



## LeadTime

Practical Resources for Today's  
Nonprofit Leader ...

Center for Nonprofit Leadership

June, 2012

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### Upcoming Events

*Maximizing Individual  
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The Nonprofit Coordinating  
Committee of NY and Citi  
Community Development  
are offering a FREE  
fundraising workshop on  
August 1, 2012 from  
9:30 am to 12:00 pm.*

For more information go  
to: [goo.gl/TQ36U](http://goo.gl/TQ36U)

### Want Greater Impact? Try Collaborating.

The Center for Nonprofit Leadership at Adelphi recently hosted more than 100 nonprofit executives at a symposium on nonprofit collaboration. Panelists discussed the range of ways nonprofits can work together to increase their organization's impact.

This month's LeadTime offers steps that nonprofit executives could take when considering any one of the many ways that nonprofits can work together, from partnership to merger. In addition, we have included key tips and tools from the symposium panelists and other sources.

Don't forget to check out the link on our website for organizations exploring collaboration. Any organizations that have a potential alliance that grew out of the symposium can submit a short proposal for funding to help facilitate the collaboration.

Go to: <http://www.adelphi.edu/nonprofit-center/isolation-collaboration-community/proposals.php>

### Tips from Symposium Panelists

Michael Davidson - "When the going gets tough the tough go shopping." During difficult times nonprofits should think strategically about what they want and what they have to offer. Then they should search for suitable organizations to align with to support goals around sustainability and impact.

Executive Director  
Roundtable Series 2012-  
2013  
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Sandy Lamb - Executives and Boards should work together to analyze the organization's potential for greater impact and explore the best type of collaboration for the organization. Among the things to consider are the organizational cultures of potential partners.

Barbara Krasne - Sometimes it can be difficult to remain objective while you decide the best way to work together; a knowledgeable consultant can help the two organizations find common ground. Common ground in collaboration means a common mission, values and goals. Checkout the Center's RFP!

Richard Dina - The Boards and Executive Directors of each organization should work together to develop clear goals and expectations for collaboration. This work should continue after the two organizations come together to maintain a healthy and effective relationship.

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## Nonprofit Strategic Alliances: A Conversation with Kate Dewey

Kate Dewey likens the process of seeking a compatible strategic partner to that of marriage. In this video, Kate discusses some strategies and "red flags" to watch out for when considering an alliance. She also discusses some of the differences between the various types of strategic and nonstrategic alliances. Like some of our panelists at ICC, Kate stresses the importance of preparing the organizations for change before beginning the process of working together.

To view the video, go to:

<http://grantspace.org/Multimedia-Archive/Video/Kate-Dewey-on-Strategic-Alliances-2011-10-24-Cleveland-OH>

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## Nonprofit Collaboration Database

The Foundation Center Nonprofit Collaboration Database is where you can find examples of how nonprofits are working together. The website has information from nonprofit executives who share different collaboration models, the motivation to collaborate, the challenges they encountered, and the outcomes experienced by partner agencies and the community.

Visit the Foundation Center website at:

<http://collaboration.foundationcenter.org/search/searchGenerator.php>

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## Steps for Considering and Creating an Alliance

Fieldstone Alliance offers an abbreviated 5-step process on their website for considering and creating an alliance at the 'lower intensity end of the partnership continuum. The information is from their book, *Forming Alliances: Working Together to Achieve Mutual Goals* by Linda Hoskins and Emil Angelica.

For more information go to:

[http://www.fieldstonealliance.org/client/tools\\_you\\_can\\_use/07-22-09\\_forming\\_alliances.cfm](http://www.fieldstonealliance.org/client/tools_you_can_use/07-22-09_forming_alliances.cfm)

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## The Partnership Matrix

The Partnership Matrix is a visual tool that presents the range of ways nonprofit organizations can work together for greater sustainability and impact. Partnerships can be administrative or program oriented, affiliated or full integrated. Wherever your organization wants to be on the Matrix, the tool is helpful to nonprofit executives as they determine which alignment would work and provide the results they want.

To view matrix:

[http://www.lapiana.org/downloads/ThePartnershipMatrix\\_LaPianaConsulting\\_2011.pdf](http://www.lapiana.org/downloads/ThePartnershipMatrix_LaPianaConsulting_2011.pdf)

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## Job Openings

Don't forget to check our job postings on the Center for Nonprofit Leadership website. You can post current job openings free and check recent posting.

Click the Job Searches link on our website:

<http://www.adelphi.edu/nonprofit-center/>

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