















AFRICA ENGAGEMENT FRAMEWORK





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INTRODUCTION

The focus of ABCG's outreach in Africa is to continue to: (a) advance understanding of critical biodiversity conservation challenges and cross-sectoral solutions specific to sub-Saharan Africa (SSA) through the dissemination of our research outcomes and science-based tools and methodologies at community, national, and regional levels, and (b) contribute to and enhance stakeholder communities of practice (COP's) to share evidenced best practices and create new knowledge in areas that affect or improve conservation and reduce biodiversity loss. To deliver on these goals, this *Africa Engagement Framework* is guided by analyses of successful strategies, activities and tactics implemented by other organizations, with similar emphases on community building and engagement with the public-private sectors.

This document introduces the structure and elements of the 2022-2023 Africa Engagement.

1. PROGRAM OVERVIEW

The Africa Biodiversity Collaborative Group (ABCG) is a coalition of conservation organizations working in Africa to collectively advance the understanding of critical biodiversity challenges and their solutions in sub-Saharan Africa by:

- 1. Identifying and prioritizing emerging and high-priority conservation issues in the region;
- 2. Fostering technical and information exchange through partnerships with African institutions and civil society, and;
- 3. Synthesizing collective lessons from field activities and sharing them with a broader multi-sector community for data-driven decision-making and policy integration.

ABCG has extensive experience conducting analyses and sharing lessons learned and best practices on high priority conservation issues in Africa. By catalyzing and strengthening collaboration, ABCG's **mission** is to advance understanding of critical biodiversity conservation challenges and their solutions in sub-Saharan Africa. Through the coalition's work, we aim to efficiently achieve a collective goal for Africa where conservation of natural resources and biodiversity are aligned and harmonized with sustainable socio-economic development.

The members of ABCG are: African Wildlife Foundation (AWF), Conservation International (CI), the Jane Goodall Institute (JGI), The Nature Conservancy (TNC), Wildlife Conservation Society (WCS), World Resources Institute (WRI) and World Wildlife Fund (WWF).

1.1. PROGRAM GOALS

ABCG's overarching goals, aligned to national strategies are to: a) mainstream biodiversity into human well-being and development agendas; b) promote good conservation practices among practitioners and communities at large; and (c) strengthen the role of social and development institutions in biodiversity conservation and human well-being.

Furthermore, the goal of ABCG's Africa engagement strategy is to advise and support bilateral and multi-lateral donor missions, and African public-private partners to augment their understanding and application of biodiversity conservation through the amalgamation of biodiversity and human development. ABCG aims to contribute to USAID's Biodiversity Strategy by mainstreaming biodiversity conservation into decision-making for development programing. Key areas of coordination and outreach for ABCG Africa engagement recommended by USAID/AFR/SD are:

- Increase coordination with country and regional missions through information sharing and generally keeping missions apprised of progress and in-country activities and events.
- ABCG's African outreach strategy should in addition to African constituents, coordinate with USAID country and regional missions on activities and outputs are of mutual interest.

To this end, ABCG will increase stakeholder capacity and thought leadership, facilitate innovation, and foster Communities of Practice (COP) that provide effective support to the US Government generally, USAID country and regional missions other multilateral and bilateral development agencies and to African governments and African civil society organizations.

1.2. Key Messages

- Advancing grassroots, local and national CSO/NGO approaches toward achieving sustainable development, social equity, innovative solutions community resilience and transformative change
- Sharing the pedigree and provenance of ABCG in Africa
- Importance of networking opportunities and need to document and disseminate cutting edge thinking
- Share coping and mitigation strategies, guidelines and means to reduce impacts to conservation
- Promoting the Collective Impact (CI) model of shared focus, agreed-upon measures, and multi-sectoral approaches

2. AFRICA ENGAGEMENT STRATEGY



2.1. AFRICA ENGAGEMENT OBJECTIVES

For the Phase III period (October 2021 – September 2023), ABCG Communications & Engagement (COE) will focus on the following key objectives targeting public-private entities:

- Collaboration with primarily networked African conservation-focused organizations -Identifying relevant organizations to foster collaboration and cross-fertilization in learning and knowledge exchange, ideas, policies, practices, technology, and tools.
- Linking ABCG strategic business objectives and long-term, predictable funding to achieve them. Engagement with diverse funders need to be customized, structured, and amplified through effective communication/outreach plans, continuous dialogue, and coordination with technical and resource mobilization experts across our member organizations.
- Intensified stakeholder engagement through ensuring that collaboration among partners leads to synergies that support African expertise and engagement of key African institutions in addressing the critical biodiversity conservation challenges facing the continent.
- Increased media exposure to provide regular and relevant publicity, promote success stories and amplify indigenous and marginalized voices.

2.2. These objectives are at the heart of our Africa Engagement Framework, which includes several cascading Workstreams, Activities, Resources and Targets that together contribute to achieving these Goals.

2.3. WORKSTREAMS

Objectives are supported by Workstreams, which help to classify the different activities that are likely to contribute to that Objective. These Workstreams are: (a) 3rd Party Events, (b) ABCG hosted Events, (c) Cross-Promotion, (d) ABCG Spotlighting (contributing to both Goals), (e) ABCG Guides and (f) User Communications. Figure 3 below illustrates the cascade of Goals, Workstreams and proposed Activities within the Africa Engagement Framework.



Figure 1. ABCG Africa Engagement Workstreams

OBJECTIVE	RAISE LOCAL AWARENESS				TAKEHOLDER GEMENT	
WORKSTREAM	3rd Party Events	ABCG-hosted Events	Cross- Promotion	ABCG Spotlighting	ABCG Guides	User Communications
ACTIVITIES	Conferences Workshops Webinars & Twitter Talks Member organization/ Agency staff meetings International conservation days	Regional workshops Webinars & Twitter Talks ABCG Community Polls Regional ABCG launch events Roundtables/ forums	Blogs News articles Cross-links (All utilizing other platforms and organization communication channels)	'Expert Insights' series profiling Q&A with practitioners Topics Syntheses & Deep Dives Resource of the Month Podcasts Country/ landscaping (by resource / topic / people) documentaries ABCG milestone stats, etc.	Step by step guidance on implementing best practices for biodiversity conservation (landscape and/or livelihood specific)	Quarterly digest (Africa-centric) listserv newsletter summarizing key/emerging biodiversity issues Activity Provocations (e.g., blog author invites, uploading resources, inviting colleagues.)

Figure 2. ABCG Africa Engagement Framework

OBJECTIVE		RAISE LOCAL	AWARENESS	DEE	PEN STAKEHOLDER I	ENGAGEMENT
	3 rd Party Events	ABCG	Cross-	ABCG Spotlighting	ABCG Guides	ABCG COE
WORKSTREAM		hosted	Promotion			
		Events				
	Conferences	Speaker	Blogs	Expert Insights series	Step by step	Quarterly
	Manhabasa	series	Alanna ambialaa	profiling Q&A with	guidance on	digest (Africa-
	Workshops	Regional	News articles	practitioners	implementing best practices for	centric) listserv newsletter
	 International	workshops	Cross links	Topics Syntheses and	biodiversity	summarizing
	conservation	Workshops	Cross IIIKs	Deep Dives	conservation	key/emerging
	Days	Webinars &	(All utilizing	2000 2.1100	(landscape and/or	biodiversity
	,	Twitter Talks	other	Podcasts	livelihood specific)	issues
	Member		platforms and			
	organization/Agency	ABCG	organization	Country/ landscaping		Activity
ACTIVITIES	staff meetings	Community	communication	(by resource / topic /		Provocations
		Polls	channels)	people) documentaries		(e.g., blog
		Regional				author invites, uploading
		ABCG launch				resources,
		events				inviting
						colleagues)
		Roundtables/				
		forums				
	Webinar and Twitter t	alks				
	ABCG fact sheet, ppt	ABCG fact	External	Google Aps, ABCG	Live Q&A sessions	Automated
	slides, Twitter, FB	sheet, ppt	websites,	metrics dashboard,	with Task Group	notifications,
RESOURCES		slides,	newsletters,	Twitter	teams or members	outreach
RESOURCES		Twitter, FB	blogs, etc.			calendar
	x Conference booths	X Regional	X Blogs,	x Expert Insights	ABCG	Quarterly
TARGETS	x Agency meetings	workshops	articles	x Topics Syntheses	Implementation	newsletters
IANGLIS	x Webinars (as	X Twitter		x Resource of the	guides/ lessons	
	panelist)	discussions		Month	learned	

	x Intl conservation days	X Webinars X Regional launch events X ABCG		x Group case studies x Country landscaping 4x Organization maps 4x Milestone stats		X Activity Provocations
		Community Polls				
Responsible	ABCG COE	ABCG COE	ABCG COE	ABCG COE	ABCG COE	ABCG COE
Accountable	ABCG Director	ABCG Director	ABCG Director	ABCG Director	ABCG Director	ABCG Director
Consulted	ABCG Steering Committee, Task Groups	ABCG Task Groups	ABCG Steering Committee	ABCG Steering Committee, Task Groups	ABCG Task Groups	
Informed	ABCG Steering Committee	ABCG Steering Committee	ABCG Steering Committee	ABCG Steering Committee	ABCG Steering Committee	ABCG Steering Committee

2.4. TARGETED ACTIVITIES

Each of the activities included in the proposed Africa Engagement Framework is briefly described in the chart below.

Figure 3. Targeted Activities

OBJECTIVE	WORKSTREAM	ACTIVITY	DESCRIPTION
AWARENESS	3RD PARTY	Conferences, workshops	Identifying relevant conservation conferences in target regions and either applying to formally present ABCG to delegates as part of a session, or set up a ABCG stall in conference marketplaces for delegates to come and signup / learn more
AWA	EVENTS	International Days	Leveraging annual thematic conservation days (e.g., International Day of Climate Action, Oct 24) to promote ABCG and its relevant resources
RAISE		Member/ Agency staff meetings	Piggybacking off regular opportunities when the staff of ABCG member organizations / their partners come together (e.g., staff meetings, training sessions etc.) to promote the ABCG

	Webinars & Twitter Talks	Identifying or convening webinars and seeking opportunities to promote ABCG either by contributing a presentation, co-branding or even hosting by ABCG
	Hot Topic Regional Workshops	Convening stakeholders from across ABCG's target audience groups to discuss a priority topic for that region (while also using this opportunity to promote ABCG as a resource)
ABCG-HOSTED EVENTS	ABCG Community Polls	Distributing all followers (listserv) of ABCG with a survey question around a hot topic, with the intention of provoking further discussion, promoting a particular ABCG resource or attracting attendance for another ABCG event
	Regional ABCG Launch events	Similar to the 'hot topic' regional workshops, but with the specific emphasis of using the event as a high-profile opportunity to 'launch' ABCG to a new region or launch a new activity
	Blogs and News Articles	Drafting provocative / promotional pieces for distribution through the existing newsletters and mailing lists of other conservation organizations
CROSS- PROMOTION Cross-Links		Ensuring that the websites and communication channels utilized by other conservation organizations contain a link to ABCG, e.g., in return for profiling their organization on the ABCG website, or in support of their own branding by (for example, embedding a 'ABCG Member' logo in their email signature)
	Expert Insights' series	A regular, interview-style Q&A with a recognized leader / expert in a particular conservation topic. This builds the credentials of the ABCG but also offers these individuals greater profile to promote their work
ABCG	Topic Syntheses & 'Deep Dives'	Summarizing the key arguments within a particular topic, while promoting the catalytic content (resources, orgs, groups, and individuals) on the ABCG website to help frame the discussion. The focus would be more on framing the parameters of the topic and different opinions within it than on offering expert analysis
SPOTLIGHTING	Resource of the Month Highlight resource	Profiling one of the more popular / accessible resources and unpacking its relevance to ABCG target audiences
	Group Case Studies	Asking a group to explain how ABCG has helped their group achieve different tasks / collaborate more effectively

		Country Landscaping	Picking a country and profiling key resources/topics, users, organizations, and groups associated with that country in the ABCG. This could be targeted specifically to a country, or at a regional level to attract more practitioners
EMENT		Organization Mapping	Selecting a hot topic and profiling some/all the organizations to give a sense of who does what regarding this topic (who works in wildlife trafficking in Gabon?)
DER ENGAGEMENT		ABCG Milestone Stats	Profiling ABCG achievements (e.g., 100th FB follower, the % of followers / orgs from developing countries, etc.)
STAKEHOLDER	ABCG GUIDES	ABCG Lessons Learned	Creating a series of user-friendly Guides to thematic areas and key lessons learned from ABCG Summary of lessons of learned, summarized from annual report, present in blog on web
DEEPEN	1000 0011110	Digest Newsletters	A handy automated email summary of relevant activity across the thematic areas reflecting follower preferences and interests (as specified in their settings)
	ABCG COMMS	Activity Provocations	Targeted communications to all ABCG followers requesting them to complete specific activities (e.g., Activity Provocations (e.g., blog author invite, uploading resources, inviting colleagues)) Survey monkey

3. REGIONAL ENGAGEMENT

To support a more tailored approach to engaging stakeholders considering contextual factors and localized opportunities, the *ABCG Africa Engagement Framework* will identify key target audiences in different regions and countries that we can leverage to promote our dual Objectives of raising awareness and deepening engagement. A Target Audience Matrix of regional individuals (thought leaders / influencers), organizations and groups that we seek to leverage and collaborate with to boost local impact (see Figure 4) will support the Framework. The matrices will be maintained as separate documents and updated frequently and at least annually.

Target Audiences

The Framework will target actors in different sectors including:

- Government officials
- Policymakers
- Academia
- Civil Society
- Development Agencies
- USIAD missions
- International and regional donors
- General public

Figure 4: Target Audience Matrix -- East Africa

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Priority Countries	KENYA, TANZANIA, UGANDA, RWANDA			
ACTOR	TARG	SET AUDIENCES		
	INDIVIDUALS (LEADERS/INFLUENCERS)	ORGANIZATIONS	GROUPS	
GOVERNMENT		e.g. Head of		
		environmental ministry		
ACADEMIA		e.g. universities		
CIVIL SOCIETY				
PRIVATE FOR-				
PROFIT				
DEVELOPMENT				
AGENCIES				
USAID				
MISSIONS				

n/b. to be maintained as separate document and updated annually

Figure 5: Target Audience Matrix -- Central Africa

Priority Countries	CAMEROON, GABON, CONGO, DRC			
ACTOR	TARG	ET AUDIENCES		
	INDIVIDUALS	ORGANIZATIONS	GROUPS	
	(LEADERS/INFLUENCERS)			
GOVERNMENT				
ACADEMIA				
CIVIL SOCIETY				
PRIVATE Sector				
DEVELOPMENT				
AGENCIES				
Bilateral/Multilateral				
MISSIONS				
Media				

n/b. to be maintained as separate document and updated annually

Figure 6: Target Audience Matrix -- Southern Africa

	t / tadicinec iviatrix				
Priority	ZAMBIA.	MADAGASCAR			
Countries					
ACTOR	TARG	SET AUDIENCES			
	INDIVIDUALS (LEADERS/INFLUENCERS)	ORGANIZATIONS	GROUPS		
GOVERNMENT					
ACADEMIA					
CIVIL SOCIETY					
PRIVATE FOR- PROFIT					
DEVELOPMENT					
AGENCIES					
USAID					
MISSIONS					

n/b. to be maintained as separate document and updated annually

In addition to the three regional Target Audience Matrices for East, Central, and Southern Africa, a Nairobi-specific Target Audience Matrix (Figure 7) captures key contacts strategically placed within the COP in Nairobi where many ABCG member organizations and partners have a base of operations. This matrix will aid in coordinating communication and outreach within partner organizations and toward African institutions and conservationists.

ABCG intends to foster new relationships with the target audiences identified below in Figure 7. Thus, activities towards this aim will include building a contact list of key journalists and correspondents, conservation NGOs, private industry associations and government organs.

Figure 7: Target Audience Matrix: Nairobi, Kenya

Priority Countries	Nairobi, KENYA				
ACTOR	TARGET AUDIENCES				
	INDIVIDUALS (LEADERS/INFLUENCERS)	ORGANIZATIONS	GROUPS		
GOVERNMENT		NEMA			
ACADEMIA		Nairobi University, USIU,			
		AKU, University of			
		Stellenbosch, etc.			
CIVIL SOCIETY		ACBA,			
PRIVATE FOR- PROFIT					
DEVELOPMENT		IDRC, GAC, AKDN, FCDO,			
AGENCIES		DANIDA, NORAD, etc.			
USAID		Country and regional			
MISSION		mission in SSA			
UN Funds and		UN Environment, UN-			
Agencies		Habitat UNOPS, UNODC,			
		UNDP, UNICEF, UNHCR,			
		WHO, IOM			

4. DISSEMINATION PLAN

To ensure that the project results will be taken up and embedded in ABCG's community of practice, the following dissemination plans explain how the results and deliverables of the program will be shared with stakeholders, relevant institutions, organizations, and individuals. Specifically, the dissemination plan will explain:

- Why the purpose of dissemination
- What will be disseminated the message
- To whom the audience
- How the method
- When the timing

All dissemination will support ABCG's dual engagement objectives and inform program development. The purpose of the activity may be to:

- Raise awareness let others know what we are doing
- Inform educate the community
- Engage get input/feedback from the community
- Promote 'sell' our outputs and results

The purpose of dissemination will inform the audience, message, channel, and timing of the dissemination.

Channels

While there are a wide variety of dissemination methods, ABCG has selected the following channels to get our message to the target audience and achieve our objectives.

- Newsletters, flyers, and press releases create awareness about the project.
- Reports, journal articles, and websites can transmit information about the project.
- Conference presentations and websites are ways to promote the project and its outcomes.

In addition to more traditional print dissemination methods, ABCG will employ in-person and digital strategies. For example, workshops or online discussions can yield a higher level of engagement from stakeholders.

Figure 8: Dissemination Plan by Target Audience

AUDIENCES	Key Messages	CONTENT/OUTPUT	CHANELS	OBJECTIVE
CONSERVATION	1. Call to actions 2. Program	Technical reports and key	Website, Newsletter,	Raise awareness
ACTORS: Gov, Development Agencies International	outcomes and findings 3.	program reports, Journal articles, Lessons learned, Case studies, Expert insights	Website, Twitter discussions, Webinars, Technical mtgs,	Deepen engagement
Conservation NGOs		_	Conferences	
AFRICA CIVIL SOCIETY: local	1. Program outcomes and findings 2. Call to outcomes 3.	Technical reports, Journal articles, Workshop briefs, Task group output, Lessons learned, Case studies, Pilot studies,	Website, Newsletter, social media, Blog, Press/media relations	Raise awareness
NGOs, beneficiaries	J.	Expert insights	Online COP, workshops, regional launch events, Conferences	Deepen engagement
GENERAL PUBLIC	1. Program outcomes and findings 2. Call to outcomes 3.	Technical reports and key program reports, Journal articles, Lessons learned, Case studies, Expert insights	Website, Newsletter, social media, Blog, Press/media relations	Raise awareness
AND MEDIA	3.	IIISIgiits	Website, Twitter discussions, Webinars, Technical mtgs, Conferences	Deepen engagement

Figure 9: Dissemination Plan by Geography

GEOGRAPHIES	AUDIENCES	CONTENT	CHANELS	OBJECTIVE
	USG Development Agencies	Technical reports, Journal articles, Workshop briefs,	Website, Newsletter, social media, Blog, Speaker series	Raise awareness
WASHINGTON DC	Intl Conservation NGOs	Task group output Expert insights,	Website, Twitter discussions, Webinars, Technical mtgs, Workshops, Conferences	Deepen engagement
	USAID Missions Government Civil Society Thematic	Lessons learned, Case studies, Pilot studies Expert insights,	Website, Newsletter, social media, Blog, Speaker series, Press release/media relations	Raise awareness
AFRICA	Communities of Practice (COP) African Institutions	technical reports, Workshop briefs	Website, Online COP, Workshops, Conferences, Regional launch events, Roundtables/forums	Deepen engagement
GLOBAL	Development Agencies Intl Conservation NGOs	Technical reports, Journal articles, Workshop briefs, Task group output,	Website, Newsletter, social media, Blog, Press/media relations	Raise awareness
GLOBAL	Civil Society	Lessons learned, Case studies, Pilot studies, Expert insights	Website, Twitter discussions, Webinars	Deepen engagement

5. CONTINUOUS ACTIVITIES

In addition to the targeted activities listed above, the ABCG team will also conduct a continuous campaign via social media channels to both raise awareness and deepen engagement with wider and diverse entities. See table below:

Platform	Type of content	Frequency and Action
Twitter https://twitter.com/ABCGconserve	Tweets, Retweets, Multimedia (i.e., photos, videos)	Subject to news updates, campaigns, and events Or at least 3 times per week. Retweet as much as possible. Promote a different aspect of the ABCG every few days.
Facebook https://www.facebook.com/ABCGconserve/	Posts, Multimedia	Subject to news updates, campaigns, and events Or at least 3 times per week. Promote a different aspect of the ABCG every few days. Cross promotes partner posts as necessary and frequently.
LinkedIn https://www.linkedin.com/company/africa- biodiversity-collaborative-group	Posts, Multimedia	Subject to news updates, campaigns, and events Or at least once per week Promote a different aspect of the ABCG every few days.
Flickr https://www.flickr.com/pgmhotos/abcgconserve/	Multimedia	Subject to photos from various activities. Photos to include titles and detailed description including date, place and author.

6. MEASUREMENT

For each Engagement activity in Figure 2, ABCG has specified targets, or output metrics. To evaluate the impact of our efforts, ABCG will track quarterly the following Headline Indicators in 2022-23.

- # of Engagement Activities
- # of People Reached
- # of Unique Visitors to the ABCG website
- # of downloads from the ABCG website
- # of Listserv Members
- Average open rate for Listserv
- # of Followers on Social Sites

To capture ABCG's reach and engagement on a more granular level, ABCG will monitor website, social media, and monthly newsletter analytics. ABCG online platforms statistics and summary analytics, analyzing any notable trends will be compiled monthly.

The monthly analytics report will be designed to showcase key website and social media metrics for the ABCG. Metrics will be recorded and compiled using Google Analytics, Twitter Analytics, as well as analytics provided by Constant Contact for newsletter outreach. Metrics will be used to track progress, as well as to assess, refine and iterate on activities.

ABCG will capture and evaluate metrics at a global and regional level to provide insight into ABCG efforts in particular regions, as well as overall. If for example, indicators suggest that most of the website activity is attributable to US-based or Europe-based users, ABCG will turn its focus accordingly to deepening user engagement in middle and low-income countries.

ABCG Website Metrics

- # of page views
- # of downloads
- Length of Visits
- Pages per Visit
- # Visitors by country and region

7. RESOURCES

To support the execution of the activities listed in the Global and Regional Engagement Frameworks, ABCG will draw upon a range of resources, including:

- ABCG Business Plan
- Fact sheets
- ABCG Social Media Plan
- ABCG online platforms that include, ABCG website and social media sites