

PARTNERSHIPS

- Sustainable community development through recurring revenues is characterized by a collection of strategies, tools, methods, and processes, all of which require collaboration.
- A key component of collaboration is partnerships
- Partnerships will assist the project in securing revenues from:
 - Individuals
 - Government Agencies
 - Foundations
 - Corporations
 - Non Profit Organizations



EIGHT STEPS FOR CREATING PARTNERSHIPS

- Step 1 – Identify needed resources for your project**
- Step 2 – Identify sources that can provide the resources**
- Step 3 – Identify potential benefits your project can offer potential partners**
- Step 4 – Research identified resource providers**
- Step 5 – Contact potential providers**
- Step 6 – Determine the proper protocol for initiating the partnership**
- Step 7 – Develop a formal proposal to the potential partner**
- Step 8 – Sign a formal document if all parties approve**

MAINTAINING PARTNERSHIPS

- Communication
- Reporting
- Conflict Resolution

PARTICIPANT ACTIVITY

Based on the needs previously identified, completed the following: two potential partners for each need, the resource(s) each potential partner will bring to the project, the benefits to the potential partner, protocol to follow to establish the partnership, partnership document, communication with partner, and reports to partner.

	Need 1:		Need 2:	
Potential Partners	1.	2.	3.	4.
Resources the partner will bring to the project	1.	2.	3.	4.
Benefits to the partner	1.	2.	3.	4.
Appropriate protocol to follow in establishing the partnership	1.	2.	3.	4.
Partnership Document	1.	2.	3.	4.
Planned communication	1.	2.	3.	4.
Reporting	1.	2.	3.	4.