

ANN 2011 Sustainability Survey Results Overview and Collaboration Presentation

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Agenda

- ▶ Overview of survey results
- ▶ Introduction to Collaboration and Sustainability
- ▶ Questions

Methodology

- ▶ Survey developed by Social Entrepreneurs, Inc. (SEI) and ANN to determine what are the sustainability needs among Nevada's nonprofits
- ▶ Survey open to nonprofits throughout State of Nevada
- ▶ 64 completed responses

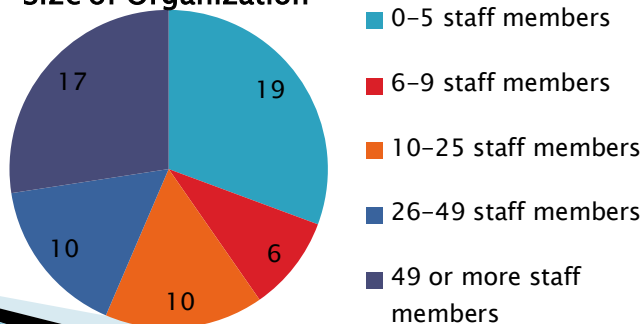
Demographics

- ▶ Half of those who answered were Executive Directors/CEOs
- ▶ Majority serve the Las Vegas area (Las Vegas 44, North Las Vegas 33, Henderson 35)
 - Over 40% serve Reno (29) and Sparks (26)
 - Representation of all towns/cities in Nevada

Demographics

- ▶ 30% are smaller nonprofits (0–5) staff members
 - 27% have 49 or more staff members
 - Representation of all organization sizes

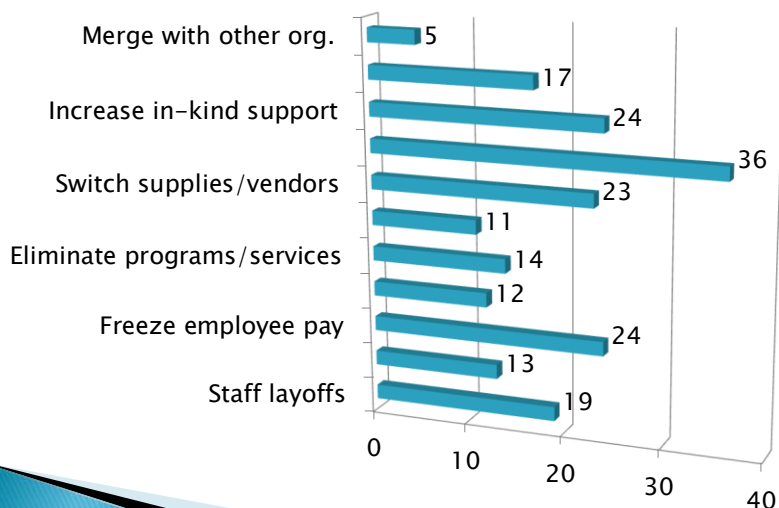
Size of Organization



Changes to Manage Cost

- ▶ Asked if organizations made any changes to manage cost within past 12 months
 - Aggregate:
 - 68% reduced operational expenses
 - 45% increased in-kind support
 - 43% switched suppliers/vendors
 - Representation of all changes (trying everything)
 - Las Vegas:
 - 74% reduced operational expenses
 - Reno:
 - 64% reduced operational expenses

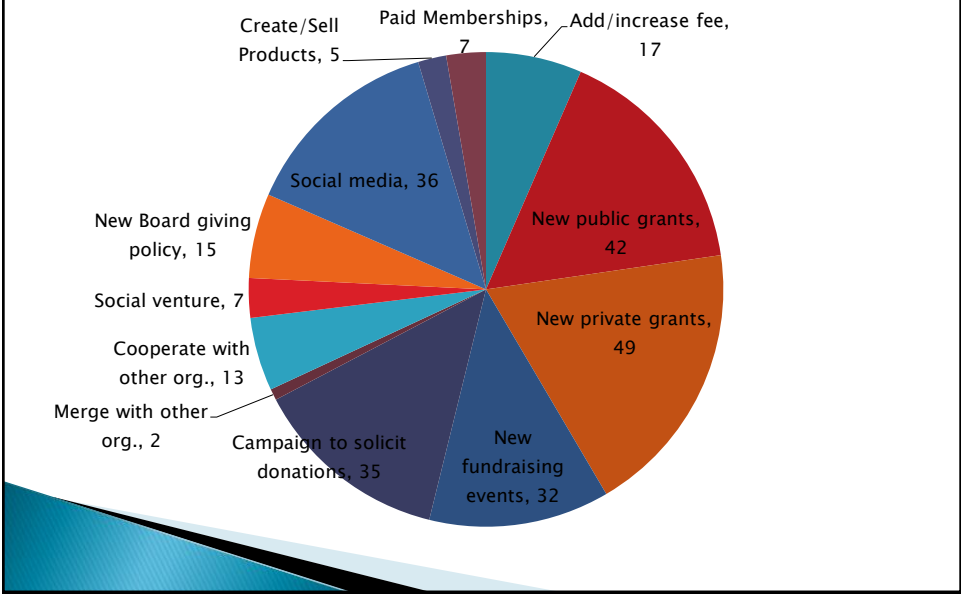
Changes to Manage Cost



Revenue Changes

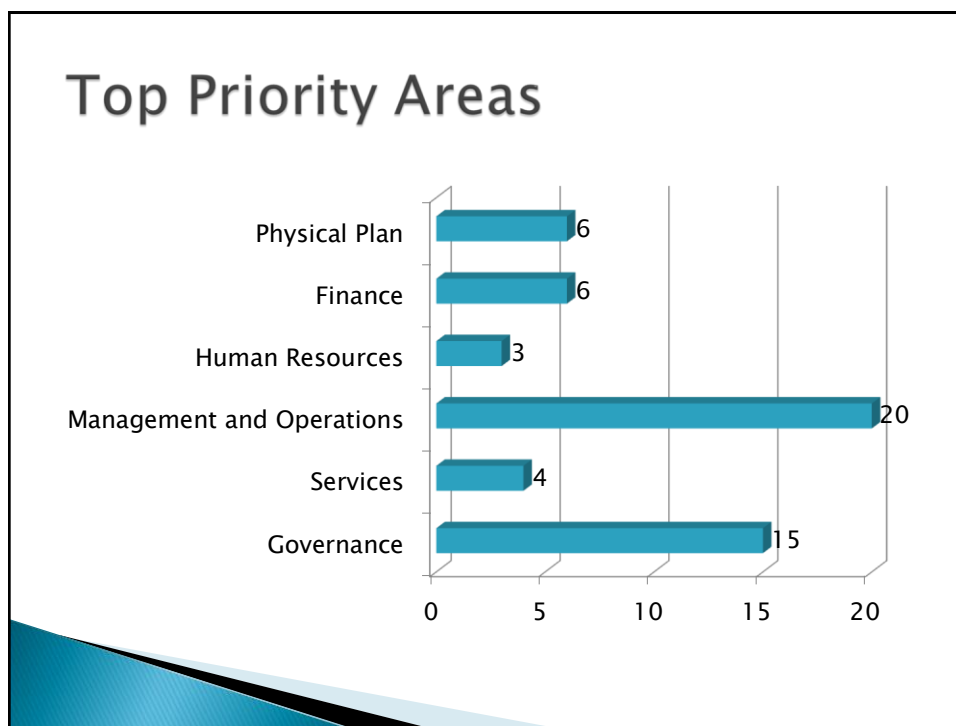
- ▶ Asked if organizations had made any changes to increase revenue in past 12 months
 - Aggregate:
 - 80% applied for new private grants
 - 69% applied for new public grants
 - Representation of all categories (tried everything)

Revenue Changes

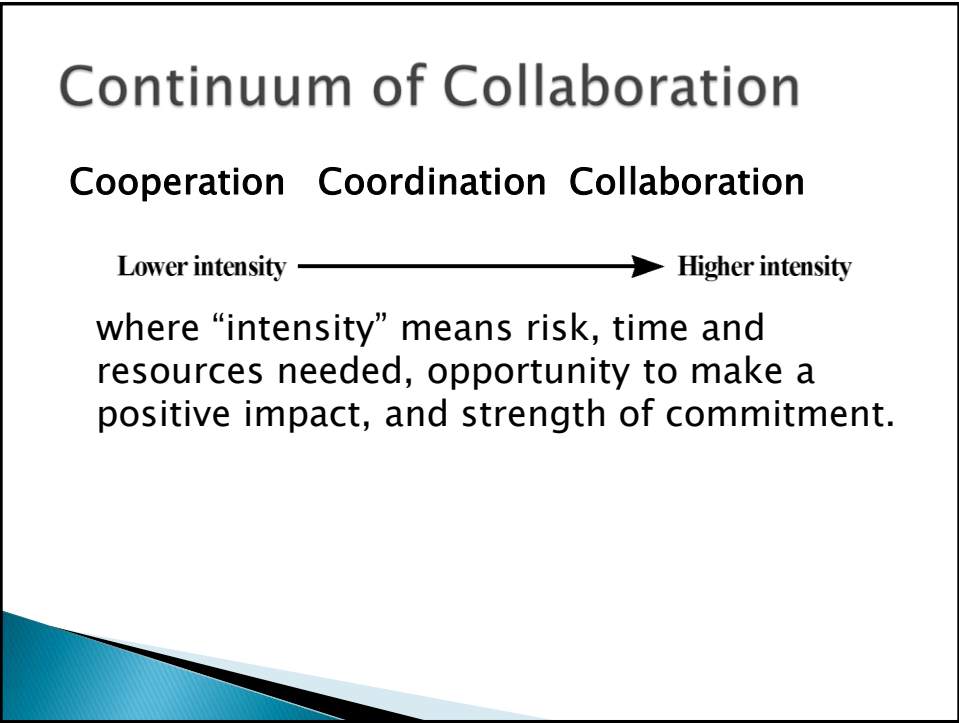
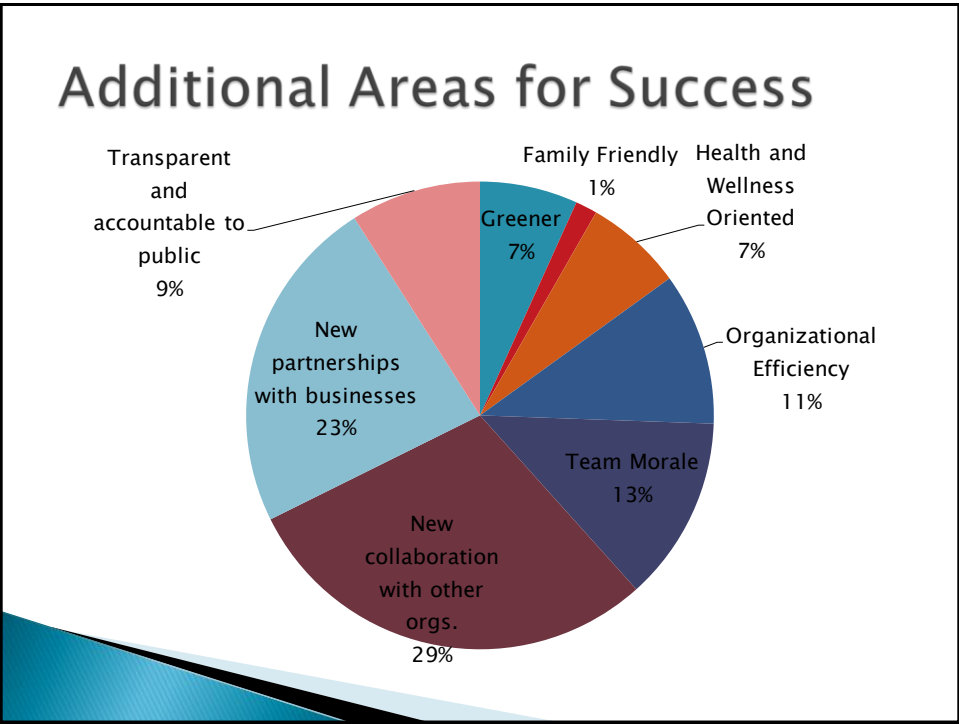


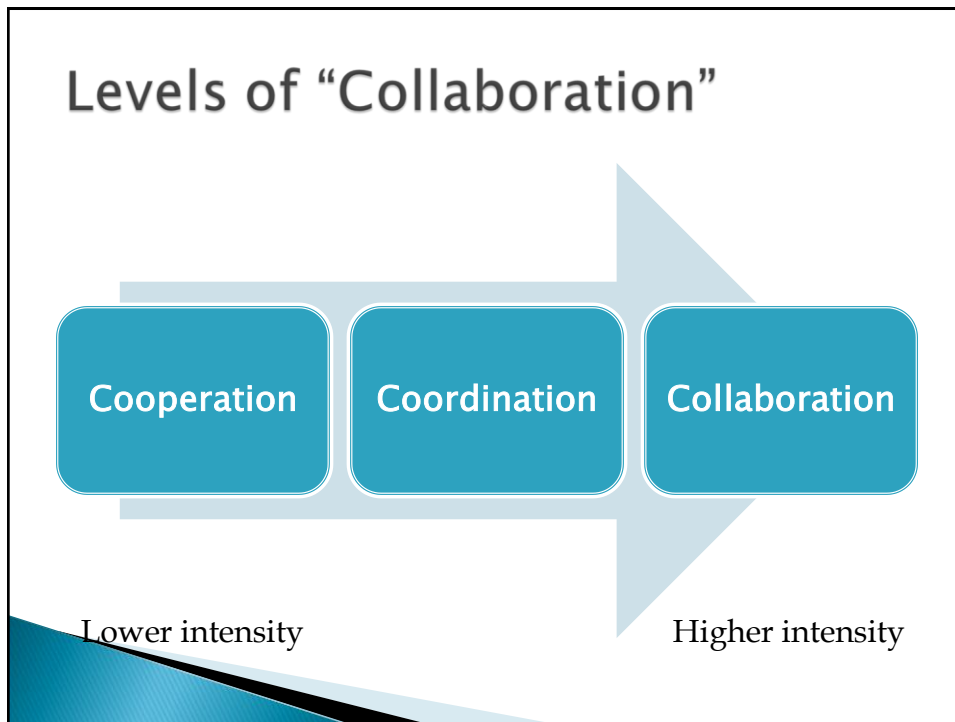
Top Priority Area

- ▶ Organizations were asked to select one top priority area where they feel their organization would benefit most from training and technical assistance at this time.
 - Aggregate:
 - 37% selected Management and Operations
 - 28% also selected Governance
 - Representation of interest in training/technical assistance in all areas



- ## Additional Areas for Success
- ▶ Organizations asked to select additional areas they feel would position them for long term success
 - Aggregate:
 - 63% selected setting up new partnerships and collaborations with other organizations in their area
 - 50% also selected developing partnerships with businesses and corporations that could provide support through in-kind or volunteer support
 - All areas selected – i.e. would like help in all areas





- ## Characteristics of Effective Collaborations
1. Mutual respect, understanding and trust
 2. Open and frequent communications
 3. Representative nature of the group
 4. Clear decision making guidelines involving all levels
 5. Specific, attainable goals

Characteristics of Effective Collaborations

6. Established formal and informal communication channels
7. Clear roles and policy guidelines
8. Members share a stake in both process and outcome
9. Members see collaboration as being in their self-interest

Value of Collaboration

- ▶ More expertise
- ▶ More opportunities to share or coordinate resources
- ▶ Access to more ways to generate income
- ▶ More relationships = opportunities for key champions and public support
- ▶ Better services for the community



Why Collaborations Fail



- ▶ Loss/lack of leadership
- ▶ Unequal involvement or recognition of members
- ▶ Unrealistic goals or demands
- ▶ Turf battles and competition
- ▶ Unwillingness to contribute resources or fully participate
- ▶ Poor or no planning
- ▶ Bureaucratic structure

Vision

- ▶ Clarity is needed about fundamental issues:
 - What is being sustained?
 - For how long?
 - At what level of activity?
- ▶ Vision should be unique or differentiated within the community
- ▶ For collaborative efforts, all partners must embrace the vision

Questions?

