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**"PARTNERSHIPS BRIDGE THE GAP
ON INCLUSION AND EQUITY
PROGRAMMING"**



LEARNING OBJECTIVES



**1. DISCUSS WAYS TO ENGAGE OUTSIDE ORGANIZATIONS TO
CREATE NEW PARTNERSHIPS**

2. PROVIDE EXAMPLES OF PARTNERSHIP OPPORTUNITIES

**3. IDENTIFY POSSIBLE ROADBLOCKS IN PARTNERSHIPS AND
ONE WAY TO OVERCOME THOSE ROADBLOCKS**

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FIND ORGANIZATIONS/NON-PROFITS THAT HAVE AN ESTABLISHED FOLLOWING AND/OR PROGRAM(S)



- SET UP A MEETING TO OPEN THE LINES OF COMMUNICATION
- FIND OUT DETAILS REGARDING THEIR PROGRAMS AND WHAT THEIR GOALS ARE FOR GROWTH
- DETERMINE AREAS IN WHICH THEY MAY BE LACKING DUE TO FACILITY SPACE, FACILITY AMENITIES, CONTRACTED INSTRUCTORS, ETC.
- FUNDING AND FINANCIAL CONSIDERATIONS



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EXAMPLES OF PARTNERSHIPS:

- ❖ CITY OF NAPLES/COLLIER COUNTY
- ❖ INTERLOCAL AGREEMENTS WITH SCHOOLS
- ❖ STARABILITY FOUNDATION
- ❖ MEALS OF HOPE
- ❖ ELS CENTER FOR EXCELLENCE
- ❖ THE MIRACLE LEAGUE OF PALM BEACH COUNTY
- ❖ LOVE SERVING AUTISM
- ❖ JAMIE'S ANGLES
- ❖ ICARE (SEA TURTLE ADVENTURES)
- ❖ AZUL FOR BETTER LIVING
- ❖ ARC OF PALM BEACH COUNTY

CITY OF NAPLES/COLLIER COUNTY

- **SHARED A POSITION (SPECIAL POPULATIONS COORDINATOR)**
 - ✓ **CITY OF NAPLES PAID HALF THE SALARY AND BENEFITS FOR THE YEAR TO COLLIER COUNTY**
 - ✓ **COORDINATOR HAD ACCESS TO ALL FACILITIES IN COLLIER COUNTY AND CITY OF NAPLES**



INTERLOCAL AGREEMENTS WITH SCHOOLS

- **"WE WILL USE YOUR FACILITIES/YOU CAN USE OURS"**
 - ✓ **HARDER WITH CURRENT SAFETY MEASURES IN SCHOOLS**
 - ✓ **SOME EVEN SHARE SAME BUILDING (I.E. LEE COUNTY)**



STARABILITY FOUNDATION

- **OFFERED FOR SPECIFIC AGE GROUP**
- ✓ **BENEFIT: EVERYONE STAYED IN THEIR WHEELHOUSE AND OFFERED EXCELLENT PROGRAMS**
- ✓ **THEY HIRED OUR STAFF**
- ✓ **THEY USED OUR FACILITY BECAUSE THEY DID NOT HAVE A BIG SPACE**



MEALS OF HOPE

- **USE OUR PARKING LOT; PROVIDE FOOD TO ANYONE WHO SAYS THEY NEED IT**
- ✓ **HELPED LOWER INCOME NEIGHBORHOOD**
- ✓ **THEY ALWAYS TOOK CARE OF OUR KIDS**



ELS CENTER OF EXCELLENCE



- **ADULT DAY PROGRAM (GRANT FUNDED)**
 - ✓ **GRANT SPECIFIED A REQUIREMENT FOR FITNESS CLASSES**



- **ON THE JOB TRAINING (IN THE WORKS)**
 - ✓ **PROVIDE INTERNSHIP OPPORTUNITIES**
 - ✓ **THE CENTER PROVIDES WORKERS COMPENSATION AND JOB COACHING SPECIFIC TO JOB POSITION**

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THE MIRACLE LEAGUE OF PALM BEACH COUNTY



MADE POSSIBLE THROUGH A PUBLIC PRIVATE PARTNERSHIP (P3)



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LOVE SERVING AUTISM

➤ TENNIS PROGRAM (GRANT FUNDED)

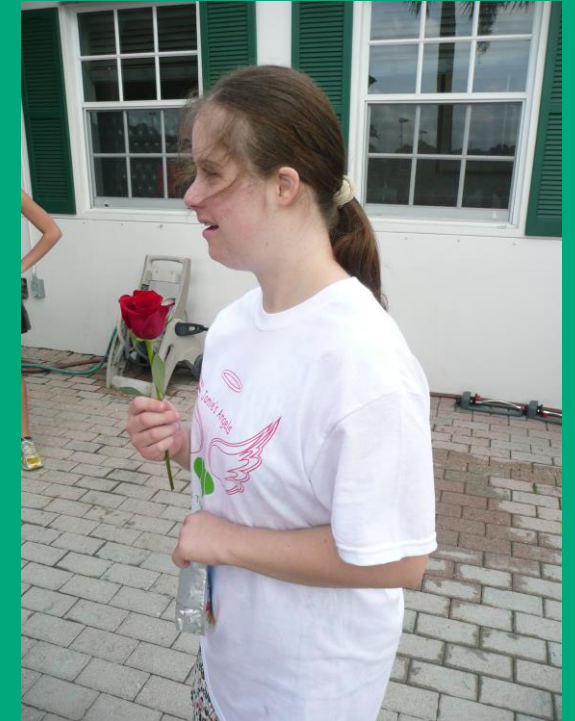


 **LOVE
SERVING
AUTISM™**
IN PARTNERSHIP WITH **USTA FLORIDA**

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JAMIE'S ANGELS

➤ TENNIS INSTRUCTION/OPEN PLAY



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ICARE (SEA TURTLE ADVENTURES)



18+ ADULTS WITH SPECIAL NEEDS PROGRAM



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AZUL – FASHION, ART & DESIGN, INC.

➤ 18+ ADULTS WITH SPECIAL NEEDS PROGRAM



ARC OF PALM BEACH COUNTY

➤ COMMUNITY PARTNERSHIP AGREEMENT

✓ SPACE PROVIDED FOR THEIR SUMMER
CAMP PROGRAM

✓ EXCHANGE OF SERVICES INCLUDED:

- ❖ DETERMINE REASONABLE ACCOMMODATIONS
FOR THOSE WITH SPECIAL NEEDS
- ❖ PROVIDE SUPPORT STAFF FOR THOSE CAMPERS



The Arc.
Palm Beach County



VSA FLORIDA-PALM BEACH COUNTY: ARTSTOPS PROGRAM

➤ PARTNERSHIP FROM 2001-2015





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IDENTIFY ROADBLOCKS AND HOW TO OVERCOME THEM:

- ❖ FUNDING/BUDGET
- ❖ 'CHANGING OF THE GUARD'
- ❖ DUPLICATION OF SERVICES
- ❖ ASK FIRST OR ACT FIRST?

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IN MANY PARTNERSHIPS, FACILITY SPACE AND/OR LAND IS PROVIDED, AND ALL OTHER EXPENSES ARE PROVIDED BY THE NONPROFIT/PRIVATE GROUP

'CHANGING OF THE GUARD'

➤ STAFFING/MANAGEMENT CHANGES

- ✓ MANAGERIAL CHANGES IN ORGANIZATION

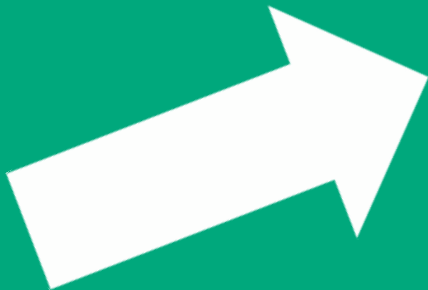
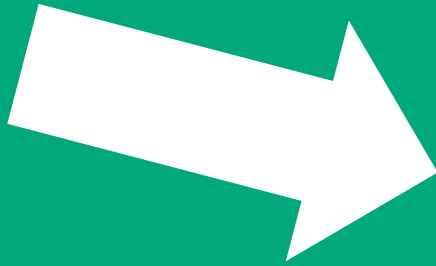
- ✓ RESTRUCTURING OF NON-PROFIT/PRIVATE GROUP

- ❖ STAY ON TOP OF OBLIGATIONS SET FORTH IN AGREEMENT



DUPLICATION OF SERVICES

➤ **SERVE THE COMMUNITY!**



ASK FIRST OR ACT FIRST?

➤ **ALWAYS GAIN THE SUPPORT OF YOUR ADMINISTRATORS AND/OR SUPERVISORS**



➤ **PERCEPTION OF WHAT YOUR ORGANIZATION 'SHOULD DO' THROUGH THE EYES OF A NON-PROFIT/PRIVATE GROUP MAY NOT ALIGN WITH WHAT YOUR ORGANIZATION CAN DO**

ASK FIRST OR ACT FIRST? (CONT.)



PARTNERS ARE INVITED GUESTS

- ✓ THIS MAY SOUND HARSH, BUT IT IS IMPORTANT TO ESTABLISH THE TERMS OF THE AGREEMENT AND TO MAKE SURE THOSE TERMS ARE CLEAR
- ✓ SET THE 'TONE' RIGHT AWAY – FURTHER DOWN THE ROAD, EVERYTHING WILL CONTINUE TO BE TRANSPARENT AS TO WHAT YOUR ORGANIZATION CAN PROVIDE/ALLOW

ASK FIRST OR ACT FIRST? (CONT.)



COMMON GROUND

- ✓ REMEMBER: SOMETIMES AS MUCH AS WE WANT SOMETHING TO WORK OUT, IT MAY NOT BE PHYSICALLY POSSIBLE
 - ❖ FACILITY SPACING
 - ❖ VALUES DO NOT ALIGN (I.E. INSTRUCTOR BACKGROUND CHECKS)
 - ❖ DOES THE PARTNERSHIP AFFECT THE 'POLITICS' IN YOUR CITY OR TOWN?

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KEY POINTS:

- ❖ COMMUNITY PARTNERSHIP AGREEMENT
- ❖ BE CLEAR!
- ❖ NO NEED TO REINVENT THE WHEEL
- ❖ MAKE SURE IT IS MUTUALLY BENEFICIAL
- ❖ THINK OUTSIDE OF THE BOX!



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PARK ASSOCIATION VISIT [FRPA.ORG](https://frpa.org)