

## **Navigating Partnerships and Collaborations: A panel discussion & workshop**

Facilitated by Rob Routhieaux of Hamline University

**When:** Thursday, March 12th, 2:00 – 4:30 PM

**Where:** Hamline Midway Library Community Meeting Room  
1558 W Minnehaha Ave Saint Paul 55104

### **Panel Description:**

Well-managed partnerships and collaborations provide mutual benefits to participating organizations. Poorly managed partnerships and collaborations drain energy and resources from both. What should you think about when choosing partner organizations? And how can you plan for partnership success?

### **Panelists:**

Al Justiniano – Teatro del Pueblo/Pangea World Theater

Damon Runnals - The Southern Theater/ARTSHARE

Lorrie Link - Maple Grove Arts Center/Opus Corporation

Gwen Lerner - Women's Writing Program/Ramsey County Correctional Facility/ The Saint Paul Public Library/ Advisory Task Force on Female Offenders

### **Presenter Bio**

*Rob Routhieaux is an Associate Professor of Management in the School of Business at Hamline University. He currently serves as Director of Nonprofit Programs at Hamline – and teaches in both the Master of Nonprofit Management and Minor in Nonprofit Management programs. He has over fifteen years of experience working with nonprofit arts organizations, serving on Boards and conducting workshops. He has worked with many arts organizations in strategic planning, budgeting, governance, and organizational development.*

### **Session Outline**

- I. Goals for session
  - a. Learn critical 'context' factors for successful partnerships
  - b. Identify key questions to ask in exploring partnership opportunities
  - c. Understand resource needs and implications of partnerships
  - d. Build awareness of partnership life cycle
  
- II. Brief context for today's discussion – benefits and cautions...
  - a. Potential to build from different strengths – “synergy”
  - b. Greater impact on clients and communities
  - c. Funding – but be careful with this as primary motivation
  - d. Needed and often unexpected resource needs, costs and tradeoffs
  - e. Ebbs and flows of “contributions” – equity, expectations, evaluation

- III. Panelist comments and experiences
  - a. Describe a positive partnership / collaboration experience. What was the nature of the partnership? What do you think were the key factors in the partnership turning out so well?
  - b. What do you think are the most important criteria in choosing who and when to partner? And, what are the factors you look for to suggest partnering might not be a good idea?
  - c. Discuss some of the specific operational factors to consider, and how you have dealt with these.
  - d. What type of internal "assessment" should you be doing both before entering a partnership and periodically as the partnership evolves?
  - e. Are there some key signs it's time to end a partnership, and how to do so gracefully?
  
- IV. Open Question & Answer Session
  
- V. Resources
  - a. "Models of Collaboration: Nonprofit Organizations Working Together" - great article on different types of collaboration – and key conditions, challenges and benefits [https://lodestar.asu.edu/research/aim-alliance/images/coll\\_models\\_report-2009](https://lodestar.asu.edu/research/aim-alliance/images/coll_models_report-2009)
  - b. "Strengthening Impact Through Collaborations" - Concise guide from Nonprofit Finance Fund on Collaborations <http://nonprofitfinancefund.org/files/docs/service-brochures/collaboration.pdf>
  - c. Nonprofit Collaboration Database – comprehensive set of resource from the Foundation Center <http://collaboration.foundationcenter.org/search/searchGenerator.php>
  - d. Partnership as an Art Form: What Works and What Doesn't in Nonprofit Arts Partnerships – somewhat dated but still insightful article geared to arts organizations [http://www.creativecity.ca/database/files/library/partnership\\_art\\_form.pdf](http://www.creativecity.ca/database/files/library/partnership_art_form.pdf)
  
- VI. Some questions to answer when considering partnerships...
  - a. What are your key organizational goals over the next few years? How might partnerships / collaborations help advance those goals?
  - b. What do you see as the key organizational "assets" that you would bring to a partnership / collaboration?
  - c. Who in your organization would have the time, energy and passion to help build and maintain a partnership / collaboration? What might happen if that person decides to leave the organization?
  - d. What formal agreements should we consider regarding finances, marketing, staff time, and other operational elements?