



NSW Department of Climate Change,
Energy, the Environment and Water

Opportunity Mapping: Playbook

Collaborating to build
a vibrant, resilient local
economy in your community





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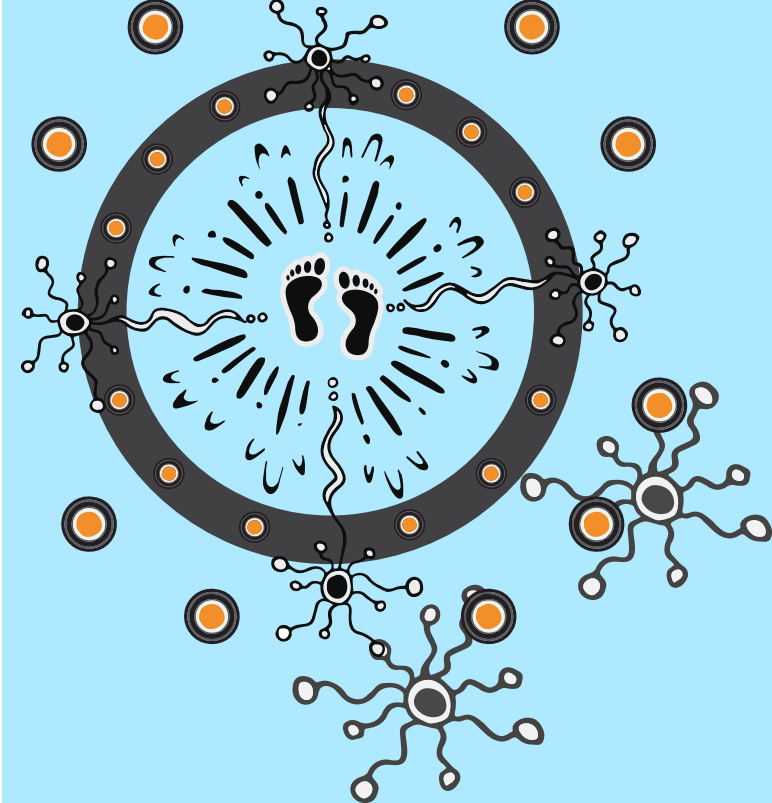
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Artist and designer Nikita Ridgeway from Aboriginal design agency Boss Lady Creative Designs created the People and Community symbol.



Acknowledgement of Country

Department of Climate Change, Energy, the Environment and Water acknowledges the Traditional Custodians of the lands where we work and live.

We pay our respects to Elders past, present and emerging.

This resource may contain images, or names of deceased persons in photographs or historical content.

Part 1: Overview of this Guide

What is the Opportunity Mapping Workshop?

The Opportunity Mapping Workshop was developed to help communities and local enterprises build the relationships, trust, and shared vision needed for vibrant, resilient local economies.

It is a practical, participatory process for identifying opportunities and collaboration across sectors, where business, community and government come together to explore shared aspirations, values and interests.

By mapping connections and emerging opportunities, communities strengthen the *social infrastructure* that underpins adaptation: trust, cooperation and collective capacity to respond and thrive through disruption.

Who is this Guide for?

Community organisers and local leaders

People who want to bring business, government and civil society together around opportunities for a thriving, place-based economy. This includes enterprises, community organisations, convenors and local champions ready to lead collaborative action.

Enablers

Councils, regional development agencies, philanthropic and community foundations, government programs and others with the resources or mandate to strengthen local economies.

This playbook explains how Opportunity Mapping works, why it matters, and how your support can turn collaboration into tangible outcomes.

Part 1: Overview of this Guide



Why host an Opportunity Mapping Workshop?

Opportunity Mapping helps communities reconnect. It bridges silos between sectors and sparks the relationships that allow people to act together when it matters most.

It builds the social infrastructure - trust, networks and legitimacy - that enables communities to realise the potential of local economic change, adapt quickly to climate shocks and navigate transitions well.

“
Connection itself is adaptation. The invisible web of relationships and trust is as critical as levees or insurance.”

What role do Regen Labs and AdaptNSW Play?

Regen Labs designed and facilitated the first Opportunity Mapping Workshop as part of the Homegrown Highlands Economy program in collaboration with WinZero, RegenAction and local partners.

The workshop model strengthens collaborative capacity, a cornerstone of **transformational adaptation** identified through the AdaptNSW Business Transformation Project.

AdaptNSW commissioned this Playbook to provide support to councils, regional networks and community groups across NSW to identify opportunities for transformational adaptation. They can use this approach to: identify shared opportunities for climate-ready, local economies, and build the trust and capability that make adaptation a lived, community-led process.

Read more:
[Southern Highlands - Gundungurra Country builds economic vitality through collaboration](#)

Part 2: Planning Your Workshop



- Gaye White
- Derek White
- Kirstine Lumb-Macka
- Jeff Aston
- Jan Campbell
- Morwenna Zabaks
- Erin Foley
- Heather Champion

Part 2: Planning Your Workshop



Image: Team

Assemble your team

It's super useful to have an organising team from different organisations with different roles, but each with a stake in a successful workshop. This is the first step in building a collaborative culture in your place!

You could decide to focus on different roles, including lead convener, logistics coordinator, communications, funder liaison, facilitator, or note-capturer. Or you could just have an 'all-in' approach. Don't feel too much pressure to designate roles. The most important part is ensuring collective ownership and momentum. We recommend a team of 5.

Tip: *Diversity of personas: aim for a breadth of backgrounds and experiences for your core team such as newcomers, existing network holders, business leaders, connectors and 'pattern-spotters', as well as council allies*

Refine your concept

Decide on a name for your workshop

Adapt for local resonance.

Ask the community what language resonates with them. Co-create the workshop name and framing to ensure it reflects their identity.

For example: in the Southern Highlands 'Highlands Homegrown Economy' was suggested by a rep from a local community organisation because it was aligned with the regional focus on food and farming.

Consider options for 'on-ramps and off-ramps'

For example, what might be coming up after your workshop that can provide some follow up momentum? Could you offer an online catch up 1 month after your workshop? Is there a council or local funder grant round coming up that some of your participants can apply to? Perhaps there's a partner organisation that could provide administrative support after the workshop to keep people informed? Again, don't worry too much if you don't have the resources. Remember - simply getting people into the same room to explore shared values and common interests is an outcome in and of itself!

Clarify:

Be clear as a group about your sense of obligation and responsibility for undertaking follow-up after the workshop. You may decide that the workshop alone fulfils its purpose of connecting people. You may also decide that you can pursue next steps if you secure resources.

Encourage project-level accountability (not whole-event)

Encourage individual project owners to feel motivated to follow up directly with people they connect with at the workshop.

Part 2: Planning Your Workshop

Set your timeline

Ideally begin planning your workshop 12 weeks in advance of the event.

Identify your target audience and invitation strategy

A strong workshop depends on who is in the room. Use a targeted invite-only approach to ensure balance across business, government and community.

Key principles:

- **Generous exclusion:** It is okay to say 'no' to individuals whose participation doesn't align with the workshop purpose. It's an act of kindness to save half a day of their time if the workshop is not the right fit for them.
- **Representation, not just participation:** Invite people who represent constituencies (associations, community organisations, chambers, networks, council) or who are 'super connectors' (people who love to spot opportunities and connect others into them) rather than just individual voices.
- **Sector balance:** Aim for approximately 30% business, 30% government, and 30% civil society.
- **Legitimacy and visibility:** Engage support and participation early from respected figures (for example local MP, mayor, well-known community leaders) to help you to build momentum.

Budget and funding

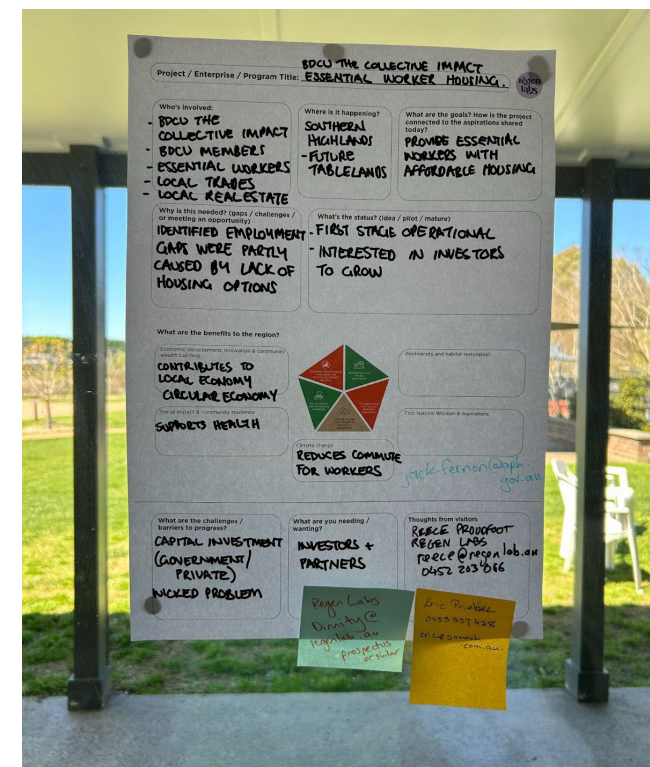
Budget is between \$5K-\$10K and includes aspects like First Nations advisory, catering, venue, materials, facilitation, and photography. Note, depending on your organising committee, you may be able to secure some of these inputs pro-bono, for example council halls.

Funders may include local Council, Regional Development Australia, and Community Foundations.

Choosing your venue and catering

- If budget or resources permit, try to find a venue with plenty of bright, natural light - perhaps even with access to nature or green space.
- Make sure your venue has plenty of wall space for putting up your posters, post-its and for your Gallery Walk (See page 18).
- AV is useful for your workshop if you are using slides.
- You can ask people for dietaries in your registration process.

Tip: You may want to crowd-source some delicious home made baked goods for morning or afternoon tea to keep with the local vibe and make people feel extra welcome!



Part 3: Running the Opportunity Mapping Workshop

Format: In-person, interactive

Duration: 4-5 hours
(adaptable with on-ramps/off-ramps)

Participants: 40–50
(balanced mix across sectors)



Set up (60 mins)

Roles

Be clear about who from your team is assisting with what aspects for set up, such as setting up the room (tables and chairs), testing the IT (computer, projector and sound), positioning the whiteboard (if using), putting up directional signs and welcome posters, and putting on music.

Purpose

An organised team, creating a well planned and welcoming event, for all your attendees. Considerations include cultural safety for all participants regardless of status, organisation, background or ability. We love the polaroid welcome activity for making people feel welcome! (See page 10)

Outcomes

Clear and calm team, welcome and energising venue space, that allows for the flow of people and activities throughout the event.

Resources

The size of your group and your venue will influence the resources you choose and how you set up your space. For a group size of 48 we suggest the following resources:

- 8 tables with 6 chairs per table
- A5 card -light green x 3
- A5 card -pink or orange x 20
- Approx 20 x A3 paper for project posters
- Bell or chimes to get people's attention
- Lap top and projector (with the correct adaptor) if you are using slides
- Flip chart paper (either sticky or sheets)
- Blu Tack x 3 packets
- Branded directional posters (either Blu Tack on walls or use A-frame stands) so people know where to go
- Set up registration table (including pens, sticky name labels, Textas, sign in sheet)
- Set up area for refreshments
- 6 black Sharpies per table
- Post-it notes -separated into 6 lots of about 10 per person.

Arrival

(30 mins)

Roles: Host for registration table, and person taking Polaroids.

Purpose: Create a safe, welcoming and joyful space for people to be ready to make connections and be creative.

Outcomes: Your event starts on time with energised and ready attendees!

Resources: Sign-in sheet, pens, sticky name labels, name tags, Polaroid camera, pins, Sharpies, posterboard or pin board room divider.

Set-up: Registration table; signage so people know their way; venue.

Instructions

1. Hosted registration table

- Participants create sticky labels with name, organisation, location.
- Ask people to add coloured dots to their label to show their role (for example government, business, community sector).
- Tick people off the sign-in sheet.

2. Create a Polaroid Wall: Map your economy with this high impact exercise

- The Polaroid Wall is a welcoming activity where participants have their photo taken on arrival (with permission), they write their name and organisation on it, and then pin it to a poster on the wall under their relevant sector.

Tips:

- Use an instant camera like a Polaroid.
- Before taking someone's photo explain what it's for and make sure they know it's optional. Some people don't like their photo being taken.
- Arrange photos by sector (business, community, government) to reveal cross-sector balance. We used the following themes and wrote these on coloured card - you can pre-draw these:
 - Food Systems and Farming
 - Retail and Hospitality
 - Social Enterprise
 - Energy
 - Creative Industries
 - Visitor Economy
 - Finance and Funding
 - Government Agencies
 - Intermediaries / Peak bodies
 - Community Organisations
 - Education
 - Housing
- Keep the wall visible throughout the event to reinforce the sense of belonging.

Why it works:

- Makes people feel seen and valued.
- Helps with name recall and networking.
- Visually maps the diversity of attendees and highlights missing voices.
- Creates a lasting post-event visual asset.
- It's fun and looks great!

Welcome and Acknowledgement of Country

(15 mins)

Roles

Host to welcome your First Nations guest, local ally, MP or dignitary.

Purpose

Increase connection to First Nations Custodians and knowledge of Country.

Outcomes

Create a safe space for First Nations attendees and signal that regeneration involves Healing Country and Culture.

Resources

Determine if you have a budget to engage an Elder or cultural representative.

Preparation

Get informed on the history of the area and the Traditional Custodians prior to colonisation.

Set-up

You may wish to do this with everyone in the venue, seated. You may also prefer to do this outside. You can be guided by a Traditional Custodian or Cultural representative offering the Welcome to Country or Acknowledgement of Country.

Instructions

1. Invite attendees to take their seats.
2. Warmly welcome everyone. You could say: 'Thanks everyone for being here. I am really excited about this event today/tonight.'
3. Then, your event should start with a Welcome to Country traditionally performed by an Elder of the local area to welcome people to the land of the traditional custodians of that area.
4. If you are not able to organise a Welcome to Country, you can offer an Acknowledgement of Country and begin well with respect for traditional owners and the continuing connection of Aboriginal and Torres Strait Islander peoples to Country. It can be offered by any person, just be sincere. You can also do some research on the Country you are acknowledging to incorporate into your acknowledgement.
5. Introduce the Elder or authorised representative providing the Welcome to Country or offer the Acknowledgement of Country.

Introduction & Framing

(40 mins)

Roles: Speaker from the team or a guest to frame the purpose of the day, facilitator guiding the group through the activity.

Purpose: Set the scene with energising share of the purpose, intentions and objectives of the gathering; connect everyone in the room with one each other, and the organising team; provide the flow of the day and positive principles.

Outcomes: Beginning to create new relationships and build networks; set expectations for the day and ways of working.

Resources: Powerpoint and computer if you are showing slides.

Set-up: 6 people / chairs per table.

Instructions

Framing: (10 mins)

1. **Why we're here:** Create an opening framing speech to convey the enthusiasm and commitment of the organising team and attendees to the local economy, thriving communities, environment.
2. **Who we are:** Describe your organising group, their connection and love of the local region, and the intentional curation of the audience in the room.

Let's connect and find out who's in the room: (5 mins)

1. **Overview of attendees:** Provide an overview of who has been invited. You may say: 'We've invited enterprise, system, and funding leaders. Many of you here are enablers such as government and community leaders. Let's find out who is here.'
2. **People to identify who they are:** Go through the list below gradually, and invite people to put up their hands if they associate themselves as being from:
 - Enterprise
 - Government
 - Funding or finance
 - Media
 - Community sector
 - Education
 - Specific location

3. Then reiterate the inclusive nature of the gathering:

You may say:

'We welcome everyone. It takes all of us to create an economy that serves our community and our natural systems.'

Let's get to know one another and share why we are here: (15 mins)

Introductions in table groups

Provide the following instructions:

1. Now we want you to take 15 minutes to meet people at your table.
2. Take it in turns to share: Your name, your organisation, and why you are here?

Tip: Each table have a time keeper to help everyone take a turn.

Shareback in large group

Provide the following instructions:

1. Let's turn our attention back to the room.
2. Ask for 1 volunteer from each table to share a word or phrase that describes the energy at your table.

Part 3:

Running the Opportunity Mapping Workshop

Workshop Roadmap and Principles: (10 mins)

1. So what's in store for the rest of our session

(outline the agenda): There are 6 sections in the Opportunity Mapping Workshop as designed. You can verbally share the following, or display it creatively on a powerpoint slide or flipchart.

- Aspiration mapping: We will be surfacing your aspirations for the [for example Southern Highlands] - What do we want our [Highlands] economy to deliver? We will do this activity in table groups.
- Morning tea.
- Collaboration and opportunity mapping: We will be exploring existing and potential projects, ideas and new opportunities that respond to these aspirations, creating posters about them to share with one another, and sharing local intel.
- Consider next steps: Then we'll discuss next steps and how we keep the momentum going together.
- Closing reflections: Finally sharing closing reflections.
- Lunch: Enjoy a locally sourced delicious lunch.

2. Quick housekeeping: Ensure everyone knows where the toilets, exits and emergency areas are. Also, provide instructions on mobile phones if you have them.

3. Principles for working together: The workshop is focused on opportunities. We suggest you invite attendees to call to mind a spirit of possibility that brings people together for the day. The principles you may like to consider include:

- Being positive
- Solution focused with an abundance mindset (not scarcity)

Tip: This one is super important! It helps frame the day and avoid a competitive mindset.

- Lean into possibility (not zero-sum).

Tip: As an organising group consider what principles are important. If you have more time, and you're unsure of the safety of the space, consider what will be helpful for this group to feel comfortable sharing ideas.



Aspiration Mapping/ Surfacing aspirations (55mins)

Roles: Facilitator guiding the group through the activity; an additional person to work with the facilitator to cluster the aspirations coming from the attendees and to write cluster headings; team assists to put these up on walls around the room.

Purpose: Surface the community's aspirations and needs that an economy can serve, be inclusive of the breadth of perspectives to encourage universal participation.

Outcomes: Aspiration themes relevant to your community that guide the opportunity mapping activities in the next session.

Resources: Post-it notes (light coloured); 3 x coloured card per small group (A5 size | same colour | light coloured -green) for writing aspirations on; black sharpies -enough for 1 per person; walls or windows for putting up clustered aspiration cards; Blu-Tack; max 20 x A5 coloured cards (different light colour -pink) for writing aspirations themes on.

Set-up: 6 people / chairs per table.

Instructions:

Introduction and overview: (10 mins)

The facilitator leads the process as follows. You may say:

1. Economies serve communities and places. 'What aspirations do you have for what our [regional / local] economy can be delivering or enabling?'
2. We are going to spend time in small groups identifying aspirations that you have for this place. As you're reflecting we invite you also to think about your own networks and if they were here what would they say.
3. We are then going to identify 3 aspirations per group to share back with everyone and frame these as "How might we" questions. What do we mean by that? Two examples are:
 - How might we increase local procurement by big organisations?
 - How might we enable young people to build a meaningful life and livelihood here?
4. Other examples could include housing, food systems, inclusivity, meaningful work, thriving creative industries. It really could be anything. This is the beauty of taking a place-based approach!

Guide everyone to take a few minutes for individual reflection: (3 mins)

1. Write 1 personal aspiration you have for this region on a Post-it note.

Now guide all the groups with the following instructions: (25 mins)

1. Each person shares their aspiration (likely 3 mins per person).
2. As each person shares, have a go at clustering the aspirations (on Post-its) where there are commonalities.
3. Then as a group decide on 3 aspirations for this region.
4. Now write 1 aspiration per A5 coloured card using a Sharpie, framed as a 'How might we ...aspiration' question.

Tip: Include these instructions on a slide or flipchart so groups can refer to it if they get stuck.

Tip: Give groups a 5 minute warning to complete their 3 aspiration cards.

Part 3: Running the Opportunity Mapping Workshop

Invite everyone to finish their discussions and return their attention to the large group: (15 mins)

1. Invite each group to share their 3 aspiration cards.
2. One of the organising team collects the cards and begins clustering on a flat surface (like a table) to the side.
3. Thank everyone and invite people to morning tea break and find at least one person to meet who they have never met before!



Part 3: Running the Opportunity Mapping Workshop

Morning Tea Break (20 mins)

Facilitation team: whilst everyone is at morning tea, take this opportunity to cluster the aspiration 'How might we' questions into themes.

On a different colour of A5 card (for example, pink), write the heading for the theme.

Then stick up your cluster headings along with the 'How might we' questions that go with that cluster.



These were a sample of clusters that emerged during the HHE workshop

- Access to energy
- Affordable and available housing
- Transport and connectivity
- Accountability and ongoing connections for this group
- Circular economy (particularly food waste)
- Vibrant connected community
- Brand Southern Highlands
- Support for young people
- Food systems.

Part 3: Running the Opportunity Mapping Workshop

Mapping Our Opportunities (60 mins)

Roles: Facilitator guiding the group through the activity. Other members of the organising team participate in the activity. Participants self-select into two roles in this activity: project holders and pollinators.

Purpose: Provide structure for project holders to document their initiatives; Increase meaningful connections between attendees; Create opportunities for collaboration and knowledge sharing.

Outcomes: Surface existing projects and ideas that deliver the aspirations; Make visible the projects that can be supported by funders and government and enterprises present.

Resources: Project Poster Template (A3); square Post-its (light colour); Sharpies (1 per person); Dark coloured Textas for writing on Project Poster Template; Blu-Tack.

Set-up: Tables so people can lean on something to write; walls / windows to put up 15-20 A3 posters spaced out around the room.

Tip: Decide if you only want to focus on existing projects and ventures or if you are keen to invite new concepts and ideas. Existing projects will take less stewarding post-workshop and will already have momentum behind them. But it's also a good opportunity to have fresh ideas and energy that builds excitement. Ultimately it's up to you based on what you are wanting to get out of the workshop.

Framing: (5 mins)

You may want to say:

- We've created an engaging activity called a Gallery Walk for you to share the existing initiatives, projects, programs or enterprises that are addressing these aspirations.
- There are 2 parts. The first part is creating our gallery of posters that explain those projects, as well as sharing intel. The second part is the Gallery Walk, for everyone to learn about the projects and share knowledge.

Gallery Creation: (20 mins)

There is one of 2 roles to play in creating the gallery.

Role 1 are project/initiative leads/collaborators

You can create a poster using the A3 poster template. You will have 20 minutes to do that.

Tip: We used a Project Poster Template (A3) with these headings and space for people to write. You may want to do the same.

- Name of project / enterprise
- Who's involved?
- Where is it happening?
- What are the goals? How is the project connected to the aspirations shared today?
- Why is this needed? (gaps / challenges / or meeting an opportunity)
- What's the status? (Idea / pilot / mature)
- What are the benefits to the region?
- What are the challenges / barriers to progress?
- What are you needing / wanting?
- Thoughts from visitors.

Role 2 are pollinators - enablers, pattern spotters, super-connectors, knowledge sharers

Your role involves visiting the aspirations in the Gallery, and adding any intel on Post-its about initiatives, resources, people who are important to know about or connect with in relation to the aspirations. Write your intel on Post-its and add it to the aspiration cluster. You have 20 minutes to do that.

Part 3:

Running the Opportunity Mapping Workshop

Ask: which role they would you like to play?

Role 1:

Who would like to create a poster?

You may be an individual or in a group of collaborators (hand out the poster template and dark coloured Textas to poster creators)

- You now have 20 minutes to create the poster.
- When we get to the Gallery Walk, one person will stay with your poster and share and receive interest / connections from walkers as they roam.

Role 2:

Who would like to be a pollinator?

(Hand out Post-its / Sharpies)

At the end of the 20 minutes

Hand out Blu Tack and ask the poster presenters to put up their posters around the room, so they are spaced out, and to stand next to them.

Gallery Walk: (2 rounds, 15 mins each)

You may want to say:

- We are now going to move into our Gallery Walk. Because we want everyone to have a chance to visit each poster and read the intel shared for the aspirations, we will have 2 rounds of the Gallery Walk.
- In the first round, for 15 mins half of the poster presenters will stand near their posters and interact with visitors. Then we will swap. I will count poster presenters off into 2 groups - 1-2 - 1-2.
- Round 1: Explain: Those in Group 1, you get to present / interact with the Gallery Walkers. Gallery Walkers you get to visit the posters and add your phone/name to a Post-it and add to the poster if you'd like to stay in contact / learn more. (15 mins)
- Round 2: Explain: Now, swap to Group 2. You now get to present / interact with the Gallery Walkers. Gallery Walkers you get to visit the posters and add your phone/name to a post-it and add to the poster if you'd like to stay in contact / learn more. (15 mins)

Wrap-up: (10 mins)

Invite volunteers to share:

- Who made a new connection?
- What came out of this session?
- Who has good next steps?

Document

- Take photos of all of the posters.

Projects that emerged in the HHE Opportunity Mapping Workshop came through for the following themes.

- Food as an anchor - from logistics hubs to education and farm-to-table ventures.
- Culture and community as resilience infrastructure - using creativity and collaboration to strengthen connection.
- Equity and local economy - cooperatives, innovative ownership and finance models, and enterprise support.
- Land and nature restoration - restoring hundreds of hectares and embedding bush foods and biodiversity.
- Clean energy transition - community-powered renewable solutions.
- Circular economy - circular food waste and textiles recycling ventures.

Next steps - moving into action

(20 mins)

Roles: Speaker or facilitator to close.

Purpose: Formal wrap up of the event and provide clear next steps; appreciate volunteers and any sponsors.

Outcomes: People feel energised and that the conversations will move into action.

Resources: Clear ideas from the organising group for next steps, that can be modified with input from attendees.

Set-up: People in their table groups; you may move into a standing closing circle.

Instructions

Framing

We framed our next steps session for the Highlands Homegrown Economy Opportunity Mapping workshop in a way that emphasised that the workshop itself delivered value and outcomes, such as:

- We've covered aspirations for our future economy.
- We've surfaced the projects and opportunities that are helping to achieve those aspirations and we've surfaced some opportunities for collaboration.
- Most importantly we've connected and explored our common interests and shared values. This responds to needs that people have shared to have an opportunity to get together, meet one another, and get to know each other and share common interests and build momentum towards some of the projects we heard about today.
- This is the purpose of today.

Consult in your organising group before the workshop about your next steps section and important considerations.

Share examples and potentially organise next-step pathways

During the Homegrown Economy workshop we shared a few pathways for next steps:

- The example of Bega Circularity as a regional approach.
- A convening to further incubate and develop ideas with the right support like Regen Labs' Regen Economy Activator Program.
- Hosting a funder roundtable to support next steps or seek pre-commitment from state or regional government to resource next steps.
- Debrief with the organising team and anyone else who would like to attend.

You may ask: What's one good next step after this session? On your way to lunch make a note on a Post-it and add it to the Next Steps Poster placed on the exit to lunch. It could be a commitment you made in your group or during the Gallery Walk.

You may share what would happen with what was created in the workshop. For our workshop we committed to:

- Documenting the aspirations, project posters and other intel into a Playback document to share with attendees.

Tip: You may want to invite volunteers to assist, expanding your core group.

Part 3: Running the Opportunity Mapping Workshop

Closing

(15 mins)

Roles: Facilitator to lead this section; you may involve a speaker.

Purpose: Communicate appreciation for all contributors and guests; re-state the purpose of the gathering and vision of opportunity; and invitation to continue the journey and unlock the potential for your local community.

Outcomes: Warm feeling; enthusiasm for the future and next steps.

Resources: If appropriate, invite a local dignitary or champion to share final reflections.

Set-up: Participants remain at their tables and chairs.

Instructions

Invite 2–3 participants to share their reflections from the day.

Tip: Pre-arrange who those participants are, to ensure diversity of perspectives.

Invite a prominent speaker, such as your federal MP, to share closing reflections such as:

- Supporting the homegrown economy
- Why now is the right time (regional + national context) for community-led enterprising initiatives
- Emphasise any collaborations or commitments of support from partnership.

Facilitator to thank all supporters and sponsors and provide positive final reflection to end on an uplifting note.

Provide guidance on refreshments.



Part 3: Running the Opportunity Mapping Workshop

Lunch / Refreshments (60 mins)

Roles: Hospitality and cleaning up.

Purpose: Showcase locally sourced produce by supporting a local regenerative catering company; Provide space for networking and continued conversations among attendees.

Outcomes: Strengthen connection of people to each other and their place.

Resources: Organise catering by a local regenerative catering company, or as close as possible. For our Homegrown Economy workshop, we organised lunch, locally sourced by The WhatIf Society.

Set up: Consider a waste free approach to serving refreshments -community centre venues often have crockery and cutlery, as well as urns.



Optional Session

Surfacing Gaps - Unscratched itches!

(25 mins)

You could run this session before the wrap up if you feel it's needed.

Roles: Facilitator guiding the group through the activity. Other members of the organising team participate in the activity.

Purpose: Unstructured space for missing needs and aspirations to emerge. You may not need this session, but it could also be a nice way to wrap up and ensure that folks feel heard.

Outcomes: 'Unscratched itches,' learnings, commitments.

Resources: Post-it notes, Sharpies, flipchart paper.

Set-up: People sitting at their tables in original groups.

Instructions

Frame the session: (5 mins)

Invite people to return to their original table groups for an open conversation about what might be missing from the conversation. Provide groups with prompt questions such as the following: You may have different remaining questions:

- What hasn't come through that should be here?
- What's missing that could be amazing for our region?
- What aspirations can we pick up in future conversations?
- Who isn't here yet?
- How do we fund these initiatives?
- What can we learn/replicate from elsewhere?

Group conversations: (10 mins)

Ask them to add their thoughts to the A3 poster for the questions, or note on flipchart paper, using the dark coloured Textas.

OR ALTERNATIVELY:

- Prepare flipcharts with one prompt question per flipchart
- Stick them up around the room
- Invite your participants to visit each flip chart and add their thoughts using Post-it notes and Sharpies.

Shareback: (10 mins)

- Each table shares one highlight that emerged from their conversation.

Post-workshop

Suggestions

Debrief: (60 mins)

Host a debrief with your organising team to consider what went well, what could be improved, what are you excited about. You could host it straight after the workshop, bearing in mind energy levels. Book it into your calendar.

Make the projects visible to everyone

- Collate project ideas and collective wisdom to share out to attendees.
- Create case studies to share more publicly in newsletters and on your website (if you have one).

***Tip:** Consider creating a living map of your region, showing the projects that are bringing your aspirations to life and the potential benefits and impacts they will generate. We know that visibility is one of the biggest ways we can unlock support and build momentum. In the Southern Highlands we mapped projects using the [One Living Planet platform](#).*

Send out follow-up email to attendees that may include:

- A survey to participants
- A link to join a social media page to stay in touch.

Funding alignment

- Match projects with funders or grant cycles.
- Encourage pre-commitments from funders when possible.

Continue building your collaborative infrastructure

What's next?

Learn more about how to run a workshop in your community.

Visit www.climatechange.environment.nsw.gov.au for more information.

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