



**UMFS**  
Unwavering champions  
for children and families.



# PARTNERING FOR CREATIVE COMMUNITY SOLUTIONS

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# Learning Objectives

- Understanding the value of partnerships to address service gaps or create community solutions.
- Explore key components to develop successful, sustainable partnerships.
- Identifying and addressing obstacles.



# Definition of Partnering to Create Community Solutions

Working together to produce or create a community solution or improve a system of care. A mutually beneficial working relationship entered into by organizations in which each partner has needs and brings value.



# Our **MISSION:**

UMFS is an **UNWAVERING CHAMPION** for high-risk **CHILDREN** and **FAMILIES** collaborating with communities to help them **REACH** their **FULL POTENTIAL**



Unwavering champions for children and families.

# Our **VALUES**

- **PASSION**  
unleashes greatness
- **RELATIONSHIPS**  
are our building blocks
- Start with **STRENGTHS**  
always!
- **COLLABORATION**  
multiplies impact
- Relentlessly pursue  
**SOLUTIONS**



# UMFS Core Competencies

- Community Solution Provider
- Trusted Experienced Partner
- Bridge Builder/Networker



# UMFS Partnerships

- Central Virginia System of Care
- Leland House
- Guardian Place
- Adoptive Family Preservation
- Charterhouse School – Edinburg
- Parkview Community Ministries
- Integrated Healthcare



# Partnerships: Good, Bad or Ugly

In groups of two - discuss the successful and challenging partnerships you have experienced.

List the elements or characteristics of each below.

– Successful Partnerships



– Challenging Partnerships



# Why Partner?

- Share resources and align competencies.
- Share risk
- Reach more children and families or a broader community.
- Advance your organization's mission
- Develop new ways of working
- Gain access to additional resources.



# Standards for Productive Partnerships

- Manage the partnership's work with a plan that drives towards outcomes.
- Foster and manage the partnership's working relationships as thoroughly as the partnership's work.
- Openly engage community stakeholders throughout the work of the partnership.



# Critical Success Factors

- Mutual Trust and Respect
- Complementary Vision, Mission, and Values
- Structured and Open Ongoing Communication
- Established Points of Contact
- Clearly Defined Roles and Responsibilities
- Well-Defined Metrics of Success
- Paying Attention to and Taking Care of the Relationships



# Cultural Differences

## Nonprofit-Business-Government

- Language, jargon
- Measurement of success
- Performance measures
- Pace
- Decision-making style
- Competition
- Organizational Culture



# Partnership Readiness

- Is your organization considering or in the process of implementing a partnership?
- What do you need/want?
- What do you offer?



# References

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- Plexus Consulting Group (2008). *The Power Of Partnership: Principles and Practices for Creating Strategic relationships Among Nonprofit Groups, For-Profit Organizations, and Government Entities*. The Center for Association Leadership and U.S. Chamber of Commerce.
- Points of Light Institute (2005). *Building Partnerships that Work: Nonprofit Organizations and Employee Volunteers*.

