Establishing Successful Partnerships

10:05AM-12:00PM
2/8/2017
Housekeeping Items

* Bathrooms
* PowerPoints
* Mailing Lists
Resources from Previous Trainings

- Local, Federal and Foundation Funding: Identifying Relevant Grant Opportunities
- Developing a Strong Application: From Problem Statement to Performance Measurement
- Grants Management: Financial and Programmatic Oversight, Reporting and Compliance
- Strategic Planning for Grant Success

All training materials can be found at: http://cjcc.dc.gov/page/grants-planning
Establishing Successful Partnerships

Audience Survey
What type of agency do you work for?

1. Government - 45%
2. Non-Profit Service Provider - 20%
3. Non-Profit Advocacy - 20%
4. Private Sector Employer - 10%
5. Self Employed - 5%
6. Other - 0%
<table>
<thead>
<tr>
<th>Work Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delinquency Prevention</td>
<td>0%</td>
</tr>
<tr>
<td>Education</td>
<td>19%</td>
</tr>
<tr>
<td>Health/Behavioral Health</td>
<td>10%</td>
</tr>
<tr>
<td>Adult/Juvenile Justice</td>
<td>29%</td>
</tr>
<tr>
<td>Workforce Development/Employment</td>
<td>10%</td>
</tr>
<tr>
<td>Reentry Services</td>
<td>10%</td>
</tr>
<tr>
<td>Victim Services</td>
<td>14%</td>
</tr>
<tr>
<td>Advocacy/Other</td>
<td>10%</td>
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</tbody>
</table>
Have you or your agency ever pursued partnerships for the purposes of creating a coalition?

1. Yes
2. No
3. I don’t know
Have you or your agency ever pursued formal partnerships for the purposes of enhancing agency/client outcomes?

1. Yes
2. No
3. I don’t know

1 91%
2 0%
3 9%
Have you or your agency ever pursued funding in partnership with another organization?

1. Yes, as a funded partner
2. Yes, but as an unfunded partner
3. No
4. I don’t know

1
76%
2
14%
3
5%
4
5%
Thank you for participating!
Improving Outcomes Through Partnerships
It Takes the Community to Achieve Supervision Success

Cedric Hendricks
Associate Director | Office of Legislative, Intergovernmental, and Public Affairs
Court Services and Offender Supervision Agency for the District of Columbia

February 8, 2017
About CSOSA

- **Mandate**: provide community supervision and support services to all adult clients on probation, parole, and supervised release.

- **Mission**: to enhance public safety, prevent crime and reduce recidivism among those supervised and to support the fair administration of justice in close collaboration with the community.

- **Guiding Principles**: Community, Accountability, and Justice
Partnerships

District Government

- Metropolitan Police Department
- Department of Behavioral Health
- Department on Disability Services
- Department of Employment Services
- District of Columbia Housing Authority
- Office of the State Superintendent of Education
- Department of Motor Vehicles
- Mayor’s Office on Returning Citizen Affairs
- Department of Youth Rehabilitation Services
- Child and Family Services Agency
- Office of Cable Television

Community Organizations

- Free Minds Book Club and Writing Workshop
- Smart from the Start
- Mother’s Against Drunk Driving
- Hope House
- Urban Preparedness

Federal Government

- Bureau of Prisons (Reentry)
- United States Attorney’s Office for the District of Columbia (Project Safe Neighborhoods)
- United States Parole Commission (Hearings)

Faith Based Institutions

- Mentors and Special Groups
The District of Columbia Housing Authority strives to provide quality affordable housing to extremely low- through moderate-income households, foster sustainable communities, and cultivate opportunities for residents to improve their lives.

CSOSA and DCHA have teamed up to develop and launch a pilot program designed to promote and support the reunification of returning citizens with their family residing in public housing.
“Beyond Second Chances” Reentry Forum  
Tuesday, February 14

On the Same Page: Write Night  
Wednesday, February 15

Survival Strategies for Victims of the New Jim Crow  
Saturday, February 18

OAG Family Reunification, Reentry & Justice Roundtable  
Tuesday, February 21

CSOSA Citywide Reentry Assembly  
Thursday, February 23

“I’m Home, I Know I’ve Hurt You...How Can We Fix It?”  
Tuesday, February 28

Reentry Reflection

Every year, CSOSA holds Reentry Reflection to raise public awareness about the challenges women and men face when returning to the District of Columbia after a period of incarceration.
Thank You

Cedric Hendricks
Associate Director | OLIPA
Cedric.Hendricks@csosa.gov

Visit:
www.csosa.gov
Like: www.facebook.com/dccsosa
Follow: www.twitter.com/dc_csosa
Collaborative Solutions for Communities (CSC) History:

- CSC, formerly the Columbia Heights/Shaw Family Support Collaborative, was established in 1996 as part of the re-organization of the District of Columbia’s child welfare agency, the Children and Family Services Agency (CFSA).

- Over the past 20 years, CSC’s scope of work has broadened significantly from family support to include workforce development, positive youth development, community-based public safety and youth justice initiatives, and capacity building / training.

- The main driver of our success is COLLABORATION.
CSC: Internal Infrastructure & Positioning:

- **Organizational Characteristics:**
  - Action oriented organization – known for dealing with “intractable” problems
  - System oriented – works on multiple levels of problem; individual, family, organizations, community, organizations
  - Agile business functions - has resources from multiple sources, create broad network of support, and provide quick response to resource requests
  - Low hierarchical structures – encouraging inclusiveness and cooperation from all staff levels

- **Staffing:** Multi-racial and multi-cultural and multi-lingual staff known and trusted by community residents; Staff-leaders model; diversity with respect to age, gender and life experiences
<table>
<thead>
<tr>
<th>Positioning</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>Community Positioning:</strong></td>
<td>Strong community engagement and well established network</td>
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<tr>
<td>·</td>
<td>Respected as intermediary between community and government systems</td>
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<tr>
<td>·</td>
<td>Known for practicing good stewardship of community resources and sharing power with community</td>
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<tr>
<td>·</td>
<td>Uses culturally appropriate; language specific strategies</td>
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<td>·</td>
<td>Staying Power – stays on the scene until goal achieved</td>
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<tr>
<td><strong>Political Positioning:</strong></td>
<td>Viewed as knowledge-based organization</td>
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<tr>
<td></td>
<td>In-tune to positioning &amp; role of Mayor/Council/Court</td>
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<tr>
<td></td>
<td>Educated community on use of political rights and responsibility</td>
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<tr>
<td><strong>Funder Positioning:</strong></td>
<td>Delivers strong outcomes</td>
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<tr>
<td></td>
<td>Leverages funds from multiple funders to achieve “larger” goal</td>
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CSC Framework for Building Partnerships

- **Solution-Focused**
  - We focus on solutions rather than problems
  - We focus on what's possible rather than the past

- **Strength-based Approach**
  - What are the strengths of our clients, their families and our communities?
  - What are the strengths of partners?

- **Creating value through relationships and partnerships**
  - Mutually beneficial partnerships
  - Joint efforts create greater impact
Tips for Building Partnerships with the Community

1. Know your goals and what you need from others
2. Learn your potential partners’ goals and skills
3. Seek feedback, advice and collaboration
4. Provide feedback, advice and collaborate with others
5. Think of the relationship you want with partners
   a) Resource sharing
   b) Information sharing
   c) Joint proposals
6. Praise partners
Examples of CSC Partnerships:

▪ Gang Intervention Partnership
▪ Second Chance Young Mothers - Partnership with VSC and MBI
▪ Clean Teams across DC
▪ Workforce Development Program
▪ Walking School Bus with Stanton Elementary School
▪ 20+ programs and initiatives sustained over many year
Gang Intervention Partnership (GIP)
A model for success

Values

▪ Three P’s

▪ Youth violence is **preventable**.

▪ Understanding the “**big picture**”: Youth violence is not an isolated phenomenon. It is an expression of broader family, community, social, cultural and political dynamics requiring comprehensive, multi-dimensional, and long term responses.

▪ Public and private **partnerships** essential to prevent youth violence, including young people themselves.
Partners Form The Web of Support

- Family
- School
- Juvenile Justice System
- Social Economic Factors
- Peers
- Community
- Youth Serving Organization
- Law Enforcement
Results:

OJJDP Evaluation: CSC’s Integrated Approach is an Effective Youth Violence Intervention Strategy

- Strong partnerships between CSC and schools, local and federal law enforcement agencies, community-based partners, hospitals, and District agencies enhanced the overall effectiveness of the Critical Incident Meeting Protocol, reducing the potential of retaliatory violence, delivering timely services to persons and families when needed the most, and coordinating follow-up interventions and services as needed.

December 2016, John Jay College of Criminal Justice Research and Evaluation Center
FY17 Second Chance Young Mothers - Partnership with VSC and MBI

- Program that addresses, on an individual basis, the developmental, relational, and maternal needs of young mothers.

- Housed by the D.C. Department of Corrections (DOC)

- Mothers seeking to reconnect and be reunified with their children.
  - facilitate a smooth transition from incarceration back into society; back into the lives of their family, and back into their roles as mother and caregiver.
Clean Teams across DC

▪ In 2006, CSC helped establish the District’s first Green Team (Now called Clean Teams).

▪ In partnership with the DC Dept. of Public Works and the Mid-City Business Association

▪ Clean Team members received entry level skill development, training opportunities in “green economy jobs” and family based case management.

▪ This year, the Collaborative is managing 4 DSLBD Clean Teams which include 10 employees.
CSC Workforce Development Program

- 200+ clients are provided supportive and wraparound services
- 90+ employer-partnerships that hire CSC participants
- 100+ clients trained annually through our Progressive Employment Program
  - Intensive three-week job readiness program
  - Paired with individual and family-centered support services
Walking School Bus with Stanton Elementary School

- Partnered with Parents, Community Members and School to ensure children get to school safely and on-time.
- Reduced truancy at schools

walking school bus program!

When: February 16 – April 22
Time: 8:15 AM – 8:45 AM
Contact Information:

Penelope Griffith
Executive Director
Collaborative Solutions for Communities

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WWW.WEARECSC.ORG
Leveraging Partnerships for Sustainable Funding
Prospecting: Identifying Potential Funders

I. Leveraging your network
II. Identifying overlapping interests
III. Researching similar organizations
Prospecting: Identifying Potential Funders

I. Leveraging your network
   * Use your Board of Directors. Who do they know?
   * Ask your Program Officers to make introductions
   * Ask Board Chair, ED to schedule informational meeting with prospective funder

II. Identifying overlapping interests

III. Researching similar organizations
I. Leveraging your network

II. Identifying overlapping interests

III. Researching similar organizations

* Identifying overlapping interests
  * Identify funders with relevant focus areas (e.g. Criminal Justice, Workforce Development, Education, Social Justice, Equality & Equity)
  * Regional funders to start, or funders who have a member of their board living in DC. Don’t waste your time on funders who don’t fund DC area programs.
Prospecting: Identifying Potential Funders

I. Leveraging your network

II. Identifying overlapping interests

III. Researching similar organizations

* Researching similar organizations
  * Look at organizations similar to your own. Who funds them?
  * See their website or annual report for a list of supporters/funders.
  * View 990 on Guidestar.
  * Can they make an introduction?
Preparing the Application

I. Approaching the funder
II. Framing your work
III. Showing your impact
IV. What to expect: WRAG and other typical questions
Preparing the Application

I. Approaching the funder
II. Framing your work
III. Showing your impact
IV. What to expect: WRAG and other typical questions

* Approaching the funder
  * Who do you know?
  * Identify Program Officer or other point of contact
  * ED, Board Chair, or Development Dir. call/email program officer with questions
Preparing the Application

I. Approaching the funder
II. Framing your work
III. Showing your impact
IV. What to expect: WRAG and other typical questions

* Framing your work
  * What are their focus areas? What do they want to see? Use their own language.
  * What makes you unique? What are your strengths? What is your role in the ecosystem?
Preparing the Application

I. Approaching the funder
II. Framing your work
III. Showing your impact
IV. What to expect: WRAG and other typical questions

* Showing your impact
  * Measurable outcomes (e.g. number served, job placement rate, recidivism)
  * How do you evaluate your programming?
  * Anecdotes: tell a story.
Using Infographics to convey information

Infographics are a useful way to convey complex information, outcomes, or program activities to funders.

You don’t need a graphic designer. Piktochart is a free online resource for making your own graphics.

We Can't Afford to Lock Up Our Youth

<table>
<thead>
<tr>
<th>With Free Minds</th>
<th>Without Free Minds</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Image of books" /></td>
<td><img src="image2.png" alt="Image of lock" /></td>
</tr>
<tr>
<td>$1,000 = Annual cost of education per person</td>
<td>$30,000 = Annual cost of incarceration per person</td>
</tr>
<tr>
<td>98% of Free Minds members are employed, in school, or in vocational training programs.</td>
<td>75% of formerly incarcerated youth are re-arrested for new crimes within 3 years</td>
</tr>
</tbody>
</table>

Where do you want your dollars to go?

www.freemindsbookclub.org
Preparing the Application

I. Approaching the funder
II. Framing your work
III. Showing your impact
IV. What to expect: WRAG and other typical questions

* What to expect:
  * Washington Regional Association of Grantmakers: Common Grant Application and Reports
  * Organization history, mission, and vision
  * Program activities and accomplishments
  * Problem/need statement
  * Strengths and concerns
  * Target demographic
  * Collaborations/partnerships
I. Know your Program Officer
II. How can you keep them updated on your work? (Newsletters, Reports)
III. Site Visits, Events, Opportunities to see your work in action
Maintaining the relationship

Examples:

* Send press, publications to program officers.
* Share success stories.
* Invite program officers to events or work in the community.
* Because much of our work is with incarcerated people, we have limited opportunities to show our program in action: we send the newsletter that we mail to our incarcerated participants to our program officers as well so they can share the experience.
I. Who do you know?

II. Social Responsibility, Volunteer, Pro Bono, Philanthropy arm

III. Making Connections: Volunteer opportunities? Other opportunities to involve them in your work.
Building Corporate Relationships

Examples:
We invite potential corporate funders to participate in our job readiness program. Mock interviews, dressing for success, etc.

We have designed a volunteer program called “On the Same Page,” and we invite potential corporate donors to conduct these events in their workplace, during the lunch hour.
Resources

- The Foundation Center
- DC Funding Alert
- Inside Philanthropy
- Philanthropy News Digest
- Guidestar
The Office of Victim Services and Justice Grants (OVSJG) mission is to coordinate and fund programs in the District that serve crime victims, prevent crime, and improve the administration of justice for victims and offenders. OVSJG also provides policy making expertise, advise, and counsel to the Executive on the role of victims and offenders in the criminal justice system, and evidence-based practices to respond to, intervene in, and prevent violence. OVSJG is also responsible for overseeing the programmatic strategies and coordinating grant-making efforts for victim service and justice grants programs as well as the Access Justice Initiative in order to ensure the coordinated programmatic and grant-making efforts of those offices.

Michelle M. Garcia
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LEVERAGING PARTNERSHIPS FOR GRANT SUCCESS
Overview

Why Partner

Types of Partnerships

A Funders Perspective
Discussion

What worked?
- What was beneficial about the partnership?
- What would you do again?

What didn’t work?
- Were there any anticipated challenges?
- Any unanticipated challenges?
Why Partner?

• Leverage (often limited) resources
• Build on each other’s strengths
• Opportunity for capacity building
  ▪ Evaluation
  ▪ Grant management
  ▪ Content knowledge

• Expand service area
• Provide additional services
• Comprehensive/holistic services
  ▪ Decrease barriers for those seeking services
## Types of Partnerships

### Funded
- Planning
- Service delivery
- Training/technical assistance
- Evaluation
- Fiscal agent

### Unfunded
- Referrals
- Contribute to/review deliverables

All of these
Funders’ Perspective - Benefits

- Silo reduction
- Continuum of care
- Enhanced coordination

- Better meet the needs of those we serve
- Reduction of competition
- Better stewards of the tax payer dollars
Things to Consider

Who are you and why is a partnership needed to accomplish your purpose?

What are your goals and objectives?
• These should be concrete and measurable
• Responsibility should be clearly defined

Discuss potential barriers or challenges and how you might overcome them

Identify resources will needed and who can commit to what

Identify points of evaluation
• Revisit and adjust as needed

If partnership becomes no longer appropriate or feasible, consider other alternatives
Applying for Funding

- How partnership enhance the proposal
- Delineation of roles and responsibilities
- Concrete, measureable goals and objectives
- Memorandums of Understanding/Agreement
Finding Partners

- Existing networks/task forces/coalitions
  - VAN
  - RAN
- Search engines
- Look around

http://www.cjccresourcelocator.net
Q & A
Thank you for attending!