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# Community-Site Partnerships

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# Objectives



- Understand the importance of partnerships
- Assess your organization's readiness for taking on partnerships
- Develop an RFP tool and effectively use it to identify service sites and partners
- Create formalized agreements between your organization and community partners
- Identify strategies for supporting partnerships for success





# Icebreaker



- Walk around the room and find the person with the other half of your picture
- Share your partnership experience  
*(from your Pre-work Worksheet)*
  - **Successful:** What made it so? How did it get started and stay on track?
  - **Not-so-successful:** What lead to problems and what could have been done differently?



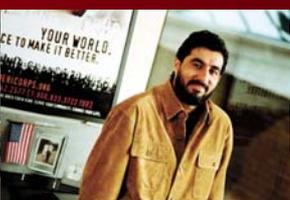


# Icebreaker



- Introduce yourself to the large group by giving the following:
  - Your name
  - City where you live
  - ONE success factor OR one pitfall related to partnerships





# Understanding Partnerships



# Community Partnership



- A relationship with other community organizations that serve as sub-grantees, host sites, and member placement sites, and provide facilities, transportation, materials, or other resources, with the common goal of addressing community needs



# Importance of Partnerships

- AmeriCorps programs are encouraged to support the efforts of civic, community, education, and faith-based organizations to solve local problems





# Partners Can



- Provide and identify resources
- Leverage community assets
- Prevent duplication of services
- Serve as site placement
- Serve in an advisory capacity
- Open doors in the community
- Expand your program's capacity
- Support program sustainability





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# Sustaining Programs through Partnerships

*The Types of Partners You Need*



# Types of Partnerships



- Service sites
- Volunteer generation
- Funding
- Match
- Project resources
- Community building





# WSYB: High-quality Partnerships

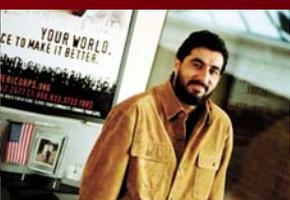


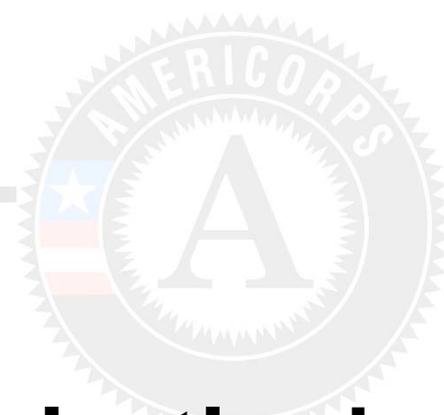
- **Computers for Children**
  - delivery to fund development
- **Response to Love**
  - food delivery to volunteer generation
- **King Urban Life Center**
  - tutoring and volunteers
- **AIDS Community Services**
  - expansion state wide



# Red Flags of Poor Partnerships

- “Why do you need money? Doesn’t the federal government give you enough?!”
- “I am too busy to write reports. Don’t you know we are doing good work?!”
- “I didn’t think you cared if I had a press conference without you.”





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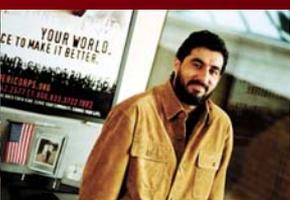
# Assessing Your Organization's Readiness for Partnerships



# Examine Your Program



- Understand your program's scope and goals
- Determine your program's needs
- Identify the resources you can offer partners





# Activity



**Review and revise your  
Pre-work Worksheet**





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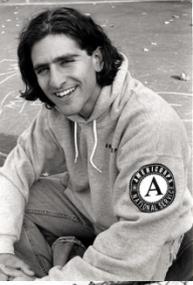
# Assessing Potential Partners



# Knowing you're in partnership



Your success = my success

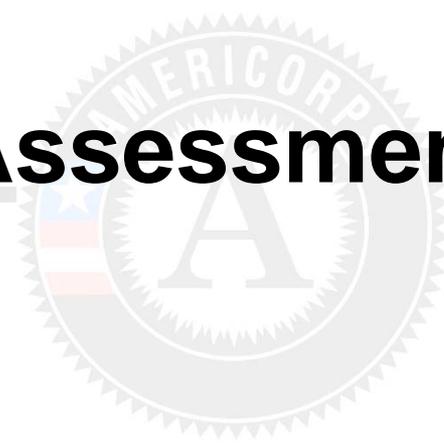


# Finding the right partner

...is like shopping for shoes.

- No matter how good they look
- or how great the price,
- if they don't fit, there's no point in getting them.





# Activity: Partnership Assessment

- Divide into small groups
- Review the case study provided
- Use the Partnership Assessment Worksheet to evaluate the potential partner. Is it a **Good Fit?** 
- Report out on your discussion





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# Developing an RFP:

## *Identifying Service Sites and Partners*



# Request for Proposal (RFP)

- Formal document that invites prospective service site partners to submit a proposal describing how AmeriCorps members would serve at the site



# Competitive Review Process

- Review submitted proposals
- Objectively rate them according to pre-determined criteria
- Select the organizations with the highest ratings





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# Creating Formal Agreements with Partners



# Formalizing Partnerships



- Sit down with staff from the partner organization to discuss and clarify their understanding of their roles and responsibilities
- Develop written documents
  - MOU vs. a hand shake
- Progress from “begging” to “negotiating”





# MOU's



- Roles and responsibilities
- Expectations
- Important dates
- Functions between the partners
  
- Ensure that both partners understand their commitment
- Protect the organization and the Members

pages  
74-75



# Troubleshooting partnerships



For the case described,

1. Identify where the partnership got off track
2. Identify steps to get back on track
3. If there's no way to get back on track, how to get out of it





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# Supporting Partnerships for Success





# Activity: Ideal Partnership

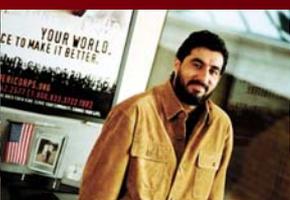
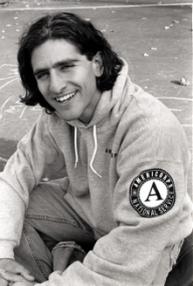


- Divide into small groups
- Take markers and flip-chart paper
- Discuss and illustrate what an **ideal** partnership would look like
- Identify potential challenges to creating that ideal relationship



# Activity: Ideal Partnership

**What are the characteristics of a strong partnership?**



# Supporting Partnerships

- Maintain communication
- Make and take every opportunity to build a strong, trusting relationship
- Create and keep a shared vision
- Create ownership among partners
- Seek common ground and act
- Stop occasionally to evaluate
- Be patient and have fun!





# Site Staff Training



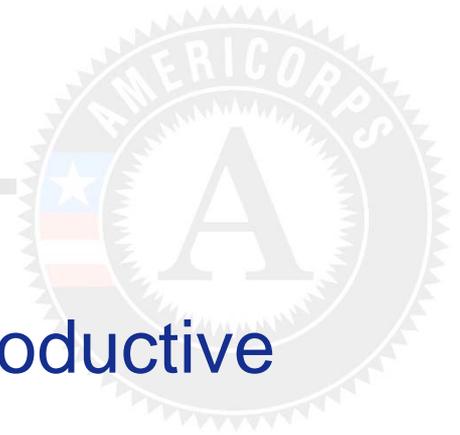
- Provide same information as AmeriCorps Member training
- Include training on
  - AmeriCorps
  - National service philosophy
  - Rules and regulations
- Education can help reduce risk by keeping partners within compliance

pages  
163-170





# Monitoring Site Visits



- Are Members engaged in productive service?
- Are on-site Member development activities taking place with appropriate supervision and support?
- Is the site maintaining appropriate and accurate records?
- What training and support are needed to sustain the relationship?

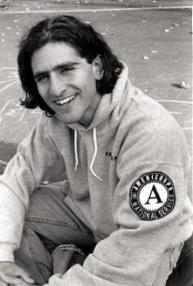
pages  
206-224



# Support Sites and Other Partners

- Make additional visits as needed
- Celebrate and recognize partners for their contributions

pages  
247-249





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# Additional Resources

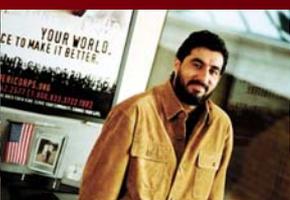
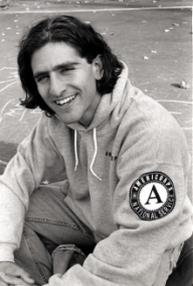
*The Continuum of Learning*



# Access Additional Resources



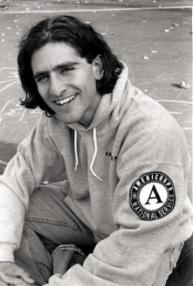
- The Resource Center:  
[www.nationalserviceresources.org](http://www.nationalserviceresources.org)
  - Best practices
  - e-Courses
  - Tools and templates
  - Calendar of training opportunities
  - Link for Institute resources



# Continuum of Learning



- Additional resources will be developed based on needs of start-up programs. Please let your program officer know what you need!
- The others in this room are a resource for you. Connect!





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# Wrap-up, Reflection, and Next Steps





# Q & A

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- Burning questions
- Ideas
- Suggestions
- Challenges
- Worries
- Opportunities
- “Aha Moments”



# Reflection



- Finalize your notes and ideas for next steps
- Share one next step you plan to take in the coming month





# Closing



- Session evaluation
- Wrap-up

For more information about  
Points of Light & Hands On Network  
and/or its training opportunities,  
please contact

**training@HandsOnNetwork.org**

