



CONSERVATION  
FINANCE ALLIANCE



# Opportunities for pooling resources for Conservation Trust Funds

Conservation Finance Pavilion  
September 4th



KFW



# Speakers

- Mirjam de Konig, Executive Director, Prespa Ohrid Nature Trust
- Stefanie Lang, Executive Director, the Legacy Landscapes Fund
- Lynda Mansson, Director General, MAVA Foundation

# NATURE TRUST ALLIANCE

A PARTNERSHIP FOR SHARED SERVICES

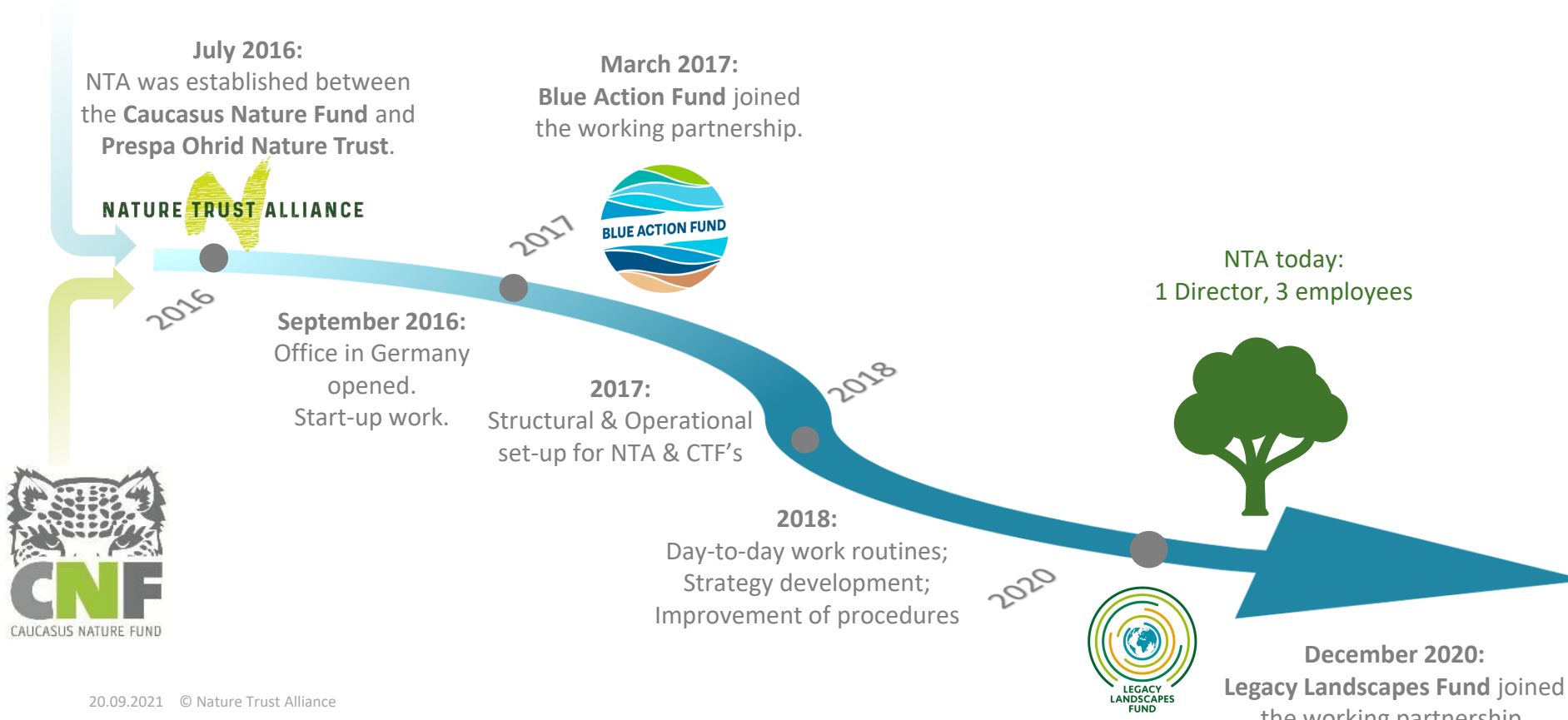
NATURE TRUST ALLIANCE



# Our History



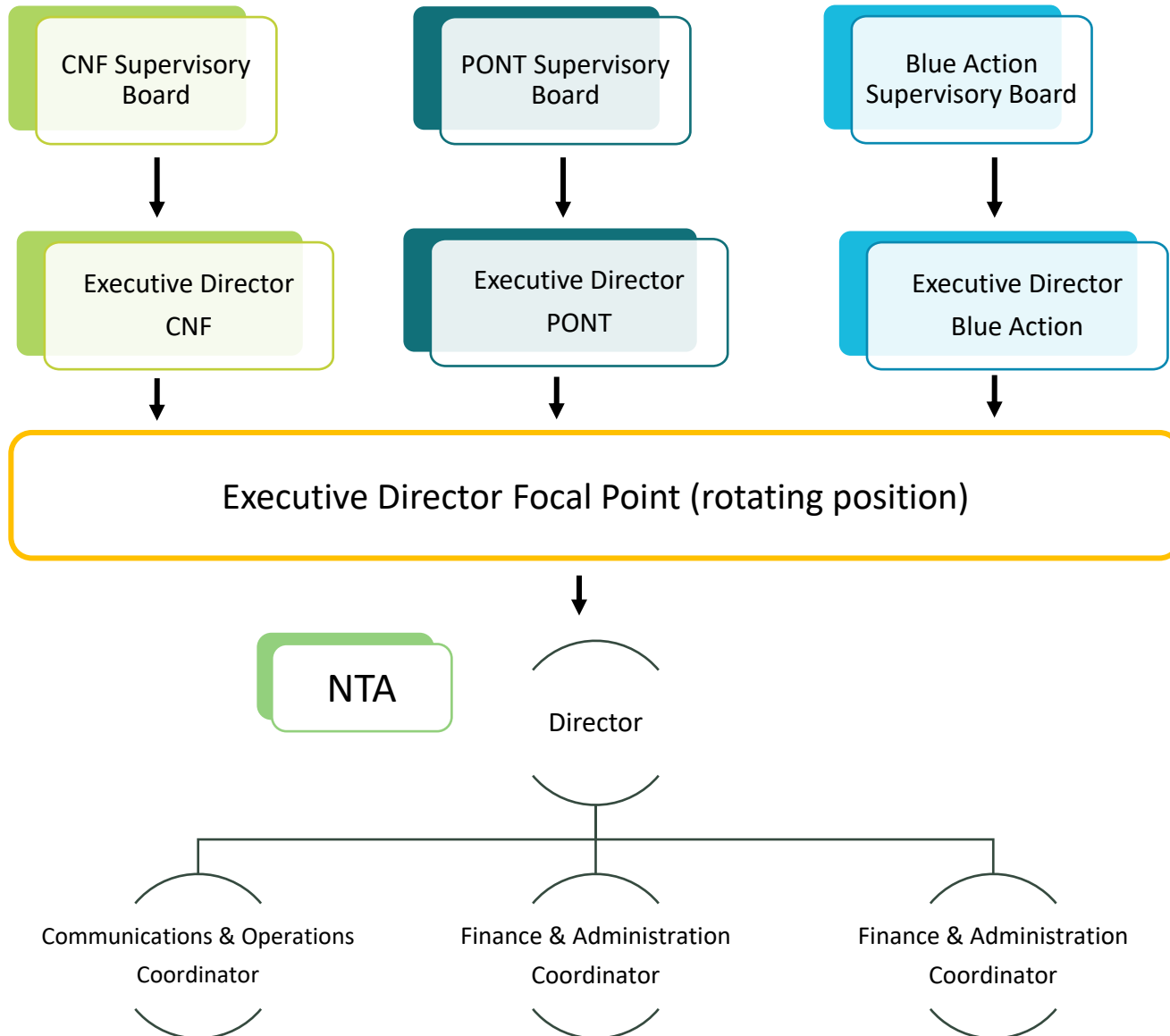
**Our Mission:**  
Providing operational support to  
our partners to allow them to focus on their core missions in  
nature conservation



# What we do



# NTA Management Structure



# NTA Management Practices



## **Focal Point Role (rotates every 6-12 months):**

- Direct line Management of NTA Director
- Communication with other CTF's directors on critical issues

## **Supervisory Meetings:**

- In-person meetings once a year to provide direct feedback, analyze the performance of NTA and discuss the strategy for the year
- Conference calls twice a year to review the points agreed on the in-person meetings

## **Communication lines:**

- Bi-weekly call: Regular calls to discuss (ongoing) operational topics
- Memo: For decision making purposes that affect the 4 CTF's, the NTA director, issues a memo with background and recommendation for a decision by the Executive Directors
- Active Work Plan: Task management tool constantly updated by NTA to ensure timely completion of work.

# Shared Services Benefits

- Economies of Scale
- Efficiencies in developing and implementing new procedures, procurements, systems and legislation compliance (1 time developing/4 times used)
- Strengthened negotiating position with external service providers (banks, auditors, etc.)
- Knowledge sharing
- Shared Investment Committee and investment policies
- Continuous improvement
- Quick set up for a new CTF

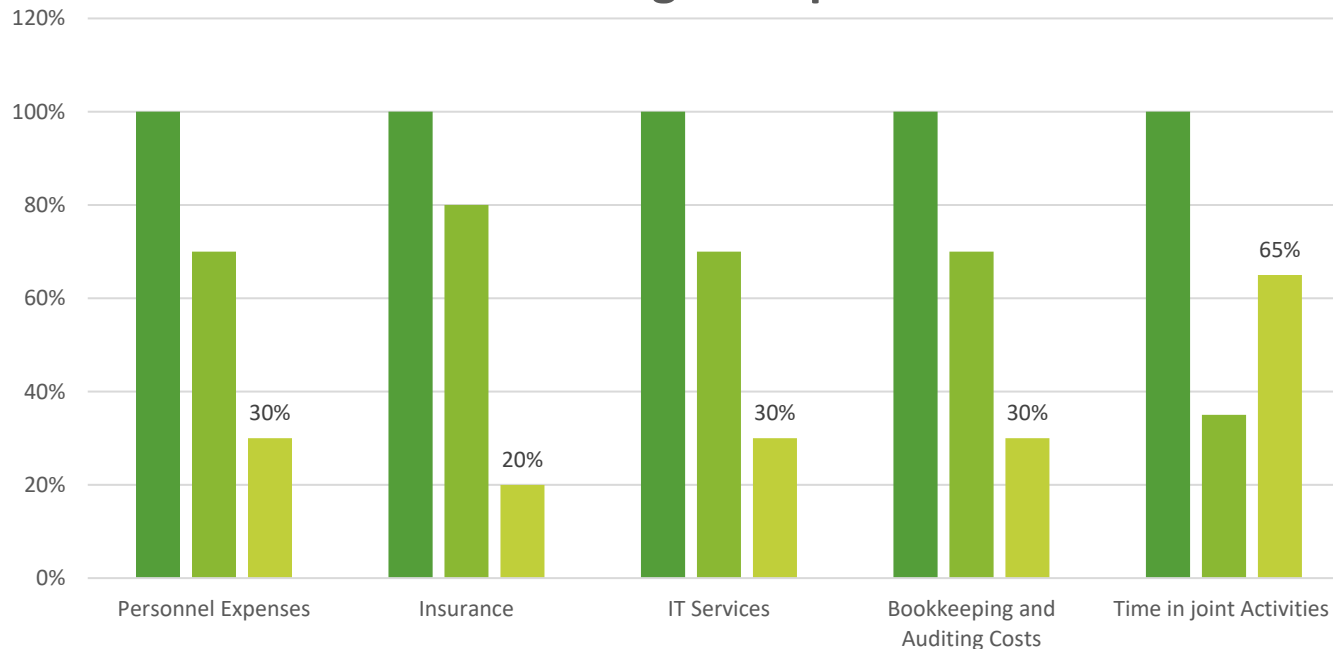




# Cost Saving Examples

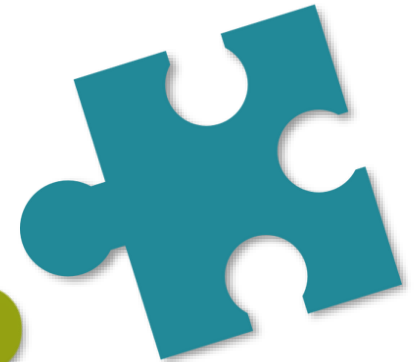
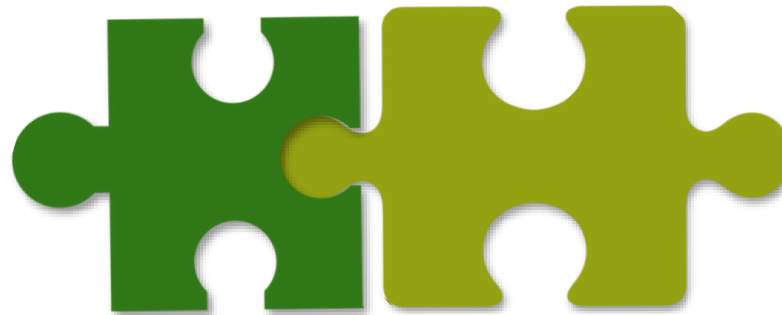
- Saving on personnel expenses due to no duplication of positions in each CTF
- Saving on CTF's Joint office space and joint HR management expenses
- Savings contracting IT services, Insurance, Bookkeeping and Auditing as a group and not each CTF separately
- Saving on working hours

## Cost Saving Examples



# NTA challenges and learnings

- Start without documented procedures or communications protocol
- Remote management/Physical distance between line management function
- Different requirements (different local legislations, different donors, different stage of CTF development)
- Delays at time to take certain decisions until the Executive Directors find the time to discuss the topic and agree to a solution. Also 3 different CTF's mean 3 different management styles
- Different CTF's so sometimes have different expectations



# NTA Recommendations




- ✓ Need for a clear management and governance structure in place, from the beginning
- ✓ Ensure basic procedures are agreed and documented before launching
- ✓ Ensure that expectations of CTF's and Shared Service staff are discussed at very early stages to avoid misunderstandings
- ✓ Establish a clear and easy communication channel between the Executive Directors and the Shared Services entity
- ✓ Clearly define what are shared services (e.g., general services in Germany) and what can be decided on an individual level by each CTF (e.g., specific program related services in the Focus Area)
- ✓ Set up an easy decision-making tool
- ✓ Only 3 initial CTFs part of the management structure; new CTFs sign an admission agreement and go through a provisional membership before becoming permanent members

# Thank you for your attention!

## Nature Trust Alliance GbR

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