

# *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>

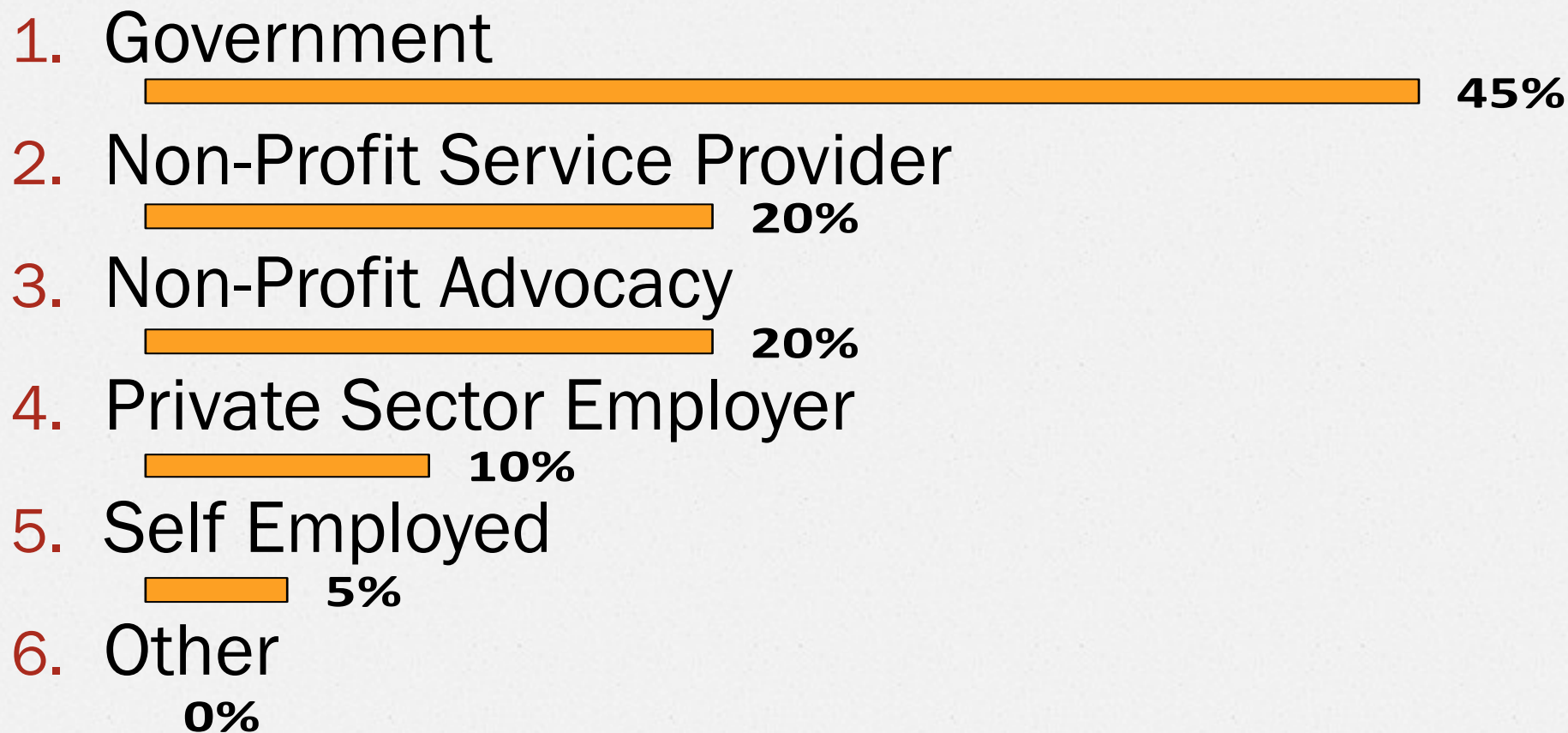
# Establishing Successful Partnerships

Audience Survey

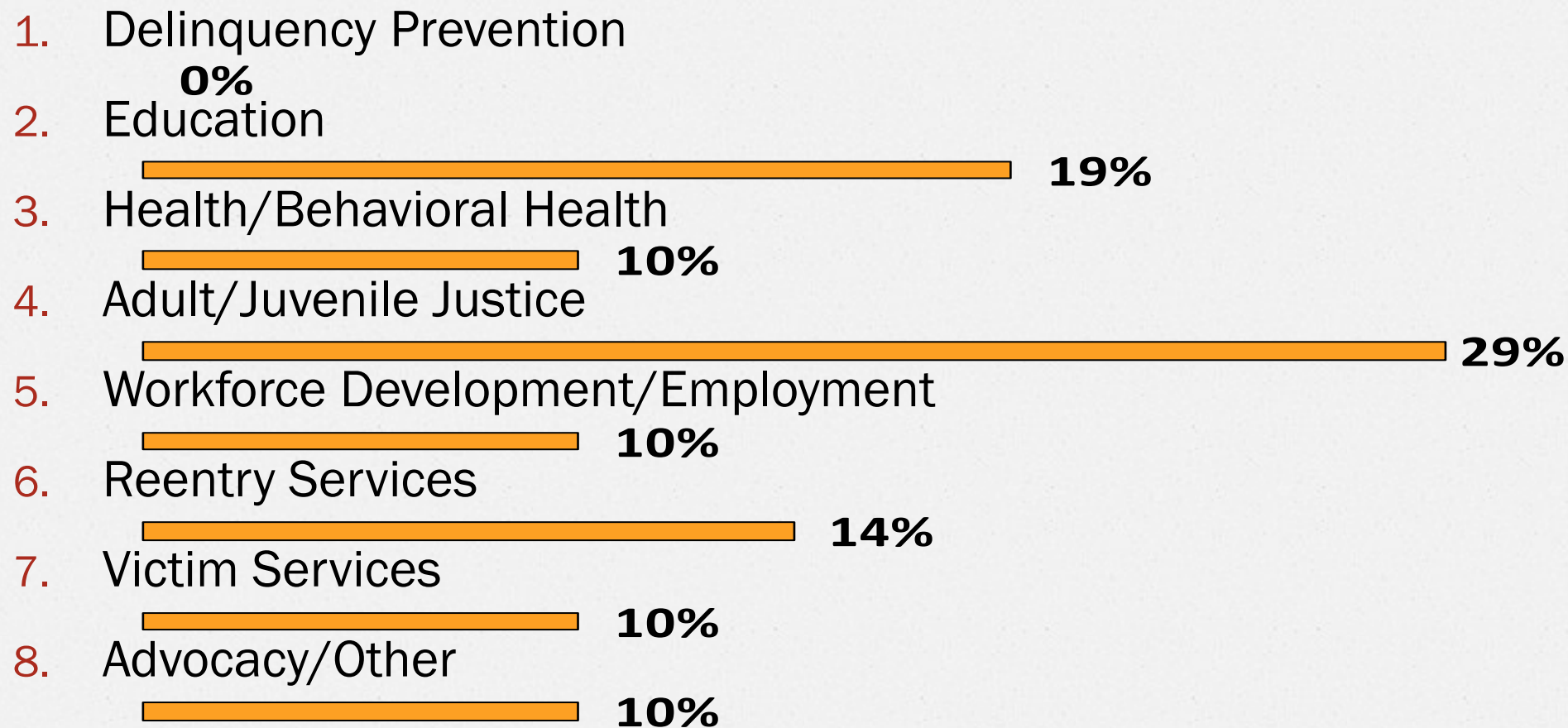




# What type of agency do you work for?



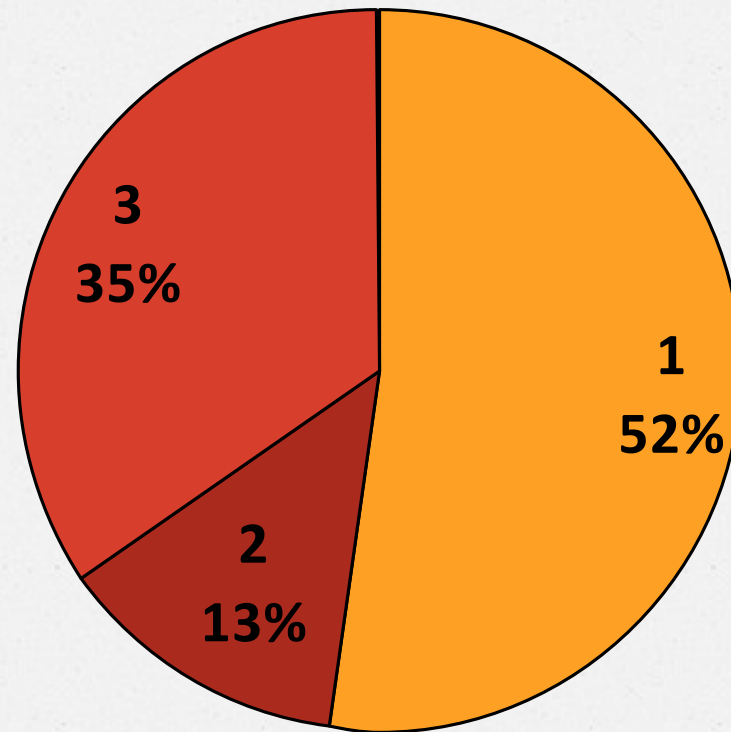
# What type of work are you or your agency focused on?





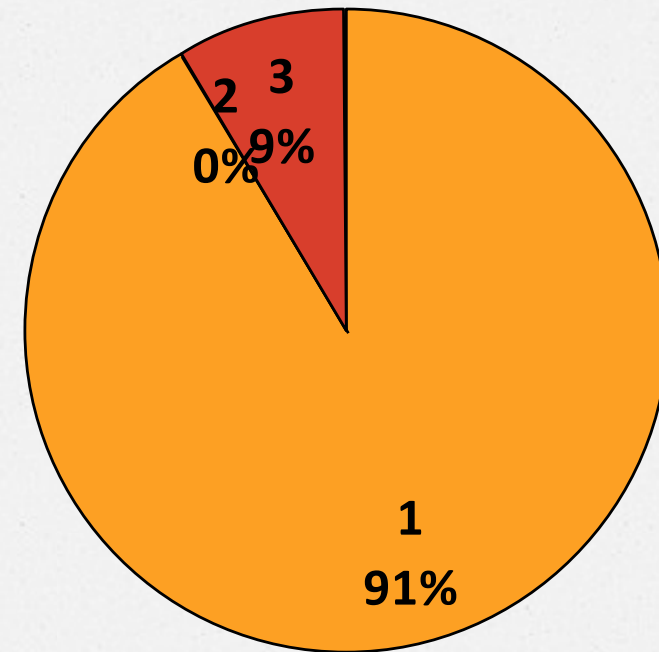
Have you or your agency ever pursued partnerships for the purposes of creating a coalition?

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?

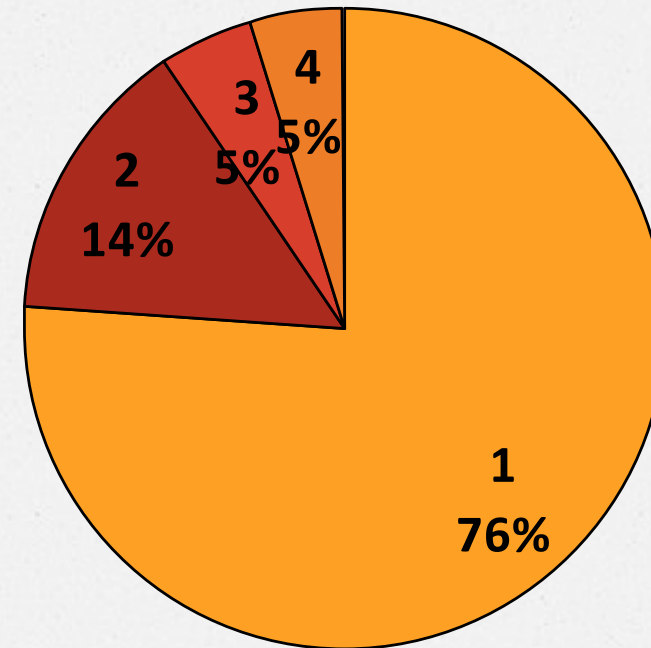
1. Yes
2. No
3. I don't know





# 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





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

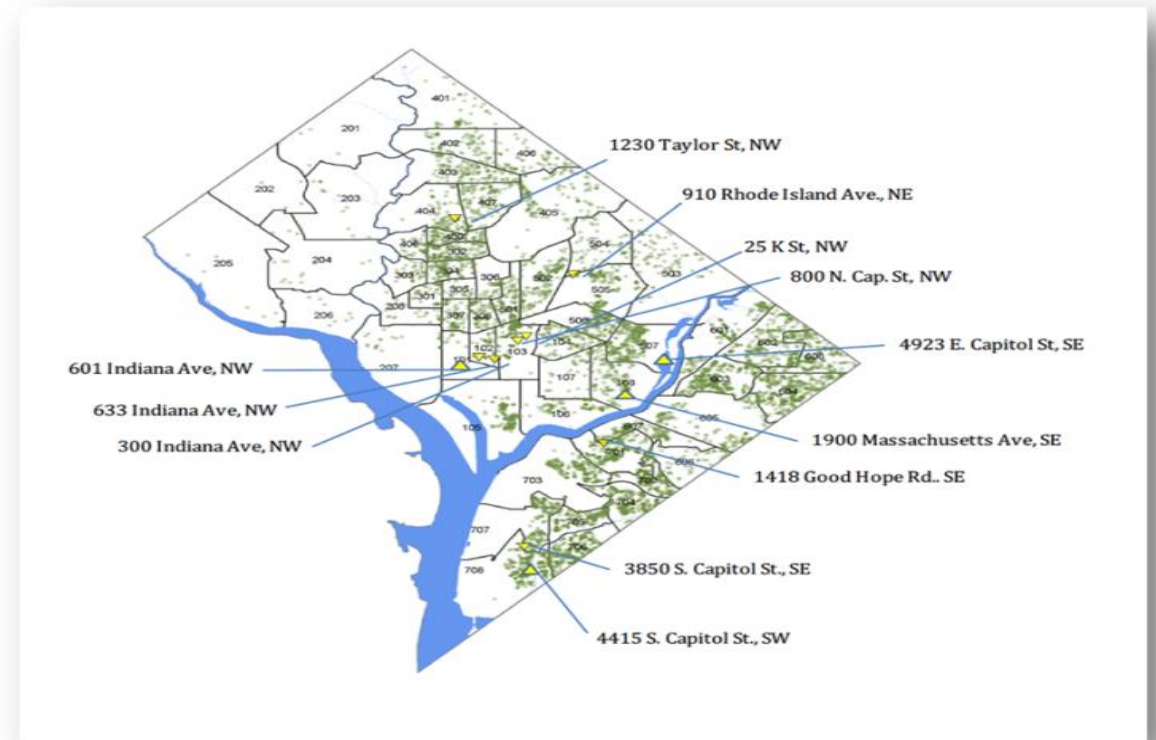
Court Services and Offender Supervision Agency for the District of Columbia

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





**MEMORANDUM OF UNDERSTANDING  
BETWEEN THE  
COURT SERVICES AND OFFENDER SUPERVISION AGENCY  
AND  
DISTRICT OF COLUMBIA HOUSING AUTHORITY**

THIS MEMORANDUM OF UNDERSTANDING ("MOU") is dated this \_\_\_\_ day of July, 2015, by and between the Court Services and Offender Supervision Agency, a federal agency ("CSOSA") and the District of Columbia Housing Authority ("DCHA"), an independent authority of the District of Columbia government. CSOSA and DCHA, individually, a "Party," collectively referred to herein as the "Parties."

**I. INTRODUCTION**

CSOSA is a federal agency whose mission is to enhance public safety, prevent crime and reduce recidivism among those supervised and support the fair administration of justice in close collaboration with the community. DCHA is engaged in the management and ownership of decent, safe, and sanitary affordable housing throughout the District of Columbia in accordance with the Federal Housing Act of 1937, as amended.

**II. PROGRAM GOALS AND OBJECTIVES**

It is the intention of the Parties to establish a collaborative relationship to assist in the family reunification process of persons under CSOSA supervision ("Supervisees") with host families residing in DCHA public housing properties in the District of Columbia. This MOU sets forth the strategy of the Parties to implement a pilot program to permit participants to be added to the lease or apply for housing, if the waitlist is open, with DCHA.

**III. SCOPE OF SERVICES**

Pursuant to the applicable authorities and in furtherance of the shared goals to carry out the purposes of the MOU expeditiously and economically, the Parties do hereby agree as follows:

**A. RESPONSIBILITIES OF CSOSA**

1. The Community Supervision Officer ("CSO") shall identify and refer potential participants ("Supervisee") for the pilot program and submit all referrals to the DCHA contact person.
2. After eighteen (18) months of satisfactory supervision and compliance, CSOSA will advise the Supervisee to submit a request to be added to the family composition or apply for housing with DCHA, if the waiting list is open for applications.
3. CSOSA shall provide notice to DCHA within one business day of noncompliance resulting in an Alleged Violation Report (AVR).

## **CSOSA/DCHA Housing Pilot Program**

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

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Visit:

[www.csosa.gov](http://www.csosa.gov)

Like: [www.facebook.com/dccsosa](https://www.facebook.com/dccsosa)

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# Building Partnerships with the Community

Penelope Griffith  
Executive Director

# 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



# CSC: External Positioning:

- Community Positioning:** Strong community engagement and well established network
- Respected as intermediary between community and government systems
  - Known for practicing good stewardship of community resources and sharing power with community
  - Uses culturally appropriate; language specific strategies
  - Staying Power – stays on the scene until goal achieved
- Political Positioning:** Viewed as knowledge-based organization
- In-tune to positioning & role of Mayor/Council/Court
  - Educated community on use of political rights and responsibility
- Funder Positioning:** Delivers strong outcomes
- Leverages funds from multiple funders to achieve “larger” goal

# 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

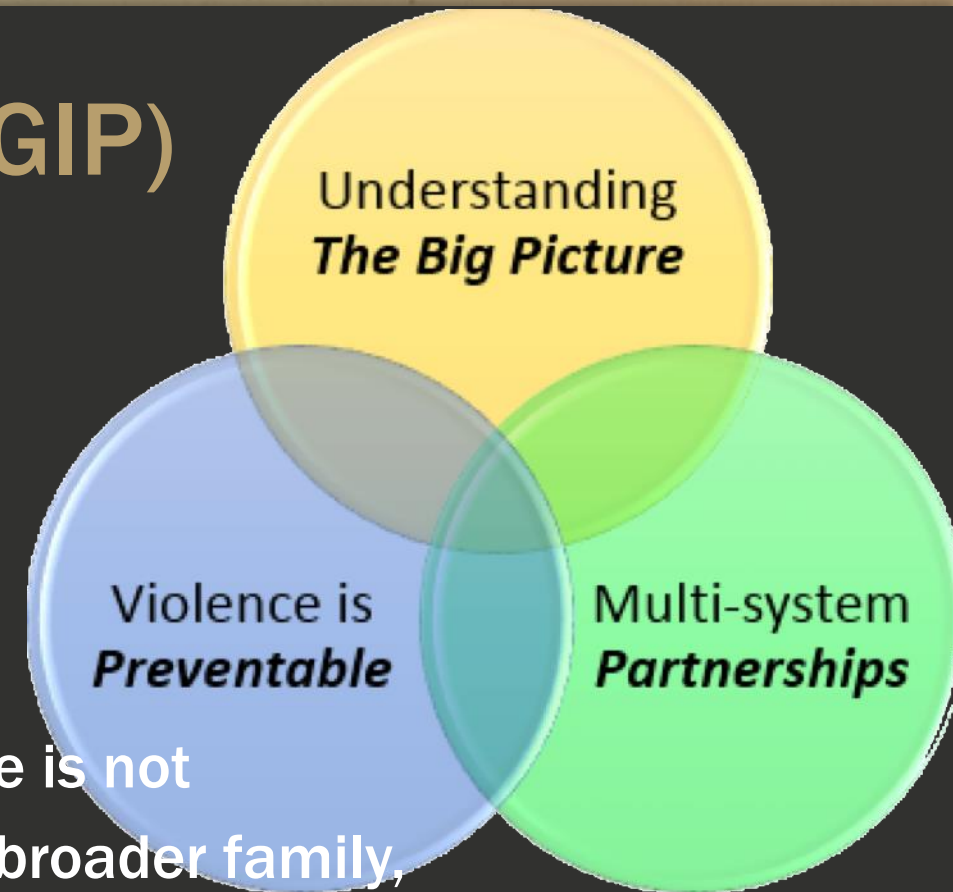
# Gang Intervention Partnership (GIP)

## A model for success

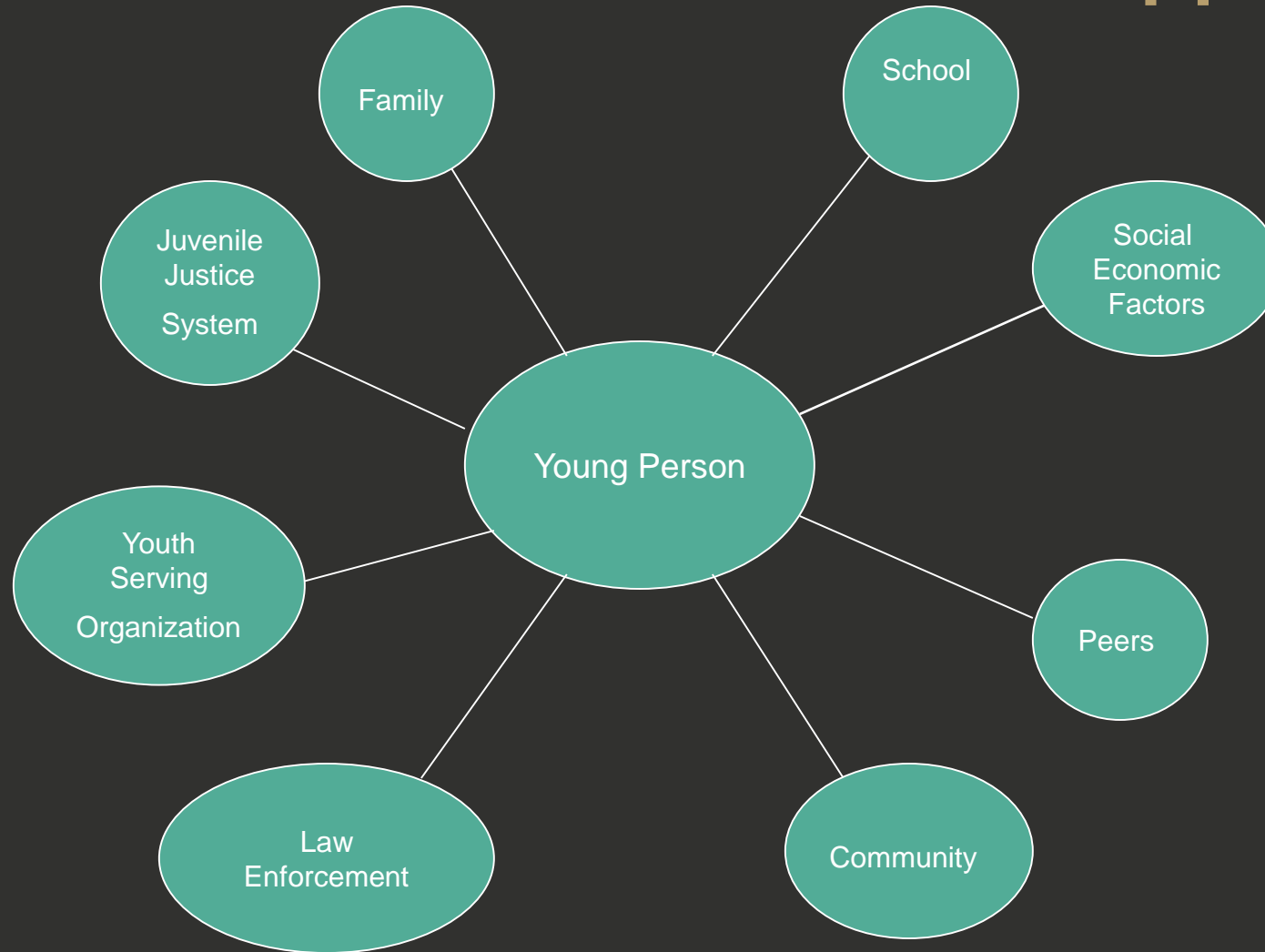
### Values

#### ▪ 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





# Results:

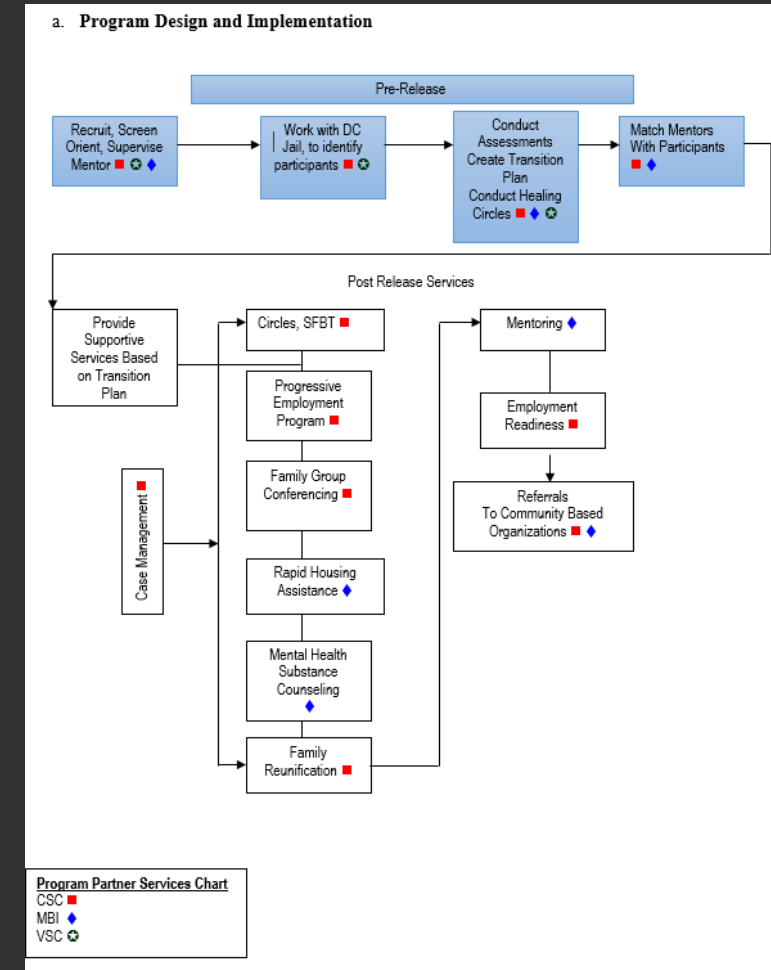
## **OJJDP Evaluation: CSC's Integrated Approach is an Effective Youth Violence Intervention Strategy**

- 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

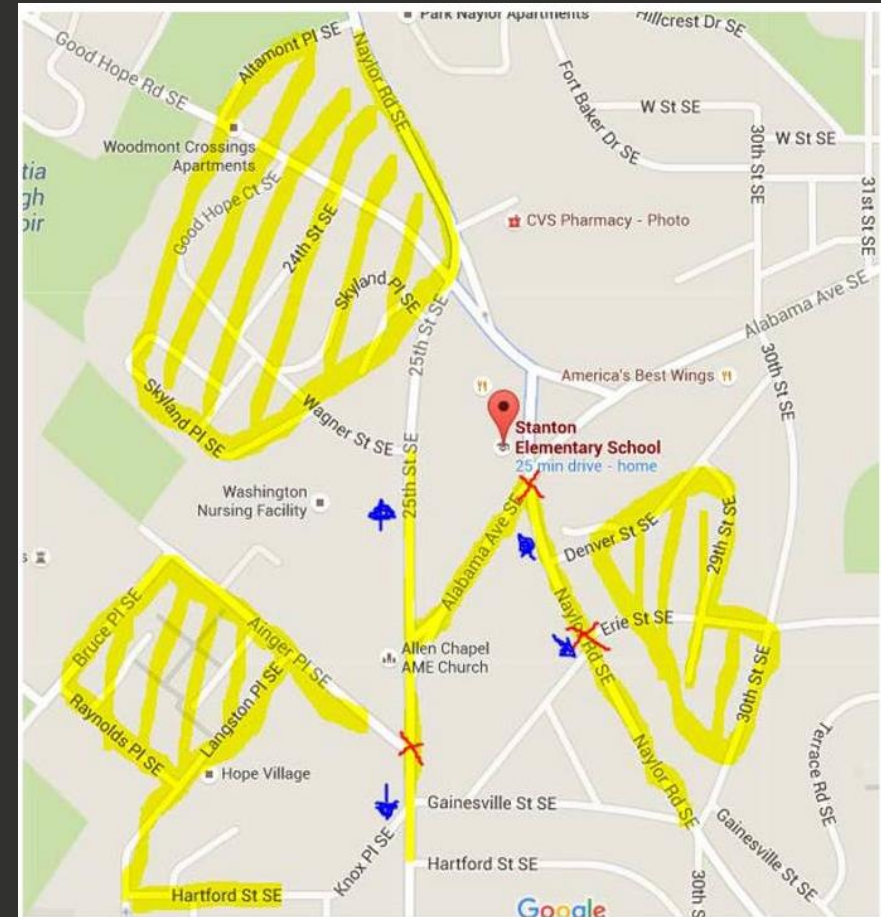
# Walking School Bus with Stanton Elementary School

- 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



- Post 1: Intersection of Ainger Place and 25<sup>th</sup> St. (Stationary - red X)
- Post 2: Corner of Eerie and Naylor Rd. (Stationary - red X)
- Post 3: Intersection of Alabama and Naylor Rd. (Stationary - red X)
- Floater #1: On 25<sup>th</sup> between school and Knox Place (blue arrows)
- Floater #2: on Naylor between Eerie and school (blue arrows)

## **Contact Information:**

**Penelope Griffith**

**Executive Director**

**Collaborative Solutions for Communities**

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**(202) 518-6737**

**WWW.WEARECSC.ORG**

# *Leveraging Partnerships for Sustainable Funding*





# Establishing Successful Partnerships: Foundation/Corporate Funders

Julia Mascioli, Director of Development & Communications  
Free Minds Book Club & Writing Workshop

# Prospecting: Identifying Potential Funders

- I. Leveraging your network
- II. Identifying overlapping interests
- III. Researching similar organizations

# Prospecting: Identifying Potential Funders

- I. **Leveraging your network**
  - II. Identifying overlapping interests
  - III. Researching similar organizations
- \* 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

# Prospecting: Identifying Potential Funders

- 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
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- 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.



# 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

# Maintaining the relationship

- 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.

# Building Corporate Relationships

- 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



# Establishing Successful Partnerships

2016-2017 Grants Planning Committee Training Series

February 8, 2017

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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**  
**Director**  
**[michelle.garcia@dc.gov](mailto:michelle.garcia@dc.gov)**  
**202-724-7216**

# LEVERAGING PARTNERSHIPS FOR GRANT SUCCESS





Why Partner

Types of Partnerships

A Funders Perspective

# Overview

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## 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?

# Discussion

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- 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

# Why Partner?

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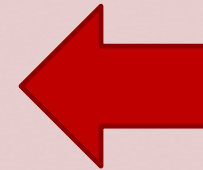


## Funded

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

## Unfunded

- Referrals
- Contribute to/review deliverables



All of these

# Types of Partnerships

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

## Funders' Perspective - Benefits



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

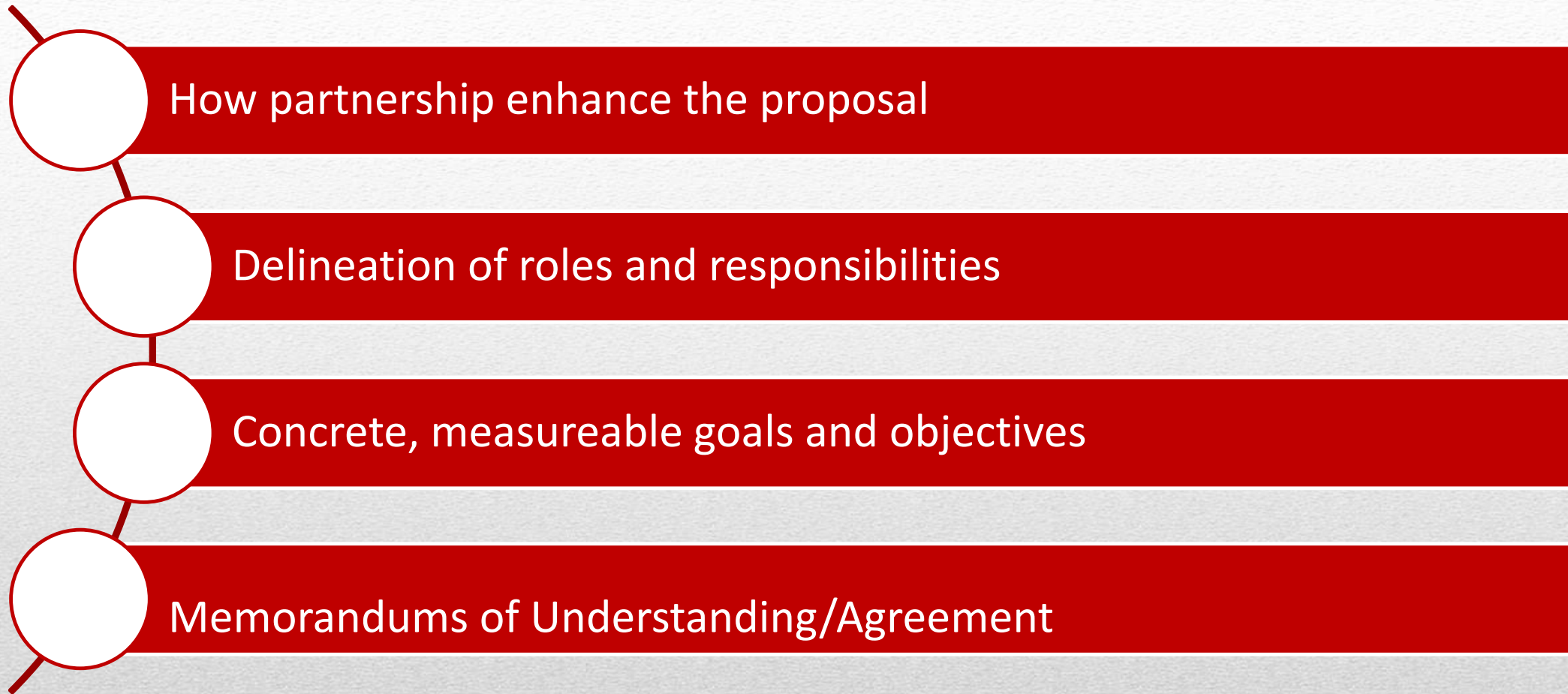
Identify points of evaluation

- Revisit and adjust as needed

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

# Things to Consider

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# Applying for Funding

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[Home](#)
[About Us](#)
[Access Resource Locator](#)
[Emergency Numbers](#)
[Useful Websites](#)






### Welcome to Resource Locator

The Criminal Justice Coordinating Council (CJCC) Resource Locator is a searchable, online database of service providers in the Washington, DC, metropolitan area that allows users to navigate easily through services available to those in the community who require assistance on a variety of matters including, but not limited to, **housing, substance abuse, mental health, social services, medical, or legal** needs. This empowering guide to resources located in the metropolitan area is available to the general public as well as legal, medical, education, and social service practitioners.

The Resource Locator was created in partnership with the CJCC Substance Abuse Treatment and Mental Health Services Integration Taskforce (SATMHSIT). SATMHSIT is a city-wide initiative of agency and community partners dedicated to improving the treatment options available to District residents involved with the criminal justice system and with mental illness, substance abuse, or co-occurring disorders.

We are constantly striving to improve the Resource Locator and appreciate and encourage thoughtful feedback.

**Disclaimer:** The information provided in this locator is intended to furnish the user with a general knowledge of services available in the Washington, DC, metropolitan area. The inclusion of any program in the Resource Locator should not be interpreted as an endorsement by the Criminal Justice Coordinating Council. Every effort has been made to provide current and accurate information regarding every resource. However, all users should keep in mind that services change, new facilities are created and facilities may have updates/changes to their names, location(s), telephone numbers and services provided.

[Terms of Service and Conditions](#)

Access Resource Locator



Access HelpLine: 1-888-7WE-HELP or 1-888-793-4357

Suicide Prevention Lifeline: 1-800-273-TALK (8255)

DC Emergency Hotline (referrals for shelters): 202-399-7093 or 1-800-535-7252

[Complete Phone Numbers List](#)



[The Department of Veterans Affairs](#)

[DC Food Finder](#)

[Complete Website List](#)

Please direct any questions about specific services or specific service providers to that service provider. If you have any questions, comments, or need to report any issues related to this website, please [click here](#).

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



<http://www.cjccresourcelocator.net>

# Finding Partners



What is something you'd like to do in FY18?

Would a partnership be beneficial?

Who could you partner with?

What is the next step?

# Next Steps



# Q & A



# Thank you for attending!

