

“Listening to Understand”

Agencese and NGOsian

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LEAD = 82



- Project manager reads this to mean the Lead on a task is scheduled for 82 hours



- Chemist reads this as, "An element of the periodic table with an atomic number of 82, abbreviated Pb."

Know your audience and be
prepared to speak their language

...or at least understand their
confusion!



Individual Backgrounds = Communication Challenges

Background	Focus		Background	Focus
Academics	Research & Citation	Vs.	Registered Professionals	Practice & Experience
Engineers	Function & Buildability	Vs.	Architects	Form & Aesthetics
Biologist	Species	Vs.	Ecologist	Large scale & system-wide
Flood Agency	Capacity & Liability	Vs.	Watershed Group	Habitat & Water Quality



Common Lingo Bingo



Agencese

- Manning's n
 - Hydraulic roughness or vegetation density
- Q-100
 - 1% chance in any given year that this flow (or Q) will occur in a channel
- Acequia
 - Gravity-driven waterways, usually with dirt banks, but can be lined with concrete. They were important forms of irrigation in the development of agriculture.

NGOasian

- Anadromous
 - From Greek "running up", fishes living in the sea, but breeding in fresh water
- Hyporheic Zone
 - Beneath or lateral to a stream bed, including the mixing of groundwater and surface water
- Anabranch
 - Channel that diverts from the main stem, but rejoins it downstream

The NGO'sian Model

What You Say  What They Hear

YOU SAY (NGO'sian)	THEY HEAR (Agencese)
Increase Riparian Habitat	More plants = more maintenance and costs. May make future projects more difficult or expensive (mitigation)
Bankfull channel plantings	Increased Manning's n = capacity loss
Community Involvement	Liability
We'd like to partner with you on a grant, but don't have matching funds...	Lost revenue and potentially reduced grant funds available for other projects

Compatibility = Flexibility

- Be prepared to accept alternatives
- Understand when “NO” means “MAYBE”
 - Not now:
 - Staff time overload
 - Financial/revenue concerns
 - Political reasons
 - Not there:
 - Liability
 - Technical concerns
 - capacity or maintenance concerns
- ASK WHY, DON'T BE SHY
-

Define “Partner” ???

- Partnering may be understood differently
 - Be Specific and Be Honest about your definition

Agencese	NGOsian
A partner is a financial participant who shares the burden of the project costs or long-term maintenance	A partner may supply goods, services, access, funds, or just support the cause

Although not always the case, the decision to partner on a project or grant often boils down to funding.



Parting Shots

- Revenue is tight for both sides of our functional areas
 - Look for creative ways to achieve goals and finance projects
- Show up with \$\$\$ in mind
 - In-Kind match?
 - Donations?
 - Supplies?
- Understand the time commitment necessary
 - Grant applications are PAINFUL for all involved (NO, REALLY!)



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