



MANAGING PARTNERSHIPS AND AGREEMENTS CONSIDERING UNCERTAIN CHANGE

Lisa Van Alstyne



USFWS
Office of Conservation Investment

CONSIDERING FORMALLY OR INFORMALLY
WORKING WITH PARTNERS THIS YEAR:

What are you hearing from your partners?

What are your concerns?

Share in the Chat or Jump In

Why are your partners your partners?



Shared
goals



Mutual
benefits



Pooled
resources



Combined
expertise /
Knowledge
sharing



Leveraging
influence



Combined
advocacy



Expanded
reach



Why are your partners your partners?



The credibility you contribute –
enhanced legitimacy



Sharing of perspectives



Expanded capabilities



Greater influence



Financial support/Cost sharing



Sustainable impact over the
long term



The background of the slide features a warm, orange-toned sunset sky. In the foreground, the silhouettes of several people are shown climbing a steep, rocky mountain. One person is at the top, another is in the middle, and a third is at the bottom, reaching up. The overall mood is one of teamwork and overcoming challenges.

CONSIDER YOUR OFFICIAL ROLE AND YOUR PERSONAL ROLE WITH PARTNERS

You are you – and you as a person are trustworthy

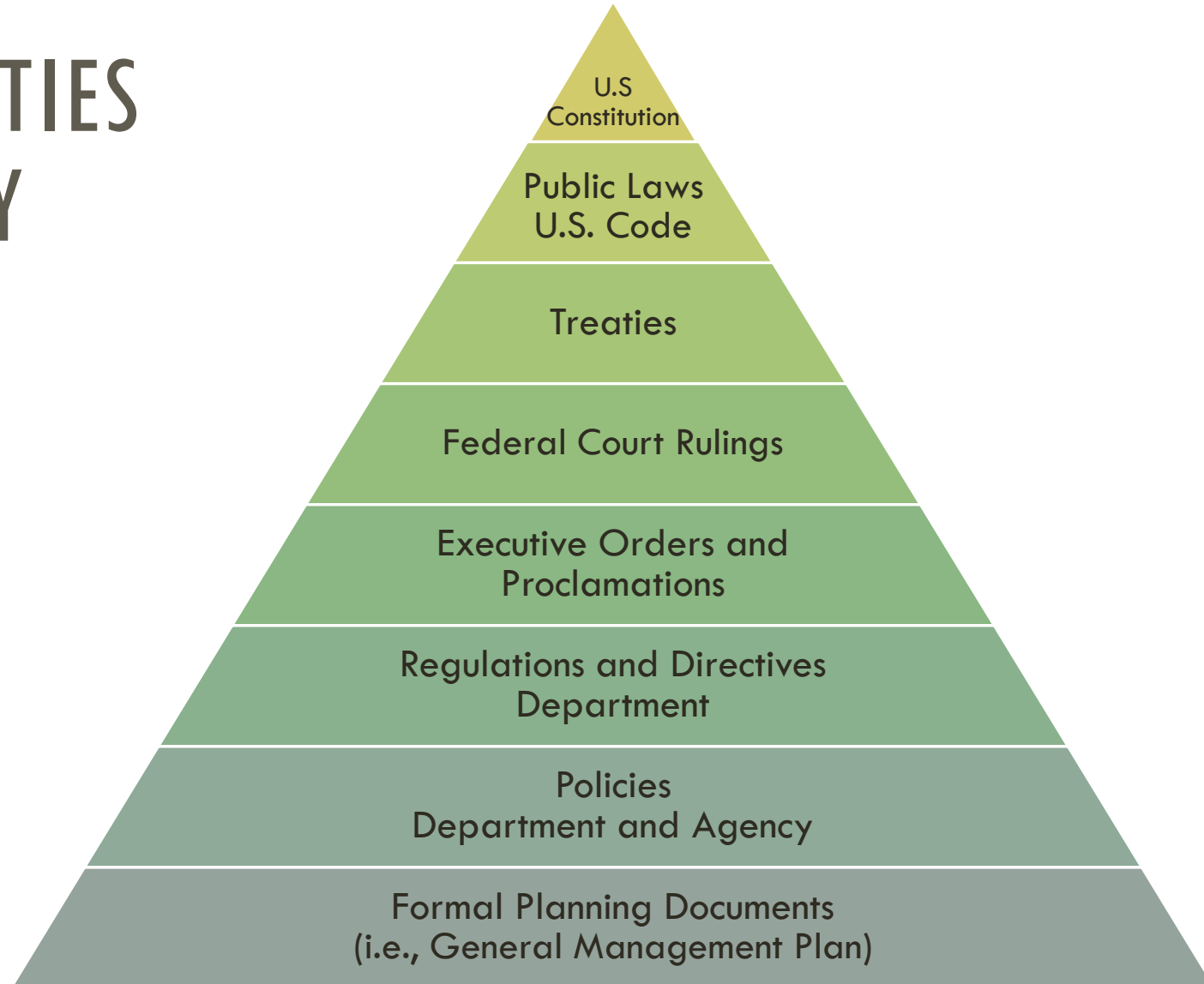
Be very honest with your partners and let them know that you have a role to follow what your agency requires, but that you as a person are going to do your best to lend assistance, support, communicate well, etc. as much as you are allowed to....



CONSIDER YOUR OFFICIAL ROLE AND YOUR PERSONAL ROLE WITH PARTNERS

- You are the conduit between your Federal agency and partners. They rely on you, as a Federal employee, to the best of your ability, to explain processes and the position of your agency.
- Partners may have, or need to have, their own processes as well and may need assistance navigating the intersection.
- Compliance assessment and other approvals may need to be in place before funding is available.

AUTHORITIES HIERARCHY





Multiple mechanisms available to work with partners on projects



Agreements with partners to assist in performing a role in something that is under the responsibility of the Federal agency, or in the interest of the Federal agency is one type of agreement mechanism



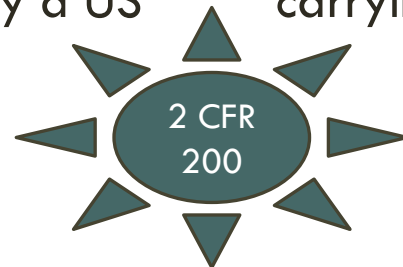
AGREEMENT INSTRUMENTS

Grant Agreement

Principal purpose is to transfer anything of value to carry out a public purpose authorized by a US law

Cooperative Agreement

Provides for substantial involvement of the Federal awarding agency in carrying out the activity



Contract

Purchases property or services needed to carry out the project or program



BUILD YOUR AGREEMENTS “PIT CREW”

What is our authority as a Federal agency to enter into partnership and agreements?

What is MY authority within my agency and what role do I play in the process?

Who do I need to know in my agency to help me develop the appropriate agreement “instrument” for the work to be accomplished?

AGREEMENTS SAMPLER

NO Transfer of Federal Resources

Memorandum of Understanding (MOU)

Memorandum of Agreement (MOA)

Letter of Intent (LOI)

Volunteer Agreement

General Agreement

Involves Transfer of Federal Resources

- Cooperative Agreement
- Inter-agency and Intra-agency Agreements
- Challenge Cost-Share Agreement
- Participating Agreement
- Assistance Agreement
- Collections Agreement
- Stewardship Contracts / Agreement
- Service First Agreements
- Cooperative Research and Development Agreement
- Joint Venture Agreement

what are other
words for
informal agreement?

understanding, handshake,
meeting of minds, common view,
agreement, arrangement, deal,
contract, settlement, accord



INFORMAL COOPERATION WITH PARTNERS

What types of informal cooperation might we consider to keep partnership activities vital and productive?



ADVICE TO PARTNERS ON FINANCIAL ASSISTANCE

- How often can recipients of FA request reimbursement?
- Should recipient organizations consider any adjustments to their accounting policies to align with changing expectations in Federal funding?
- Can the grant program provide funds as an advance?
- Will your agency allow funds to be obligated in full?

Navigating Difficult Conversations with Ease



What if your Federal funding arrangement with your partner(s) becomes unavailable?

How does that conversation go with your partners?

What are your options?

Expressing Appreciation



Governing Body Members



Volunteers



Equipment



Office/Meeting Space



Program Recipients



Contract & Consulting

SHARE YOUR UNDERSTANDING

- Seek any support you have available through your agency.
- Educate partners on what you know regarding working with your agency as things stand now.
- Communicate that Federal resources may not be guaranteed at this time, so they need to protect themselves by following best practices and not overextending themselves.
- Be your honest selves as best you can.





KEEPING PARTNERSHIPS
VITAL THROUGH ADVERSITY

 **Doe Creek
Wildlife Management Area** 

**A Partnership in Land Conservation for Virginia's
Hunters, Anglers, Boaters, and Wildlife Enthusiasts**

The Nature Conservancy - Ducks Unlimited - Wildlife Foundation of Virginia - The Conservation Fund - Atlantic Coast Joint Venture - U.S. Fish and Wildlife Service - American Bird Conservancy - Virginia Land Conservation Foundation - National Fish and Wildlife Foundation through Walmart's Acres for America Program - Virginia Outdoors Foundation - North American Wetlands Conservation Council Grant Program - National Coastal Wetlands Conservation Grant Program - Wildlife & Sport Fish Restoration Grant Program - Virginia Department of Wildlife Resources

LISA E. VAN ALSTYNE

VANALSTYNE.LISA.ELLEN@GMAIL.COM

LISA@VANALSTYNECONSULTING.COM

