

# Potawatomi Resource Conservation & Development Council

# **Strategic Plan 2012**





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Upon request, this document is available in alternative formats by calling (269) 789-2354.





## Introduction

Potawatomi Resource Conservation and Development Council and Staff undertook a thorough strategic planning process during October and November 2011. This report is the culmination of this extensive process.

This strategic plan will guide the Potawatomi Resource Conservation and Development Council over the next five years as we transform into a more regional, responsive, and collaborative organization. Our commitment to communities and our desire to serve all of our communities with the highest level of professionalism will be strengthened by the implementation of this far-reaching plan.

Our staff will use this strategic plan as a road map into the future, guiding our decision-making process. The Board will measure the organization's progress towards the established goals of this plan periodically in order to ensure our vision is kept on target.

The Board and Staff of the Potawatomi Resource Conservation and Development Council have a great deal of enthusiasm for this strategic plan. Its implementation will only ensure the successful future of Potawatomi Resource Conservation and Development Council for generations to come.

**Edward G. Micklatcher** Executive Director

**Orvin Moore**Chairman, Board of Directors





# **Guiding Principles**

#### **Mission**

The mission of the Potawatomi Resource Conservation and Development Council is to help improve community quality of life and economic development through sound utilization of our natural resources.

#### **Vision**

It is our vision to be a regional leader in natural resource conservation and development for a brighter environmental and economic future for all.



## **Goal Summary**

Vision

It is our vision to be a regional leader in natural resource conservation and development for a brighter environmental and economic future for all.



Community

Goal 1: The public supports the conservation and sustainable development of natural resources

Goal 2: Our partners and external stakeholders advocate for and support resource conservation



Internal Processes Goal 3: Programs and services support long-lasting conservation of natural resources and economic development



Learning & Development

Operational Capacity

Goal 4: Board members are engaged

Goal 5: Staff are equipped to successfully plan, implement, and complete programs

Goal 6: Infrastructure supports effective and efficient operations



Financial Foundation

Goal 7: Funding is sustainable



Mission

The mission of the Potawatomi Resource Conservation and Development Council is to help improve community quality of life and economic development through sound utilization of our natural resources.





# Goal 1: The public supports the conservation and sustainable development of natural resources

Target Metric 1. t.b.d. 1. t.d.b. 1. Objective a. Action Item **Target Date** Responsible **Resources needed Status** 1. Communicate effectively with all constituents Ongoing a. Create a unified membership list 1/1/2012 E.D. b. Complete web site development 1/1/2012 E.D. c. Define constituents / target audiences 1/1/2012 d. Communicate electronically i. Work with an email list company e. Communication topics may include: i. Updates and feedback from constituents Ongoing on PRC&DC projects f. Means of communication may include newsletters, press releases, and face-toface networking i. Identify and prioritize networking 12/1/2011 Staff events, such as conservation districts, Board members local governments, and an annual celebration events





# Goal 1: The public supports the conservation and sustainable development of natural resources

Metric Target 1. t.b.d. 1. t.d.b. 1. Objective a. Action Item **Target Date** Responsible **Status** Resources needed 2. Develop a marketing and PR plan 07/2012 E.D. Grant a. Obtain grant for marketing consultant b. Engage a marketing consultant c. Fort Custer to provide outcomes of our work to the public d. Target users of natural resources to support the PRC&DC through advocacy, financial support, advertising, branding, and board positions e. Publish articles to trade magazines for conservation districts and other conservation organizations f. Address the use of social media 3. Sponsor events Ongoing E.D. a. Narrow scope of events to match mission Executive and vision Committee





# Goal 2: Our partners and external stakeholders advocate for and support resource conservation

Metric Target 1. t.b.d. 1. t.d.b. 1. Objective a. Action Item **Target Date** Responsible **Resources needed Status** 4. Give out more effective grants 02/2012 E.D. a. Let people know we are a grantor **Board Chair** b. Link grant awards to publicity c. Evaluate grant process and results annually 10/2012 or as needed i. Determine a sample of grants to be evaluated 5. Make presentations to key partner and 03/2012, then F.D. community organizations ongoing Board a. Service clubs b. Educational institutions c. Michigan Township Association (MTA) d. Michigan Municipal League (MML) 6. Educate board members, staff, and volunteers 03/2012 F.D. New board structure in on advocacy place **Board Chair** a. Provide the Michigan Nonprofit www.mnaonline.org/mnap Association's Advocacy Handbook ublications.aspx 10/2012 Completed marketing 7. Develop and distribute information material F.D. plan a. Brochures: Short, sweet, and to the point Staff b. Create annual reports 03/2012, then 8. Communicate with and educate legislators and New board structure to Board other policy makers ongoing be in place





# Goal 2: Our partners and external stakeholders advocate for and support resource conservation

Metric			Target			
1.	t.b.	d.		1. t.d.b.		
		ctive tion Item	Target Date	Responsible	Resources needed	Status
9.	wit	are board meeting agendas and minutes h conservation districts and other partners	Ongoing	E.D. Exec Committee		
	a.	Review distribution list quarterly				
10.		ld relationships and advocate for resource servation	Ongoing	Ed Board		
	a.	Attend functions of other organizations, including board of commissioners, conservation districts, township meetings				
	b.	Encourage local governments to create policies that are in line with natural resource conservation				
	c.	Encourage farm bureaus and similar organizations to				
		<ul> <li>i. Advocate best management practices (BMPs) to their members</li> </ul>				
		ii. Involve PRC&DC in creating BMPs				
		iii. Advocate for RC&Ds				
	d.	Obtain resources from government agencies, including engineering, studies, conferences, support of policy development, and contracts/outsourcing				
	e.	Provide educational institutions with education on natural resource conservation and management through presentation, grants, and scholarships				





# Goal 3: Programs and services support long-lasting conservation of natural resources and economic development

	·						
Me	tric			Target			
1.	t.b.	d.		1. t.d.b.			
1. Objective a. Action Item Targe			Target Date	Responsible	Resources needed	Status	
11.	fou bus	fine program focus based on the following r areas: (1) Education, (2) Agricultural siness, (3) Water quality, (4) Natural ource utilization (e.g., alternative energy)	06/2012	Board sub- committee			
	a.	Conduct a program review and identify whether programs are mission-critical and mission-driven and vision-focused	06/2012				
	b.	Eliminate programs that do not support the mission and vision	Start 06/2012				
	c.	Collaborate with educational institutions, including scholarships					
12.	Elir	minate programs that are duplicative	06/2012	Board sub-			
	a.	Identify programmatic overlap with other organizations		committee			
13.		rease probability of program success and eiving grants for programming	Ongoing	Board sub- committee			
	a.	Create partnerships that build upon the multi-county make-up of PRC&CD					
	b.	Collaborate on projects and program funding with conservation districts and other conservation organizations					





### Goal 4: Board members are engaged

Metric Target 1. t.b.d. 1. t.d.b. 1. Objective a. Action Item **Target Date** Responsible Resources needed Status 14. Review and update bylaws 02/2012 Executive Committee a. Set up a board structure, including committees b. Decide whether to provide stipends for board member travel 15. Review and update current board job 03/2012 Executive descriptions Committee 16. Recruit board members according to 04/2012 Executive membership needs Committee a. Define membership needs & expectations F.D. 03/2012 b. Define board size 03/2012 c. Research board composition of other 12/01/2012 RC&Ds and nonprofits 17. Implement a board orientation process 04/2012 Executive Committee a. Complete draft of orientation process for 03/2012 board review E.D. 18. Provide ongoing board training. Topics may National Association of Ongoing Executive include natural resource conservation, Committee Resource Conservation advocacy, and governance and Development E.D. Councils (NARC&DC) a. Develop a quarterly board training calendar 03/2012 19. The executive director provides regular updates E.D. Ongoing



to the board

a. Director's reports at each board meetingb. Updates between meetings as needed

the Michigan Nonprofit

Association





tool

b. Schedule every six months for the first two years, then annually

Goal 4: Board members are engaged						
Metric Target						
1. t.b.d.	1. t.d.b.					
1. Objective a. Action Item	Responsible	Resources needed	Status			
<ul><li>20. Conduct regular annual board evaluations</li><li>a. Identify an appropriate board evaluation</li></ul>	January 2013 July 2012	Executive Committee	Evaluation tools from Nonprofit Alliance or			

E.D.





# Goal 5: Staff are equipped to successfully plan, implement, and complete programs

Ме	tric		Target				
1.	t.b.d.		1. t.d.b.				
1. Objective a. Action Item Target Date			Responsible	Resources needed	Status		
21.	Create staff job descriptions		Executive				
	a. Create job description for ED	02/2012	Committee				
	b. Create job description for next staff position to be filled						
22.	Create a professional development plan for each staff member that addresses strategic priorities and required competencies	04/2012	E.D.				
23.	Hire staff and recruit interns and volunteers to	10/2012	Executive	Programs must be			
	meet personnel needs	07/2012	Committee	defined			
	a. Define personnel needs		E.D.	Budget in place			
	<ul> <li>Explore volunteers and internships with educational organizations</li> </ul>						
	c. Tap into retirees as volunteers						
24.	Evaluate staff performance quarterly	10/2012	Executive				
	a. Develop a staff evaluation form		Committee				





### Goal 6: Infrastructure supports effective and efficient operations

Metric Target 1. t.b.d. 1. t.d.b. 1. Objective a. Action Item **Target Date** Responsible Resources needed Status 25. Develop and implement an equipment upgrade 02/2013 E.D. and replacement plan with budget 02/2013 26. Develop and implement a technology plan. The E.D. plan should address: a. Computers and software b. Website (use for marketing) i. Market new website with announcement and official unveiling c. Create diverse access options, such as: i. Website for mobile devices ii. Online cloud-based resource sharing d. Social media 03/2013 27. Develop and implement a performance Executive National RC&D measurement system to track and report Committee organizational effectiveness E.D. a. System to include a dashboard with color indicators. Consider sharing with partners and grantors. b. Create a program review document for all partners 28. Explore a different office location Executive Ongoing Committee a. More central for board members b. More visible (branding, name recognition)





#### Goal 7: Funding is sustainable

Goal 7: Funding is sustainable							
Metric		Target					
1. t.b.d.		1. t.d.b.					
1. Objective a. Action Item	Target Date	Responsible	Resources needed	Status			
29. Develop a fund development plan. The plan should address:	02/2013	E.D. Board					
a. Capital campaign							
<ul> <li>Evaluate current funding stream against current and future programmatic needs</li> </ul>							
c. Develop annual budgets (programs, staff, operations)							
d. Develop sustainable funding							
e. Explore grant opportunities to match programming, such as cooperative grants							
f. Expand current revenue streams, such as expanding current contracts							
g. Seek support from							
<ul> <li>i. local funding organizations and foundations</li> </ul>							
ii. Government agencies							
h. Create new revenue streams, such as wetland banking mitigation							
i. Annual giving							
j. Do not compete with partners if possible							
<ul> <li>k. Identify private sources of funds in partner or affiliated organizations, such as Trout Unlimited and Pheasants Unlimited</li> </ul>							





# **Key Performance Indicators**

The following performance indictors should be considered for inclusion into the performance measurement system:

- 1. Successful projects
  - a. On time
  - b. On budget
  - c. Partner feedback
- 2. Board working very well
  - a. Board members are engaged (board evaluation)
- 3. Financial
  - a. Funding success
  - b. Positive fund balance
- 4. Strategy implementation: Target completion dates achieved
- 5. Economic impact



# Implementation Schedule

Complete objective and action items before target completion dates so the board can review and adopt items by the target date.

This schedule may be adjusted based on emerging priorities and budget amendments, if required.

Objectives and Action Items with Target Dates (sorted by target completion date)		2012				
		Q2	QЗ	Q4	2013	2014
1.f.i. Identify and prioritize networking events, such as conservation districts and local governments	Dec 2011					
16.c. Research board composition of other RC&Ds and nonprofits	Dec 2011					
1. a. Create a unified membership list	Jan					
1.b. Complete web site development	Jan					
1.c. Define constituents / target audiences	Jan					
4. Give out more effective grants	Feb					
14. Review and update bylaws	Feb					
21. a. Create job description for ED	Feb					
5. Make presentations to key partner and community organizations	Mar	then ongoing				
6. Educate board members, staff, and volunteers on advocacy	Mar					
8. Communicate with and educate legislators and other policy makers	Mar	then ongoing				
15. Review and update current board job descriptions	Mar					
16.a. Define membership needs & expectations	Mar					
16.b. Define board size	Mar					
17.a. Complete draft of orientation process for board review	Mar					
18. a. Develop a quarterly board training calendar	Mar					
16. Recruit board members according to membership needs		Apr				
17. Implement a board orientation process		Apr				
22. Create a professional development plan for each staff member that addresses strategic priorities and required competencies		Apr				
11. Define program focus based on the following four areas: (1) Education, (2) Agricultural business, (3) Water quality, (4) Natural resource utilization (e.g., alternative energy)		Jun				







Objectives and Action Items with Target Dates		2012				
(sorted by target completion date)	Q1	Q2	Q3	Q4	2013	2014
11.a. Conduct a program review and identify whether programs are mission-critical and mission-driven and vision-focused		Jun				
11.b. Eliminate programs that do not support the mission and vision		Jun				
12. Eliminate programs that are duplicative		Jun				
2. Develop a marketing and PR plan			Jul			
20.a. Identify an appropriate board evaluation tool			Jul			
23.a. Define personnel needs			Jul			
4.c. Evaluate grant process and results annually or as needed				Oct	Oct	Oct
7. Develop and distribute information material				Oct		
23. Hire staff and recruit interns and volunteers to meet personnel needs				Oct		
24. Evaluate staff performance quarterly				Oct	Jan Apr Jul Oct	Jan Apr Jul Oct
20. Conduct regular annual board evaluations (semi-annual at first)					Jan Jul	Jan Jul
25. Develop and implement an equipment upgrade and replacement plan with budget					Feb	
26. Develop and implement a technology plan					Feb	
29. Develop a fund development plan					Feb	
27. Develop and implement a performance measurement system to track and report organizational effectiveness					Mar	

#### **Ongoing Objectives and Action Items**

- 3. Sponsor events
- 9. Share board meeting agendas and minutes with conservation districts and other partners
- 10. Build relationships and advocate for resource conservation
- 13. Increase probability of program success and receiving grants for programming
- 18. Provide ongoing board training
- 19. The executive director provides regular updates to the board
- 28. Explore a different office location





## The

# Strategic Planning

## **Process**

The following section documents the strategic planning process and the results of the strategic planning activities.

This record may be used in the future for strategic plan reviews and updates as well as onboarding new board and staff members.



### Strategic Planning Participants

#### **Board of Directors**

Orvin Moore, Chairman

Jeff Van Nortwick, Vice Chairman

**Greg Fountain**, Treasurer

Cliff Herl, Board Member

**John Greenslit**, Board Member

**Ginger Hentz**, Board Member

Carol Higgins, Board Member

John Mitchell, Board Member

Rand Bowman, Member at Large

Jamie Stuck, Member at Large

Tracey Bronson, Calhoun Conservation District

#### **Staff**

Edward G. Micklatcher, Executive Director



#### Mission and Vision = Foundations for the Future

Mission	Vision			
Explains why an organization or group	Shows what organization wants to become			
exists	Describes potential			
Describes purpose	Inspires passion			
Practical	Describes benefits to community			
Describes benefits to customers	"Super Goal"			
Describes benefits to stakeholders				

### Mission Example

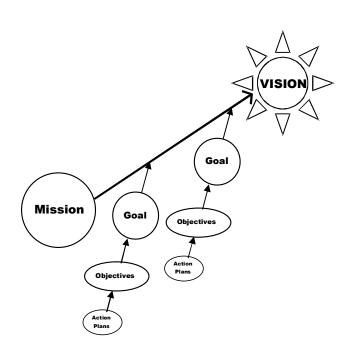
The mission of the Kalamazoo Airport is to provide facilities and services to support safe, efficient, and convenient air transportation enhancing economic growth and high quality of life in Southwest Michigan.

#### Vision Example

To be the airport of choice for all Southwest Michigan air travelers.

To have more non-stop airline service to more major cities than any other airport our size.

To be the most environmentally friendly airport in the nation.



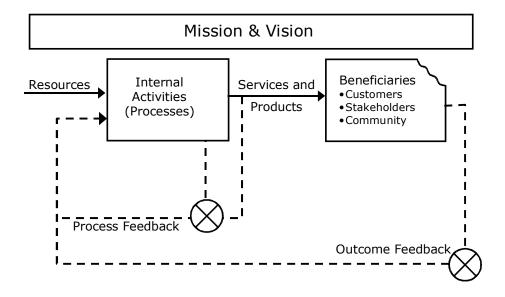
Once the vision is established, an organization can create the long-term goals needed to move toward the vision.

Objectives and action plans break the goals into smaller manageable implementation steps.



### PRC&DC = An Organizational System

The purpose of this exercise was to develop a shared understanding of the Potawatomi RC&D as an organizational system. A summary of this activity's outcome can be used to educate future board members and staff on the organization's mission and strategies.



Mission & Vision	Mission: The reason for the existence of the organization. Vision: The potential of the organization.
Resources	Resources needed for conducting the organization's activities
Internal Activities	What the organization does to generate services and products
Services or Products	Services and products the organization provides
Beneficiaries	Anybody receiving or benefitting from a service or product - clients, customers, stakeholders, community
Process Feedback	Does the organization provide services and products at the right level, for the right people, with the lowest possible use of resources, and at the highest quality possible?
Outcome Feedback	Are the organization's services and products achieving the planned benefits for individuals and the community at large?

(based on Brethower 1972, 1982, 1995)

Long-term

**Benefits** 

Improved natural

Keeps them in business

Stay in community

Attract business and

Improve operations

Be in compliance

resources

industry

Quality of life



#### Major Organizational Elements

#### **Internal Processes**

Board meetings Administration Collaboration with

- communities,
- conservation districts,
- boards of commissioners

Accounting Provide ideas Grant writing Give out grants Promote programs React to state and federal policies Advocacy

#### **Services** & Products

Fiduciary steward Advocacy Assist other groups to complete projects through physical assistance or grants Create citizen awareness Partnerships Public education Bring people, places, and funding together to facilitate and achieve community needs Minority agricultural education

## Benefici-

#### **Short-term Benefits** aries

Watershed Obtain grants organizations Obtain volunteers

Clean river Clean water Baseline survey

Conservation Project support districts **Partnerships** Grant writing Promotions

Local vendors Work and jobs and businesses

through grants and projects County Expand county

governments services Matching funds

Information Ag community

**Funding** Ideas

See community benefits

**Funding** Sponsorships Target assistance Jobs and incomes Health

Keep smaller farms in business

#### **Community Benefits**

Conservation of resources Improved quality of life

Economic engine: Recreation / Fisheries / Jobs maintained or created

Improved infrastructure

Less pollution Less erosion

General public

Minorities

Expanded recreation

People can use rivers with less pollution





#### **Mission Drafts**

Based on the system elements exercise, we created and reviewed the following draft mission statements. **Bolded phrases** were considered to convey key phrases.

Draft 1	Facilitate and achieve the protection of Michigan's valuable natural resources through sound management and fiduciary practices.
Draft 2	<b>Helping to improve</b> community <b>quality of life</b> through sustainable/ ongoing conservation and <b>resource</b> management.
Draft 3	Serve the residents of the <b>eight counties</b> to preserve, protect, and access <b>natural resources</b> of this region in perpetuity.
Draft 4	Improve the <b>quality of life</b> in <b>southwest Michigan</b> by providing <b>natural resource</b> information and educational opportunities and technical and financial assistance.
Current Mission	With public input from local citizens, interested organizations, and government, assist local communities and the public to improve their standard of living and achieve sustainable economic development through the sound utilization, conservation, and/or protection of our area's natural resources.
Other terms	Economic impact



### Vision Work Sheet #1

#### Imagine five years from now . . .

How will the PRC&DC serve its constituents or customers differently than today? How will your constituents or customers be better off because of the products and services you will provide five years from now?	How will your constituents and customers describe your function, products, and services differently five years from now?  What would you like them so say? What do you need them to say?	How must the PRC&DC operate differently five years from now to achieve #1 and #2?
Regional services and products	Better public awareness	Prioritize projects
Proactive: Identify and anticipate local needs and meet those needs before they become glaring issues	We could not have done this without the RC&D.	Obtain or secure resources to support our mission and personnel
More integration of PRC&DC into other organizations	Demand our services  Go-to organization	Connected to global community (natural resource conservation and preservation)
Broader system of projects	Customer-oriented and responsive	Focus on bioenergy
Be more selective: Narrow areas of involvement; narrowed scope	Quality services Relevant	Educate on resource conservation and recycling
Identify themes, be flexible	Cutting edge	Board: More diverse, more ownership
More electronic interactions and use of social media	The RC&D makes a difference	Become fiscally sound
Utilize current technology	Provides leadership in natural resource conservation and	Market who we are and our services
Constituents	utilization	Be more efficient
Lead healthier lives in a healthier environment		
More integrated and shared resources		
Less duplication with both the PRC&DC and other organizations		



#### Vision Drafts

Based on the answers to the visioning questions, we drafted the following vision statements and key phrases. **Bolded phrases** were considered to convey key phrases.

#### Five years from now, ASK will . . .

Draft 1	The <b>go-to-resource</b> for natural resource-related issues.		
Draft 2  Be a respected regional leader (as in 'premier organization') in resource conservation and development upon whom resource conservation and depend for collaboration in resource conservation.			
Draft 3	<b>Lead</b> major public policy decisions for the future of natural resource management [through proactive sustainable programs, technology, and leadership support].		
Draft 4	Southwest Michigan communities sustain strong economies and value and conserve their natural resource assets.		
Current Vision	Natural resource conservation and sustainable <b>economic development</b> which brings nature and people into harmony.		



#### Stakeholder Assessment

Stakeholders are individuals, groups, or organizations who can exert substantial influence over your operations and outcomes. To be optimally effective in working with your stakeholders, identify the desired level of involvement.

Strategic goals and objectives must help you attain this desired level of stakeholder involvement and make it an integral part of your operations.

Our Stakeholders	Desired Level of Involvement		
Fort Custer Training Center	<ul> <li>Provide outcomes of our work to the public</li> <li>Facilitate additional partnerships and contracts</li> </ul>		
Elected officials representing city dwellers, people who live in the country, large full-time farms	<ul> <li>Create policies that are in line with natural resource conservation</li> <li>Present to Michigan Township Association (MTA), Michigan Municipal League (MML), educate policy makers</li> </ul>		
Farmers, farm bureaus, farm coops, agra businesses, Future Farmers of America, community-based agriculture	<ul> <li>Advocate best management practices (BMPs) to their members</li> <li>Involve PRC&amp;DC in creating BMPs</li> <li>Advocate for RC&amp;Ds</li> </ul>		
Users of natural resources, such as water and oil companies, utility companies, recreational users, recreation businesses, donors	<ul> <li>Support PRC&amp;DC through:         <ul> <li>Advocacy</li> <li>Financial support</li> <li>Advertising</li> <li>Branding</li> <li>Board positions</li> </ul> </li> </ul>		
Conservation districts and other conservation organizations, such as Ducks Unlimited, Trout Unlimited, Pheasant Unlimited, Michigan United Conservation Clubs, nature centers, utility companies	<ul> <li>Collaborate on projects</li> <li>Share resources (funds, grant writing, in-kind office support)</li> <li>PRC&amp;DC publishes articles to their trade magazines</li> </ul>		



Our Stakeholders	Desired Level of Involvement		
Local funding organizations and foundations	Provide additional financial support		
Government agencies, such as USDA, NRCS, Great Lakes Initiative, Department of Defense, AMERICORPS	<ul> <li>Financial supports (grants)</li> <li>Resources, such as engineering, studies, conferences</li> <li>Support policy development</li> <li>Contracts/outsourcing</li> </ul>		
Educational institutions	<ul> <li>Collaborate on projects</li> <li>Provide education on natural resource conservation and management through presentation, grants, and scholarships</li> </ul>		



## Current Strengths and Weaknesses

Strengths	Weaknesses	
Dedicated director	Brand recognition	
Partnerships	Apathy	
Institutional knowledge and longevity	People don't know us	
Common demographics of council: rural counties	Education and training for staff and board	
Reputation	Uncertain financial future	
Resources	Grant writing	
	Vague or non-existing job descriptions and expectations for the board and executive committee	
	Lack of focus	



## Trends Identified as *Opportunities*

Social Trends		Impact on PRC&DC		
1.	Interest in local economies	Opportunity for education and projects		
2.	Aging population and migration from rural areas to cities	Provide services for those who are left behind		
3.	Everyone wants to go green	More funding for alternative energy and resource conservation		
Ec	onomic Trends			
1.	Misperception of what farming is; what makes up a small, medium, large farm	Educate public		
2.	Global economic crisis	More interest in a sustainable life style		
		More interest in simple living		
Ро	litical Trends			
1.	Fear and uncertainty: Uncertain future affected by population and by government rules	Help people get their voices heard (advocacy)		
Technology Trends				
1.	More access to communication devices	Advertise		
		Share ideas faster		
		Provide/receive information quicker and therefore able to be more proactive		
		Connect council members		
2.	Format	Website to fit mobile devices		
3.	Social media	Spread our word		
		Watch trends		
		Reach new audiences		
4.	Delivery through Internet	Reach and engage larger audiences		



### Trends Identified as *Threats*

Social Trends		Impact on PRC&DC	
1.	General pessimism	Difficult to raise funds	
2.	Entitlement philosophy	Difficult to get consensus	
		RC&Ds may be doomed	
3.	Aging population and migration from rural	Talent drain	
	areas to cities	Rural areas become of less priority to decision-makers	
Ec	onomic Trends		
1.	Unemployment: Less discretionary spending	Less funding	
2.	Diminishing federal, state, and local funding		
3.	Companies invest less, provide less training, are less involved in their communities, and reduce community investments		
Political Trends			
1.	Government may replace RC&Ds	Eliminate RC&Ds	
2.	Anti-earmarking and no-new-taxes philosophy	Less funding	
3.	Government rules change	Uncertainty	



### **Identify Gaps and Barriers**

The road to your vision is marked by gaps and barriers. This gap analysis identified gaps and barriers you are aware of today.

The gaps and barriers provided the starting point for developing strategic goals and objectives.



- What are the gaps?
- What are the barriers?
- What is missing today that you need to know or obtain to fulfill your mission and vision?
- What do you not know today that you should know for planning our future direction?



## Gap Analysis Results

Board development	Public relations & marketing	Staffing	Funding	External communication
Bylaws Board involvement/ ownership Develop better board communication Board involvement and ownership	Marketing Public awareness Marketing / promo plan Public awareness Visibility Support Insufficient marketing	Need more employees Training staff Staff #s Know how Need more than one-person office	Sustainable income Create new funding streams Consistent funding stream \$ Future stability Money	Communication Communications plan Build bridges to conservation districts and local government bodies
Board training/ limited knowledge	marketing	Infrastructure	Program focus	Government policy
No direction Transition plan Vision Willingness Lack of time of board Self interest Need to forget our origin – we are no longer government supported Need a risk taker Board make-up		Technology Obsolete equipment Office location	Defined programs	State and federal policies Advocacy role



# **Next Steps & Implementation**

- Communicate plan to key stakeholders
- Develop detailed action plans as needed
- Implement action plans
- Track progress and identify data trends
- Focus on strategy throughout the year through strategy-based executive committee and board meeting agendas
- Report results regularly to the board and key stakeholders
- Use outcome measures for continuous improvement toward service excellence
- Regularly review, validate, and update the strategic plan





## **Contact Information**



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