

Scenario – Your environmental education organization has been approached by a community-based group interested in forming a partnership. Your staff and board members have previously expressed a desire to work with this group. The group would like to cooperatively develop, with your organization, a multi-year, grant-funded program designed to reach at-risk youth. Funding for the program is assured if your organization serves as the fiscal agent. The funder wants the community-based group to develop a program that will teach youth technology skills. The funder is particularly interested in job skill development.

Assignment - You are assigned to take this proposed partnership to your board of directors. In preparing for the meeting, develop a list of questions and concerns. What do you need to know, before you explore this partnership any further for your organization? What might be a “deal breaker?” What might motivate your organization to enter into the partnership? Caution: If you find yourselves saying, “we assume that...,” write the assumption down as a question or concern. In the end, you want to prepare the best recommendation for your board of directors.

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