I. Role of Private Sector Partnerships in Supporting Protected Areas

II. Overview and Objective
Public/Private partnerships run the gamut of activities in protected lands from “friends groups” type organizations that simply raise funds for the protected land managers, to multi-billion dollar corporations that provide substantial recreation, education and hospitality-related visitor services, to local or national businesses that provide support in-line with their own green-business planning. A great many models exist in the US and across the globe. The objective of this session is to identify and work through a series of small and large-scale models, presenting the genesis of the partnership arrangement, its intended purpose, its real result, and any complications and countervailing issues that emerged for the protected land managers as a result of the partnership. As much can be gained from discussing failures, an equal emphasis will be placed on discussing what has worked and what has not, while exposing the audience and participants to a broad range of partnership types.

III. Content and Structure of Workshop/Course
The session will lead with a formal presentation of partnership types actively in use by land managers world-wide. Presentation will be followed by a brief discussion to ensure that as many types of beneficial public/private partnerships are displayed as possible. Following the formal presentation, leaders in partnership development, growth and management will make presentations describing in greater depth the type, scope, practical dynamics, successes and failures and countervailing considerations of each of partnership arrangement. All presentations will be made in a fluid atmosphere to encourage active audience participation to the maximum extent possible. Where the presentations focus on successes and failures, a particular emphasis will be placed on discussion of the situational dynamics and reasons for the success or failure. If time permits, audience members will be invited to share their own concerns or aspirations for partnerships and the panel and audience together will explore the building blocks necessary to bring the plans to reality.

IV. Outputs
As a part of the presentation preparation, each of the session presenters will be asked to develop a brief white paper encapsulating the merits, demerits (successes and failures) of the partnership type and with discussion of the critical components necessary for success and watch points for problems. Each session attendee will therefore receive a compendium of partnership examples and guidance material to practically apply to local opportunities. If the session proceeds smoothly, with abundant and substantive audience involvement, a follow-up white paper may be developed that encapsulates the session and includes the spot analysis of local circumstances and opportunities brought forth by the audience and digested by the panel and other session participants.

V. Nominations
Phil Voorhees, Vice President for Park Funding & Management of NPCA will lead the session and speak on hallmarks for successful partnerships between non-profits and parks. Recommended participants include:
Bruce Fears, President Delaware North Park Services, to speak on hallmarks for successful partnerships between for-profit corporations and parks
Brian O’Neill, Superintendent of Golden Gate National Recreation Area (CA- US), to speak on hallmarks for successful partnerships with parks and external partners
Patricia Moles, Terra Capital Fund
Scott Raney, South Africa National Parks