

BlueTerra Partners Launches Partnership Architecture Course and Assessment Service

Former Deputy Director of the U.S. Forest Service National Partnership Office

launches training and assessment services for partnership-driven organizations

MIAMI, FL, UNITED STATES, August 27, 2026 /EINPresswire.com/ -- BlueTerra Partners has

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Wildfire risk, watershed health, landscape resilience — no single organization can carry work like that alone. Cooperation is essential. But it requires intentional architecture to succeed.”

Joe Smith, Founder and Managing Principal, BlueTerra Partners

released two new services for organizations whose missions depend on partnerships: the [Partnership Architecture Course](#), a two-day live-online training, and the [Strategic Partnership Assessment](#), an independent diagnostic available at three fixed-price tiers. Both are built for the professionals who convene, fund, and deliver work across organizational lines, with a focus on the roles, decisions, resources, and agreements that make partnerships succeed.

BlueTerra Partners was founded by Joe Smith, who spent 15 years at the U.S. Forest Service — most of that time in the National Partnership Office, where he served as Deputy Director. While there, he built and led the team

that designed and implemented agreement architecture supporting the agency's [wildfire crisis response](#), including a portfolio of agreements committing nearly \$500 million to work in high-risk fireheds. He also served as the Forest Service lead for the Coca-Cola watershed alliance, growing it from a \$250,000 pilot into a program of roughly \$5 million.

"Reducing wildfire risk, restoring watersheds, building landscape resilience — no single organization can carry work like that alone," said Smith. "Challenges of that scale require organizations to come together around something bigger than themselves. And that cooperative approach needs intentional structure to succeed — clarity about who owns the whole, who leads which work, how decisions get made, how money moves, and what holds it all together over time."

The Partnership Architecture Course runs November 17–18, 2026 — a two-day live-online training. Participants bring a real partnership challenge of their own, work through it during the course, and leave with a 90-day action plan. The founding cohort is \$995 per participant, capped

at 25 seats, with purchase cards and government invoicing accepted.

The Strategic Partnership Assessment gives organizations an independent read on how their partnerships work today, what structure the mission needs to be more effective tomorrow, and what to do next. It runs at three tiers — a \$2,500 single-relationship read, a \$15,000 mission-scale assessment, and a \$25,000 system-scale engagement — each with defined deliverables and fixed pricing.

These services reflect BlueTerra Partners' commitment to advancing climate resilience and community well-being through effective cross-boundary partnerships. The practice recently amended its articles of organization to include a public-benefit purpose, formally embedding that commitment in the firm's governance. "I want this work to help organizations deliver more on the ground, make public, philanthropic, and corporate dollars go further, and contribute to a better future for the communities we serve," Smith said.



BlueTerra Partners. Collaborative Solutions, A Vibrant Tomorrow.

About BlueTerra Partners

BlueTerra Partners LLC is a partnership architecture consultancy serving agencies, nonprofits, Tribes, companies, collaboratives, and other organizations across conservation, wildfire resilience, and natural resources. Founded in 2025 and based in Florida, the firm helps organizations design the structure their partnerships need to deliver. Learn more at blueterrapartners.com.

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