

## ICYMI: Collaborations, Partnerships, and Mergers Exploring the Continuum of Nonprofit Relationships

FIRM Alumni Session

Friday, June 9, 2017, 8:30 - 10:30 a.m.

Interfaith Works Women's Center



### Speakers:

Sarah Burnett, Director, Corporate Engagement Program, Leadership Montgomery  
Tobi Printz-Platnick, Senior Program Officer, The Morris and Gwendolyn Cafritz Foundation  
Alyssa Sanders, Partner Agencies Administrator, Linkages to Learning  
Leon Seeman, CFRE, Nonprofit Senior Executive  
C. Marie Taylor, President and CEO, Leadership Montgomery

### Leon Seeman: The Nonprofit Perspective

Things to consider in a nonprofit merger: Mission, Desired Impact, Level of Autonomy, Desires of the Funders

The 5 Models of Partnerships: Cooperative, Coordination, Collaborative, Integrated and Merger.

What to remember: Nonprofits should look to each other to strengthen their mission. Funders are looking for relationships and best "bang for the buck" outcome for their dollars.

Keys to A Successful Merger: Building Trust, Excellent Communication, Accommodating Company Cultures, Change Management, Ability to Evolve Over Time

[Click here for the full presentation.](#)

### Alyssa Sanders: Collaborating With Nonprofits, Government, and Schools

Linkages to Learning is a partnership between MCPS, DHHS and nonprofit providers. The strength of the approach is that all are able to work together - each doing different tasks to help the same population (children for example).

Alyssa is part of a three-person management team. She manages the provider relationships. A key to the success is continuous communication and relationship building. A challenge is managing different organizational cultures. For example, nonprofits need to understand that government and school partners have different constraints and timelines.

[Click here to view the Linkages to Learning Collaborative Structure.](#)

### Tobi Printz-Platnick: The Funder's Perspective

Each applicant for funding is unique in how they want to carry out their mission, there is no "form" or perfect proposal that will guarantee funding. Funders look for nonprofits that collaborate and often refer applicants to other organizations which would benefit from knowing each other.

Don't Forget: Use foundations as a resource to further your mission beyond getting funding. AND if you are working on a merger, make sure you do all the "front end" work before the legal paper is signed. Make sure the relationship is sound before making it legal, not after the fact.

### C. Marie Taylor and Sarah Burnett: A Success Story

Corporate Volunteer Council (CVC) was acquired by Leadership Montgomery (LM). The new arrangement was facilitated by changes in each organization. LM had just adopted a new strategic plan with a new emphasis on linking graduates with continued service opportunities. At the same time, CVC was concerned about the sustainability of their financial model.

What was difficult? To dissolve a separate board and meld into a new board with LM. They have been happy with the results and look forward to strengthening the relationship.

What makes it a success story? CVC does have some autonomy within LM and they both believe that was part of what made the "adoption" of CVC into LM successful.

[Click here to read the full story](#)  
in the *Stanford Social Innovation Review*.