



What's love got to do, got to do with it? The key to truly great partnerships

May 4, 2022



Your Dream Team (For the Next 50 Minutes)









Why Are Funders Supporting Collaboration?

We believe nonprofits matter.

Sustained collaboration is a path out of short-term thinking and scarcity and into long-term strength and greater impact.



Four types of formal collaboration

Associations and Networks

(Includes coalitions, collaboratives)

- Working together over an extended period of time to accomplish shared goals
- Formal agreement
- Governance remains separate

Joint Programs

- Working with another organization to deliver a program over an extended period of time
- Formal agreement
- Governance remains separate

Shared Support Functions

- Sharing support functions (such as accounting, HR & IT)
- One organization contracts with another or two or more organizations jointly hire a third party
- Formal agreement
- Governance remains separate

Mergers

(Includes affiliate and subsidiary structures

- Legally linking the governance of two organizations
 - Integrates into one entity, or
 - Establishes an affiliate or subsidiary, or
 - Creates a new entity
- Governance linked

Less

Level of integration

More

Note: Spectrum builds on the work of La Piana Consulting, The Lodestar Foundation and the Foundation Center



Collaboration Motivations

Nonprofits seek collaborations to achieve greater impact and resiliency as well as solve for complex challenges often in three common areas:

Financial:

 Desire to achieve economies of scale, stabilize financial position, advance fundraising opportunities

Programmatic

• Grow or enhance programs, including expansion into new services and geographies

Organizational Capacity

- Succession planning and talent recruiting/retention (board, C-suite, program teams)
- Infrastructure investments





Spaces of Opportunity Theory of Change Development

ACTIVITIES

(The stuff Spaces does...)



CONDITIONS

(...contributes to community conditions...)



OUTCOMES

(...that achieve Spaces' vision.)

Spaces of
Opportunity builds
the knowledge and
skills of local
residents of all
ages.



...which means
South Phoenix
residents are
actively
participating in food
and health decisionmaking that affects
them (policies,
practices, etc.)...



...so that food and health systems in South Phoenix are fueling culturallyintegrated and inclusive whole community health.

FOR EXAMPLE

Together, we work with our community to ensure South Phoenix residents are creating the environment where they want to live, work, and play by breaking down systemic barriers to holistic well-being that have existed for generations.

Education Culturally-Integrated and Inclusive Mobilization HEALTHY LAND Health Equity in South HEALTHY RESIDENTS Phoenix HEALTHY CHANGE Collaboration Cultivation **Nutrition & Food Security**

Addressing a major social issue like homelessness requires governments, nonprofits, and the private sector to cooperate. This nonprofit has been part of such a collaboration that has developed a coordinated entry system with a single client database.

HOUSING SOLUTIONS OF NORTHERN ARIZONA (FLAGSTAFF)

Devonna McLaughlin, Chief Executive Officer

Housing Solutions of Northern Arizona is a nonprofit housing organization, originally founded in 1990 as the Affordable Housing Coalition, that focuses on programs designed to help local residents identify and maintain safe, decent, and affordable housing. This includes both housing counseling services and a transitional housing facility for victims of domestic violence.





The Arts for All Mission

The arts enrich the lives of everyone! Arts for All is a leader in providing accessible arts education in Tucson. Our mission is to build confidence and promote self-esteem by providing creative experiences to adults with physical and cognitive

disabilities who might not otherwise have access to art

Now, let's get down to work

How can a collaboration work for my organization or community?

How Together For Impact Funds

- What We Fund:
 - Program Integrations
 - Shared Services
 - Mergers
- Types of Grants:
 - Seed Grant
 - Exploration Grant
 - Implementation Grant



A group of three or more organizations working together but maintaining their organizational autonomy.



Have Questions We Didn't Answer?

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