



Collaborating with Nonprofits in Your Area  
Addressing Strategic Gaps

**Examples to Address Strategic Gaps**

	<b>Administrative</b>	<b>Communications/Advocacy</b>	<b>Service Delivery</b>
<b>Increasing Intensity</b>	<b>Collaboration</b>	<ul style="list-style-type: none"> <li>• Joint funding requests</li> <li>• New funding streams</li> </ul>	<ul style="list-style-type: none"> <li>• Seamless service delivery system</li> <li>• Shared staff (intake person, case manager)</li> <li>• Services provided in new ways</li> </ul>
	<b>Coordination</b>	<ul style="list-style-type: none"> <li>• Centralize purchasing or benefits program</li> <li>• Fiscal agent or sponsor for a project with joint staff</li> <li>• On-site administration of a jointly provided service</li> </ul>	<ul style="list-style-type: none"> <li>• Advocacy on policy issues (welfare reform, community violence)</li> <li>• Cosponsor community forums</li> </ul>
	<b>Cooperation</b>	<ul style="list-style-type: none"> <li>• Colocation of staff</li> <li>• Shared temporary staff (bookkeeper, grantwriter)</li> <li>• Shared equipment</li> </ul>	<ul style="list-style-type: none"> <li>• Creating a common intake form</li> <li>• Joint support of an information and referral system</li> <li>• “Mall approach” to addressing the needs of shared clients</li> </ul>
		<ul style="list-style-type: none"> <li>• Joint board and staff development</li> <li>• Information distribution to customers or clients</li> <li>• Sharing survey or study results</li> </ul>	<ul style="list-style-type: none"> <li>• Sharing advertising expenses for arts performances</li> <li>• Mapping program locations</li> </ul>
			<ul style="list-style-type: none"> <li>• Providing best practice information on a specific program model</li> <li>• Sharing customer and audience information</li> </ul>

Increasing Complexity and Impact