



SSHS – January 2011

Resource Sharing

Among Partners

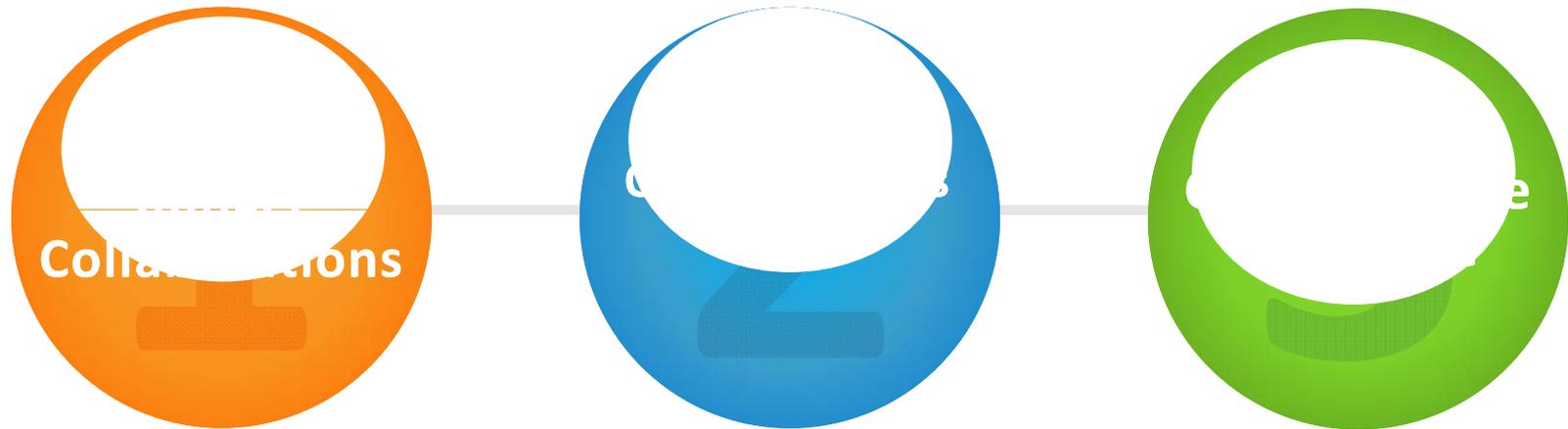




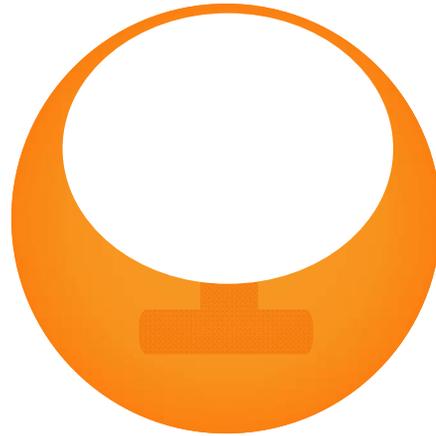
Session will outline how to fulfill long-term sustainability and service delivery excellence for SSHS grantees for the short-term and long-term.

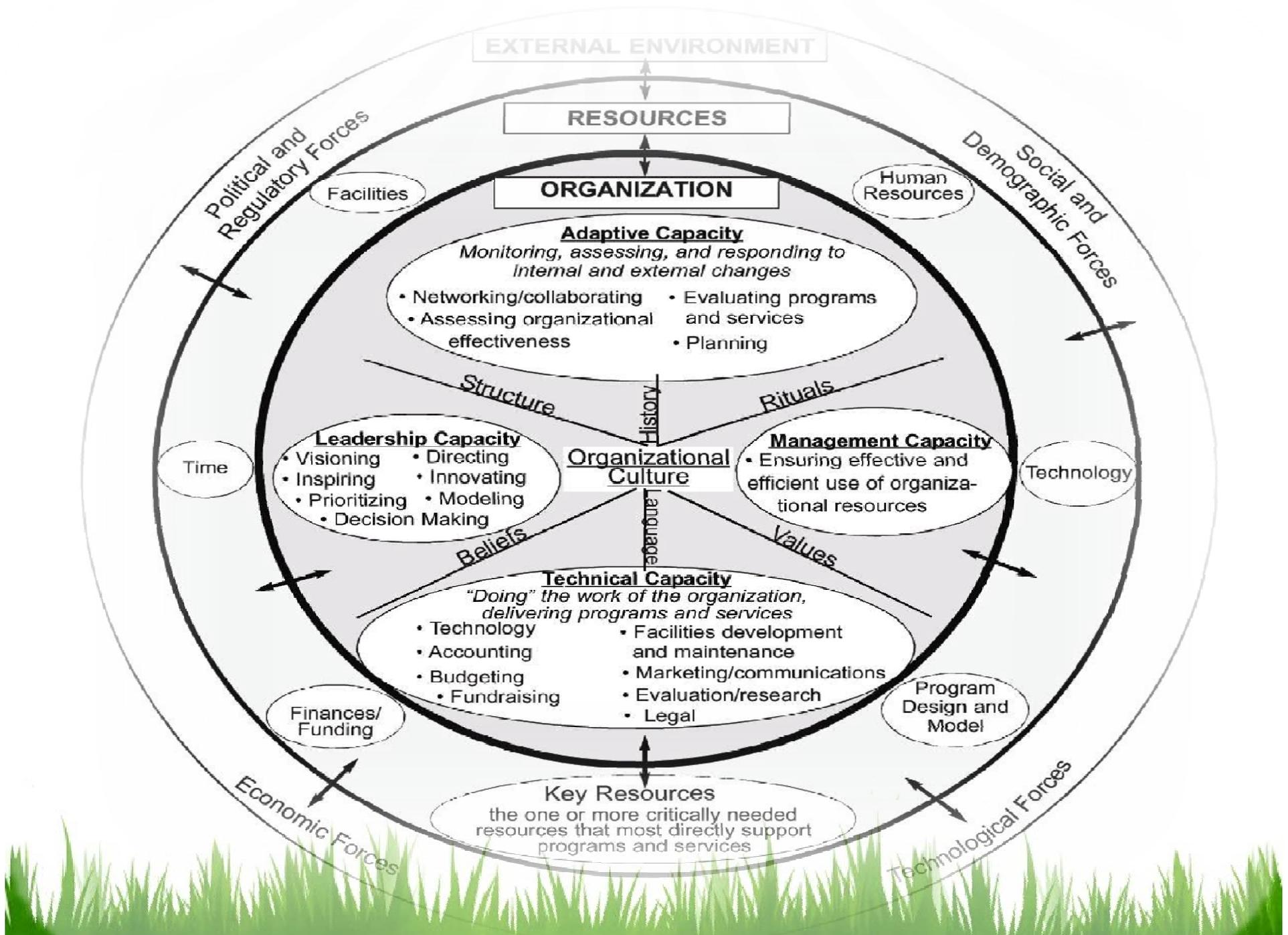


Achieving Impact Through Resource Exchange

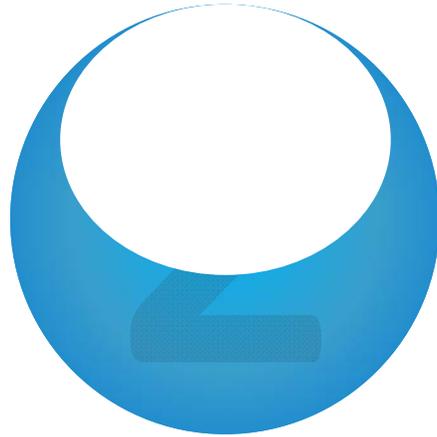


High Impact Collaborations





Organizational Assets



Collaborative Partner #1

- Lead Applicant
- Solid Development Effort
- Diverse Programming
- Foundation Support
- New Entity - Limited in Community Outside of Services
- Fast Growth - Challenged Infrastructure

Collaborative Partner #2

- Strong Technical Systems
- Metric- Driven Programs
- Large/Long-Serving Staff
- Government Funded
- Marketing Challenged
- Leadership Transition
- Board - Founding Group

Collaborative Partner #3

- Specialized Mission - Small Budget
- Foundation Funding
- Good Press / Media Darling
- Strong Management - Weak Board
- Minimal Administrative Systems
- Board - Committed

Collaborative Partner #4

- Government Group
- Very Bureaucratic
- Significant Resources
- Slow-Moving - Up and Down Community Relationship
- New Administration
- Long Serving Front Line and Middle Management

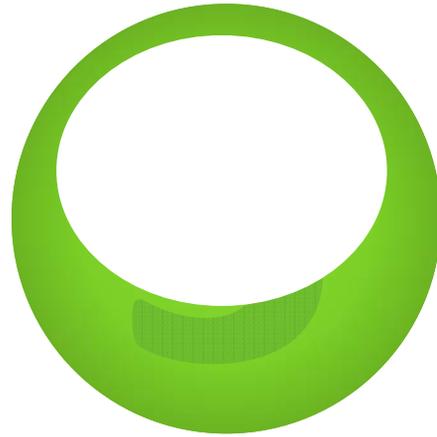
Exercise #1

Using the high-impact model, list the areas/strengths within the model that your organization brings to your collaboration and outline how that area/strength could be used to further the collaboration specifically.

Use the graph below as a guide to get you started.

Impact Area	Specific Area/Strength	How Can Collaborative Use
<u>Example:</u> Evaluation	<u>Example:</u> Program Dashboards	<u>Example:</u> Share Dashboard Template

Collaborative Exchange To Mission



Collaborative Partner #1

- Lead Applicant
- Solid Development Team
- Diverse Background
- Focus on Innovation
- New Leadership
- Core Competencies
- Services
- Fast Track
- Information

Resources Obtained

Infrastructure Sharing with Partner #2 and #3 - IT Sharing, Admin. Support, Development Expansion

Using Collaborative members to help formulate and implement a strategy for enhanced community engagement

Collaborative Partner #2
Resources Obtained

Using Interim Leadership as a showcase and laboratory to see if individual can step up into future leadership position

Using Collaborative to help expand marketing and PR efforts, Mentoring by Partner #3

Collaborative Partner #3

- Specialized Mission - Small Budget
- Foundation
- Good Press / Darling
- Strong Mandate
- Weak Board
- Minimal Administrative Systems
- Board - Connected

Resources Obtained

Use partnership as a leveraging point to obtain capacity building dollars and be introduced to government funding.

Infrastructure Sharing with #1, #3. Board members from #4

Collaborative Partner #4

- Government Group
- Economic Resources

Resources Obtained

Opportunity to engage with parts of the public whom have had trouble with the agency.

Creating new chances for front line and middle managers to engage with community organizations that they are unfamiliar with.

Mission x2



Exercise #2

Using the high-impact model, list the areas/needs/challenges within the model that your organization would like to receive from the collaboration and outline how the areas/needs/challenges could be used to further the your organization's effort within the collaboration and the organization long-term.

Use the graph below as a guide to get you started.

Impact Area	Specific Area/Need/Challenge	How Can Collaborative Assist
<u>Example:</u> Evaluation	<u>Example:</u> We only count the number of participants and funders are demanding more	<u>Example:</u> Would love to get some dashboards and possibly get feedback and guidance on program management software



Best Practice Examples
Service Delivery Model
Resource Development Model





Questions



Exercise #3

Talk with your group on how you are going to take this exercise and implement it toward achieving both sustainability for the effort and enhanced service delivery?

Think about specific action steps and some visioning on what could be obtained by using your collaboration more effectively.

Need more assistance? Contact John at john@cuidiuconsulting.com or (718) 964-8669 now, 5 years from now or in a decade.....

Thank You!