

## Collaborating and Consolidating for Great Programs

**Speakers: Peter Blomquist- World Venture Partners**

**Kathy Roseth- Porchlight**

**Moderator: David Harrison- Evans School of Public Affairs**

- I. Why Nonprofit Collaborations Work or Don't Work (Kathy Roseth)
  - A. Unsuccessful Partnerships
    1. Partnerships that are unresponsive to funding criteria are doomed
    2. Partnerships that are based on artificial need fueled by desire to get funding
  - B. Successful Partnerships
    1. Based on real mutual need- "you can't do this without the other organization"
    2. Mutual benefit
    3. Mutual urgency
    4. Lines of authority about how decision will be made are clear and put into a written document
    5. High trust level between partners.
- II. Current Partnership Trends (Peter Blomquist)
  - A. Globalization
  - B. Information Technology
    1. Will information technology bridge the gap between rich and poor, or widen it?
    2. Both trends will inspire partnerships whether they are value or bottom-line based.
  - C. Trends are useful in opening doors and nonprofits should have a trend surfer see what's happening, but only to open doors.
- III. Lessons Learned in Partnerships
  - A. Don't underestimate the needs of the potential partner (ie. Leveraging of resources, sustainability, positive branding etc)
  - B. Create community and relationships
    1. Partnerships that have real meaning over time have to have some significant bonding and common purpose.
  - C. Nonprofit should dictate terms when negotiating with the business world
    1. The strength of the nonprofit mission and values shouldn't be compromised at all even if it means losing some potential partners.
  - D. Exits should be planned
    1. Planning an exit strategy on the front-end is advisable.
  - E. "Art is persisting Graciously" to build and create those partnerships