



## PARTNERSHIPS: PATHWAYS TO SUCCESS

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# FOODBANK AND PARTNERSHIPS





# Health Food for All<sup>®</sup>



## Regional and Metropolitan Strategies



Food  
Sensations<sup>®</sup>  
for Adults

Food  
Sensations<sup>®</sup>  
for Schools

Adolescent  
Program



# WHAT DOES A PARTNERSHIP LOOK LIKE?

## DEFINITION

*“A collaborative relationship between entities to work toward shared objectives through a mutually agreed division of resources.”*

## TYPES

*Funders, customers, delivery agencies, media  
Government, NGO's, universities, community  
Horizontal and vertical*

*Complementary and supplementary  
Resources, communication, information, skills*



Partnerships are key to achieving our goals!!!







## CREATE THE RIGHT ENVIRONMENT

- Partnership as part of work culture & philosophy
- Values
- Standards
- Budget line item?





## ENSURING CLARITY

- Be clear about the purpose
- Be realistic
- Be strategic
- Find a champion
- Get agreement on decision making



# REGIONAL TRAVEL





# HEAR THEIR STORY

Let them tell you what they want.  
Listen and be curious  
Leave your ego at home  
Face to face is best, phone second  
Make them feel valued.  
Appropriate level of communication  
Take whatever time is necessary



## CREATE 'EVENTS'

Make them feel special

Give them a win



# BE FLEXIBLE

- Flexibility in our partnerships as well as our delivery.
- Formal - MOU, service agreement
- Informal - email, oral handshake
- Revisit regularly
- Open communication lines
- Be generous (if possible)





# EXAMPLES



## VALUE LOCAL KNOWLEDGE OR EXPERIENCE

- Local agencies provide a bridge of trust and
- Give you understanding of community needs.
- Provide sustainability of delivery of activities and messages.



## ELECTRONIC COMMUNICATION?

- Face to face works best but don't be afraid of using electronic media
- Videoconferencing
- Social media
- Podcasts
- Do whatever works and you can afford





# COLLABORATION WINS OVER COMPETITION

- Funding scenarios often are competitive
- Boards and bosses want to see organisational success
- Success is more likely by collaborating.



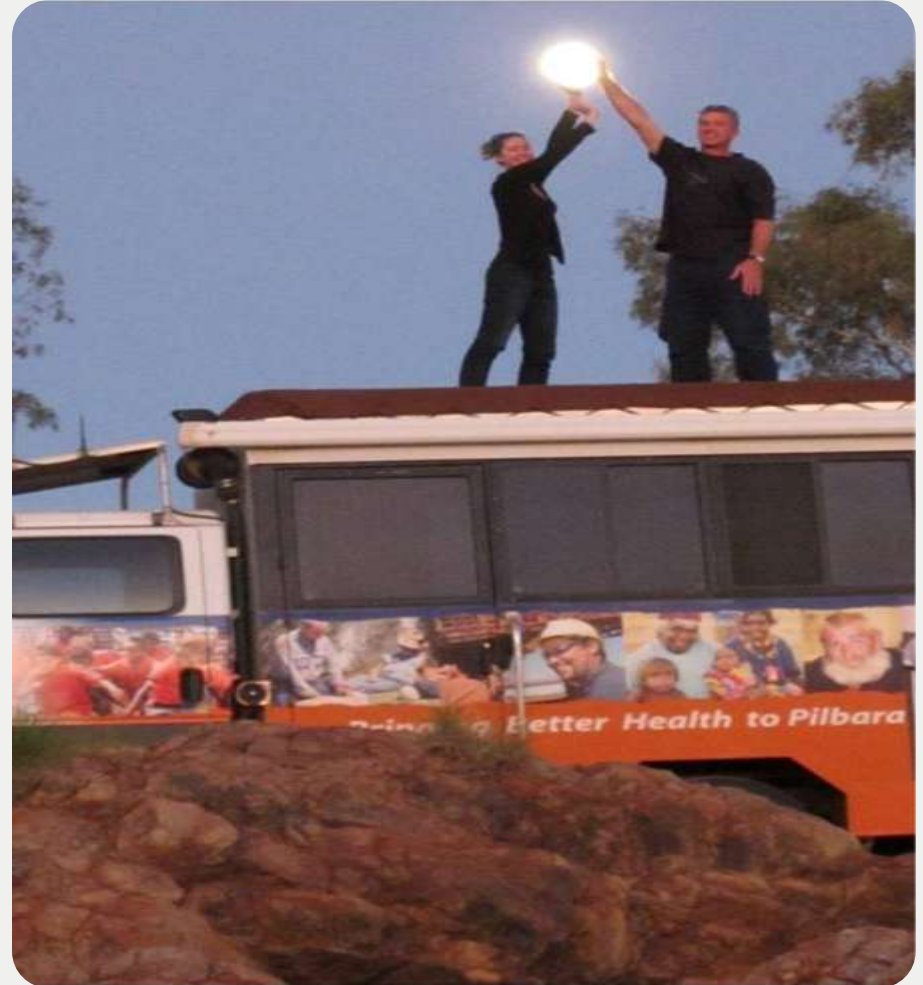
## CREATE RELATIONSHIPS WITH THE COMMUNITY

- Don't forget local government
- Don't forget volunteers



## AIM FOR THE STARS (WELL THE MOON?)

- Be ambitious
- Be adventurous
- Be prepared to try a new partnership and learn from the experience
- And did I say already – have fun!









THANK YOU

