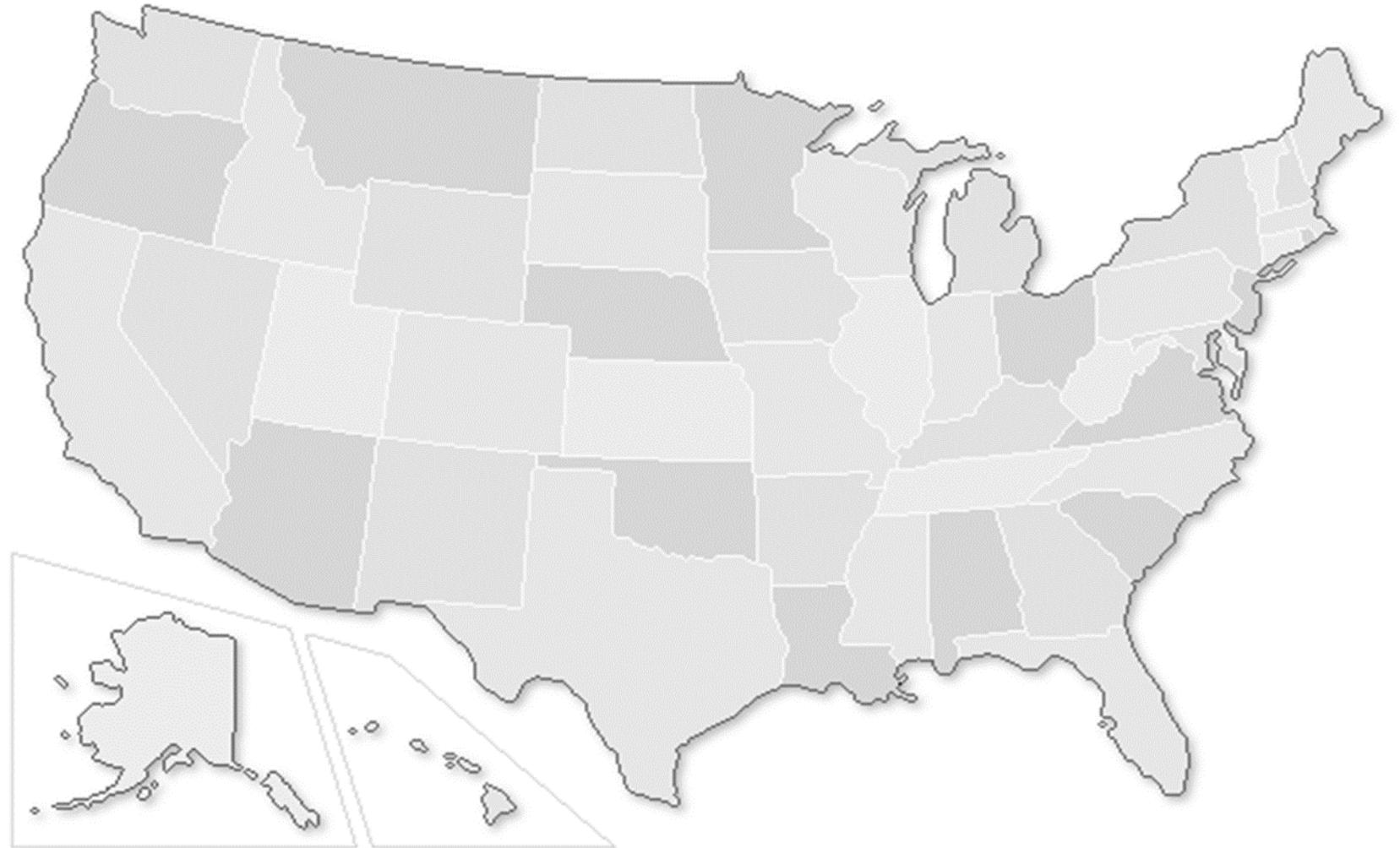


Tell Us Where You Are



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Disclaimer



Strategic Partnerships: Train and Maintain



August 6, 2020



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Using Zoom

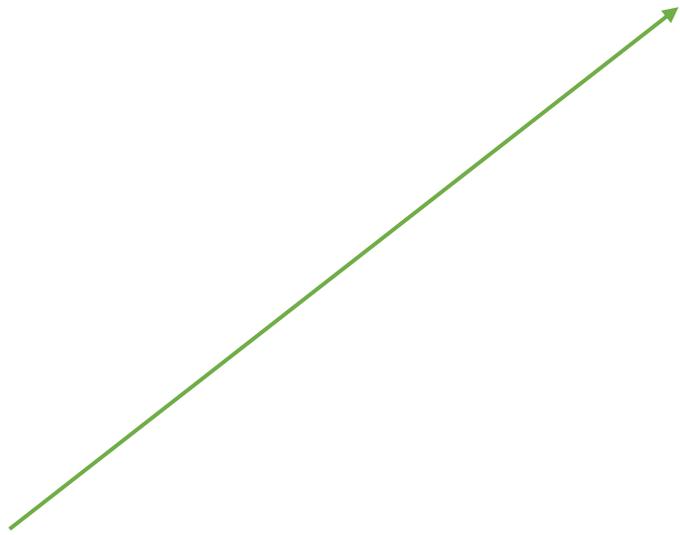

raise hand


yes


no



go slower go faster more




Mute


Stop Video


Invite


Participants 1


Share

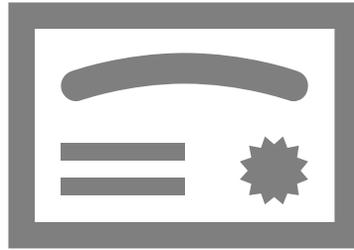

Chat


Record

Leave Meeting



Certificates



You will receive a certificate:

- One for each virtual event
- An email within one week



The Series

Needs-Based Community Mapping

Building Your Network

Implementing Partnerships

Train and Maintain

1 p.m. ET

Objectives



- Communicate with partners through multiple methods
- Address partnership challenges
- Manage your program's financial future
- Train staff and partners



Tips for Successful Partnerships



Get partners engaged on your program team



Establish professional learning communities



Create champions



Share resources



Communicate routinely



Celebrate!!!



Maintain Connections

Virtual Updates

Two-Way
Communication

Regular
Communication

Regular
Meetings

Data and
Reports



Do you currently keep in regular contact with your partners with virtual and technological tools?



yes



no



Virtual Updates

- Newsletter
- Social Media
- Video testimonials





Meeting Tips

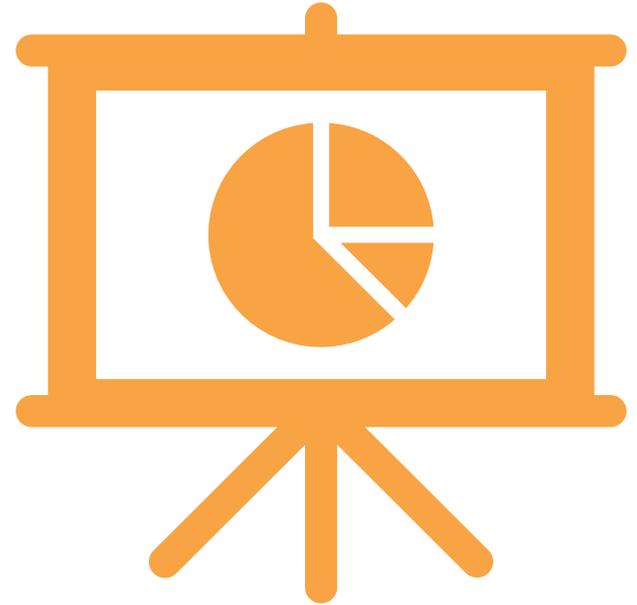
- Prepare an agenda
- Organize presentation
- Limit content and talking time
- Keep notes





Data and Reporting

- Highlight successes
- Focus on visuals
- Include a work sample or quote from a student





Partnership Rubric

Sample Partnership Evaluation Rubric

Indicators	Beginning (1)	Emerging (2)	Developing (3)	Accomplished (4)
Vision and Goals	Partners are together due to the nature of their work, but do not share a common vision and are concerned only with their own individual goals.	A shared vision emerges as partners work together, but the focus is still on individual goals.	Partners recognize the “value added” of a shared vision and collaborate on some common goals.	Partners hold a shared vision and collaboratively develop and implement common goals.
Communication	The purpose of communication is to share individual needs.	Most communication focuses on sharing individual needs; however, some discussion takes place related to a shared vision and common goals.	Communication promotes progress toward achieving a shared vision and common goals.	Communication is both consistent and deliberate and is seen as an important component of the success of the partnership.



Two-Way Communication

Quality of Partnerships





Addressing Challenges

- Conflicts about actions
- Conflicts about expectations
- COVID-19 pandemic





Partnership Challenges

- Insurance and liability
- Conflicting expectations
- Reliability and dependability
- Time to plan and coordinate
- Needs met of both partners
- Funding to cover any costs



Your partner wants to host an exciting gardening series where participating teens learn how to grow fruits and vegetables. Your partner will provide curriculum and instruction, but they cannot fund the project. Your budget for the year is tight, and you can't afford this event.

How would you respond?



Your partner wants to host an event focused on the arts, which is not directly tied to the goals of your program. You ask them to revise their event plan, to include some of your program goals. Your partner refuses.

How would you respond?



Your partner commits to hosting a family event at your program facility. They plan to provide all activities, materials and staff.

On the day of the event, your partner cancels because they are short staffed. Due to the short notice, you are forced to cancel the event.

How would you respond?



Subject Matter Expert



Dr. Ken Anthony

Director of Professional Development and Research

White-Riley-Peterson Policy Fellow

Connecticut After School Network



- Meet virtually with current partners to check in
- Revisit your MoUs and update with any policy changes due to COVID-19
- Discuss any concerns with partners



Why Long-Term Partners?

- Financial health
- Program stability
- External expertise



What cycle of grant funding are you currently in?



First Grant Cycle



Renewed Grant



Do you have a financial plan for
after the end of your grant cycle?



yes



no



Special Guest



Colleen Abbott
Director of Afterschool Services
Eldon School District



Sustainability



You for Youth | Managing Your 21st CCLC Program

6

Creating Your Sustainability Plan

Action

What	By Whom	When
Reach out to the recreation partner	Site Coordinator	By the end of the week



Deepen Partnerships

- Identify gaps.
- Plan your approach.
- Pitch your ideas.
- Revise MoU.
- Build on success!

Networking

Coordinating

Cooperating

Collaborating

Integrating



Do you have any current partners that you think could become more involved and engaged with your 21st Century Community Learning Center program?



yes



no



Train Your Staff and Partners

- Every community has something to offer
- Engage in consistent messaging





Coaching Tips

It's all about relationships!

Maintain high-quality services.

Everyone has a role.

Stay positive and creative.

Create a sense of urgency.

Be your program's biggest fan.



Subject Matter Expert



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Connecticut After School Network



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Colleen Abbott
Director of Afterschool Services
Eldon School District

Your Tips





Q & A



One Bright Idea



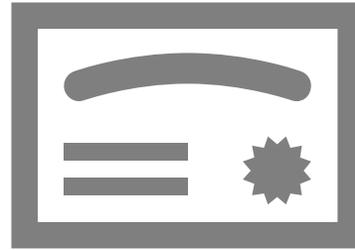
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- Communicate with partners through multiple methods
- Address partnership challenges
- Manage your program's financial future
- Train staff and partners



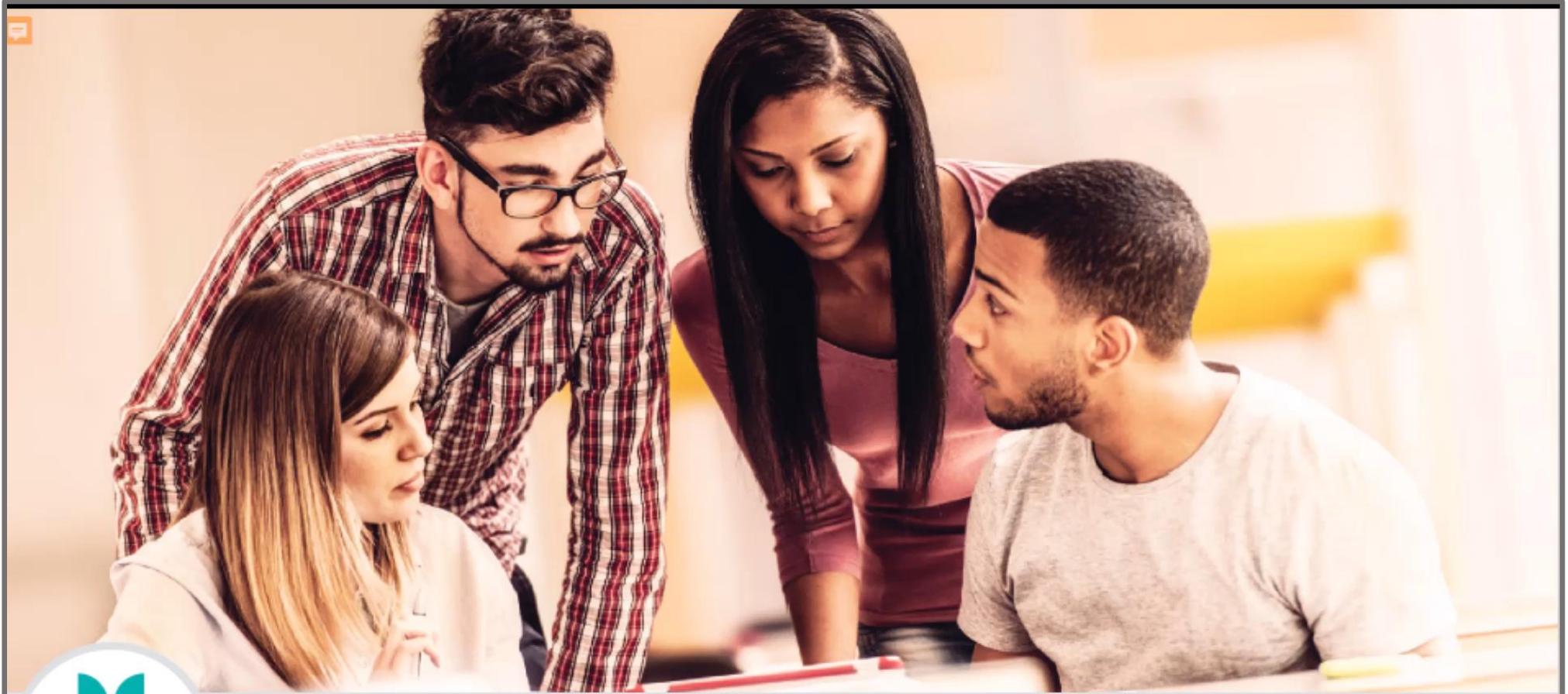
Certificates



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Trainings to Go



Community Asset Mapping

Strategic Partnerships



HOME GET STARTED LEARN TECHNICAL ASSISTANCE RESOURCES STEM INITIATIVES

Online Professional Learning and Technical Assistance for 21st Century Community Learning Centers

Y4Y > Courses > Strategic Partnerships

[Contact Us](#) | [Sign Out](#) [AFrancis](#)

Strategic Partnerships

Implementation Strategies →



Estimated time to complete: 4 hours

Upon completion, you will receive an **Advanced Level** certificate of completion.

After completing this section, you will be able to

- Identify strategic partners.
- Develop an outreach plan to engage and develop partnerships.
- Write and employ an effective elevator speech to attract the right partners.
- Implement strategies to maintain partnerships.

Coaching My Staff →



Estimated time to complete: 1 hour

Upon completion, you will receive a **Leadership Level** certificate of completion.

Learn how to support staff in their efforts to build and strengthen partnerships. Find trainings, tips, tools and pointers to use when coaching your staff.

Tools →



Find ready-to-use, customizable tools that can help strengthen and maintain partnerships.

My Notebook STRATEGIC PARTNERSHIPS

[Save Notes](#)

[View my notes from other topics](#)

Glossary STRATEGIC PARTNERSHIPS

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