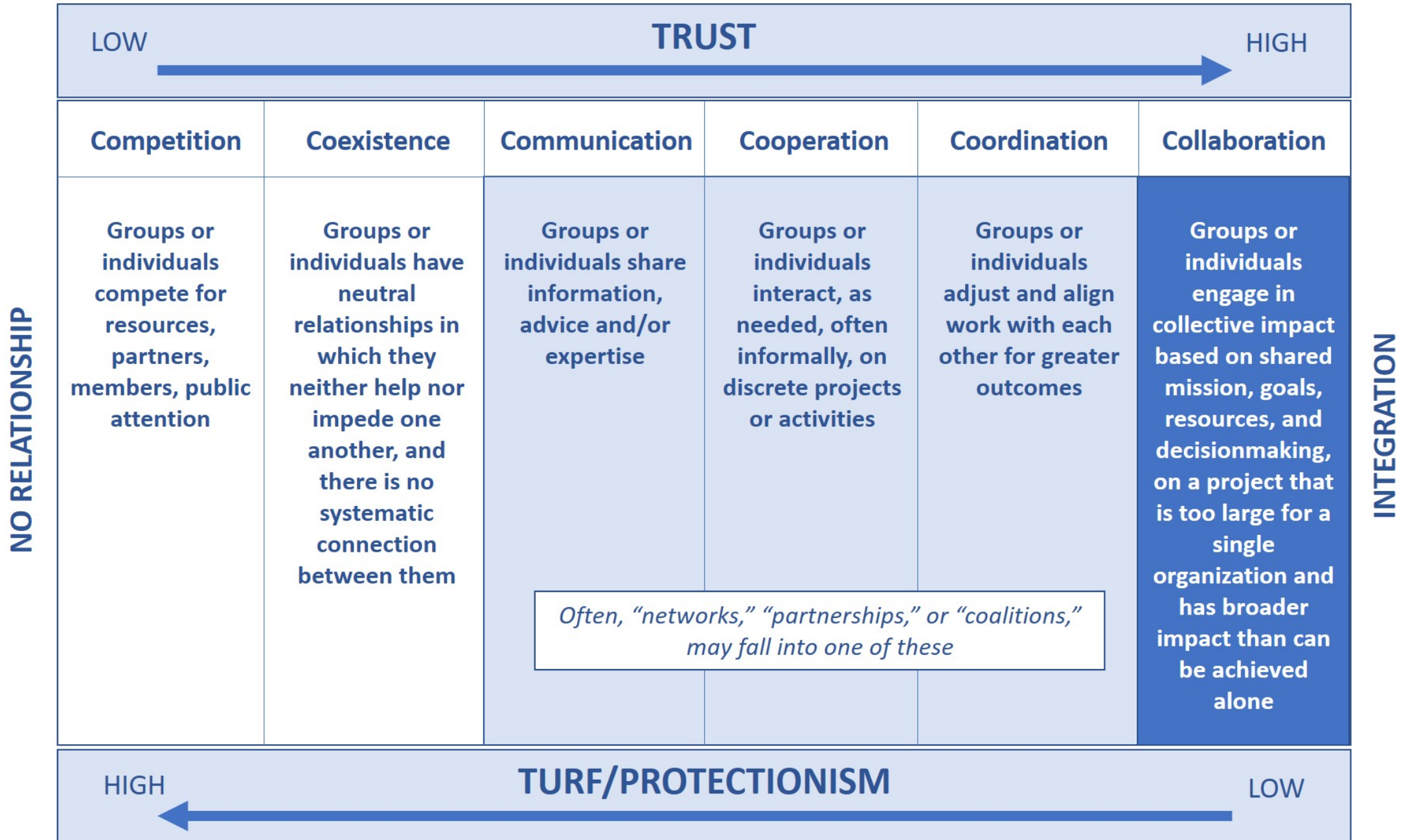
Thank you!



 **Land Trust Alliance**
Together, conserving the places you love

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Credit: adapted by Land Trust Alliance from original materials by Tamarack Institute and the Government of Ontario

Phases of Collective Impact

Components for Success	PHASE I Initiate Action	PHASE II Organize for Impact	PHASE III Sustain Action and Impact
<i>Governance and Infrastructure</i>	Identify champions and form cross-sector group	Create infrastructure (backbone and processes)	Facilitate and refine
<i>Strategic Planning</i>	Map the landscape and use data to make case	Create common agenda (goals and strategy)	Support implementation (alignment to goals and strategies)
<i>Community Involvement</i>	Facilitate community outreach	Engage community and build public will	Continue engagement and conduct advocacy
<i>Evaluation and Improvement</i>	Analyze baseline data to identify key issues and gaps	Establish shared metrics (indicators, measurement, and approach)	Collect, track, and report progress (process to learn and improve)

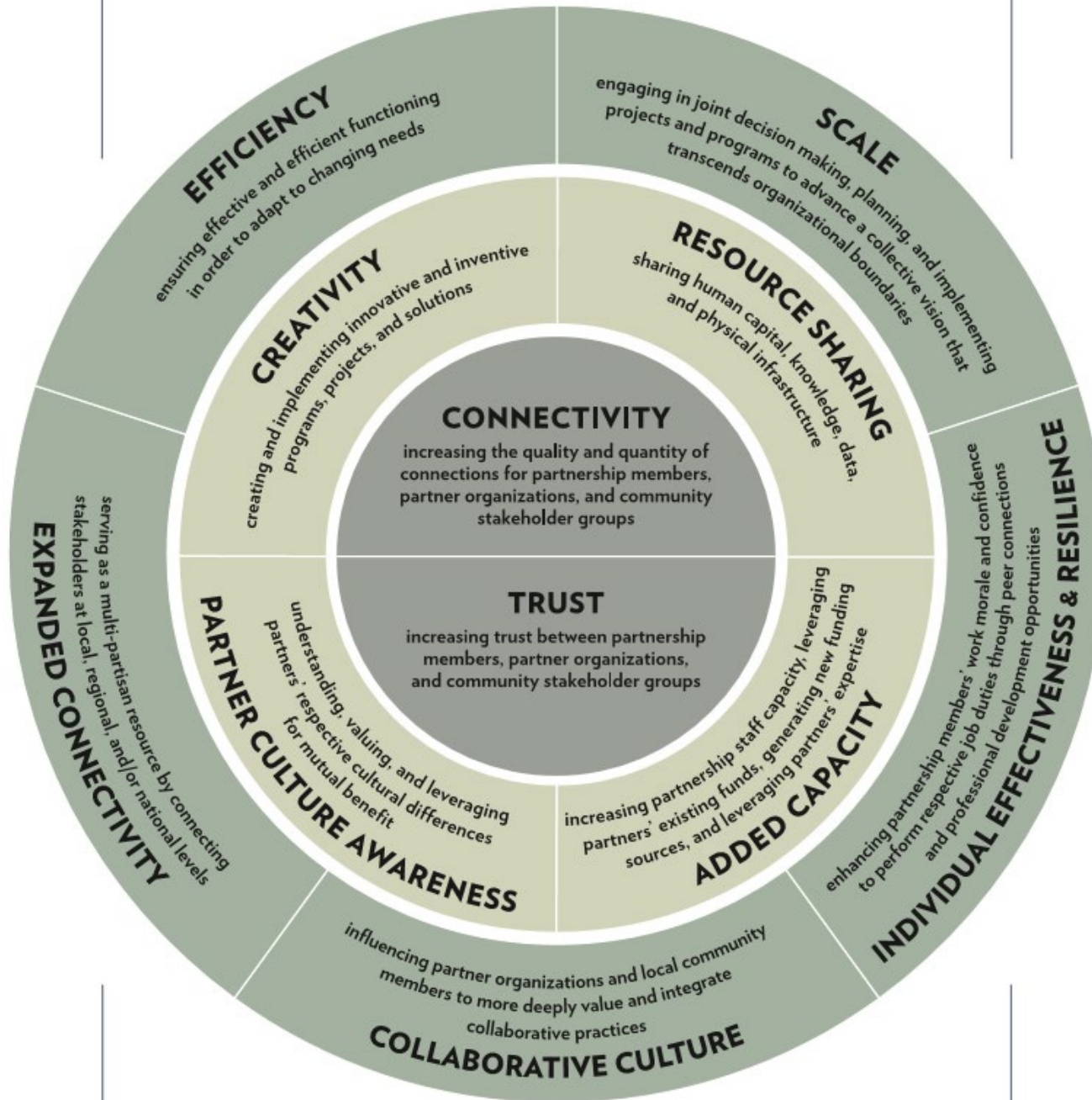
Isolated Impact vs. Collective Impact

Isolated Impact

- ◆ Funders select individual grantees that offer the most promising solutions.
- ◆ Nonprofits work separately and compete to produce the greatest independent impact.
- ◆ Evaluation attempts to isolate a particular organization's impact.
- ◆ Large scale change is assumed to depend on scaling a single organization.
- ◆ Corporate and government sectors are often disconnected from the efforts of foundations and nonprofits.

Collective Impact

- ◆ Funders and implementers understand that social problems, and their solutions, arise from the interaction of many organizations within a larger system.
- ◆ Progress depends on working toward the same goal and measuring the same things.
- ◆ Large scale impact depends on increasing cross-sector alignment and learning among many organizations.
- ◆ Corporate and government sectors are essential partners.
- ◆ Organizations actively coordinate their action and share lessons learned.



One Tam's Partnership Impact Model™

-  Foundational Impacts
-  Operational Impacts
-  Outcome Impacts