

Tips and Tricks for Partnering



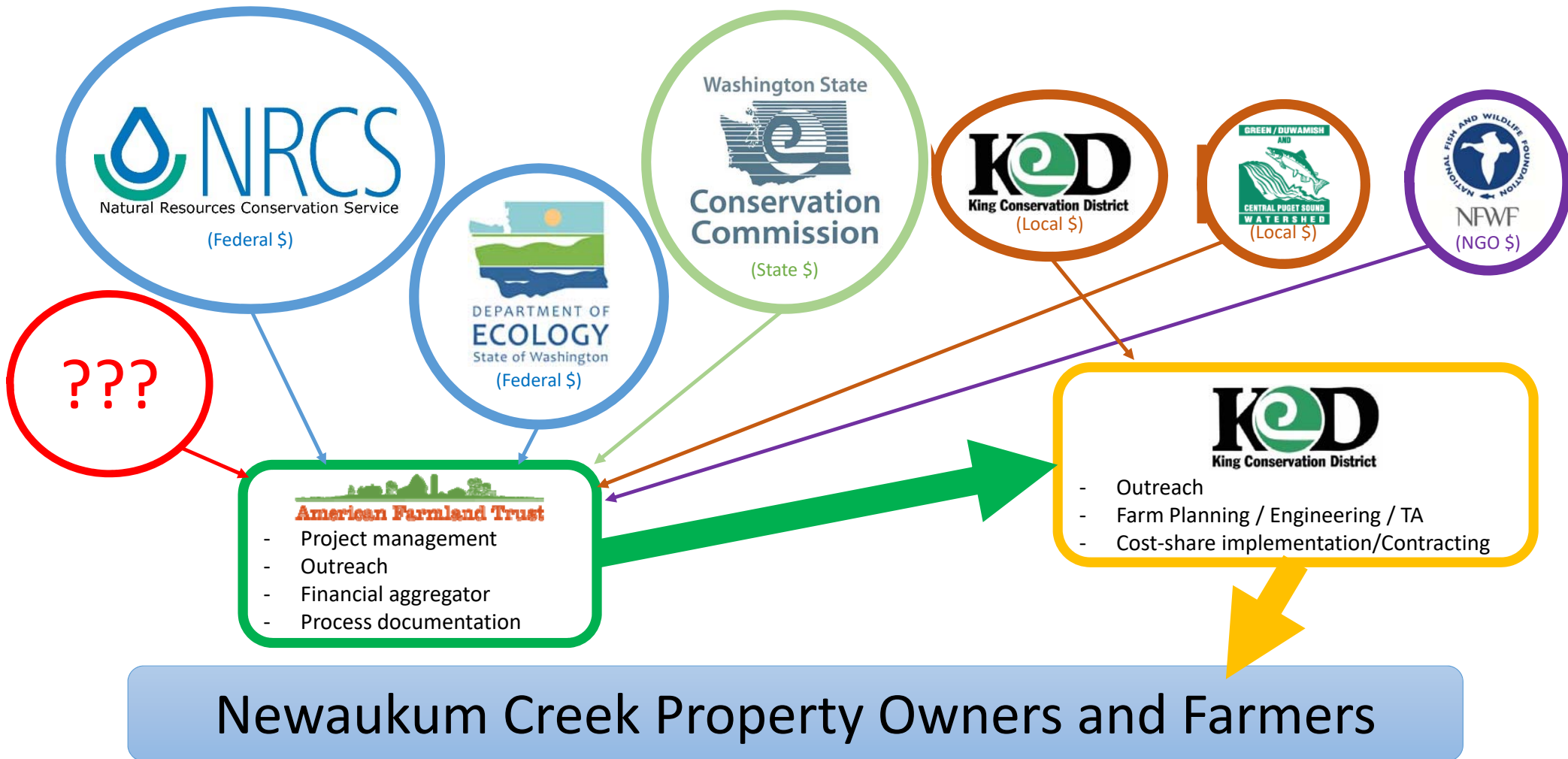
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Conservation Program Manager



American Farmland Trust
SAVING THE LAND THAT SUSTAINS US

A Coordinated Investment





American Farmland Trust



KCD
King Conservation District



As a resident of Newaukum Creek, I say this tastes delicious!

What's the Value?..... Synergy



<http://theseemployed.com/wp-content/uploads/2013/06/synergy.jpg>

“The interaction or cooperation of two or more organizations, substances, or other agents to produce a combined effect greater than the sum of their separate effects”

What Are The Benefits?.... Playing to strengths

AFT

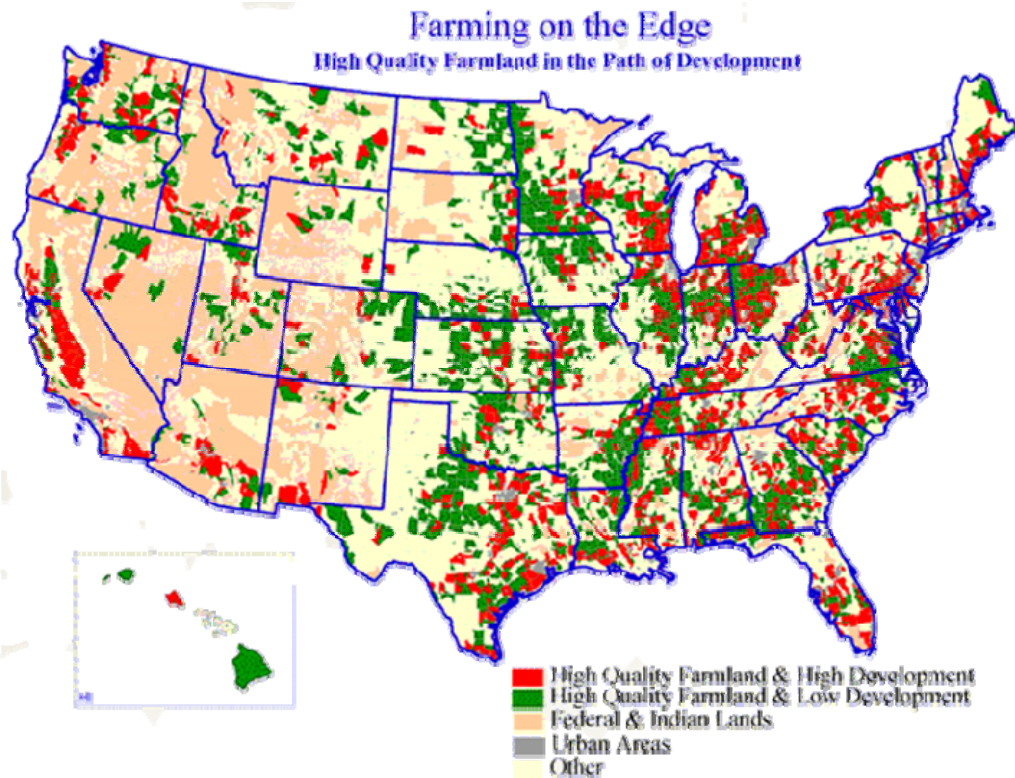
- Grant Writing
- Streamlining
- Aggregating
- Politics / Policy
- Promoting
- Snacks



King C.D.

- Tech. Expertise
- Landowners
- Government Org.
- History

What Are The Benefits?... A National Organization



- National Experts
- Innovation
- H.Q in D.C.
- A focus on Policy
 - Farm Bill
 - State / Local
- N.G.O.



Lessons Learned

- Define Roles
- It adds a layer of “management”
- Engage Early
- Onboarding “Partner-in-laws”

Thank You

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