
ROCHESTER AREA NONPROFIT CONSORTIUM

EXPLORING SHARED SERVICES FOR AREA NONPROFITS: JULY 2018

PRESENTERS: SCOTT MALONEY, FSR, AND BROOKE CARLSON, STRATEGIST



NORTH SKY
HEALTH CONSULTING

AGENDA

- Brief History of Consortium
- Overview of Progress
- Upcoming Opportunities for Engagement
- Q & A



HISTORY

HISTORY OF THE ROCHESTER AREA NONPROFIT CONSORTIUM



HISTORY

- Originally Greater Rochester Nonprofit Partners (GRNPP) (Est. 2010)
- GRNPP Work Group hosted forum “**Committing to Impact: Exploring a nonprofit alliance in greater Rochester, MN.**” (March 2017)
 - Purpose: begin discussion of **expanding capacity of nonprofit organizations by creating operational efficiencies, allowing more focus on mission.**
 - 28 organizations participated and determined top priority as developing shared services for **operational functions** including:

Finance and Accounting	“Back Office”/Administrative
Building/Space	Health Insurance
Human Resources and Personnel	Information Technology (IT)

HISTORY

- Work Group identified several action steps and held initial meetings to learn more but determined **more structure and staff support was needed**.
- Established “Rochester Area Nonprofit Consortium” in place of GRNPP.
- Applied for and received Bremer Foundation funding for Strategist to implement action steps.
- Formed Executive Committee – comprised of 8 local nonprofits – to guide work of Strategist.

Family Service Rochester

Ability Building Center

Zumbro Valley Health Center

Channel One

Families First

IMAA

Diversity Council

NAMI SE MN

HISTORY

Strategist, Brooke Carlson, charged with:

- Researching effective models and components from around US.
- Learning from numerous local, regional, and statewide organizations to gauge interest and refine focus.
- Evaluating feasibility of collaborative components with Executive Committee.
- Convening additional *Community Forums* to review findings and prioritize actions.
- Guiding priority-specific work groups to develop 3 year action plans.



PROGRESS

NATIONAL LANDSCAPE ASSESSMENT



PROGRESS

- Developed a Landscape Assessment Plan that details steps to:
 - conduct a systematic scan of national models and
 - learn about needs and interests community.
- Researched 15+ communities around U.S. and identified several to follow up with.
- Established relationships with several organizations either working towards similar goals or currently offering shared services (e.g. MN Council of Nonprofits).
- Created a summary of findings with key learnings and advice for Rochester effort.

KEY LEARNINGS

- Significant interest and momentum nationwide.
- Several organizations are either currently or will soon be offering shared services.
- Several models of shared services exist – there is no “one size fits all”.
- In many cases, new independent organizations formed to serve members and broader nonprofit community.

KEY LEARNINGS

- **Organizational Models Vary:**
 - Members only
 - Varied services based on membership type
 - A la carte
- **Common Service Offerings:**
 - Half of new organizations provide information technology (IT) and human resources (HR).
 - One-third administer benefits including health insurance.
 - Others include: shared space/facilities, finance/payroll, and joint purchasing.
- **Provision of Services:** Provided by new organization's staff and its vendors

KEY LEARNINGS: BENEFITS

- Time/Efficiency
- Cost Savings/Purchasing Power
- Quality of Programming/Services
- Networking/Coordination

KEY LEARNINGS:ADVICE

- Involve executive leadership and decision makers early.
- Take time to build trust and establish a collaborative path forward.
- Compromise is foundation for success.
- Understand it may not work for every organization.
- Solidify shared values before shared services.
- Look for early “wins.”



UPCOMING OPPORTUNITIES

WAYS TO GET INVOLVED



OPPORTUNITIES TO GET INVOLVED

- **EARLY AUGUST:** Email with link to Webinar recording, Nonprofit Interest Survey, and Q & A
- **MID AUGUST:** *Nonprofit Interest Survey* to
 - Gauge interests and motivations for shared services and specific functions.
 - Identify organizations willing to participate in priority-specific development.
- **AUGUST 22 and 29:** Small Group Strategy Sessions at Rochester Area Foundation
 - Dive into more detail on topic areas and begin prioritization.

OPPORTUNITIES, CONTINUED:

- **MID-LATE SEPTEMBER:** Large Group Forum
 - Provide a summary of findings from national and local assessments.
 - Continue prioritization process.
 - Serve as a nonprofit networking opportunity.
- **OCTOBER-DECEMBER:** Small Group Planning Groups:
 - Small work groups launched to begin developing priority-specific action plans.
- **JANUARY 2019:** Large Group Forum to review action plans.

CONSIDERATIONS

- Work is multi-faceted and will allow for flexibility in what you access based on interests of your organization.
- Efforts to share services will be both beneficial to your organization and for greater community.
- Work is intended to increase how efficiently you operate and allow you to do what you do – **better**.
- Conditions in our community are right, the time to commit to taking action is now.
- **Need YOU to inform next steps!**



Q + A

PLEASE SUBMIT WRITTEN QUESTIONS USING THE “CHAT” FUNCTION



CONTACT US!

For more information, questions, or to join our mailing list, please contact:

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