

# Strategic Partnerships for Nonprofits



In today's ever changing business and funding environment there is tremendous economic and funder pressure on nonprofit organizations to improve service delivery and organizational performance. Funders are encouraging nonprofits to develop creative ways to collaborate through Strategic Partnerships. These relationships include:

- **Back-Office Consolidations** - Sharing of administrative services – HR, IT, Finance, etc.
- **Shared Spaces** – Use of common building space by multiple nonprofits.
- **Joint Ventures** – Collaborative programmatic initiatives undertaken by multiple nonprofits
- **Fiscal Sponsorships** – Oversight and fiscal management provided by one nonprofit for another exempt organization.
- **Mergers** - The full integration of separate nonprofit corporations into one entity.

The challenge for any nonprofit organization is to determine which if any of these arrangements will be effective and how each might impact mission and organizational culture. **J. F. Smith & Associates** (JFSA) is uniquely qualified to help. Our consulting team consists of experts from the for-profit and nonprofit realms. They understand the advantages and disadvantages of each arrangement and can answer the important financial, people, systems and process questions while being mindful of your organization's mission.

Most partnerships fail or underperform because insufficient time is devoted to assessing all aspects of the new relationship, and properly planning the process from exploration to integration.

JFSA will help your organization avoid the pitfalls and make informed decisions. We will help you:

- Understand the various types of nonprofit partnerships
- Develop a partnership strategy
- Explore which relationships will best serve your organization and your clients
- Identify and approach potential partners
- Facilitate initial conversations between partners
- Perform due diligence (review programs, culture and administration) to determine the viability of the partnership
- Negotiate with your potential nonprofit partner
- Plan and prepare for the partnership
- Integrate the partnership

A successful strategic partnership should provide your organization with access to more diverse funding opportunities and help improve and broaden its service delivery. While you continue to stay on mission, we will help you focus on the three critical elements of successful partnerships - **planning, due diligence and integration**. Call us to learn more about our process.

**J. F. SMITH & ASSOCIATES**

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