



## Stakeholder Engagement

To our clients, **EcoLogix** is synonymous with successful stakeholder engagement. This is because we are passionate about the need to include potentially impacted citizens in project development and implementation. Repeatedly, we have helped good ideas be transformed into great projects; projects that work for their sponsors and enjoy the support of citizens, advocacy groups, and regulatory agencies. We come from the government, non-profit, and business worlds, which arms us with the ability to understand all perspectives. We use this understanding to guide participation, input and advocacy toward productive, fact-based and non-controversial discussions that result in win-win solutions.

### Connecting through a Trusted Messenger

Stakeholders come to the table with a wide variety of issues, expertise, concerns and goals. Through our relationships with stakeholders in all sectors, we work tirelessly to identify the things that matter to each interested party. It is a process where questions are asked and answers provided; and the answers need to be trusted. It is often said in this context, "the messenger matters." And because we so strongly believe that citizen input leads to better projects, we have built a reputation as a trusted messenger.

### Facilitating Productive Discussions

We know when to use "shuttle diplomacy" and when face-to-face discussions with all stakeholders and project sponsors is best. The mix of approaches we choose comes from fully understanding and appreciating all positions, which we are able to do because we can rely on our broad based backgrounds, relationships, and technical training. Always, our approach promotes respectful, factual, and non-adversarial discussions.

### Developing and Implementing Successful Projects

By connecting with stakeholders and understanding their concerns and goals, while at the same time having a clear understanding of the project's purpose and objectives, we help design projects that address each party's needs. Our expertise enables us to weave apparently conflicting perspectives into mutually beneficial solutions that make the project better and avoid the costs in money, time and resources that projects opposed by stakeholders incur. This open, transparent and honest development process inevitably leads to smoother project implementation given the support and understanding it generates about the project's goals.



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