






The Partnership Matrix Workshop

Survey Report



Why did you attend this workshop? Select all that apply.-

Answer	0%	100%	Number of Response(s)	Response Ratio
Topic is something I have been thinking a lot about			10	47.6 %
When I heard about the session I was interested to learn more			12	57.1 %
Expectation from funders that I should attend			6	28.5 %
Expectation from my board that I should attend			3	14.2 %
Other			2	9.5 %
Totals			21	100%




Comments:

- We are in the midst of a collaboration
- Time to meet and learn about true partnerships with agencies


Do you agree with this statement? "The information at this workshop was valuable."

Answer	0%	100%	Number of Response(s)	Response Ratio
Strongly agree			11	52.3 %
Somewhat agree			10	47.6 %
Neutral			0	0.0 %
Somewhat disagree			0	0.0 %
Strongly disagree			0	0.0 %
No Response(s)			0	0.0 %
Totals			21	100%


Do you agree with this statement? "I would attend another workshop with this presenter."

Answer	0%	100%	Number of Response(s)	Response Ratio
Strongly agree			12	57.1 %
Somewhat agree			7	33.3 %
Neutral			2	9.5 %
Somewhat disagree			0	0.0 %
Strongly disagree			0	0.0 %
No Response(s)			0	0.0 %
Totals			21	100%



Before the session, have you considered how your agency might explore a new partnership, collaboration, or merger?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			19	90.4 %
No			1	4.7 %
No Response(s)			1	4.7 %
Totals			21	100%




After participating in this session, do you think you are more or less likely to consider a new partnership, collaboration, or merger?

Answer	0%	100%	Number of Response(s)	Response Ratio
More			10	47.6 %
Less			0	0.0 %
About the same			9	42.8 %
No Response(s)			2	9.5 %
Totals			21	100%

Are there strategies that your organization may want to pursue based on any of the models described in the seminar, even hypothetically? The list below is based on La Piana's Partnership Matrix diagram - which can be downloaded at www.asfdn.org as part of Heather Gowdy's presentation. Please check all that apply. -

Answer	0%	100%	Number of Response(s)	Response Ratio
Collaboration / program coordination			18	85.7 %
Contracting for administrative functions			11	52.3 %
Joint programming / integrated systems			12	57.1 %
Creating a Management Services organization (MSO)			2	9.5 %
Joint Venture			8	38.0 %
Parent/subsidiary corporate relationship			3	14.2 %
Full corporate merger			5	23.8 %
Other			1	4.7 %
Totals			21	100%

Do you think funders should play the role of matchmaker?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			11	52.3 %
No			8	38.0 %
No Response(s)			2	9.5 %
Totals			21	100%

Comments:

- Funders have limited information and should not be matchmakers. It is the responsibility of the organizations involved to determine the specific need and the directions and the direction they would like to move.
- The funders could be a part of the matchmaking.
The funders receive the request for programs that may fit in with a collaborative effort.
- The funders' role should be one of information sharing that can result in possible matchmaking. The funders are in the unique position to know details, initiatives and strategic plans of non profits. If the funders see a logical match they should at least bring it to the attention of the non-profits who can then decide whether the match could be of benefit.
- I do however think that the funders can play a key role in playing "match maker" and letting agencies know if some other agency is already providing that service
- Yes - since Trade Organizations gain their revenue from their member agencies, it may be counter productive or difficult for them to take the lead.
- I think funders can help to identify potential matches because they have a broad perspective of other organizations and services being provided throughout their funding area - some of which we (individual organizations) may not be aware of, so we may not know of all of the potential partners.
- The impetus should come from the agencies themselves.
- only if they feel it would be in the best interest of the organizations
- Funders certainly know what organizations are out there and what their needs/overlaps are.
- You may be an invested but neutral party that can help smooth the way for something to happen. I think United Way could also be a catalyst for this.
- I think funders have to be careful not to give programs the idea of automatic funding if they merge, partner or collaborate. I think funders should provide the arena for information and maybe the how to for agencies and programs. I also believe that funders can get programs out to these type of seminars and give us an opportunity to share ideas and have good conversation and discussions. Sometimes it is difficulty for programs to come together on their own, we come out for funders.
- Ambivalent. Concern that if funders identify a likely match that is not then pursued or does not work out organization will be thought of negatively.
- I think funders have a mixed agenda and, while pressure may not be intended, it will be felt and this pressure could skew the process.
- However, more information about where you see overlap would be helpful


What types of follow-up workshops or trainings would you like to attend?

12 Response(s)

Answers:

- Follow-up training that would enhance the information that has been received. A more participatory give and take workshop that would give participants an opportunity to explore their specific concerns.
- When a match has been proposed, a workshop on trust, breaking down political and territorial barriers might be helpful for those non-profits who are considering the match. Trust is the keystone of the process. The more time and training devoted to building it, the more successful will be the match.
- none on this topic unless agencies were planning some type of merger--I think the info was clearly and thoroughly presented
- Perhaps the next workshops offered on this theme would be specific to the type of partnership. For example, one for programs interested in possibly combining back-office functions, one regarding program partnerships, one for folks ready to consider a merger, etc.
- Reviewing in more detail, successful mergers and partnerships.
- Continue meetings with other like agencies with Executive Directors and Board members which will encourage more interest in collaborating.
- I would like to see a round table where we can ask questions about recent mergers and collaborations
- Acquisitions (more in-depth)
- Not sure
- Discussion on how to make partnerships, collaborations happen with similar type programs.(Expand on) Maybe a part II of what you have already started so we can come together to have discussion with Board Presidents and Executive Directors. Hands on workshop to real look at our program together.

Are there programs or services you think you would be able to deliver more effectively (lower cost or greater benefit) if you partner or collaborate?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes - please tell us what types of programs or services you are thinking about.			14	66.6 %
No			4	19.0 %
No Response(s)			3	14.2 %
Totals			21	100%

Comments:

- Educational enhancement programs such as tutoring. Expansion of job training program. Coordination of space and resources/materials.
- I am not yet sure about the details of this answer.
- Not at this time--we are careful not to duplicate services in our community
- Housing, mental health, literacy
- IT; Accounting and administrative services, Human Resources
- This is a question very dependent upon the organization, mission and resources.
- Administrative/ operational Support as well as direct services to people with disabilities.

- Sexual assault crisis response services, and preventive education; financial stability initiatives specifically financial literacy; pregnancy prevention elements of after-school programs; would like to be part of, or lead an initiative to keep teen moms in school
- Food delivery to the Farmington River Valley, volunteer training, growing fresh vegetables
- Purchasing, Insurance, Back Office
- Not at the moment
- Unsure at this point
- We are actively working with another of other agencies to provide youth programs with collaborative components. I am sure given the right atmosphere, there are others.
- after school youth services
parent involvement
- I believe that we have a wonderful fiscal department and could offer our services to smaller programs. I also believe that we operate great youth programs. We could also provide staff training for Supervisors and Line Staff.
- I cannot think of any at this point but there may be some possibilities in the future and we would be open.
- We tend to do this all of the time. Maybe because we are small.

Are there back office functions you would like to work with a partner to share costs or outsource?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes - please tell us what functions you are thinking about.			11	52.3 %
No			6	28.5 %
No Response(s)			4	19.0 %
Totals			21	100%

Comments:

- Not sure what, would have to take a closer look at who the partner is.
- If our program expands (which is very likely), sharing back office administration could be cost conscious.
- Not at this time
- Possibly HR, marketing, fund raising
- Clerical, event planning, scheduling
- Technical, accounting and Human Resources.
- potentially - accounts payable, childcare collections, marketing and pr, would like to explore joint fundraising opportunities
- Can be a resource for business functions to smaller agencies
- Perhaps acquiring health insurance. Collaborating on business office, payroll, development, HR functions. Currently, we do not have an HR professional, if the collaborative cost of having someone to whom we could get advice/direction were right, we might be interested.
- Technology, bookkeeping, data base management
- Health Benefits, Office supplies, phones, copy machines space, sharing of staff for different projects like grant writing, HR and maybe joint board members.
- IT, HR
- The problem here is that our ED is already doing it and there is no extra money to farm it out even though we could use the help.

Do you have any other suggestions or comments you would like to share?

9 Response(s)

- The workshop was very informative and will help us take a closer look at developing a partnership or collaborating.
- Thank you for hosting the seminar it was very interesting.
- I found this survey difficult to answer both because of the language of some questions and/or the selection of answers which did not always match my answer.
- Great session - thanks for taking the leadership.
- Excellent session and presenter!
- I am not sure that the workshop itself will lead to mergers, and I don't know whether the workshop, itself, was necessary to encourage collaboration. Discussion at our table was pretty tense, and those participating talked about the easy stuff-purchasing, etc.
Liked presenter, learned something new from her.
- I believe that this is just the beginning of having agencies come together to discuss this topic. I think it should be continued. I like to see the business world become a part of this further down the road. I know it is difficult to mix for profit and non-profits but not impossible.
- I wasn't able to stay for the entire presentation because of another commitment. However, the first section seemed to indicate much larger non profits than were in the room. I thought the presenter, while obviously very knowledgeable, might have learned a bit more about the greater New Britain community.
- We had already used the book La Piana wrote for a merger so we were pretty familiar with everything.