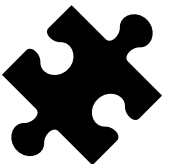




Partnership and Collaboration Session

Agenda outline:

- Introductions 10 – 15 min
 - What is a partnership?
 - What does it look like?
- Large group discussion 15 – 20 min
 - Why would we want to partner?
 - Benefits and Challenges
 - Current CL examples
- Principles and Process 15 – 20 min
 - Spectrum of Partnership
 - Step 1.– Scoping & Building
 - Partnership cycle
 - When not to partner or collaborate
- Small group discussion 5 – 10 min
 - How can we use this information?
 - What types of resources would be helpful to assist us?
- Questions, Wrap up & Resources time remaining





and Collaboration

*Introduction: Holly Legeas, - EFCL corporate partner
Servus Credit Union – Southgate Branch Manager*

Presenter:

Nora Begoray, EFCL Business Development Director

Assisting: Rhonda Holloway, Volunteer Partnership Broker

Saturday, October 20th 2018

Much of this content resourced from: →





The Plan

This session aims to...

- Introduce concepts about partnerships
Explore how this is relevant to your community league work
- Offer resources to assist
- Promote confidence in collaboration situations

The approach is designed to...

- Create new knowledge and learnings
 - Share and build on the experience and expertise in the room
 - Discover ways to work better together in the future
-

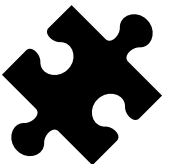


Introductions

You may already know that real collaboration relies on relationships and trust

So let's get to know each other!

- Please share with us
 - Who you are?
 - What are you wondering about that brought you to this session?
 - What do you hope to discover or take back?





Definitions

Partnership – an on-going relationship in which two or more people, or organizations, work together in a common activity or to achieve a shared goal or objective, where risks and benefits are shared.



At it's deepest level – each partner is *equally* involved in:

- Co-creating the partnership's activities
- Bringing contributions (of different kinds) to the partnership
- Committing to mutual accountability



Benefits / Challenges

Let's hear from the group

What are some reasons you might want to partner?

What has your experience been with partnering?

Benefits?

Challenges?



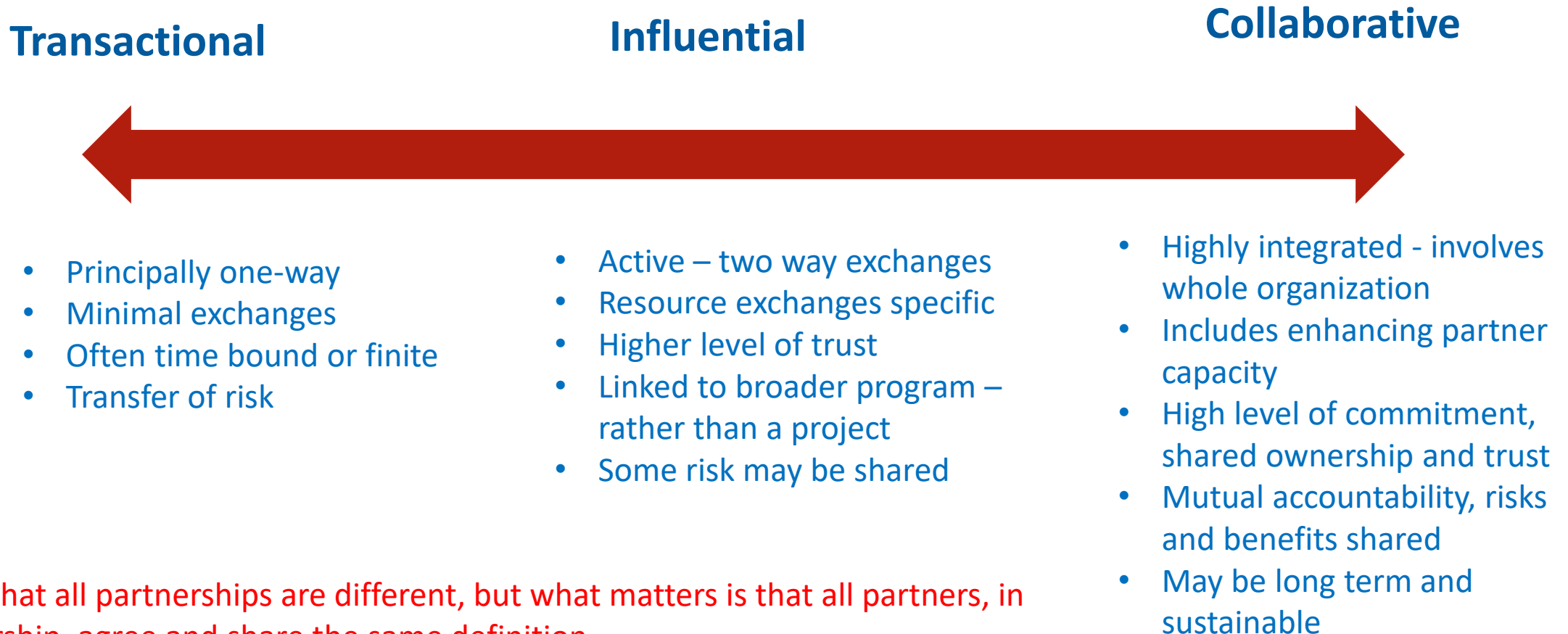
What are some specific community league examples currently?





In practical terms...

Relationships are at different levels of partnership collaboration – it is a spectrum/continuum



Recognize that all partnerships are different, but what matters is that all partners, in any partnership, agree and share the same definition.



To be really effective – Essential 5 principles





Process – Getting Started

This is about:

- Who are we, What do we need?
 - **Resources/contributions**
- Who might have the same goals?
 - **Shared interests**
- Lets approach and explore ideas
 - **Goals/Concerns/Contributions**
- If alignment, interest, then lets discuss how this could work.
 - **Tools/Options/ Planning**

Step 1. Scoping and Building



Exploring Ideas – needs openness

Things to Keep in Mind

1. **Uncertainty cycle**
2. **Pre-conceptions & assumptions**
3. **Key Concerns**
4. **Key Drivers**

** When going into an initial meeting to explore a new partnership consider...*

- A) You represent the organization (channeling this objective perspective/lens can be helpful)*
- B) All parties have uncertainty in common*



Uncertainty can be caused by:

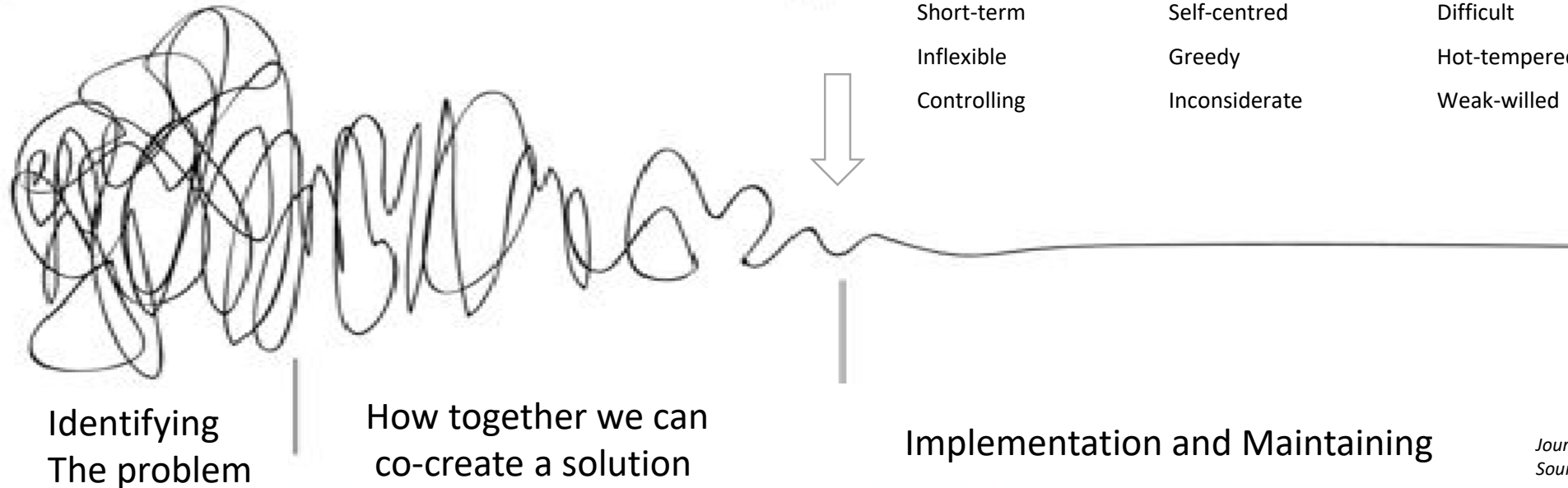
- Lack of data
- Different values
- Assumptions about each other
- Bad past experiences of partnering
- Challenges of the operating environment
- Unconscious emotional processes

Adapted from: Andrew Acland

HOW do we do this?

Working together is messy and sometimes uncomfortable.

**But the benefit is:
Collaboration can often solve problems**



Preconceptions and Assumptions

How we might characterize each other - maybe subconsciously

Government	Business	Community	Non-profits
Bureaucratic	Profit driven	Demanding	Unprofessional
Buck passing	Quick fix	Lazy	Lack of skills
Dogmatic	Hard-nosed	Uneducated	Narrow focus
Short-term	Self-centred	Difficult	Unrealistic
Inflexible	Greedy	Hot-tempered	Unaccountable
Controlling	Inconsiderate	Weak-willed	Disorganized



Do you recognize your real tangible economic value?

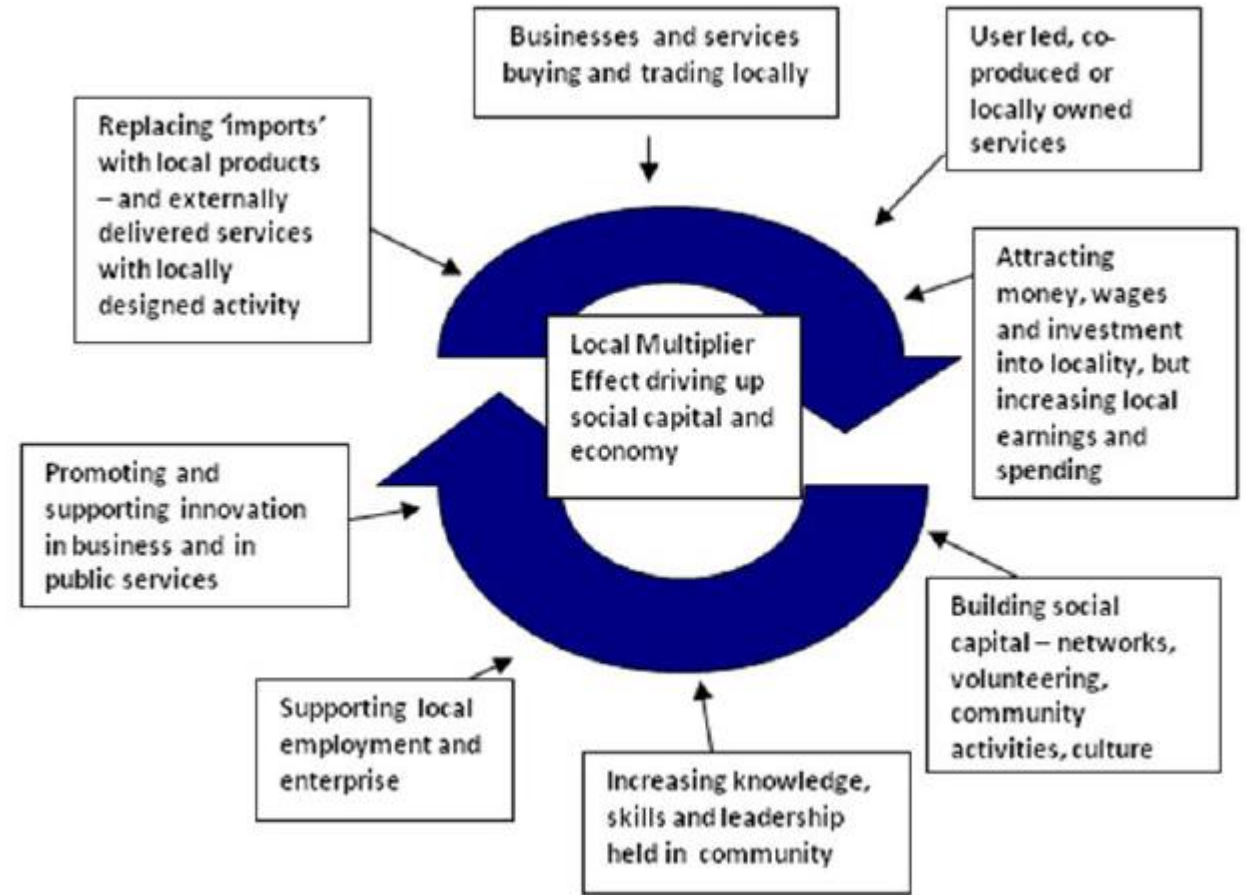
Did you know? Edmonton Community Leagues contribute big!

- 2009 – 2017 *Community groups contributed \$34.6 million to build public amenities via the NPDP program. This reflected 188 projects built in 120 neighbourhoods.
- 2010 – 2017 There were 280 **additional** projects completed by 119 community leagues valued in excess of \$15 million via the Community Led Construction Projects.

This JUST reflects things we have built!

This does not reflect the thousands of volunteers, the thousands events, programs, festivals, and recreational opportunities (often free or low cost)

Figure 1. Community Capacity Building - Local Multiplier Effect (combining social and economic factors)



Source: Reproduced with permission from Westall, Ramsden and Foley (2000).

Retrieved from: Community capacity building: fostering economic and social resilience – Antonella Noya and Emma Clarence Nov.2009 OECD LEED Programme – Page 5



Next steps...

Very similar to Project Management Process

Step 2

Managing & Maintaining

Step 3

Reviewing & Revising

Step 4

Sustaining Outcomes



When not to partner or collaborate?

Do you have a shared purpose?

Is there enough alignment?

Do we have the right people/organizations?

Is there a sense of a shared commitment?

**Each partner needs to feel comfortable and supported
This is a team – to achieve a goal**

- **Is there a power imbalance?**
- **Are there unrealistic expectations?**
- **Are the resources there to deliver contributions?**
- **Has the environment/ or other external factors changed?**



How can we use this information?

Small group discussions

Please discuss with each other... and put on post it note.

- How can you use this information?
- What resources would be helpful to assist you with your partnerships?
- What actions will you take?



Harness diverse expertise, resources and creativity to effectively build community and social value.



and Collaboration

Questions?



Session Completion

Did we..... ?

- Introduce concepts about partnerships
- Explore how this is relevant to your community league work
- Offer resources to assist
- Promote confidence in collaboration situations
- Create new knowledge and learnings
- Share and build on the experience and expertise in the room
- Discover ways to work better together in the future

