

# TAP Talk Summary Evaluation

August 2015

**Theme:** Build Cross-Sector Relationships to Achieve a Common Goal

**Framing Question:** What does it really take to develop cross-sector relationships?

**Number of Participants:** 100-120

**Presenters:** Colleen Conley & Amanda Kaye, ckSynergy

**Evaluation Response:** 55 individuals responded to the overall survey

**Desired Core Results:** We hope participants walked away with

- An increased awareness about the value of continual learning to improve their organization's work
- An increased awareness or feeling that they are part of a network of change agents
- Recognizing they will be able to use the information, skills and/or insights gained during this TAP Talk
- An intention to contact someone they met or with whom they reconnected with at the TAP Talk

## ***Desired Core Results of TAP Talk***

These four results measured across most Priority Three activities.

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
I have an increased awareness about the value of continual learning to improve my organization's work	2	2	9	23	19
I have an increased awareness or feeling that I am part of a network of change agents	2	0	2	22	29
I believe that I will be able to use the information, skills and/or insights I gained during this TAP Talk	2	1	8	17	27
In the next three months, I intend to contact someone I met or with whom I reconnected at the TAP Talk	2	1	5	23	24

## **Content Specific Desired Results for the TAP Talk Session**

This TAP Talk successfully provided opportunities for...

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
Making connections with organizations	1	2	6	24	22
Talking with nonprofits and corporations about successful cross-sector partnerships	2	2	7	24	20
Learning more about how your organization can add value to mutually beneficial cross-sector partnerships	1	1	7	24	22
I left today's TAP TALK with a better understanding of cross-sector partnerships	1	2	11	20	21
The case studies (guest speakers) provided insight into how cross-sector partnerships can be applied at your organization	1	3	6	18	27
I was able to effectively brainstorm ways to incorporate cross-sector partnerships into your organization in the breakout sessions	2	3	18	21	11

### **What information, if any, will you use at your organization to create strong cross-sector partnerships?**

- Building in check-ins along the way to increase honesty and investment on both sides
- Organizational asset mapping
- The check list that was offered for what a cross-sector partnership should offer our organization
- The check-list provided for what a beneficial cross-sector relationship might have. Also, being able to say no to a cross sector relationship if you don't believe it is the right fit
- Contact info gained
- Re-imagining how my organization can provide benefit to another

- Finding mutual benefits
- I did come away with the knowledge that our organization is currently on the right track with our strategic partnerships and have a better understanding of the importance they play in our success
- I will develop a checklist or decision matrix for assessing potential partnership opportunities
- All the information was a great refresher and encouraging!
- We were already working on cross-sector partnerships but this allows me to continue on that journey
- Knowledge of the complexities of a relationship
- Our Prevention Department is already working with Maricopa County Health, a table partner with me They will join them and the representative from Radio Phoenix, who also sat at our table, to enhance the Teen Council
- Met a rep from Radio Phoenix and he might be a good avenue to get public health messages out to the community
- Knowing what questions to ask before approaching a potential partner
- We really wanted to get more information about how to START these relationships, but we will be looking for media connections to create
- We're not there just yet, but the groups I spoke with had great ideas that I hope to put in place when the time is right
- To also think about how we can help the other organization as well and not just our own
- Identifying other organizations who share similar values/mission and reaching out to collaborate
- The check list for partnerships
- What are our needs? What ROI do we want? What ROI can we promise a potential partner? What ROI can we promise a community?
- Checklist to evaluation potential cross-sector partnerships "Don't be so focused on the yes - be sure to ask the hard questions"
- Contact some case study companies, especially INMEDIA
- The talk was wonderful, I am already applying most of what was discussed in my job Again, the checklist proved to be an eye opener, the who to partner with and who not to Will it benefit the agency? It is okay to say no
- Developing relationships that benefit the corporate partner as much as the non-profit Had more of a hand out mentality prior to the TAP Talk
- Identify who is important to the clients I work with and encourage them to reach out
- I hope to be able to utilize a cross sector partner providing ROI reports to help train staff about gathering data about ROI to use for decision making
- As a volunteer recruiting organization, we might be able to partner with other volunteer match organizations
- I will use it as a tool in helping organizations become more efficient using their resources

- We will sit down and go through the hand out questions together
- So many organizations locally that are looking to partner
- Honest, open and continual communication is key
- Bring to the table what we as an organization have to offer
- That these partnerships need to be mutually beneficial
- In the future I will be more aware when seeking cross-sector partnerships I will evaluate the benefits that we can bring and gain, along with cost, staff time, risks, etc
- Identification of each entities goals!
- Clear understanding on the assets we bring to them Make it beneficial for both
- How to find working partners in the private sector
- Learned how to leverage the things we have to bring to the table in conjunction with others we wish to build partnerships who have programs and/or contacts that would be beneficial to us
- How to analyze the variety of ways we can be mutually beneficial to one another
- Afterwards, be able to answer whether it would be worth it for the partner/ourselves/the community to pursue this relationship in the future
- I will be more involved with our volunteers that are working on the development and fundraising committee to expand our outreach to organizations outside of our organization's mission in the mental health arena
- Knowing what both parties bring to the table
- The check list for mutually beneficial relationships

### **What is your biggest "aha" or "take away" from this TAP Talk?**

- The importance of creativity within effective partnerships
- Understanding assets
- Rick was great
- That even a small local non-profit, like the one I work for, is able to offer something in our partnerships and well as gain something
- That our small non-profit can have something to offer to a cross-sector relationship as well as gaining something
- Possibility of a 3-way mutually beneficial partnership with certain individuals at the TAP Talk
- Looking at how partnerships should stem from mutually beneficial relationships
- The realization that our organization, which already utilizes Strategic partnerships is on the right path and simply needs to focus on those partnerships as a means to improve communication and promote each other's missions throughout the community
- Connections and lots of opportunities
- Checklist for assessing right fit of a potential partnership (looking forward to getting full checklist from the panelist) Also, "rhino dollars" info

- It was encouraging to hear from others what's working and what isn't when trying to foster cross-sector relationships We are not alone, we all face similar challenges
- The networking is always essential It was great to reconnect and to meet new people who asked questions and shared ideas
- Maximizing the impact of cross-sector partnerships requires approaching it as a "campaign"
- I saw the need to contact our BANK representative to be a part of our Health Fair Financial Health of our Service Members is essential to their overall well-being
- Although my agency has partners and relationships with those partners, I need to connect into those past relationships in addition to creating my own new relationships
- Realizing how to measure the impact of partnerships
- Creating a media partnership! That is such an amazing idea!
- Not being afraid to take risks in exploring partnership opportunities
- I liked the fact that it is okay to say no to a partnership if it is not in the best interest of the organization
- Benefits of leveraging existing relationships/alliances to help us achieve our common goals
- The check list for partnerships
- Don't over promise Deliver what you promise Work out the ROI when meeting with a potential partner for both sides
- The Cross-Sector visual depicting large scale change vs the silo approach to change
- Some things never change Presentation was excellent and some company values remain constant
- I loved Rick McCartney's partnership checklist
- Develop beneficial corporate ~ non-profit partnership involves saying no thank you to relationships that are not well aligned
- The power of collaboration
- The different ways people defined the questions and answers were very interesting and gives insight into why it is so difficult to have the desired impact Also, that this valuable resource to attempt to get everyone speaking the same language is available to our organization at no cost
- Hearing from the two sample partnerships was the best part Otherwise I felt the info covered was just too basic
- Need to come from a position of strength in what we offer partners
- The win - wins for nonprofit and businesses It's leveraging each other to help each group reach their goals
- Reconnecting with colleagues
- Great examples during the presentation
- There are varying degrees of "collective impact" already out there in our community and benefiting both parties, which is great
- The importance of "selling" yourself not just asking and expecting the other to see the value

- My biggest "aha" moment was the realization that the TAP talk were part of such a vast network of people and opportunities
- Brainstorming ways to utilize current resources was helpful
- I learned about mountain park health center and was able to see connections that could be made
- The check list to have meaningful partnerships
- Learning how to connect with non-foundation private sector corporations and what they want from us
- The variety of ways a financial institution can assist a nonprofit and vice-versa
- The variety of ways we can interact with banks and other fiscal entities
- Afterwards, be able to answer whether it would be worth it for the partner/ourselves/the community to pursue this relationship in the future
- It was informative to learn that corporations and businesses have dedicated staff that are willing to provide volunteers, funding and collaborative associations with civic groups, and non-profit charitable service organizations
- Great network opportunity
- The check list for mutually beneficial relationships

**I attended the TAP Talk because...**

**NEW QUESTION**

	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
<i>It was free</i>	6	2	11	16	20
<i>The topic was relevant to my work</i>	2	3	1	17	32
<i>The interactive format is an effective way to learn</i>	1	1	6	22	25
<i>It is an opportunity for quality professional development</i>	2	0	7	13	33

## **Value** ← NEW QUESTION

The perceived value of the TAP Talk by 36 of the 55 evaluation respondents was an average of \$65 per person. The actual cost of the TAP Talk was nearly \$23 per person for approximately 110 participants. SLHI's TAP Talk investment indirectly impacts an estimated 343,577\*, the approximate number of people served by the 55 evaluation respondents, for less than one penny per person.

\*This number excludes organizations that serve the entire state.

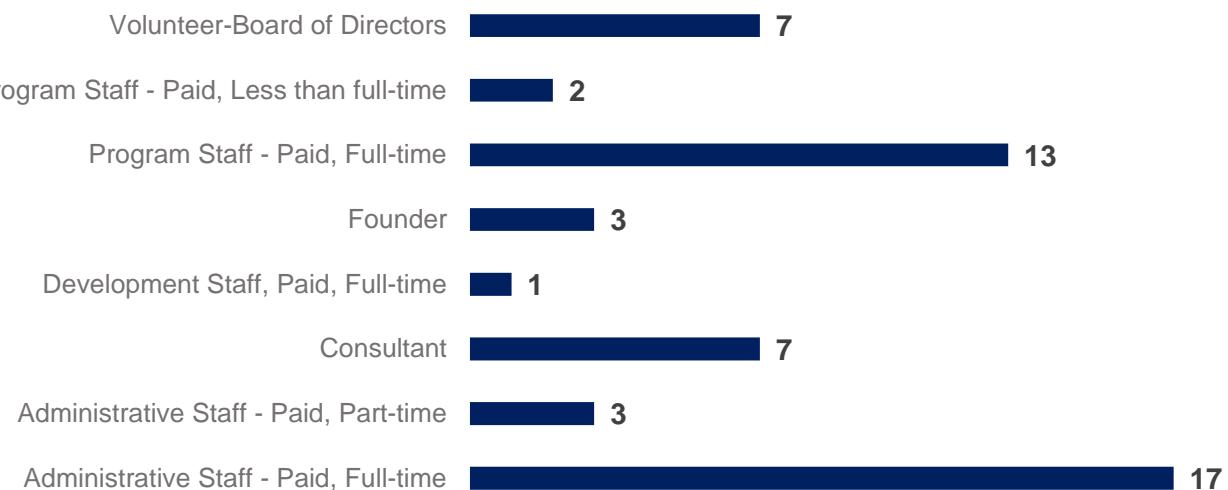
## **Future Attendance**

**I plan on attending the next TAP Talk Topic: Reclaim Your Power: Time & Resource Management - October 15, 2015**

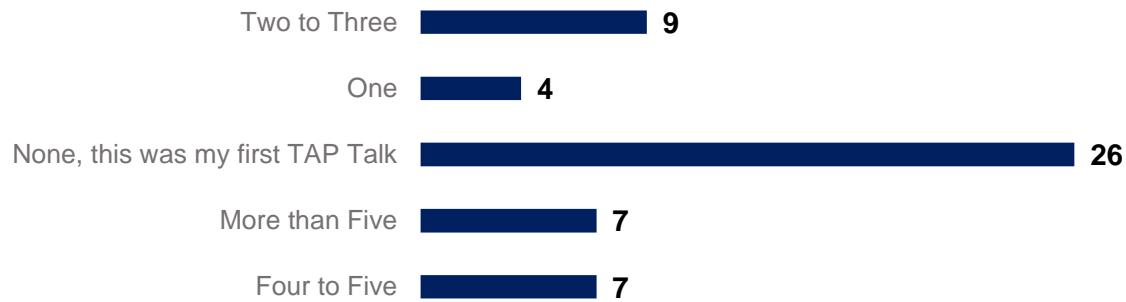


## **Participant Information**

**For the organization you are representing today, please choose the closest description. Check all that apply.**



### **How many TAP Talks have you previously attended?**



### ***Final Comments***

- This survey is kind of long should be short to enable people to complete
- It was a great experience
- Thank you looking forward to the next one
- Thank you!
- Will you be sending out the Project Checklist that the gentleman from media mentioned?
- Connected with First Things First and Conscious Community Yoga to discuss partnership opportunities
- THANK YOU for assisting us to better serve the community
- I felt that too much time was dedicated to the guest speakers (not the presenters) The content of the guest speakers did not, in my opinion, warrant the amount of time allocated to them
- I thought that this particular presentation did not need the extra set of speakers to demonstrate the cross-sector example Would have preferred to have another exercise that was relevant to learning how to create a relationship
- I think that the presenters did a wonderful job with the time available!
- I have often thought that as folks register, they should be assigned a table on a random basis so that they mix and mingle with people from organizations other than their own
- Thank you!
- Thank you
- I look forward to attending the TAP group series of workshops