

Nonprofit Sustainability Initiative: Post-Negotiations Survey

In order to facilitate ongoing and “real-time” learning, all participating nonprofits in the Nonprofit Sustainability Initiative (NSI) are expected to complete a brief online final report following the conclusion of their negotiations.

We have designed a learning process that seeks your input while respecting your time. The purpose of the final report is to help us evaluate the impact of the initiative, learn about the outcome of your negotiations, and is an opportunity for you to share additional insights. The final report is NOT an assessment of your organization ---the focus is on learning about the NSI process in general in order to improve future NSI efforts.

Please note this must be completed by each NSI grantee partner, not just lead agency.

If you have any questions about the survey, please contact Carrie Harlow at nsiprojectmanager@gmail.com. Thank you in advance for your time, participation and valuable feedback!

The Nonprofit Sustainability Initiative

Nonprofit Sustainability Initiative: Post-Negotiations Survey

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The NSI Final Report must be completed separately by EACH grantee organization by an individual closely involved in strategic partnership process (i.e. not consultant).

* 1. Name of your organization:

* 2. Name(s) of Nonprofit Sustainability partner organization(s).

3. How long did the negotiations last?

- 1-3 months
- 3-6 months
- 6-9 months
- 9-12 months
- Over 1 year
- Other (please specify)

4. How long has it been since you concluded negotiations (regardless of whether you reached an agreement)?

- 1-3 months
- 3-6 months
- 6-9 months
- 9-12 months
- Over 1 year
- Other (please specify)

* 5. Did your organization reach an agreement to formally partner following the conclusion of your negotiations?

Yes

No

* 6. What was the agreement?

Acquisition

Administrative consolidation

Co-location

Joint Programming

Management Service Organization

Merger

Parent/Subsidiary

Program Collaboration

Program Consolidation

Strategic Alliance

Strategic Collaboration

N/A

Other (please specify)

* 7. Is this result what you intended when negotiations began?

Yes

No

N/A

* 8. Please describe your negotiations process. What were the intended and unintended outcomes of the strategic partnership negotiation/exploration process?

* 9. What were the most important factors, including people, that helped you complete your partnership negotiation/exploration?

* 10. What were the negotiation/exploration process' biggest challenges and how did you overcome them?

* 11. In 1-2 words, how would you describe your grantee organization's negotiation experience?

* 12. What, if any, difference has participation to date in NSI made on your organizations?

	Negatively Impacted	No Impact	Positively Impacted	Don't Know
Board engagement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Internal clarity and strategic direction	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to think strategically	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Employee engagement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
General industry knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Increased financial strategy/awareness	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fundraising/fund development capabilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Openness to future strategic partnership opportunities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
External reputation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

* 13. Regardless of your negotiation/exploration decision (e.g. to move forward with a strategic partnership or not), did you find the negotiations/exploration experience valuable?

- Yes
- No
- Don't know

* 14. Do you consider your partnership negotiation/exploration successful?

Yes

No

Don't know

* 15. Please list your negotiation consultant.

* 16. How important was your consultant to the completion of your partnership negotiation/exploration?

- Essential- would not have been able to complete it without him/her
- Important, but not critical – would've have completed, but probably not as quickly or effectively
- Neutral – he/she sometimes helped, sometimes hindered the process
- Not important – we could've completed the process more efficiently/effectively without him/her
- Detrimental – he/she greatly hindered our partnership negotiation/exploration

* 17. How would you describe your level of satisfaction with your negotiation consultant?

- Very satisfied
- Satisfied
- Neutral
- Unsatisfied
- Very unsatisfied

If desired, please explain:

* 18. NSI's long-term goal is for Los Angeles' nonprofit ecosystem to view strategic partnerships (any formal, long-term partnership, from jointly managed programs, shared administrative services to mergers and acquisitions) as tools to promote organizational efficiency, efficacy and sustainability.

In your opinion, to what extent do the stakeholder groups below agree that NSI has achieved its long term goal.

	Completely Agree	Somewhat Agree	Neither Agree or Disagree	Somewhat Disagree	Don't Know
Operational staff at your organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Senior leadership staff at your organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Board members at your organization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Los Angeles funders, as a whole	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My industry, in general	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Los Angeles non-profit ecosystem, in general	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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* 19. To the best of your knowledge, do you believe, when implemented, your strategic partnership will enhance your organization's ability to make your desired impact?

- Yes
- No
- Our organizations did not reach an agreement to partner.

20. Have you recommended the NSI to other nonprofits?

- Yes
- No

If yes, how many?

21. Have you discussed your NSI experience with (check all that apply):

- Other nonprofit leaders
- Media
- Funders (corporate, individual donors, government, foundations)
- Educational institutions
- Have not discussed the NSI experience with the entities listed above
- Other (please specify)

* 22. To the best of your knowledge, what are your goals for the outcomes of your potential strategic partnership? You may select more than one option.

- Programming: Expand programming – either the range/scope of programs offered, or the numbers served
- Programming: Consider opportunities to expand our geographic scope; i.e. expand our programs into new communities/sites
- Programming: We want to improve our outcomes – get better results for those we serve or otherwise increase our impact
- Administrative: Reduce operating/administrative costs
- Administrative: Develop or access higher level operating, administrative expertise (operating, administrative or programmatic)
- Financial: Improve our financial health
- Our organizations did not reach an agreement to partner.

* 23. Please provide contact information (email and phone number) for future communications re: grantee convenings, resources, follow-up outcome survey.

* 24. Additional contact (name, email and phone number):

25. Please share any additional information you feel would be useful for other nonprofits or the funders to know (e.g. things about the process that you've appreciated or would like to see be done differently):

END OF FINAL REPORT SURVEY