

### Chapter 1 : Holdings : Forging nonprofit alliances : | York University Libraries

*In Forging Nonprofit Alliances, Jane Arsenault draws on her years of experience helping nonprofits join forces to show how nonprofits can use consolidation as a strategic tool to enhance rather than undermine mission.*

The Voice of Community Nonprofits The Alliance is the largest nonprofit association in Connecticut, representing over members across all categories, from health and human services to arts and culture. We are the first place nonprofits turn to in Connecticut when they are faced with the challenges of running their organizations. The Alliance empowers nonprofits by forging connections with programs and resources designed to help groups act as productive forces, including those in the chart below. X Use of our conference rooms equipped with state-of-the-art technology. X Discounts on education and training opportunities. X Membership with leading national associations. X Access to grant opportunities through Grantstation. X Access to leading industry publications, events, and conferences. X Discounted admission to annual conferences and annual meetings. X Discounts for electronic learning opportunities. X Inclusion of accomplishments in monthly e-news. X Online community calendar highlighting member events. X Networking opportunities with nonprofit organizations in CT and beyond. X Fundraising opportunities through corporate partnerships. X Participation in and information from industry surveys. X Participation in roundtables and forums for information sharing and networking. X Cost savings opportunities through our Endorsed Vendor Program. X X Access to an experienced Public Policy team that advocates on behalf of nonprofit members at the State and local levels. X Strategic guidance from The Alliance. X Participation in monthly service-specific Division meetings and Forums. X Education and training opportunities focused on nonprofit advocacy. X Timely alerts and analysis on funding and policy updates in state government. The Alliance represents more than nonprofit organizations across all categories, from Health and Human Service programs to Arts and Culture. We lead from a position of strength, representing organizations while presenting a united front before the Connecticut Legislature, state agencies, other advocacy organizations, the public and the media. As a collective voice we develop strategies and public policies that make it possible for nonprofits to thrive. Together we are much more powerful and influential than we can be as individual agencies. Become a Member A Partnership and a Resource We believe that the success of nonprofits depends on their ability to deliver on their missions – an ability that depends in large part on the adherence to a disciplined business model. The Alliance empowers nonprofits by forging connections with programs and resources designed to help groups act as productive forces, including: Annual dues are determined using the revenue reported on the most recent of your organization. [Click here to become a member!](#)

## Chapter 2 : Membership - The Alliance: The Voice of Community Nonprofits

*Forging Alliances is an international social enterprise dedicated to fostering transformative change in the communities we serve. Whether it's fundraising, strategy and business planning, grant writing, or leadership coaching, FA provides the expertise necessary to help you accomplish your social and financial goals.*

Non-profitmaking Organizations Flap copy In Forging Nonprofit Alliances, Jane Arsenault draws on her years of experience helping nonprofits join forces to show how nonprofits can use consolidation as a strategic tool to enhance rather than undermine mission. By forging alliances, nonprofits of all sizes can ensure the survival of key programs that may be threatened by shifts in funding and can attain necessary resources to pursue new opportunities. In addition, strategic alliances offer the potential to expand the reach and impact of organizations that already have substantial resources. As nonprofits find ways to increase effectiveness in services and fundraising and face the growing competition for limited resources, they can focus on their real goal-serving their constituents. Whether your nonprofit is ready to embark on an alliance, is considering the possibility, or is trying to evaluate your options, this practical, detailed guide gives you the tools needed to understand and simplify this often contentious and intimidating process-and the means to work through it step by step. In this comprehensive guide to enhancing mission, Arsenault explores the various options for consolidation-including joint ventures and partnerships, management service organizations, parent corporations, and mergers. She also details the negotiation process and demonstrates how to design and frame the consolidation process in a positive and constructive way for staff, donors, and constituents. Written for nonprofit managers and boards, Forging Nonprofit Alliances determines which options are right for an organization and clearly defines the roles and responsibilities of all members of nonprofit board and staff in planning and implementing an alliance. Arsenault shoes how to turn what is often perceive show more Back cover copy In Forging Nonprofit Alliances, Jane Arsenault draws on her yearsof experience helping nonprofits join forces to show how nonprofitscan use consolidation as a strategic tool to enhance rather thanundermine mission. By forging alliances, nonprofits of all sizescan ensure the survival of key programs that may be threatened byshifts in funding and can attain necessary resources to pursue newopportunities. In addition, strategic alliances offer the potentialto expand the reach and impact of organizations that already have substantial resources. As nonprofits find ways to increase effectiveness in servicesand fundraising and face the growing competition for limitedresources, they can focus on their real goal-serving theirconstituents. Whether your nonprofit is ready to embark on analliance, is considering the possibility, or is trying to evaluateyour options, this practical, detailed guide gives you the toolsneeded to understand and simplify this often contentious andintimidating process-and the means to work through it step bystep. In this comprehensive guide to enhancing mission, Arsenaultexplores the various options for consolidation-including jointventures and partnerships, management service organizations, parentcorporations, and mergers. She also details the negotiation processand demonstrates how to design and frame the consolidation processin a positive and constructive way for staff, donors, andconstituents. Written for nonprofit managers and boards, ForgingNonprofit Alliances determines which options are right for anorganization and clearly defines the roles and responsibilities ofall members of nonprofit board and staff in planning andimplementing an alliance. Arsenault shoes how to turn what is oftenperceived to be a necessary but negative process into a positivechoice that will build stronger, healthier, and more effective nonprofit organizations. Preparing for Organizational Change. Joint Ventures and Partnerships. Conducting Exploratory Negotiations with Possible Partners. Negotiating a Formal Agreement. Designing the New Governance Structure. Finalizing Definitive Agreements and Planning the Transition. Outline for a Request for Proposals: Worksheet for Constructing a Response Policy. Sample Letter of Intent. Her sensitivity tothe importance of corporate culture and the presentation of numerous structural options contributes to a better understandingof this important subject. In an easy-to-read, well-organized format, ittakes the reader step by step through the intricate process offorming alliances in the nonprofit sector. It explores how to bestharness the power of corporate structure in keeping with the valuesand missions of the nonprofit. I have been wishing for such a bookfor years, and here it is! She

has concentrated her practice in five key areas:

## Chapter 3 : Forging nonprofit alliances ( edition) | Open Library

*Forging Nonprofit Alliances: A Comprehensive Guide to Enhancing Your Mission Through Joint Ventures & Partnerships, Management Service Organizations, Parent Corporations, and Mergers / Edition 1* This insightful guide shows how by joining forces, nonprofits can use consolidation as a strategic tool to enhance, rather than undermine mission.

Forging Nonprofit Alliances , by Jane Arsenault. Mission Plus Strategy Consulting: How did you come to write Forging Nonprofit Alliances? I was doing a lot of work in health consulting in the early s, and during that period managed care was very big in the country and it was rolling over a large number of hospitals. Mergers and parent corporations became widely considered as the way to go and my clients asked me: Are we going to have to do this? How should we do this? I felt like I had to translate a lot of the information into nonprofit language and to understand the implications of the issues from a nonprofit perspective, as well. Have you primarily facilitated mergers, parent corporations, or both? And the one that failed had more to do with several foolish choices by the CEO of the merged entity than anything else. Mission plus Strategy Consulting: At the time, managed care was the juggernaut that was supposed to roll over the healthcare industry and then keep going to the human services sector. At this point today, though, managed care is coming back because state governments are in such trouble. Something like 40 states are looking at Medicaid reform and several are considering capitated contracts for mental health, residential and human service programs. These changes are likely to affect providers of service to elderly, child welfare, and all forms of human services and is exactly what we had envisioned happening back in the s. This is putting tremendous financial pressure on nonprofit agencies serving these populations to consolidate into networks and consider other models including outright mergers for smaller entities. There are two problems I can see. That has caused tremendous stress on organizations so we now have groups of organizations coming together that want to consolidate in various ways networks, mergers, parent corporations, and shared management services. Our firm is working hard to handle all the demand right now but we need more consultants trained in this work. What advice would you give to a human service nonprofit considering a merger or parent corporation strategy? Third party facilitation is important. The second thing to consider is to look for organizations where you have common ground around principles and values. Third, make sure that your vision is bigger than either of you. The outcome you are striving forâ€”what you get, what the community getsâ€”has to be compelling in order to make it worthwhile to change corporate control. Keep your vision in front of you at all times. The process of consolidating is laborious, it takes time, longitudinally, day-to-day, and week to week, so you have to stay motivated. And congratulations on the 10th anniversary of the publication of Forging Nonprofit Alliances. Jean Butzen, a consultant with Mission Plus Strategy , specializes in mergers and alliances in the Chicago area.

## Chapter 4 : An Interview with Jane Arsenault, Author of Forging Nonprofit Alliances

*Written for nonprofit managers and boards, Forging Nonprofit Alliances determines which options are right for an organization and clearly defines the roles and responsibilities of all members of nonprofit board and staff in planning and implementing an alliance.*

## Chapter 5 : Founders â€” Forging Alliances

*Forging Nonprofit Alliances has 3 ratings and 0 reviews. This insightful guide shows how by joining forces, nonprofits can use consolidation as a strateg.*

## Chapter 6 : Fio Partners | Forging Nonprofit Alliances

*Forging Nonprofit Alliances by Jane Arsenault, , available at Book Depository with free delivery worldwide.*

**Chapter 7 : Forging Nonprofit Alliances : Jane Arsenault :**

*Forging nonprofit alliances a comprehensive guide to enhancing your mission through joint ventures and partnerships, management service organizations, parent corporations, mergers 1st ed.*