

Capacity Building Impacts Briefing – Green Trust Alliance

December, 2025



Our On-the Ground Performance History

- Established in 2000 – Took Big, Tough Projects as they came
- Niche Implementation Model
- Successful Projects
- 94% Program Efficiency





Example: DHS/DOD Conservation Partnerships, 2015 - 2025



Our Constraints:

- Growth is more than *build more projects*
- Opportunistic business model
- Lack of *Local* Board Leadership
- **Want to keep our strong culture and expertise – but need *sustained growth* to deliver more projects**





The Capacity Building Ask:

- We asked for:
 - Help identifying biggest gaps in our fundraising
 - Help starting our first Local Advisory Board
 - Help recruiting new, local board members
 - Help creating plans to build the capacity to accelerate on-the-ground work.

How'd We Do (10 Months In)?

- Leveraged CB funds 5:1 to help us build out our strategy.
- Added 3 new board members in 2025
- Added 1 new FT staff in 2025
- Rapidly adding cohesive, community scale work in the areas of our major projects
- Broader fundraising base allows us to close out small projects quickly and pivot *to the next three*



New Model - Revenues

