

# Neighbor Outreach Through Performance Contracting

## Conservation Team

The San Antonio Water System Conservation Department partners with area non-profits and community organizations to get the word out on conservation in an effective and cost effective way.



Beginning in 1994 SAWS entered into its first performance contract with the Bexar County Master Gardeners and is on its 5<sup>th</sup> contract renewal.



These four groups are comprised of hundreds of volunteers. Partnering with these groups allows the conservation message to be disseminated to a much more diverse audience than may be found a utility sponsored event.

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Our most successful and enduring partnerships are with four non-profits that focus on landscapes, outdoor water use and wildlife as their primary missions.



This model was so successful that SAWS has entered into contracts with the San Antonio Botanical Garden, National Audubon Society and the Gardening Volunteers of South Texas.



## Contract Structure

The contracts are structured with a monthly stipend to be paid for a minimum number of outreach activities and then additional money can be earned by the non-profit if they hold additional outreach efforts and meet certain attendance and topic thresholds. An example of a payment structure is:

General Public Workshops	
Base (Per Workshop)	\$50.00
Length of Workshop	
1 hr to 2 hrs 59 min	\$100.00
3 hours to 6 hours	\$200.00
Attendance	
1 to 10 people	\$25.00
11 to 20 people	\$50.00
Over 20 people	\$3.00 per additional person
(Not to exceed \$300)	

There are additional funds that can be accessed for working events, developing educational materials and other preapproved special projects throughout the year. There is a maximum amount of money any group can access and even though they are multiple year contracts each year is a use it or lose it situation.



## Partners

