

ARIZONA
TOGETHER
FOR **IMPACT**



MARICOPA FAMILY
SUPPORT ALLIANCE

Leveraging Collaborations to Increase Impact

Christine Thompson, Director

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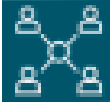
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Why Collaboration?

Nonprofits matter.

Sustained collaboration is a path to long-term strength and greater impact.

Not all partnerships are mergers. Collaboration can take many forms:



Alliances and Networks

- ⇒ Coalitions
- ⇒ Collaborative Partnerships
- ⇒ Movements
- ⇒ Collective Impact Efforts



Shared Service Arrangements

- ⇒ Co-Location
- ⇒ Shared Staffing
- ⇒ Back-Office Consolidation
- ⇒ Fiscal Sponsorship



Integrated Organizations

- ⇒ Joint Ventures
- ⇒ Parent-Subsidiary Relationships
- ⇒ Asset Transfers
- ⇒ Mergers

Catalysts for Collaboration



⇒ Starting a Nonprofit

⇒ Starting a nonprofit is a major endeavor. Before assuming that a new organization is the best way to get a great idea or program, consider how you could partner with an existing organization.

⇒ Strategy & Planning

⇒ Strategy and planning is about determining what's most important for your organization to do and then figuring out how best to get those things done.

⇒ Innovation & Scale

⇒ Boards and leaders are smart to consider whether a strategic partnership with another organization could support these efforts and unlock even greater potential for impact.

Catalysts for Collaboration



⇒ Adapting to Change

⇒ Adapting to change is constant, and some instances require board-level thinking about how your organization may need to adjust or change to serve your core purpose best.

⇒ Executive Transitions

⇒ When an executive transition is on the horizon, executives and boards often find it easier to consider the possibilities of a strategic alliance or restructuring openly.

⇒ Closing the Doors

⇒ Closing down an organization or program requires tough decisions about services, personnel, and the communities and people served.

Q: Are there barriers to more collaboration?

A: Yes, identifying partners in particular

NONPROFIT CEOS' RANKING OF THE BARRIERS

1. Identifying potential partners
2. Defining partner relationships and roles
3. Cultural integration
4. Costs of collaboration
5. Concerns about risk
6. Communications and branding
7. Defining and measuring success
8. Integration of programs and services
9. Integration of operations

FOUNDATIONS' RANKING OF NONPROFITS' BARRIERS

1. Defining partner relationships and roles
2. Cultural integration
3. Concerns about risk
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6. Integration of programs and services
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9. Identifying potential partners

Understanding Roadblocks



AUTONOMY
CONCERNS



LACK OF TRUST



SELF-INTEREST



ORGANIZATIONAL
CULTURE

Success Factors

Objective, experienced, neutral consultants and technical support are essential.



Arizona Together For Impact Fund Resources

- ⇒ Confidential consultation and advice
- ⇒ Webinars about exploring collaboration
- ⇒ Consultant selection guides and tools
- ⇒ Local and national research, case studies & tools
- ⇒ Grants to support the 3rd party costs associated with sustained collaborations

How Together For Impact Funds

⇒ Collaborations We Fund:

- ⇒ Program Integrations
- ⇒ Shared Services or Co-Locations
- ⇒ Mergers & Acquisitions
- ⇒ Others that will change the way you do business

⇒ Types of Grants

- ⇒ Seed Grant
- ⇒ Exploration Grant
- ⇒ Implementation Grant

Thank you!

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Set a confidential Zoom Meeting:

<https://cal.com/christine-thompson-az/az-together-for-impact-consultation>



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COLLABORATION
NETWORK

sustainedcollab.org

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