

SUSTAINABILITY

UNDERSTANDING AND MEETING THE CHALLENGE

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What are we selling?

- Is the value proposition well-defined?
- Why is it so hard?
- What resources are needed to figure this out?
- Is there a “big lever” out there?



**Does it look like this to a
prospective partner?**



When what we really want is this.....



DISCUSSION QUESTIONS

- Can we define sustainability? Does it mean different things to different sites?
- Exactly what are you trying to sustain? Is it the “entire program”, the entity of the collaborative, or maybe the collaboration process itself as a valued construct in the community?
- What would be the legacy of the work?
- When do you stop being a “project site” and become the sustaining entity?
- What are your most challenging issues about sustainability?

DISCUSSION QUESTIONS

- What does the work need in order to be sustained?
- What should the national investors turn their attention to in order to better support your quest for sustainability?
- Are there new partners that should now be invited into the effort who could help create the framework for sustainability?
- Are we being clear enough that there are options for membership and participation?
- Should we move toward greater alignment with private business ?

Potential Partner Interests

- Economic development
- Industry and job opportunities
- Neighborhood connections
- Career management services
- Attention to specific populations
- Cultural competence
- Civic will and capacity
- Social investor
- Data driven strategy
- Attention to specific populations
- Workforce intermediaries

Good jobs and Careers Casey Foundation,
2004

Potential Partner Interests

- Educational attainment
- Economic recovery
blueprint: a place to start
- Taking a philanthropic-
led initiative to scale
- Asset building for family
success
- Public-Philanthropic
Collaboration
- Other??



Are we thinking outside the box?

Ideas to achieve sustainability

- Imbed in long-term funding streams: public and private
- “Sell off” to a logical infrastructure organization
- Create fee for service strategies
- Attach to corporate foundations to support specific industry talent development: i.e., financial, telecom; global; health care, defense related,
- Design customized business plan to better fit novel funding streams: energy independence, transportation infrastructure; aging alignment; public housing; reemployment services

Ideas to achieve sustainability

- Sell off the collective infrastructure
- Create a revenue -producing learning community open to interested learners
- Create franchise models through social venture philanthropy
- Other??