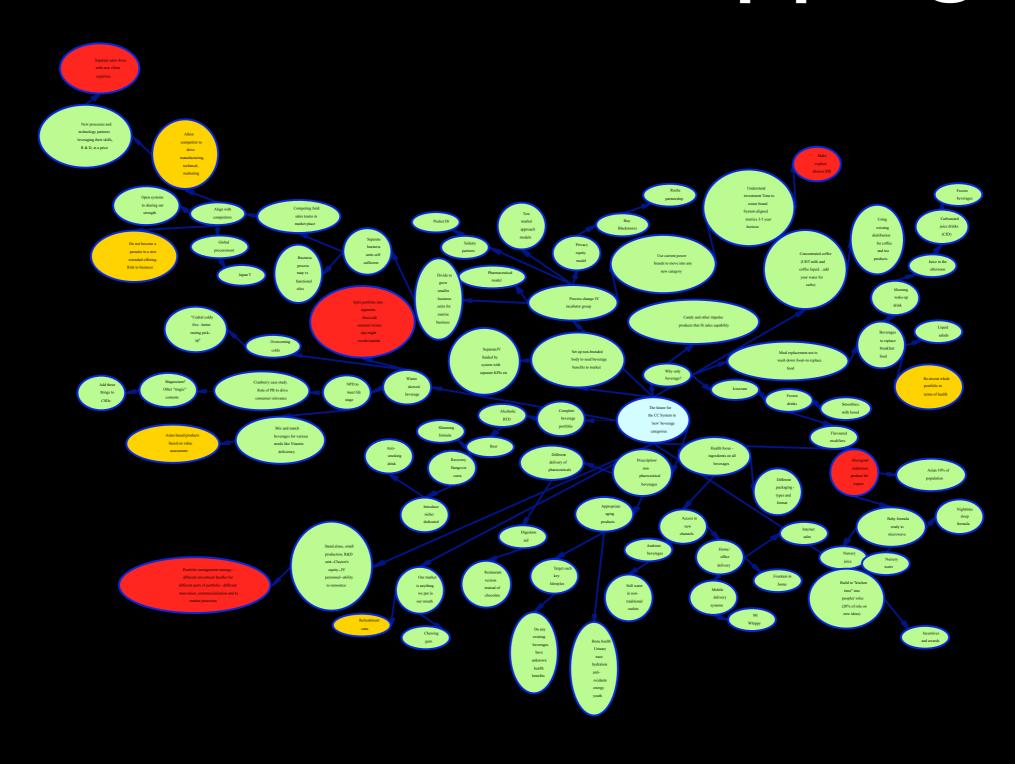
Conversation Mapping



Why?

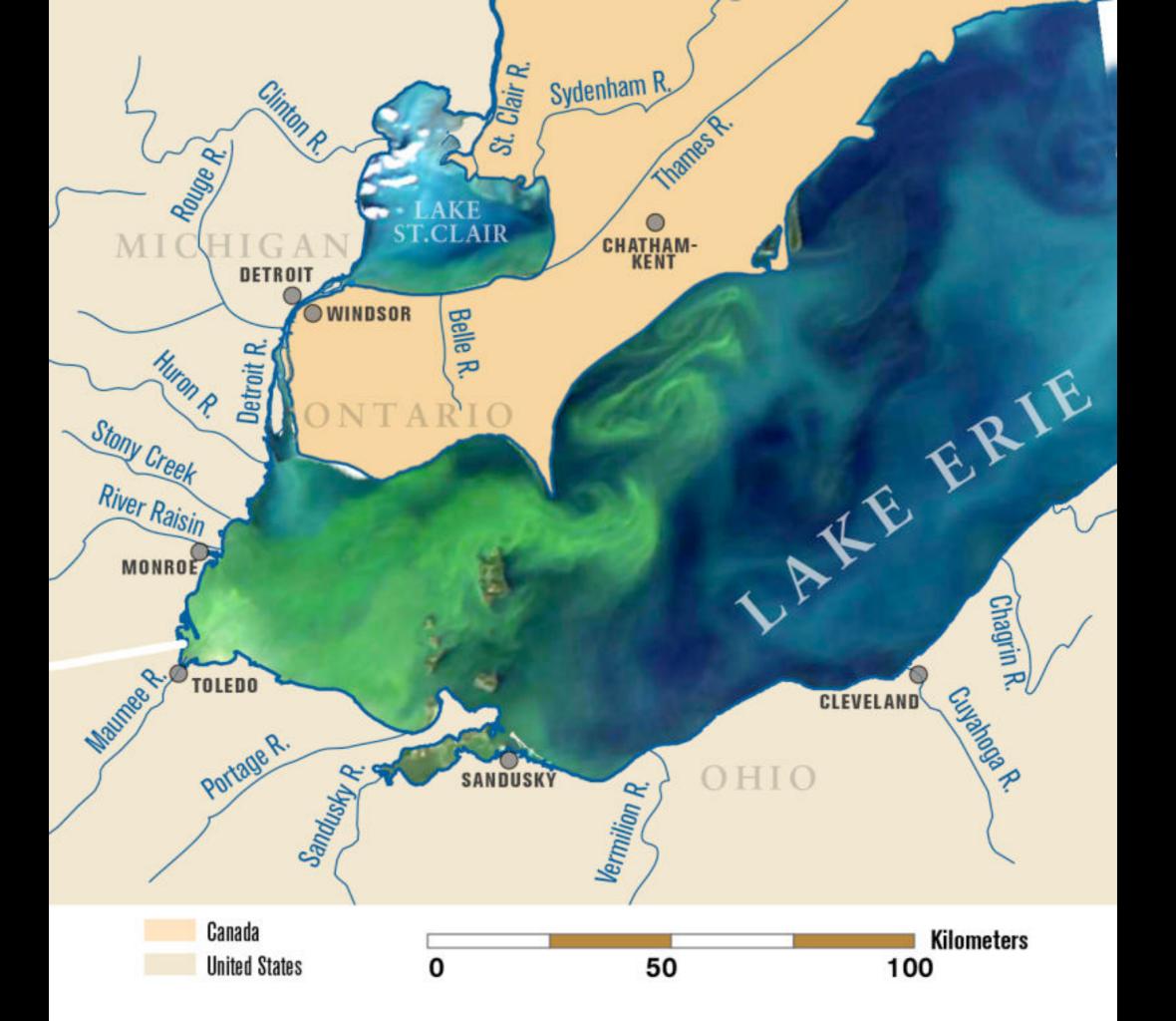
My Story

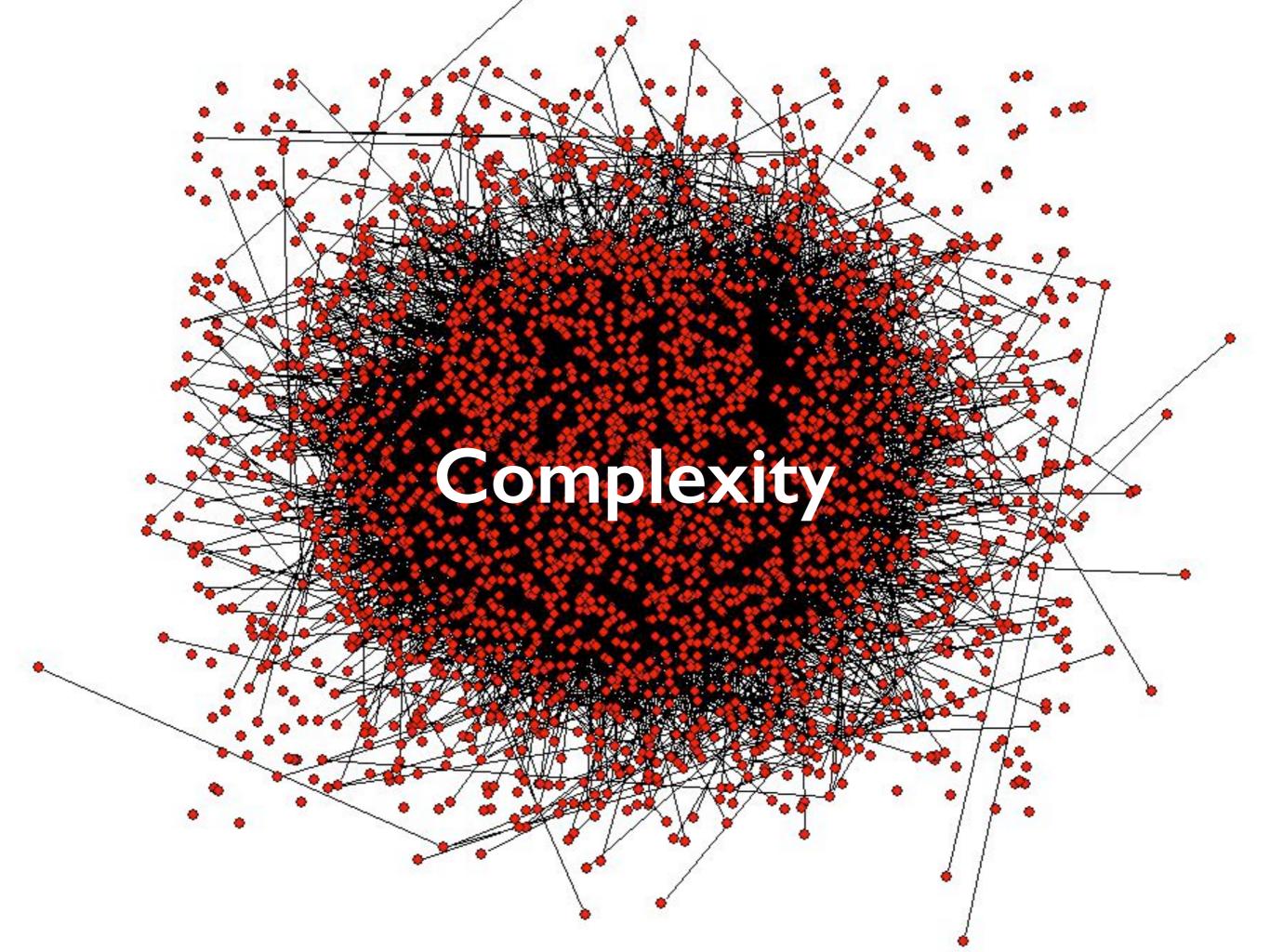










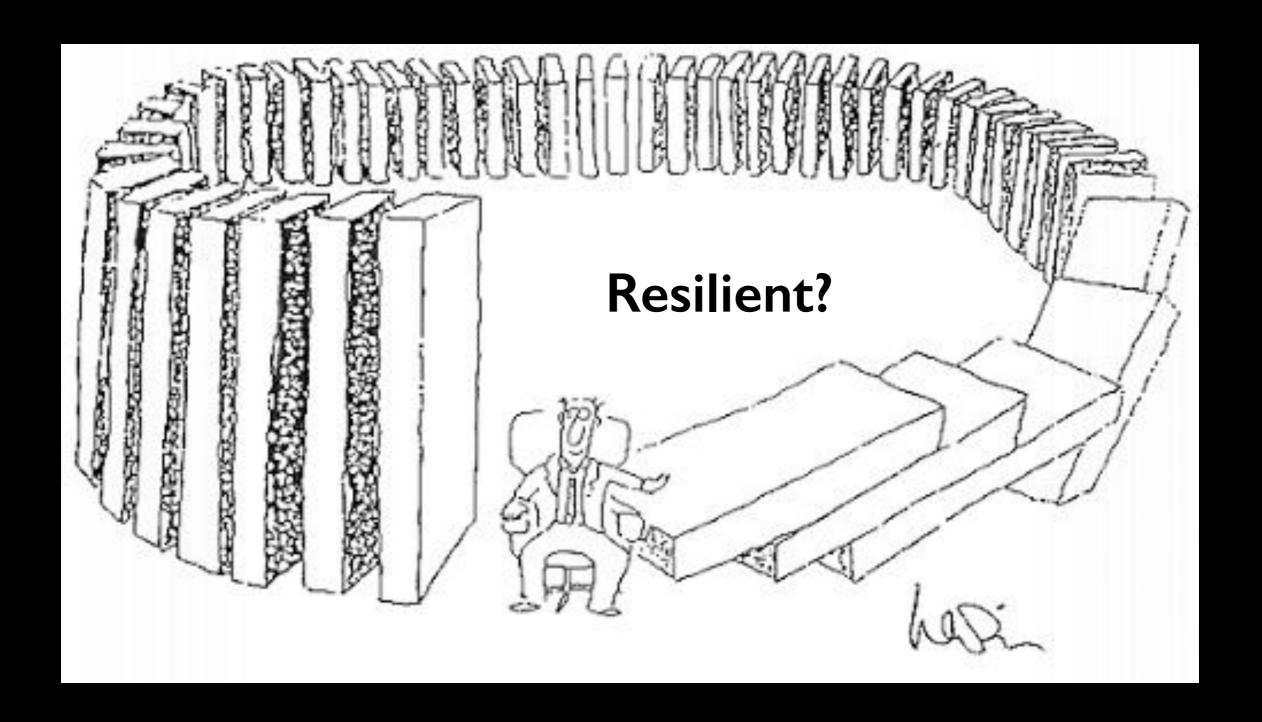


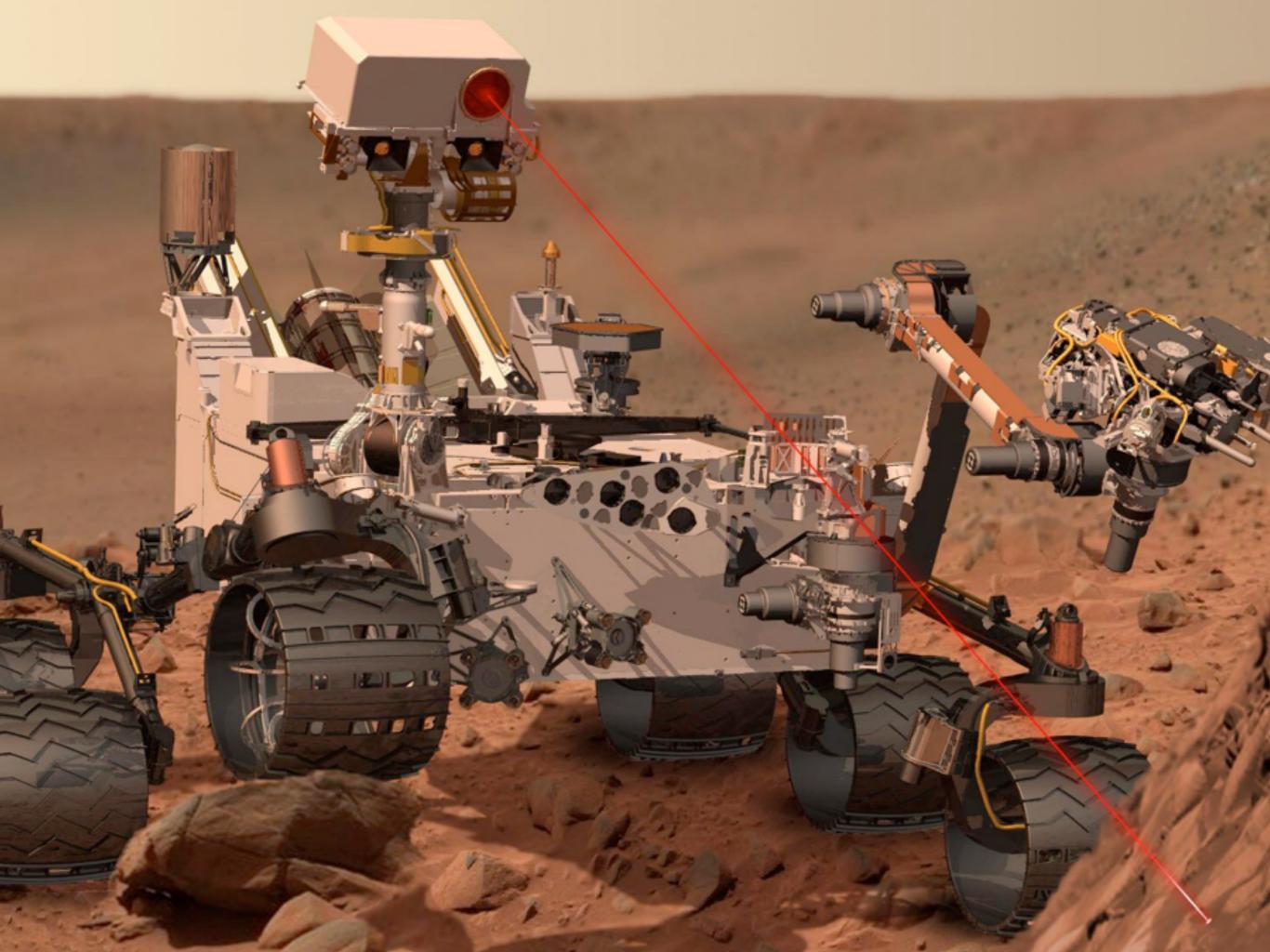


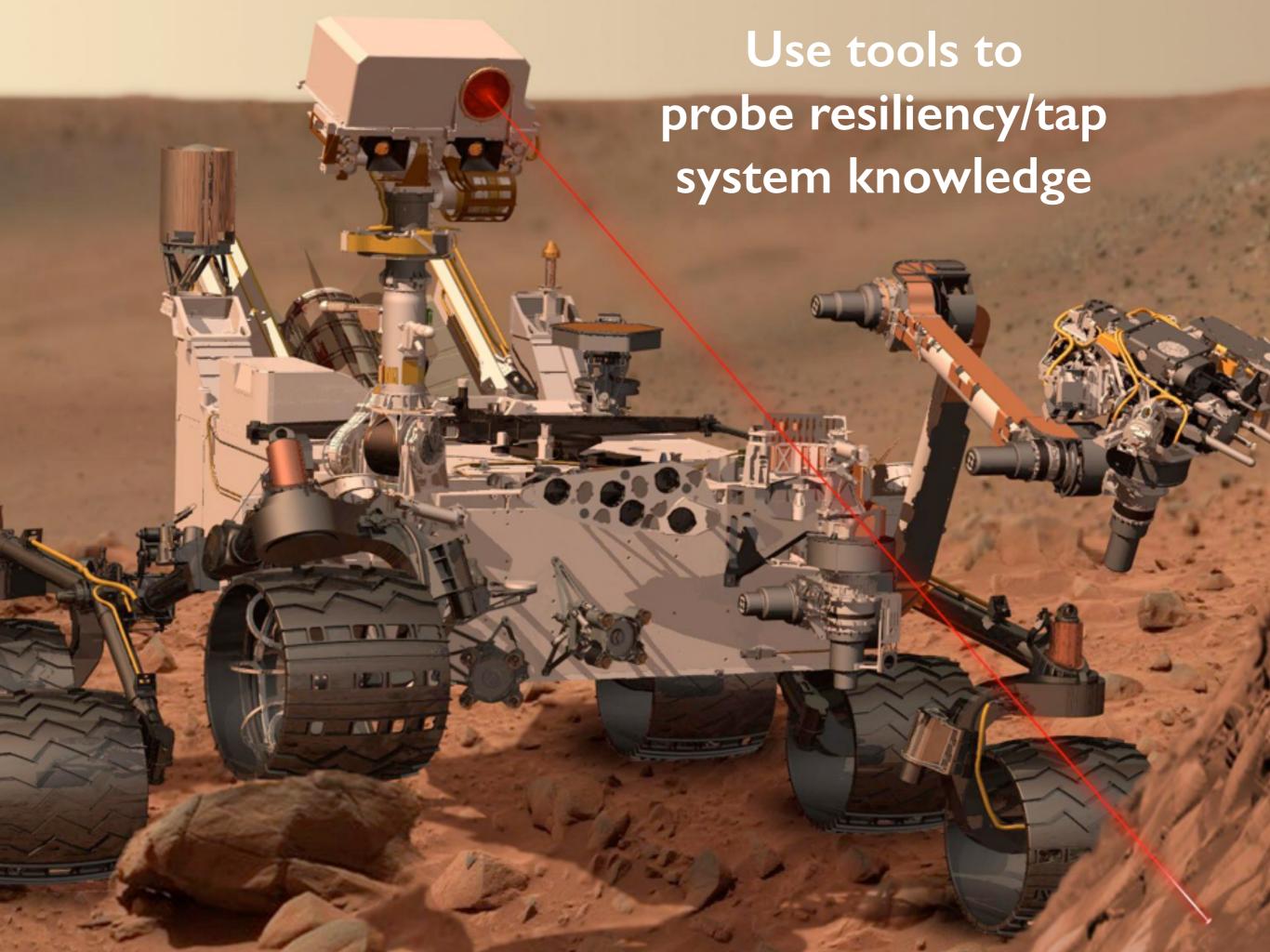
Myriad moving parts

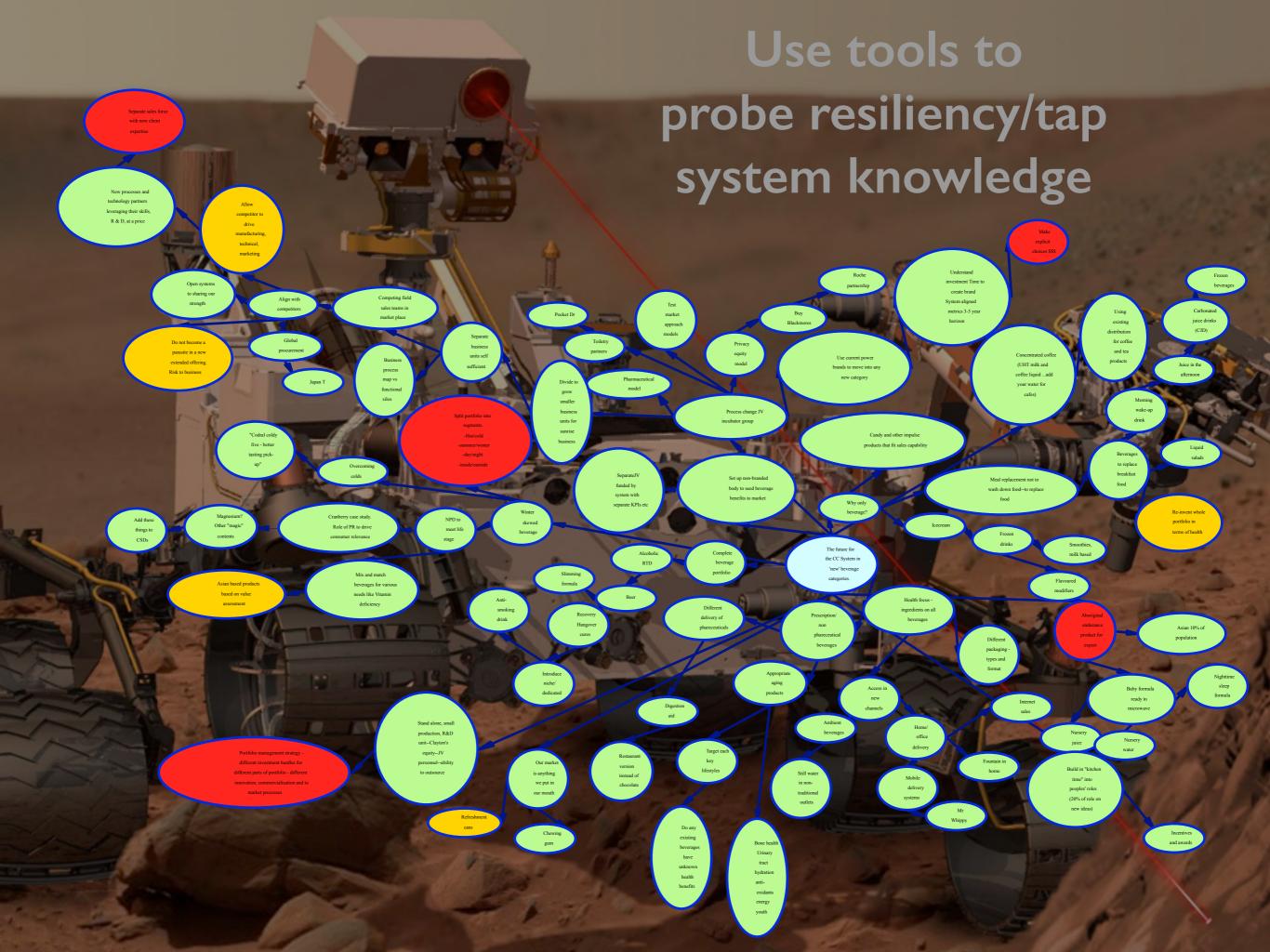


No one solution



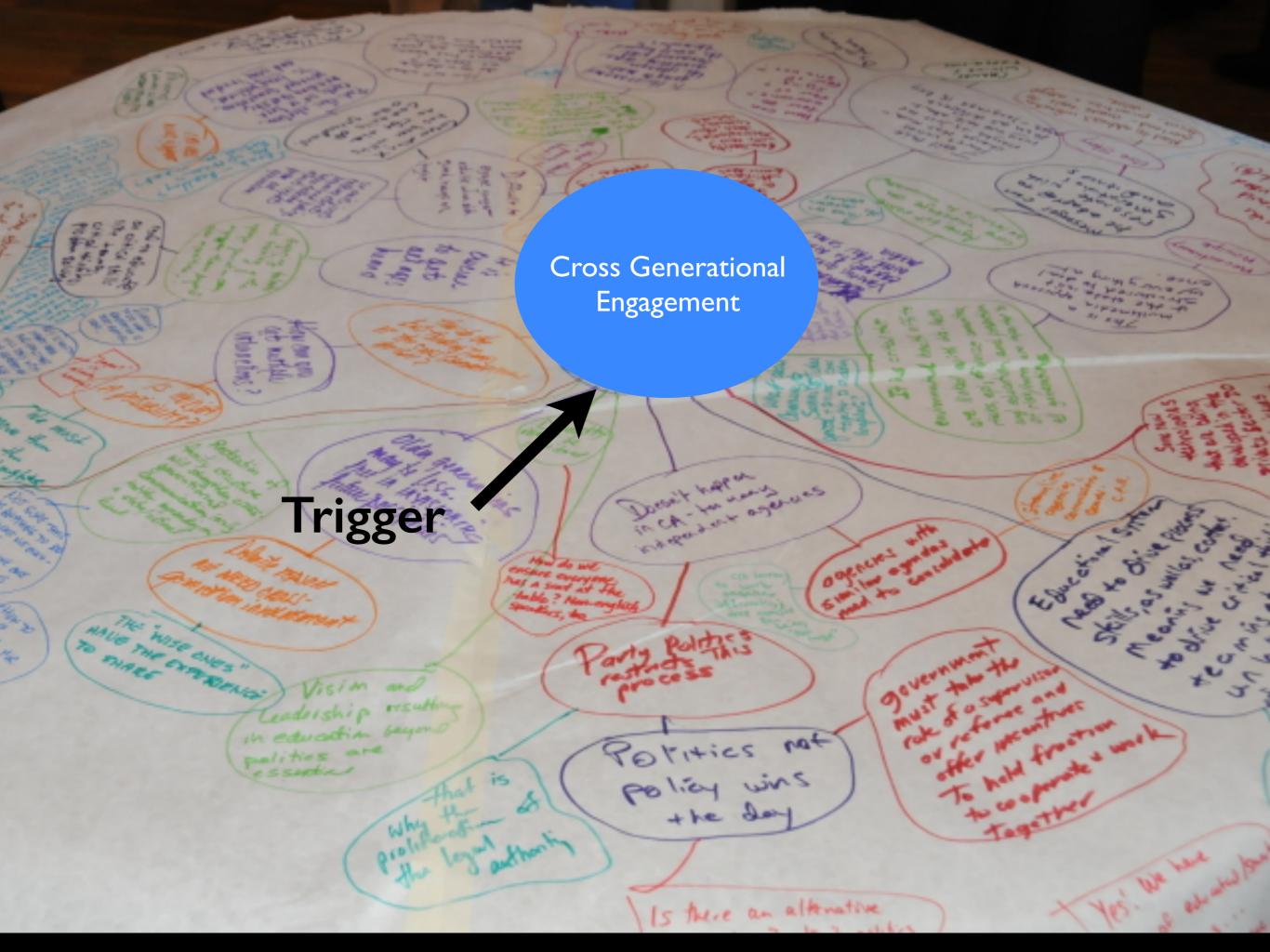






What?





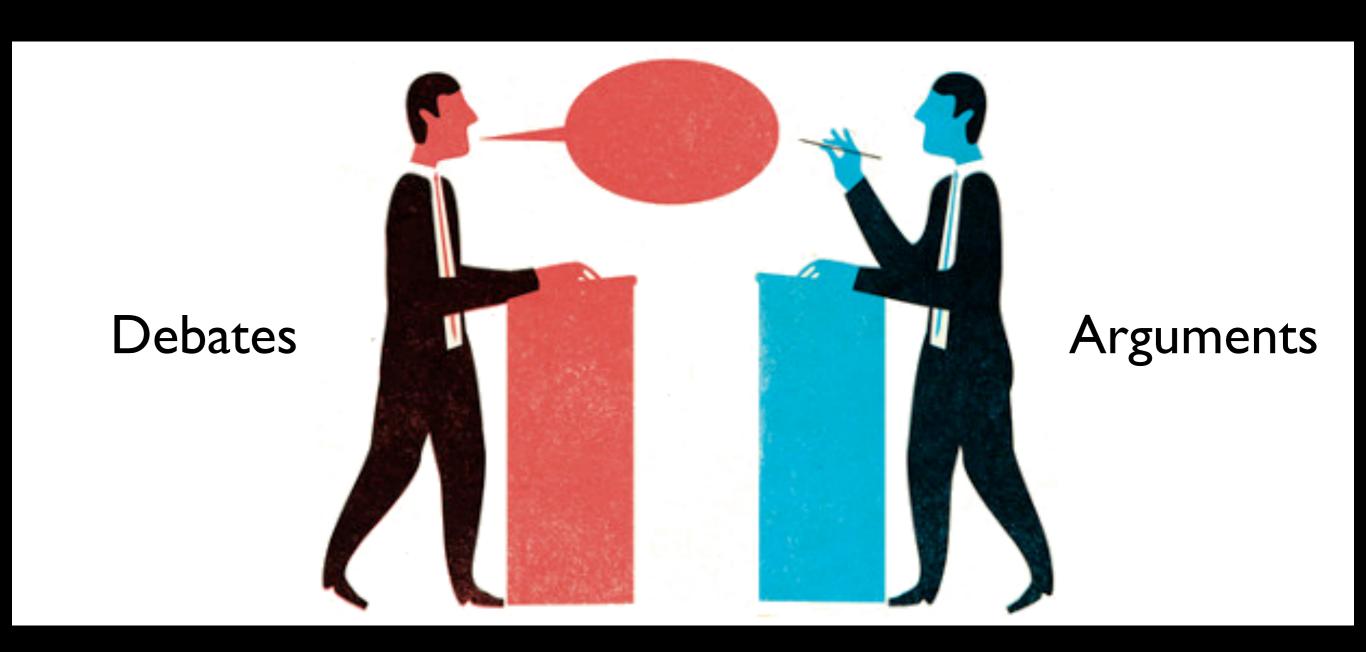
Thoughts and Ideas



Opinions and Questions



Cope With



Access and manage diverse stakeholder knowledge

FAST!







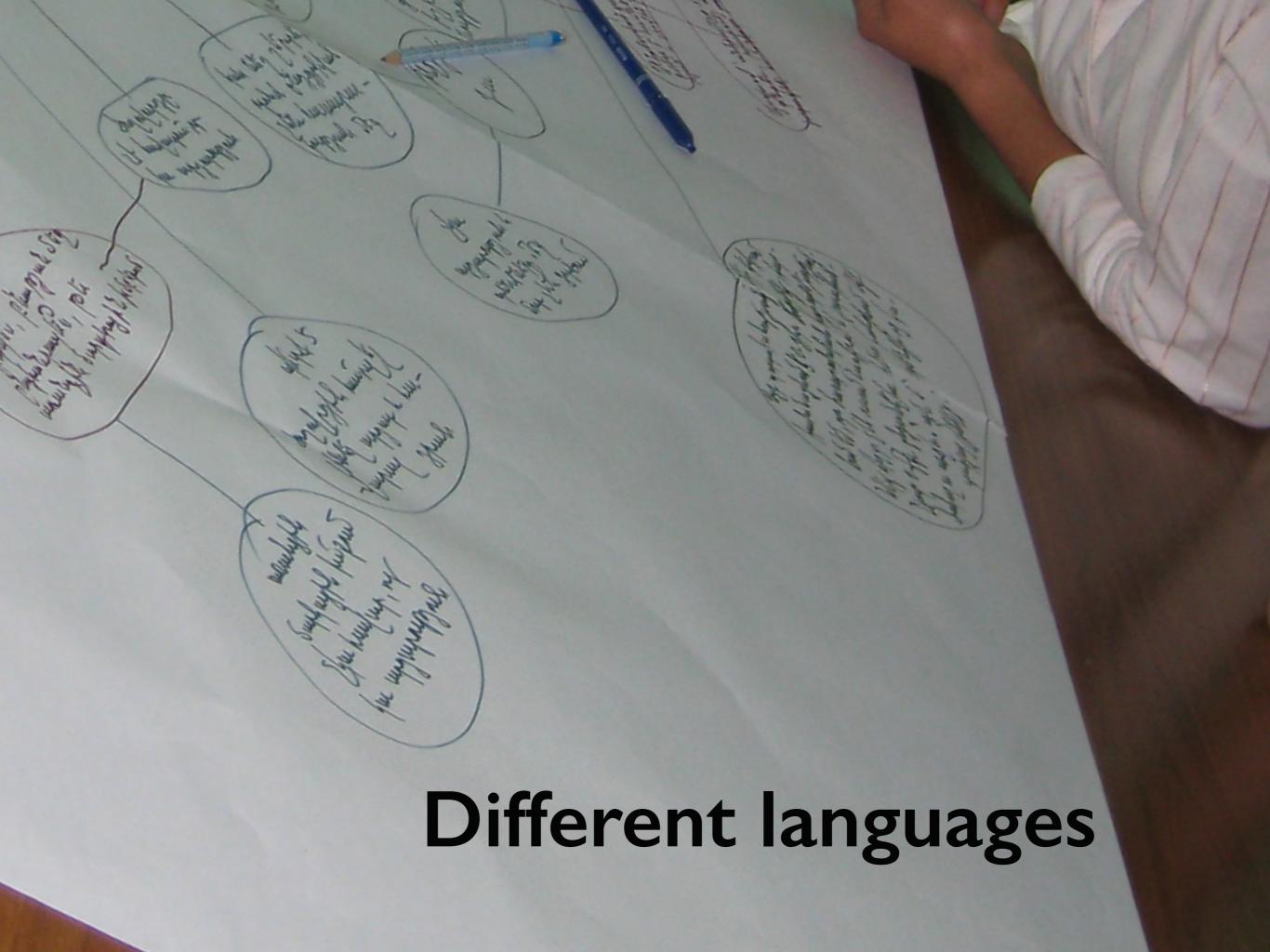
Where?











Strategic Planning

Organizational SWOT Analysis

To Leverage

(For short and long-term objectives)

Strengths

- State and national level relationships
- •Diverse staff skills to tackle new ideas
- Administrative flexibility, quick response
- Reputation and accountability
- •Unique dual mandate Environment

To Mitigate

(Barriers & risks to our objectives)

Weaknesses

- Non diversified revenue sources
- Limited Board knowledge & leverage
- Neglected strategic partnerships
- Reaction time to market opportunities
- Legacy mindset a barrier to new ideas
- Lack of outreach strategy & media

INTERNAL within our control

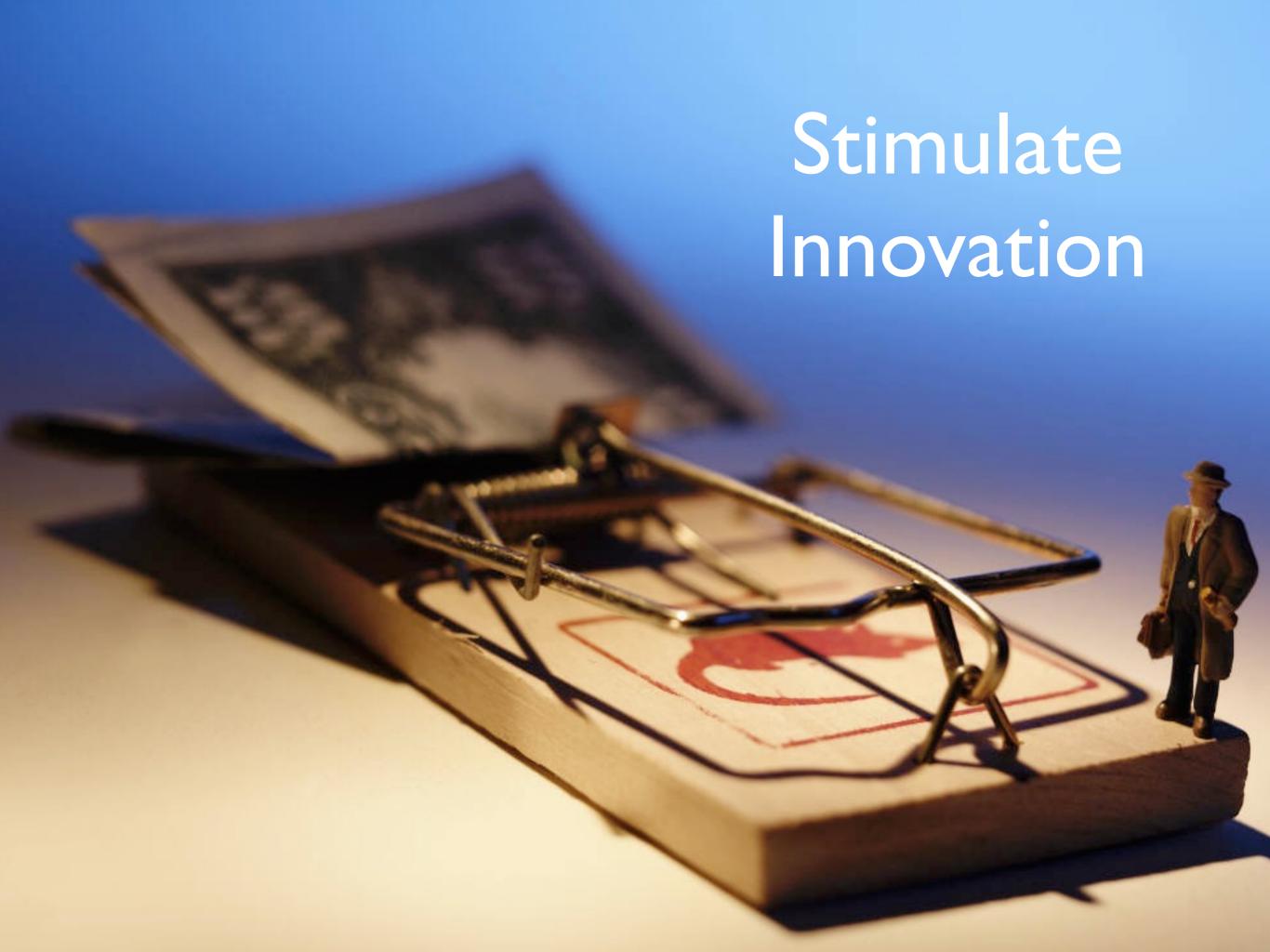
EXTERNAL outside our control

Opportunities

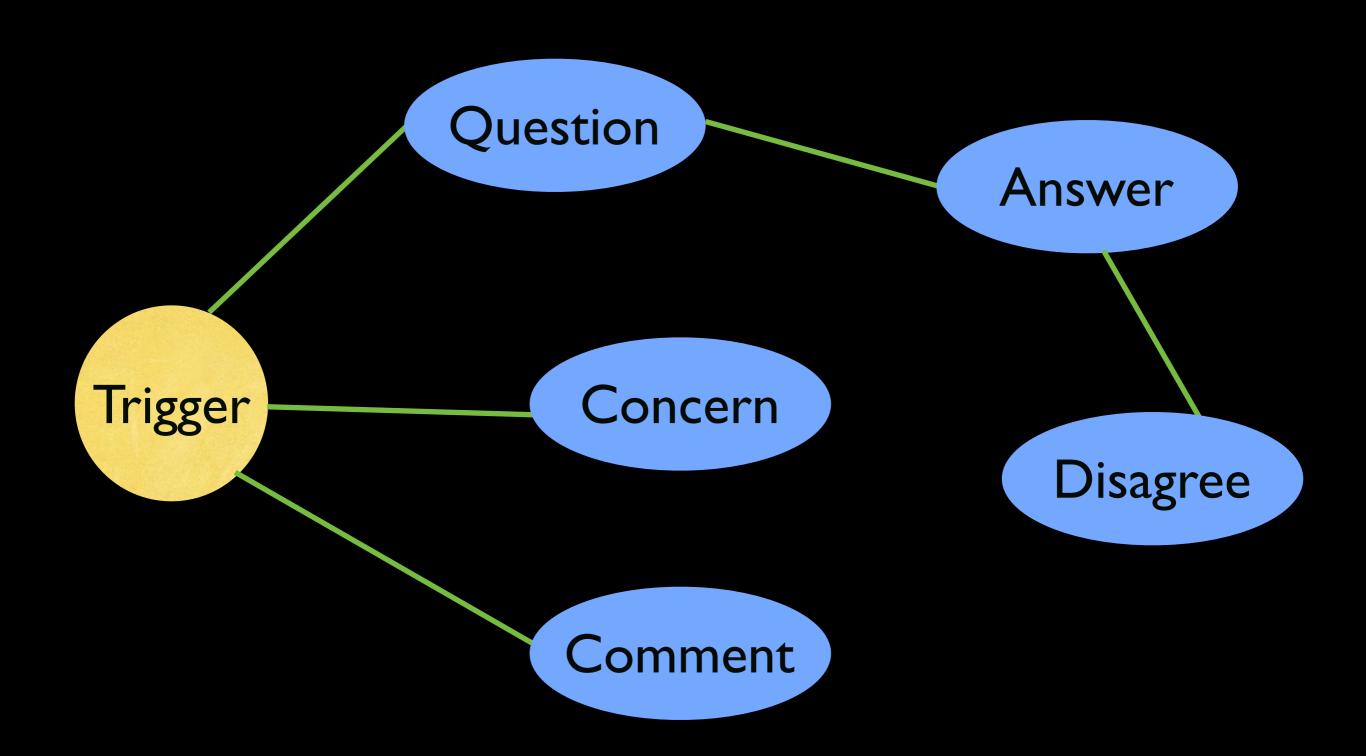
- •Increased demand for CW and DW infrastructure financing
- Watershed (Nutrient trading)
- •Changes in energy market conditions (costs, renewable options, efficiencies)
- •PACE??

Threats

- Administrative action
- Legislation action
- Market variables (Interest rate economy)
- •Solid waste legislation threatens tipping fee allocation



How?



We need to improve infrastructure

BECAUSE the town is growing

How do we do that when the community has no money?

Healthy Water
System

I don't trust the Council BECAUSE last year we had to boil our water

Is our water safe now or do we still need to treat it?





Don't

Lorem ipsum dolor sit amet, felis, in consequat arcu pulvinar fringilla. Aliquam nec hist tortor. In rutrum, tortor nec mollis placerat, augue leo sollicitudin mi, sed ultrices tellus nibh ut dolor. Nunc porttitor, lacus non interdum conque, dui leo

Synthesis

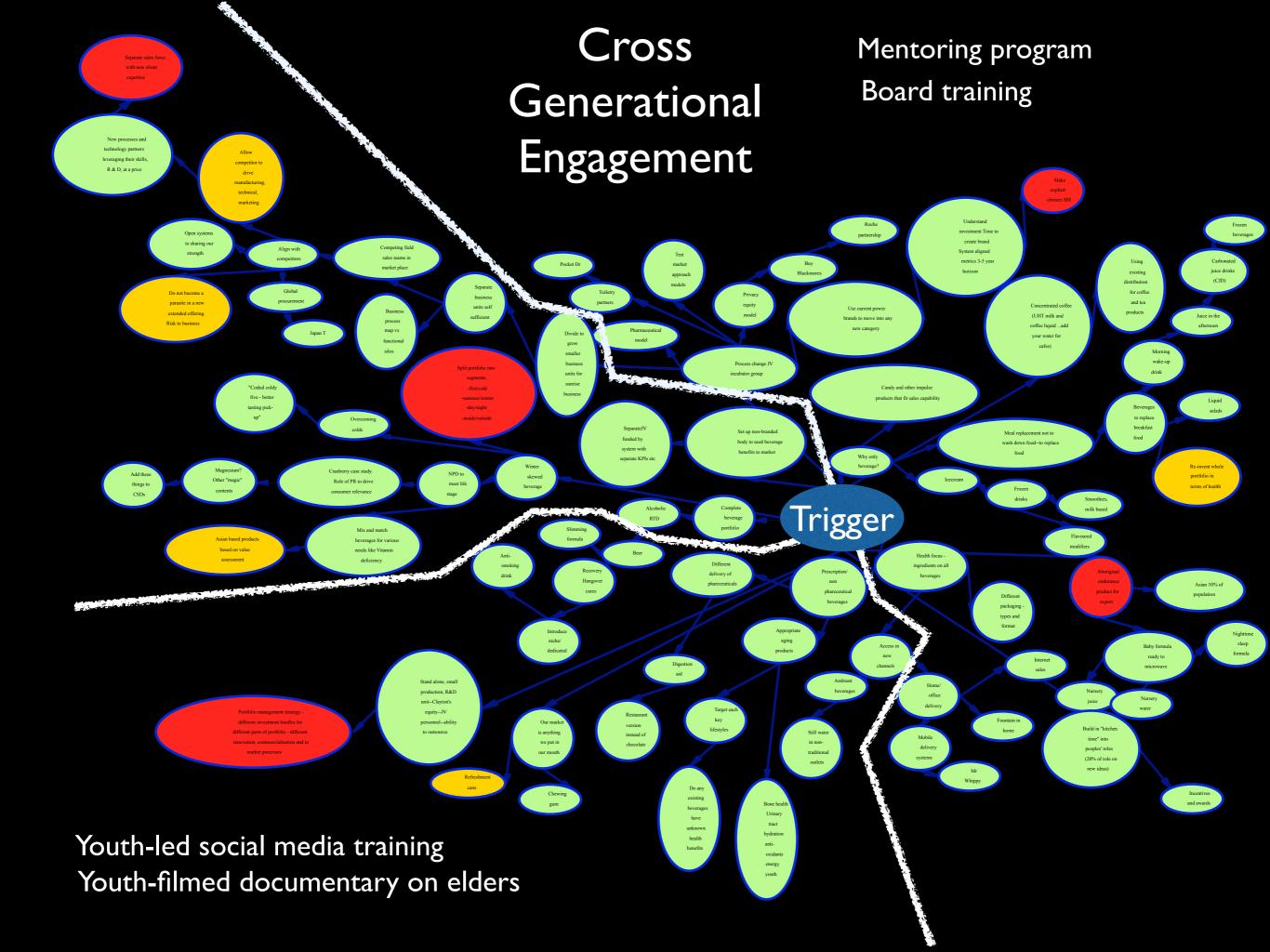
The combining of separate elements or substances to form a coherent whole.

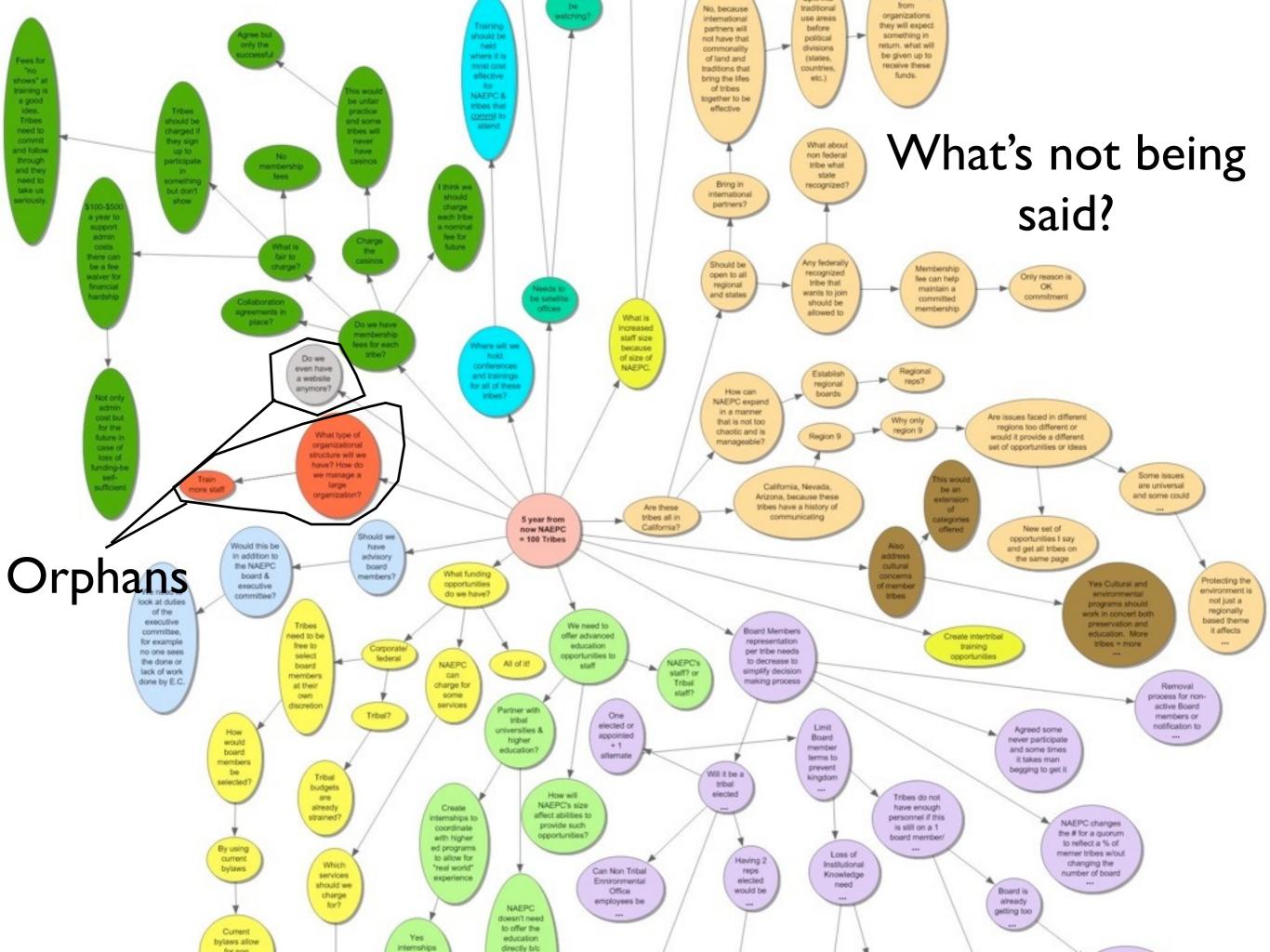
Synthesizing a Conversation Map

The combining of individual thoughts, ideas, questions and concerns to form an emergent theme.

Separate sales force with new client expertise







Finally

Diversify the Table





I. Engaging the next generation

2. Running for public office

3. Regional cooperative opportunities

