

## Continuum of Partnerships

Type	Description	Benefits and/or Limitations	When to Use
<b>Networking</b>	The exchange of information for mutual benefit – typically in a round table format.	Helps people and organizations to learn more about one another.  Requires little time and trust between partners	Dialogue and common understanding. Clearinghouse for information. Explore common and conflicting interests. When entities and individuals need to learn more about a topic or community.
<b>Coordination</b>	More formal arrangements and relationships that focus on specific programs or projects and are accompanied by a shared mission, plans, exchanging information and altering activities for a common purpose.	End result is to limit duplication of services.	Co-sponsorship by jointly providing a program or service.
<b>Collaboration</b>	Longer-term, formal arrangements and relationships where separate organizations are brought into a new structure with a shared mission.  Building interdependent systems to address issues and opportunities.	Enhances the capacity of the other partners for mutual benefit and a common purpose.  Sharing resources and making equal commitment.	Forming a coalition by sharing a broader end goal, or forming a consortium whereby the organizations identify themselves with a specific community or domain.
<b>Merger</b>	A formal arrangement in which two organizations become a new entity.	Reduces duplication.	Acquisition whereby one organization acquires a program or service previously administered by another organization, or a divesture in which one organization “spins off” a program or service to another organization.
<b>Collective Impact</b>	When organizations from different sectors agree to solve a specific social problem using a common agenda, aligning their efforts, and using common measures to define success.	Sees varied entities and individuals as partners in solving complex social problems – not just one sector, i.e. non-profits, faith-based or gov’t.	Make progress at scale.  Preconditions for collective impact – an influential champion, adequate financial resources, and a sense of urgency for change.

## Current Partnership Inventory

Which of your current partnerships fit well into each partnership type?

**Networking**

**Merger**

**Coordination**

**Collective Impact**

## **Collaboration**

### **Developing New Partnerships**

→ When considering new partnerships, what does your school hope to gain from a potential partner?

→ What does your school have to offer in a partnership? (Think value....)

## Types of Partnerships – Examples

- 1. Networking:** In Northern Florida, various organizations come together once a month for the NoFlaTPPF – Northern California Teen Pregnancy Prevention Forum. The group is made up of educators, health service providers, and other youth serving professionals. At NoFlaTPPF meetings, partners share updates on their organization’s activities and learn about what else is happening in the community related to teen pregnancy prevention.
- 2. Coordination:** In the town of Indian Shores, the middle school and public library work together to increase literacy and access to books for adolescents. Each summer, middle school teachers give the library a heads up about what the reading list for the year will be. The library then makes an effort to have those books in stock and also provides reading tutors on the weekend.
- 3. Collaboration:** After learning about the high prevalence of hunger in their community, various organizations decided to form the City Hunger Coalition. The City Hunger Coalition is a long-term, formal arrangement between various organizations with the common purpose of reducing hunger in the community.
- 4. Merger:** Two neighboring cities each have a YMCA. One of the YMCAs is struggling financially but has very well-established youth programs. The other YMCA does well financially and would like to expand its youth programming. To address both of these concerns, the two YMCAs decide to combine their organizations into one.
- 5. Collective Impact:** Farmtown is a mid-size city in the Midwest. Recently, organizations from different sectors launched Get Fit, Farmtown! The main goal of Get Fit, Farmtown! is for the city people of Farmtown to embrace health and fitness. Local schools, businesses, non-profits and government agencies work together on this initiative.

What other partnership box could each of these fit into?

## **Organization Overview Worksheet**

Think of your organization in a deeper way – Partnership ready!

### **Name and Type of Organization**

What type of organization are you (e.g., non-profit, school, local gov't, faith-based, neighborhood association)?

### **Issue Area**

What issue area (e.g., disaster services, economic opportunity, education, environmental stewardship, healthy futures, social justice, etc.) does your organization address?

### **Mission & Culture**

What is the organization's mission and culture?

### **Location**

What is your location? What geographic areas do you currently serve? In what areas would you like to expand? Where could partnerships be developed?

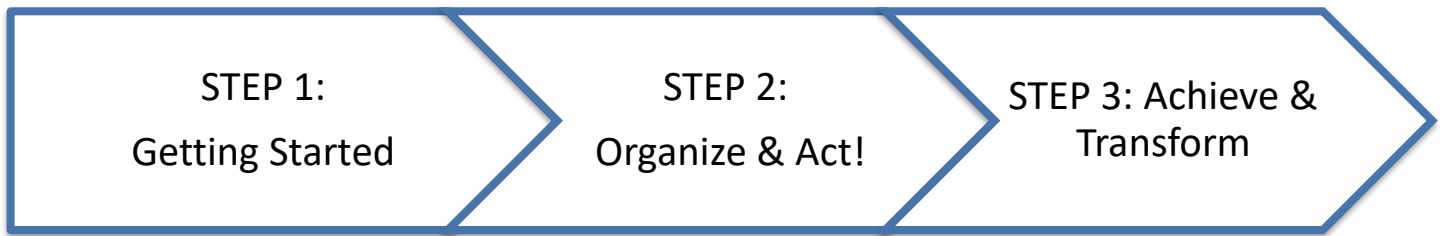
### **Partnerships**

What types of partnerships is your organization interested in forming? What types of partners are you looking for?

### **Resources**

What type of resources can you offer to potential partners? What resources are most needed at your organization?

## **Steps of Partnership Development**



### **STEP 1:**

#### *Getting Started*

- Internal assessment is conducted
- Identify and mobilize potential partners
- Develop vision, outcomes, and initial agreements

### **STEP 2:**

#### *Organize & Act*

- Path to success is determined
- Attention to process and systems
- Indicators of success are determined

### **STEP 3:**

#### *Achieve & Transform*

- Focus on celebration
- Getting larger buy-in from community so work can continue
- Evaluate successes, challenges and lessons learned

## ***Evaluating Potential Partner Organizations***

For each potential partner write in the names of the organization and answer the following questions: 1) What do your organizations have in common? 2) What could your organization offer to this potential partner? 3) What does the partner have that could be useful to your organization?

**Potential Partner #1:**

**Potential Partner #2:**

**Potential Partner #3:**

**Potential Partner #4:**

*\*Don't forget to consider how many relationships/partnerships you can manage effectively....*