Building and Managing Effective Partnerships
Welcome!

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This session will cover

- Collaborations
- MOUs
- Referrals
- Reporting
Collaboration occurs when a number of agencies or individuals make a commitment to work together and contribute resources to obtain a common, long-term goal. With the right elements, collaboration can also be known as “Collective Impact”
FFW3 Required Partners

- Juvenile Justice System
- Public Workforce System
- Non-profit Legal Services Centers
Going the Extra Mile

- Board of Education
- Community Colleges and Universities
- Trade Schools
- Department of Health and Human Services
- Judges
- Lawyers
- Law Schools
- Probation Officers
- Prosecutors
- Businesses
Getting Started

Let's do a poll

• We have letters of commitment from all required partners
• We have MOUs with all required partners
• We have met with all of our partners at least once since receiving funding for our Face Forward 3 grant
Review Requirements

Review the Solicitation for Grant Applications (SGA), your proposal, and statement of work with project staff and partners.

Work with partners to identify areas of alignment across various funding sources.
Develop a Common Agenda

Design a more systematic, comprehensive approach
• Accomplish what individuals alone cannot
• Enhance the power of the initiative
• Provide more opportunities for participant success

Mission Statement: The “What”
• We will work to reduce recidivism in our community

Vision Statement: The “How”
• By collaborating to expand opportunities for employment
Define the “Fit” and “Flow”

• Work within the existing services and framework of different programs

• Maximize the expertise that agencies already have

• Prevent duplication of efforts

• Mutually reinforcing activities move collaboration from an abstract concept into a concrete structure

• Specific purpose can translate into long-term collaboration
Name your group. Think of something that you all have in common.

Create a logo for your group

You can only use items you have on your person (from your pockets or purse or briefcase etc.)

Output from writing instruments (ink, lead etc.) can only be used to clarify an item's purpose

There must be at least two items for each member of the group (e.g. 4 group members – 8 items in the logo)

You have 15 minutes to complete the exercise
Let’s Take a Look

☐ How did you come up with your team name?

☐ How did you decide how to place the items on the logo?

☐ Did each person place their own items or did one person do all the placing?

☐ Did others contribute defining elements once your items were placed?
Shared Measurement

• 60% Placement in Employment
• 50% School and Employment Retention
• 60% Certificate/Degree Attainment
• 60% Diversion/Expungement
• 95% Mentoring Participation
• <20% Recidivism
• What else?
Establish Common Data Requirements

Streamline paperwork and use cloud-based data storage
  • Applications
  • Release of Information
  • Grievance Procedures
  • Referrals

Facilitate Data Sharing
  • Common Reporting Systems are ideal
  • Other databases
  • Survey Monkey or Google Forms
Track and Report Your Outcomes

- Report to partners
- Use an easy to read format
How will you handle referrals?

- Phone
- Email
- Data System

- Specific Information?
- Tracking outcomes
- Follow up
Shared Data and the Referral Process

- Referring Agency contact info
- Participant identifiers and contact info
- Demographics
- Reason for referral
- Participation requirements
Formalize Partnerships

Letter of Commitment
Memorandum of Understanding
Basic Elements of an MOU

- Define who the parties are
- Intent/Goals
- Strategies
- Assignments/Responsibilities
- Expectations
- Period of the agreement
- Disclaimers
- Signatures
ENGAGING NEW PARTNERS

Why stop at the requirements?
Beyond Core Partnerships

Workforce Preparation
- Soft Skill training
- Basic Skill remediation
- School engagement
- Technical Skill training
- Employment opportunities
- Case Management
- Job Coaching
- Work and interview clothes

Overcoming Barriers
- Emergency services
- Housing resources
- Hygiene and appearance
- Transportation
- Health Education services
- Family Health services
- Mental Health services
- Substance Abuse treatment
Marketing Materials

Recruit Participants
• Benefits of participation
• Wants/Needs/Desires

Provide information to potential partners
• Quick glance at the program
• Conversation guide
• Easy reference
Does Your Brand Appeal to Partner Agencies?

- Does your project name say what your organization does?
- Is your tagline short and memorable?
- Does it focus on positive results desired rather than preventing negative results?

Transitions for Young Adults
Reentry Works
New Directions

Clearinghouse for Corrections
Crime Suppression Unit
Community Oriented Policing (COP)
Use Social Media to Engage Partners
Have You Done a Website Check-up?

- Clear, concise information
- Bulleted information
- Contact information
- Meeting Schedules
- Virtual tour
- Links to social media
Asking for resources is the best first step
Collaborative Approach

<table>
<thead>
<tr>
<th>Independent Thinking</th>
<th>Collaborative Process</th>
</tr>
</thead>
<tbody>
<tr>
<td>We need referrals</td>
<td>We can offer your participants XYZ classes</td>
</tr>
<tr>
<td>Our participants need ABC classes</td>
<td>We can refer our participants to your classes</td>
</tr>
<tr>
<td>We need more space</td>
<td>We can house a staff member on your site to facilitate enrollment</td>
</tr>
<tr>
<td>We need supplies</td>
<td>We have some extra widgets and were wondering if you would consider trading for your extra thingamajigs</td>
</tr>
</tbody>
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Regular Meetings
Action-oriented agenda
Continuous Communication

Nurturing Partnerships Takes Time
Some Helpful Resources

Collective Impact (Stanford Innovation Review)
http://ssir.org/articles/entry/collective_impact

Online data collection
www.google.com/forms
www.surveymonkey.com

File Sharing
www.google.com/drive
www.groups.yahoo.com
www.basecamp.com
www.dropbox.com
Questions?