A purple rectangle with white background

Description automatically generatedA black background with a black square

Description automatically generated with medium confidenceIdentifying Partners on a Continuum

**What to do:** Use this template to begin identifying potential partners and the types of services or support they might offer. See the Partnership Continuum on the last page to help you consider possible levels of engagement.

**Why it matters:** Research indicates that partnerships between out-of-school time programs and community stakeholders help provide stronger, more impactful academic and other experiences for students and their families. Also, strategic partners can be essential to your program’s long-term sustainability.

**Planner**

|  | **Details** | **Partnership Ideas** |
| --- | --- | --- |
| **Community Leaders** |  |  |
| Business |  |  |
| Religious |  |  |
| Political |  |  |
| Long-term residents |  |  |
| Philanthropists |  |  |
| Other |  |  |
| **Community Resources** |  |  |
| Parks, zoos, museums |  |  |
| Popular meeting places |  |  |
| Libraries |  |  |
| Colleges and universities |  |  |
| Concert venues |  |  |
| Other |  |  |
| **Groups** |  |  |
| Political |  |  |
| Arts related |  |  |
| Service oriented |  |  |
| Community |  |  |
| Other |  |  |
| **Community Services** |  |  |
| State and local government |  |  |
| Nonprofit organizations |  |  |
| Charities |  |  |
| Education and training |  |  |
| Other |  |  |
| **Industry** |  |  |
| Small businesses |  |  |
| Large corporations |  |  |
| Trade groups and unions |  |  |
| Other |  |  |
| **Sources of Information** |  |  |
| Newsletters |  |  |
| Websites |  |  |
| News organizations |  |  |
| Listservs |  |  |
| Chamber of Commerce |  |  |
| Other |  |  |

# Partnership Continuum

Some partnerships are short term, while others may last for years. Where your partnerships start will depend on shared goals and commitments, degree of change required, risk involved, the self-sufficiency of each party, power, trust, and willingness to share.

**Networking**

**Integrating**

**Collaborating**

**Cooperating**

**Coordinating**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Networking**  Exchanging information for mutual benefit. | **Coordinating**  In addition to networking, blending activities to achieve a common purpose. | **Cooperating**  In addition to coordinating, sharing resources. | **Collaborating**  In addition to cooperating, learning from each other to enhance the capacity of both. | **Integrating**  In addition to collaborating, completely merging operations, administrative structures, and budgets. The constituent parts are no longer discernable. |
| **Activity Examples**   * A presentation on how to fill out college applications. * Introducing a colleague who may assist the program in the future. | **Activity Examples**   * Providing several volunteers for a family literacy night. * Donating refreshments for an event. | **Activity Examples**   * Providing space for programming. * Contributing funding for an event. | **Activity Examples**   * Providing recreational services. * Establishing a mentoring program together. | **Activity Examples**   * Applying for grants or funding together. * Working together with state leaders on a project. |
| **Partners**  Example: Art store | **Partners**  Example: Service club | **Partners**  Example: Service club | **Partners**  Example: Local library | **Partners**  Example: School partner |





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