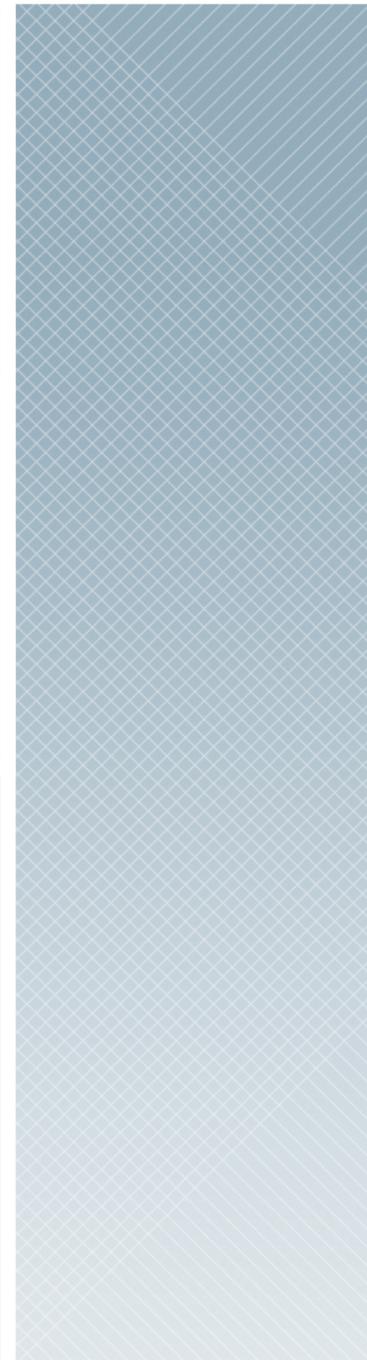




Building Local Consortia and Financing Strategically

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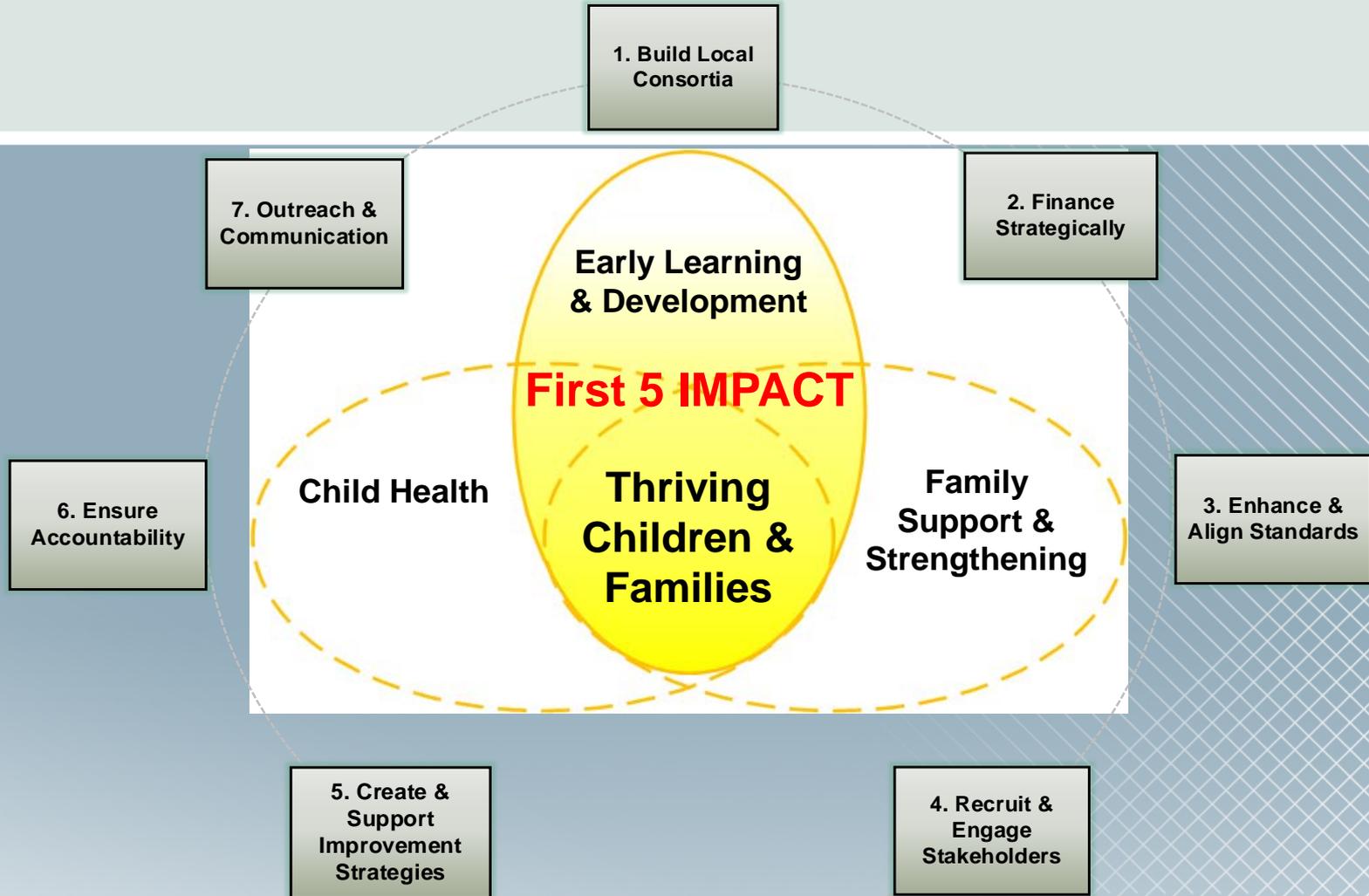


Doing
Collaborative
Work – and
Getting the
Money to Do It

The test of a first rate
intelligence is the ability to
hold two opposing ideas in mind
and still function.

--F. Scott Fitzgerald

Seven System Functions



First 5 IMPACT calls for...

- “...broad-based stakeholder participation and effective governance structures.”
- Governance “comprises the traditions, institutions and processes that determine how power is exercised, how constituents are given voice, and how decisions are made on issues of mutual concern.”
- A major goal of governance is to promote efficiency, excellence, and equity

(Kagan and Kauerz, 2009)

Effective Local Governance

- Representative
- Legitimate
- Visible

Effective Local Governance

- Sustainable
- Efficient
- Accountable

How Does Governance Fit Into a Typology of Systems Work?

- **CONTEXT:** *Improving the political context that surrounds a system to produce policy changes needed to create and sustain it*
- **COMPONENTS:** *Establishing high-performance programs and services within the system to produce results for children*
- **CONNECTIONS:** *Creating strong linkages across the system components that further improve results for children*
- **INFRASTRUCTURE:** *Developing the supports systems need to function effectively and with quality (data systems, cross-system governance, etc.)*
- **SCALE:** *Ensuring a comprehensive system is available to as many children as possible to produce broad results*

State Lessons Learned

- Nationally, systems-building has proven to be an effective way to frame local-state collaborative work
- Legitimacy is earned through vision, leadership, and action, not created by statute or rule.

Lessons Learned: Michigan, Vermont, North Carolina

- Continuous improvement and adaptation are essential for local entities.
- You must manage tensions between state and local control.
- Most successful state/local initiatives take a public/private partnership approach to the work.

Financing Strategically: The Basics

- Clarify “Financing for What?”
- Estimate Fiscal Needs
- Map Current Funding
- Identify Gaps
- Develop Strategies

Lessons Learned in States

- Iowa: ECI leveraging state agency resources
- Virginia: VECF as a strong nonprofit partner for the state
- North Carolina: \$150M state money; \$145M to locals (10% match requirement)
- Michigan: \$12M state GF goes to local Great Start collaboratives

Lessons Learned

- Develop both short- and long-term funding plans for your collaborative – including the role of public and private entities.
- The balance between oversight and TA re: funding from the state should shift over time.
- State-level advocacy and help with local fundraising are critical to sustainable local entities.

Final Thoughts

- First 5 IMPACT, and systems-building in general, is a product of 30 years of evolving thinking about how best to support kids and families.
- “There is no secret ingredient.”
- It is a call to think creatively and act courageously!

Questions?

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