

Partnership Skill Building

October 24-25, 2018

Training Syllabus



William Penn Mott Jr. Training Center



Memorandum

Date: September 24, 2018

To: Supervisor

From: Debbie L. Fredricks, Chief
Training Section
California State Parks

Subject: Employee Attendance at Formal Training

An employee from your office will soon be attending the formal training program described in the attached. Ensure that the employee is fully prepared to attend the session and that the groundwork is laid for the employee's implementation of the training upon returning to work. You can assist with capturing the full value of the training by taking the following steps:

Prior to Training

1. Make sure that **specific** employee needs are identified and, if necessary, called immediately to the attention of the Training Coordinator.
2. Review with the employee the reason for the employee's attendance.
3. Review objectives and agenda with the employee.
4. Discuss objectives and performance expected after the training.

Immediately Following Attendance

1. Discuss what was learned and intended uses of the training.
2. Review the employee's assessment of the training program for its impact at the workplace.
3. Support the employee's use of the training at the work place.

Three Months Following Training

1. Supervisor evaluates the effectiveness of the training on the employee's job performance and login to the ETMS to complete the Training Effectiveness Assessment form.

Thank you for your assistance in seeing that the full benefit of training is realized.



Debbie L. Fredericks
Training Section Chief

Attachment
cc: Participant

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Mission Statement Training Section

The mission of the Training Section is to improve organizational and individual performance and productivity through consulting, collaboration, training, and development.

TRAINING SECTION STAFF

Debbie L. Fredricks..... Training Section Chief
Ann D. Slaughter Mott Training Center Manager
Eric Marks..... Leadership and Development Manager
Jack Futoran EMS and LFG Training Coordinator
Jeff Beach..... Training Consultant
Joel Dinnauer..... Training Consultant
Dave Galanti Training Consultant
Karyn Lombard Training Consultant
Sara M. Skinner Training Consultant
Vernon Reyes Instructional Designer
Jason Smith Academy Coordinator
Jeremy Alling Cadet Training Officer
Matt Cardinet Cadet Training Officer
Raymund Nanadiego Cadet Training Officer
Lisa Anthony Program Coordinator
Edith Alhambra Assistant Program Coordinator
Sam Guida..... Assistant Program Coordinator
Jessica Kohls..... Assistant Program Coordinator
Ricky Roldan..... Assistant Program Coordinator
Pamela Yaeger Assistant Program Coordinator

THE MISSION

of the California State Parks is to provide for the health, inspiration, and education of the people of California by helping to preserve the state's extraordinary biological diversity, protecting its most valued natural and cultural resources, and creating opportunities for high quality outdoor recreation.



FORMAL TRAINING GUIDELINES

Welcome to formal training, an essential component in your career development.

Since 1969, our Department has been providing a continuously changing number of diverse training programs at its main training facility, the William Penn Mott Jr. Training Center, and other locations including Marconi Conference Center. The Department strives to enhance your learning and job performance with formal training of the highest quality.

Our Department's dedication to training is only one aspect of its commitment to you and to the public. This commitment is costly and represents an important investment in you and your career. You and the Department realize a return on that investment by your positive participation in formal training itself and post training follow-through.

The program you will be participating in is described in this training syllabus, which outlines what you can expect from this training and what is expected of you. This syllabus details what you should do before you leave for training; what to do when you arrive; what you will be doing while in training; and, importantly, what you should be able to do when you return to your work site. Specifically:

1. **SYLLABUS:** The syllabus is now accessible on the Employee Training Management System (ETMS). Your copy of this syllabus is an important part of your training experience and should be brought with you to training. Read it before you arrive and review it following the program along with material you received at training.
2. **PRE-TRAINING ASSIGNMENTS:** Your completion of pre-training assignments is essential to the success of your training. You are responsible for all reading assignments in preparation for classroom sessions. Time will be provided during working hours to accomplish any assignments, which involve either individual or group efforts and resources.
3. **TRAVEL:** Arrange your travel to and from the training site through your District or Office. (No reimbursement for travel expense – including per diem costs – will be approved for travel not specifically authorized in advance by the District Superintendent).

Individuals may claim reimbursement for incidental expenses incurred as outlined in DAM 0410.6.

The cost of your travel (airfare, mileage, rental car, etc.) is paid by your District or Office **to** and **from** the location of training.

4. **ENROLLMENT OR HOUSING CANCELLATION POLICY:** To cancel participation in a course, the participant must have their District Superintendent or Section/Office Manager send an email to the Training Consultant assigned to the course requesting to remove the participant. If you do not need lodging or must change or cancel your reservation for lodging, you must contact the Mott Training Center or Training Consultant assigned to the course at least 2 weeks prior to your date of arrival. Lodging, registration, and associated fees will be charged to the employee's District or Section/Office if a training cancellation is received with less than two weeks' notice.

The Mott Training Center is committed to ensuring that the reservation that has been made for you is accurate and needed.

5. **ATTENDANCE:** Regular attendance is a critical course requirement and your participation is important to the success of this training. An absence of more than 10% of the course hours constitutes grounds for dropping a participant from the course. The Department Training Officer may modify this requirement based upon participant knowledge level and/or the portion of the course missed. All absences, except those of an emergency nature, must be approved in advance by the Training Consultant.
6. **POST-TRAINING ASSIGNMENTS:** In connection with formal training are to be completed under the direction of your supervisor.

PROGRAM ATTENDANCE CHECKLIST

To assist you in your preparation for formal training session, the following list is provided:

_____ 1. Read the Partnership Skill Building Group 23 program syllabus prior to your arrival.

_____ 2. Arrange your travel through your Unit/District Office.

_____ 3. **Complete the following pre-training assignment:**

Required reading

https://www.parks.ca.gov/pages/24689/files/Partnership%20Committee%20Findings%20and%20Recommendations_030216.pdf

_____ 4. Bring the following with you to training:

- Program syllabus
- Uniforms are not required. Appropriate business attire.
- Reusable coffee mug, refillable water bottle, notepaper, pens, and pencils

If you have any questions or need assistance, contact Training Consultant Sara M. Skinner at (831) 649-2961 or Sara.Skinner@parks.ca.gov.

POST-TRAINING ASSIGNMENT

Prior to ninety days after the completion of this program, the employee and his/her supervisor should discuss the impact and assess the effectiveness this program has had on the employee.

The post-training evaluation process is intended to provide a bridge between classroom instruction and the on-the-job application of training. The information obtained through this process will assist the employee, supervisor, and Training Section in providing a return on the training investment to the Department.

TRAVEL EXPENSE CLAIMS INFORMATION

You will need to submit a Travel Expense Claim (TEC) in a timely manner after the class. As a reminder:

- Districts are responsible for your time, your travel to/from training (including toll charges and parking), and incidentals

- Training covers meals and lodging during the days of the training (acquire a receipt from the hotel to submit to accounting)

- For your claim:
 - Charge to: select a name for example “Partnership Training”
 - Select “Detail Accounting” and enter the following
 - Field one: 2018 (Fiscal Year)
 - Field two: Index Number (Your reporting location index number)
 - Field three: 14001 (PCA)
 - Field four: Leave blank
 - Field five: 067MGT00 (Project Number)(This is the account and settings to charge your room and food)

If you receive error messages, contact Assistant Program Coordinator Pamela Yaeger at (831) 649-2954 or Pamela.Yaeger@parks.ca.gov at the Mott Training Center to have you added to the system.

NOTE: List Ann D. Slaughter as an Additional Approver on your claim

PARTNERSHIPS SKILL BUILDING GROUP 23 AGENDA

October 24-25, 2018

Wednesday

October 24

0800–0915	Welcome	Cheryl Marcell (CALPA)
	Why Cultural Relevancy Matters to Parks:	Nina Roberts (SFSU)
	Keeping Up with Staying Current	
0925–1025	Cooperating Association Success Stories and Communicating Your Impact	Randy Widera
	OR	
	Creative Ideas, Best Practices and Working with State Parks in Donor Recognition	Laura Davick (CCC)
	OR	
	Retail Round-Up	George Loyer (VOTMOA)
1025–1030	Recap Session: Take Time to Review Course Material	On own
1040–1215	Speed Sessions on Leadership	Linsey and Randy
	OR	
	Building Your Philanthropic Program, One Dollar and One Donor at a Time	Anna Patterson
1215–0115	Lunch Provided in Rooms	On own
0115–0230	How to Make your Programs and Organization More Inclusive	Youth Outside
	OR	
	Partnering on a Successful Year-Round Media Plan	Jennifer Benito (SRL) Gloria Sandoval (DPR) Others TBD
0230–0300	Recap Session: Take Time to Review Course Material	On own
0300–0400	This Workshop is NOT Boring: the DPR Contract and (new!) Annual Report Form	Paige Rogowski (DPR)
	OR	
	Holding a Successful Annual Fundraising Event	Alix Hobbs (CCC)
0415–0500	Understanding and Leveraging State Parks and Nonprofit Organizational Culture Differences	Sharron Ferrell, Facilitator (GGNPC)
	Featuring: Emily Burns (SRL) and Victor Bjelajac (DPR) Greg Martin (DPR) and Rod Smith (CBTA) Stephanie Campbell (DPR) and Jenny Aleman-Zometa (LARSSP), Jennifer Steward (GDPA) and Barry Smith (DPR)	

PARTNERSHIPS SKILL BUILDING GROUP 23 AGENDA

October 24-25, 2018

Thursday

October 25

0800-0915	Welcome – Gold Fields and Partnerships Office Introduction	Jason DeWall (DPR)
		Christina Jaramay Lisa Mangat
0925-1025	Keynote – Director Mangat State Park Budgeting Process	Crystal Flores (DPR) Matthew Bellah(DPR)
	OR Innovation: Its more Attainable Than You Think	Potero Group
	OR Projects are People Too – A Case Study from San Diego	Kathleen Koimann (FOCCSB)
1040-1215	AccessAbility: ETC and CA State Parks Partnership	Diane Polosky/ Oren Frey
	OR Strategic Business Planning: A Pathway to Partnership	Potero Group
	OR Visitor Attention Model, ZamQuest at Folsom History Museum	Austin Grove
1215-0115	Lunch Provided in Rooms	On Own
0115-0245	Roundtable – Taking What We Have Learned Back with Us	Paige Rogowski/ Various
0300-0400	How Do We Get There from Here? Developing an Annual Plan	Heidi Doyle (SSPF)
	OR Insurance and Risk Management Basics	Colleen Lazanich (CalNonprofits Insurance Group)
	OR Keeping your Board Inspired and Engaging New Members	Randy Widera
0415-0500	Closing Session – The Power of Nonprofits	Jan Masaoka (CalNonprofits)

CALPA 2018 Statewide Conference & Training
Fostering Excellence and Park Leadership in the Golden State.

Tues Oct 23		Wed Oct 24		Thurs Oct 25		Friday Oct 26
	7:00 - 8:00	Light Breakfast and Coffee Pavillion Room		Light Breakfast and Coffee Pavillion Room		
	8:00 - 9:15	Why Cultural Relevancy Matters to Parks: Keeping Up and Staying Current (Nina Roberts) Pavillion Room	Welcome (Cheryl Marcell) Pavillion Room	Welcome to Gold Fields District (Jason De Wall, District Superintendent) Partnerships Office Overview (Christina Jaromay, Jared Zucker & DPR Partnership Staff) Plenary Session Pavillion Room		Breakfast on Your Own Field Trips Marshall Gold Discovery Field Trip, 11:30 AM Tour of 2-3 historic houses followed by a Hamburger BBQ with their very cool Covered Wagon BBQ. Hosted by Marshall Gold Discovery Association
	10 Minutes	Break	Break	Break		
30 - 11:30 ur of State Parks Headquarters 1416 9th Street, Sacramento	Room	SIERRA 1	SIERRA 2	SIERRA 1	SIERRA 2	
	9:25-10:25	Coop Success Stories and Communicating Your Impact (Randy Widera)	Creative Ideas, best practices and Working with State Parks in Donor Recognition (Laura Davick & Christina Jaromay)	How to Understand the State Park Budget Process ... and Still Be Cool At Parties (Crystal Flores & Matthew Bellan)	Innovation: It's More Attainable Than You Think (Cleveland Justis)	Projects are People Too-A Case Study from San Diego (Kathleen Koolman)
	15 Minutes	Break	Break	Break	Break	
	10:40 - 12:15	Building your philanthropic program, one dollar and one donor at a time (Anna Patterson & Kenley Butler)	What Nonprofits should know about Advocacy and Election Impacts on Your State Parks (TBA)	Visitor Attention Model, ZamQuest at Pioneer Village (Austin Grove)	Strategic Business Planning: A Pathway to Partnership (Cleveland Justis)	Accessibility: Adaptive Programming in Partnership with CA State Parks (Diane Postosky & Oren Frey)
	12:25 - 1:15	Lunch (Pavillion Room)		Lunch (Pavillion Room)		State Museum Collections Center Tour Times: 11AM and 1PM Each tour will be 1 hour. Limit of 25 people per tour.
1:00 - 3:30 CALPA Board Meeting – Open to all East Theatre – California State Railroad Museum – 111 I Street, Old Sacramento	1:15 - 2:45	How to make your programs and organization more inclusive (Youth Outside)	“Partnering on a Successful Year-Round Media Plan” (Linsey FH, Jennifer Benito, Jerry Emory, Traci Cusak, & Gloria Sandoval)	Roundtables: Board Leadership (Dick Troy), Executive Directors (Michele Luna), Retail Operations (Annie Cresswell), State Parks CALS (Paige Rogowski), Special Events (Alix Dunn), Volunteers (Rachel Young), Social Media/Marketing (Song Hunter), Fundraising/Membership (Anna Patterson), Pavillion Room		
	15 Minutes	Break	Break	Break	Break	
3:30 - 4:30 CALPA Membership Meeting Annual Meeting of CALPA Members – Open to all Updates on CALPA/PLA Membership Featuring Dan Puskar, Executive Director of PLA and Cheryl Marcell, President CALPA	3:00 - 4:00	This Workshop is Not Boring: the DPR Contract and (new!) Annual Report Form (Paige Rogowski)	Holding a Successful Annual Fundraising Event (Alix Dunn)	How do get there from here? Developing Your Annual Project Plan (Heidi Doyle)	Insurance & Risk Management Basics (Colleen Lazanich)	Keeping your Board Inspired and Engaging New Members (Randy Widera)
	15 Minutes	Break	Break	Break	Break	
4:30 - 5:30 Opening Reception Part I All Aboard! Heritage Train Ride with Wine and Snacks Sacramento Southern Railroad	4:15 - 5:15	Understanding and Leveraging State Parks and Nonprofit Organizational Culture Differences Pavilion Room (Sharon Farrell, Heidi Doyle and Guests)		Closing Session, The Power of Nonprofits , (Jan Masaoka) Pavilion Room		
	5:15 - 6:30	Vendor Showcase & Networking Session Wine and light appetizers Pavilion Room		Break		
6:00 - 7:30 Opening Reception Part II Historic Stanford Mansion – 800 N Street, Sacramento	7:00	Dinner on Your Own		CALPA Banquet and Auction Pavilion Room		

PARTNERSHIP SKILL BUILDING GROUP 23

IN COLLABORATION WITH CALIFORNIA LEAGUE OF PARK PARTNERS

Program Purpose and Learning Objectives

DAY ONE | Wednesday, October 24, 2018

Welcome – Why Cultural Relevancy Matters to Parks: Keeping Up and Staying Current

Purpose: California's population is changing rapidly and so are our social, environmental and political trends. Are State Parks and Partners doing all we can to reach and engage our changing communities? Dr. Nina Roberts will provide an overview of demographic shifts, and highlights of cultural relevancy and why it matters. She will illustrate common barriers and sample ways to enhance State Park and Partner programs towards more inclusive practices.

Learning Objectives: By the close of the session the participant will

- 1) Broadly understand what cultural relevance is, in relation to outdoor recreation, and why it matters to the sustainability of State Parks.
- 2) Learn where to obtain basic demographic data on populations in the parks' gateway communities.
- 3) Identify barriers to implementing community engagement efforts, and possible steps to reduce those barriers.
- 4) Generate ideas for at least one action item for inclusivity to apply to a program or operational element.

Cooperating Association Success Stories and Communicating Your Impact

Purpose: The session will take the positive approach by asking questions that emphasize measurements that lead us to uncovering the "Gold in them thar Hills."

Learning Objectives: By the end of the session the participant will

- 1) Fill their toolbox with ideas that promote success.

Retail Round-Up

Purpose: Although running a State Park visitor center store is not like running most other retail stores, certainly many best practices can be applied to park stores. In this session participants will meet with other retail and product committee representatives to learn about what works best in the areas of managing inventory, selecting products, merchandising products, moving stale inventory, and more, in order to have the most efficient sales operation possible.

Learning Objectives: By the end of the session the participant will

- 1) Define current technology and practices for efficient inventory management.
- 2) Review their association's product selection processes, review the process as prescribed in the Cooperating Association Agreement, and apply retail best practices from other associations.
- 3) Identify ways to move stale inventory and maximize sales profits.
- 4) Define and practice the "Good Faith Effort" as it pertains to product selection.
- 5) Demonstrate the legal requirements for retail sales (licenses, taxes, UBIT, etc.) and how they apply to each association's retail operation.

Creative Ideas, Best Practices, and Working with State Parks in Donor Recognition

Purpose: To explore best practices for nonprofit partner fundraising and how to steward successful and sustainable relationships with donors, working within the State Parks' Donor and Sponsorship Recognition Guidelines.

Learning Objectives: By the end of the session the participant will

- 1) Identify best practices around developing effective stewardship efforts and plans.
- 2) Describe the specific tactical components of a stewardship plan.
- 3) Realize that the return on investment in donor stewardship is very significant and its importance is critical to effective fundraising.

Building your Philanthropic Program, One Dollar and One Donor at a Time

Purpose: A general focus on what philanthropy is, how relationships are built, the strong (and lucrative) personal connections already to be found within the park units we serve, the potential for a partner of any size to get involved with and be successful with fundraising.

Learning Objectives: By the end of the session the participant will

- 1) Recognize philanthropy as a value to the donor.
- 2) Determine our importance in providing people who love the parks we serve a meaningful way to give back and simple, achievable steps to take to build revenue.

Social Session for DPR Staff

Purpose: California State Park Staff will meet as colleagues to hear updates from headquarters and discuss partnership liaison best practices.

Learning Objectives: By the end of the session the participant will

- 1) List recent policy changes, activity, or other information from leadership.
- 2) Receive encouragement and affirmation in their role as liaison partners.
- 3) Practice utilizing available resources to address common challenges.
- 4) Present potential solution to peers.
- 5) Work collaboratively to develop a personal “bank” of potential solutions.

How to Make your Programs and Organization More Inclusive

Purpose: So you are ready to make your programs and practices more culturally inclusive? In this workshop, participants will identify what prevents inclusive programming currently and begin reducing those barriers, specifically applying tools and resources to implement change.

Learning Objectives: By the end of the session the participant will

- 1) Identify barriers to cultural inclusivity in their respective organizations.

- 2) Determine an action plan for reducing those barriers.
- 3) Bring tools and techniques back to their organization's leadership for implementation.

Media Planning and Communication as Partners

Purpose: In this panel of communications experts, participants will receive strategies for communications planning as partners. Participants will learn how to work together to coordinate roles and responsibilities in messaging, media outreach, donor recognition, and more. The session will cover how to adapt the strategies for social media, press releases, TV and radio pitches, and print media for organizations of all sizes.

Learning Objectives: By the close of the session the participant will

- 1) Develop media strategy as partners
- 2) Identify the best media outlet for the respective strategy.
- 3) Determine strategies to effectively reach the target media.
- 4) Know when and how it is appropriate to engage State Park Communications staff.

This Workshop is NOT Boring: The DPR Contract and NEW Annual Report Form

Purpose: An overview of the cooperating association agreement and what is required by contract. Learn how to complete the new annual report form (DPR 973) and what it means for your organization.

Learning Objectives: By the end of the session the participant will

- 1) Demonstrate how and when to report using the new DPR 973 form.
- 2) Learn what is required by the partners through the cooperating association agreement.
- 3) Define the roles and responsibilities of both parties.

Holding a Successful Annual Fundraising Event

Purpose: Events are an important part of the nonprofit fundraising plan. As partners with State Parks, cooperating associations have unique assets – and challenges – to executing a successful event. This session will explore the key components to engaging your donors, followers, and park visitors and ultimately, raising more money!

Learning Objectives: By the end of the session the participant will

- 1) Identify the assets and challenges in executing a fundraising event as a State Park partner.
- 2) Review the State Parks Special Event Permit process and required proof of insurance, ABC licensing, staffing, or other needs for the event.
- 3) Determine strategies for event promotion and maximizing attendance.
- 4) Identify new action items to apply to the association's next fundraising event.

Understanding and Leveraging State Parks and Nonprofit Organizational Culture Differences

Purpose: Every organization has its own unique way of getting things done. Organizational Culture defined as the underlying beliefs, assumptions, values and ways we get our work done contribute to the unique environment of an organization. There are many differences between how California State Parks and nonprofit partners get things done, and the most successful partnerships are able to acknowledge and leverage these differences. In this plenary session, participants will explore what is organizational culture and how do create a collaborative culture when working in partnership. We will learn from partnerships of various sizes and cultures, and discuss tips and tricks for how to move through the differences towards success.

Learning Objectives: By the end of the session the participant will

- 1) Identify the characteristics of State Parks' organizational culture and the nonprofit's organizational culture.
- 2) Discuss challenges and barriers, and learn how successful partners work with and through these differences.
- 3) Gain a greater awareness and respect for the strengths and constraints to each organizational culture.

- 4 Identify tools and tactics to help create and sustain a collaborative culture.

DAY TWO | Thursday, October 25, 2018

Leading State Parks Through Partnership

Purpose: The history California's State Parks points to numerous examples of success and growth through partnerships. From the very first redwood park to the inclusion of new park programs today, our partners are a contributing force to park leadership. Director Lisa Mangat will provide an update on State Parks, and encourage partnership leadership in the new year and beyond.

Learning Objectives: By the end of the session the participant will

- 1) Learn the latest in State Parks leadership from the Director.
- 2) Be encouraged and inspired to lead in partnership.

State Park Budgeting Process

Purpose: To learn more about and understand the State Park budgeting process, from the Governor's proposed budget, down to the park unit level. With greater understanding of the State Park process, State Park staff and partners will be more successful with annual planning and budgeting for projects.

Learning Objectives: By the end of the session the participant will

- 1) Gain a better understanding of the overall DPR budget and allocation process.
- 2) Described how Service Based Budgeting and new funding sources have recently changed how funds are allocated.
- 3) Learn the ideal timing for planning for projects, funding park needs, or other partnership activities.
- 4) Define how and when priorities are established, on a headquarters and district level.
- 5) Gain a greater appreciation for the financial support of partners.

Innovation: It's More Attainable Than You Think

Purpose: To learn how they and their partners can benefit from innovation-oriented practices and how small steps can make a big difference in outcomes right away.

Learning Objectives: By the end of the session the participant will

- 1) Learn about the counterintuitive history of innovation.
- 2) Engage in two hands-on exercises that will help participants be more innovative in their work with partners and customers.
- 3) Discuss innovation and how they can use the principles in the workshop to make their work-life more effective.

Projects are People Too – A Case Study from San Diego

Purpose: This session will provide State Park staff and nonprofit partners with the skills to manage projects together as partners.

Learning Objectives: By the end of the session the participant will

- 1) Define the importance of planning for projects and documenting the partnership roles and responsibilities, as well as making the time for the partnership project.
- 2) Demonstrate how to manage the expectations of donors, and how State Park staff can communicate with and support the association to do the same for their donors.
- 3) Recognize capacity within the district and the association in order to be successful.
- 4) Practice using planning and communication tools.

Strategic Business Planning: A Pathway to Partnership

Purpose: This session focuses on merging strategic planning and business planning to open new avenues for partnership between agencies and partner organizations.

Learning Objectives: By the end of the session the participant will

- 1) Review the basic elements of strategic planning and business planning.
- 2) Strengthen partnerships.

- 3) Troubleshoot organizational and partnership challenges.

AccessAbility: Environmental Traveling Companions and California State Park Partnership

Purpose: To learn how Environmental Traveling Companions (ETC) has been delivering accessible, educational and transformational outdoor adventures in partnership with California State Parks over the last 40 years.

Learning Objectives: By the end of the session the participant will

- 1) Learn about ETC's rich history providing adaptive and educational adventures in collaboration with CA State Parks.
- 2) Learn key elements in providing impactful, safe, and educational adventures for non-traditional park visitors.
- 3) Develop awareness and sensitivity to people with a range of disabilities.
- 4) Discover how to adapt outdoor and teambuilding activities for people with diverse abilities.

Visitor Attention Model – ZamQuest at Folsom History Museum

Purpose: A scientific approach to visitor attendance

Learning Objectives: By the end of the session the participant will

- 1) Gain insight on the visitor's time in the museum and experience an alternative way which keeps fatigue levels low.

Topical Roundtables – Taking What We Learned Back with Us

Purpose: Board president? CAL? Finances? Social media? State Park staff and nonprofit partners are often asked to wear multiple hats. In this session, you get to select the topic you would like to learn more about. Each roundtable will have a facilitated discussion on a particular topic related to park partnership.

Learning Objectives: By the end of the session the participant will

- 1) Identify the best practices among park partner colleagues for the selected topic.
- 2) Determine at least one new practice to implement.

- 3) Gain insights about how others are successful within the selected topic.

How Do We Get There From Here? Developing an Annual Plan

Purpose: It is essential that there is agreement between you and your park partner on your project and fundraising efforts. This session will give you a working tool for communication and prioritizing your great ideas.

Learning Objectives: By the end of the session the participant will

- 1) Have a strategy to develop a list of park needs.
- 2) Learn how to determine if your projects are mission based.
- 3) Communication tactics with our partners.
- 4) Communication and agreement of fundraising strategies.
- 5) Fundraising and Project Management.
- 6) Leave with a tool to create your own annual review and prioritization.

Insurance and Risk Management Basics

Purpose: A high-level primer on insurance terminology and risk management basics.

Learning Objectives: By the end of the session the participant will

- 1) Define high level risk management concepts.
- 2) Demonstrate risk transfer and how contracts are used to transfer risk.
- 3) Describe key insurance concepts and apply them to your organization.

Keeping Your Board Inspired and Engaging New Members

Purpose: This workshop will present practical and actionable strategies that help keep board members engaged and inspired. We will explore the underlying reasons that a board stagnates or go off the rails and discuss the ongoing work of a board and how to keep focused on a mission and a positive collegial environment.

Learning Objectives: By the end of the session the participant will

- 1) Practice strategies "I" can bring in working as a board member.
- 2) Define board Member roles and responsibilities.
- 3) Define board, CAL relationships.
- 4) Identify the Role of Committees.

Closing Session: The Power of Nonprofits

Purpose: Nonprofits are an influential force in California. Drawing from data in *Causes Count: The Economic Power of California's Nonprofit Sector*, Jan Masaoka will speak to harnessing this force and strengthen California's State Parks through the nonprofit sector.

Learning Objectives: By the end of the session the participant will

- 1) Gain an appreciation for State Parks' nonprofit partners' ability to inform their members and followers.
- 2) Describe trends of nonprofits supporting government entities (PTAs, "Friends" of libraries, etc.) and how State Park partners compare to other government partners.
- 3) Be inspired to take at least one action towards better informing and engaging nonprofit partner members and followers to benefit California's State Parks.