

Reducing Operating Costs Through Partnerships Talking Points

Consider expanding operations by collectively offering a service or program with partners.

Examples

- Tri-City YMCA Skate Park – Richfield, Edina, Bloomington share initial capital cost. YMCA operates facility under a lease.
- Adaptive Recreation and Learning Exchange – Richfield, Edina, Bloomington, Eden Prairie collectively offer extensive adaptive program.

Advantages

- Increases professional expertise and creativity.
- Provides more staff support.
- Reduces operating costs while expanding services.

Disadvantages

- Partnerships require compromise.
- Partnerships require extra effort.

Suggestions

- It is critical to develop and maintain good working relationships with your partners from the beginning.
- Identify roles and specific tasks of each of each partner. Develop standards of procedures to assist with the training of staff replacements.
- Expect bumps in the road and plan extra time to work through setbacks.
- Seek grants that favor collaboration.
- Finalize the partnership with a joint powers agreement. Select one attorney to coordinate initial writing and approval process.
- Submit an annual report to each partner every year.
- Review your joint powers agreement every five years.