

# The **Power** of Partnerships

**Municipal Innovators  
Conference**  
*September 19, 2018*

**Calgary**



**MiC**



**Edmonton**



“

Coming together is a **beginning**.

Keeping together is **progress**.

Working together is **success**.

- Henry Ford

”

## Agenda

---

01 Who We Are

02 The Why and What

03 The Four Partnership  
Cornerstones

04 Let's Break Out and Talk:  
Table Topics

05 Let's Keep Talking

# Who We Are

The City of Calgary *The Office of Partnerships*

The City of Calgary invests resources in hundreds of external partner organizations who share common goals with The City to improve the quality of life for Calgarians.

The Office of Partnerships supports across the corporation in the investment of resources and in the management of the relationships with partners.

## Key Services:

- 01 Investing in Civic Partners through capital and operating grants
- 02 Civic Partner Relationship Management
- 03 Corporate Partnership Consultation
- 04 Partnership Governance, Leading Practices, and Strategic Foresight

The Centre leverages the power of partnerships in tackling society's toughest challenges and growing a city that is energetic, connected, prosperous, and healthy.

The Centre provides services that support the deliberate development of highly effective, mutually beneficial and strategic partnerships to achieve Council's 2050 vision and goals.

## Key Services:

- 01 Partnership Advising, Brokering and Consultation
- 02 Partnership Training and Capacity Building
- 03 Partnership Leading Practices and Strategic Foresight
- 04 Partnership Governance
- 05 Sponsorship Identification and Development

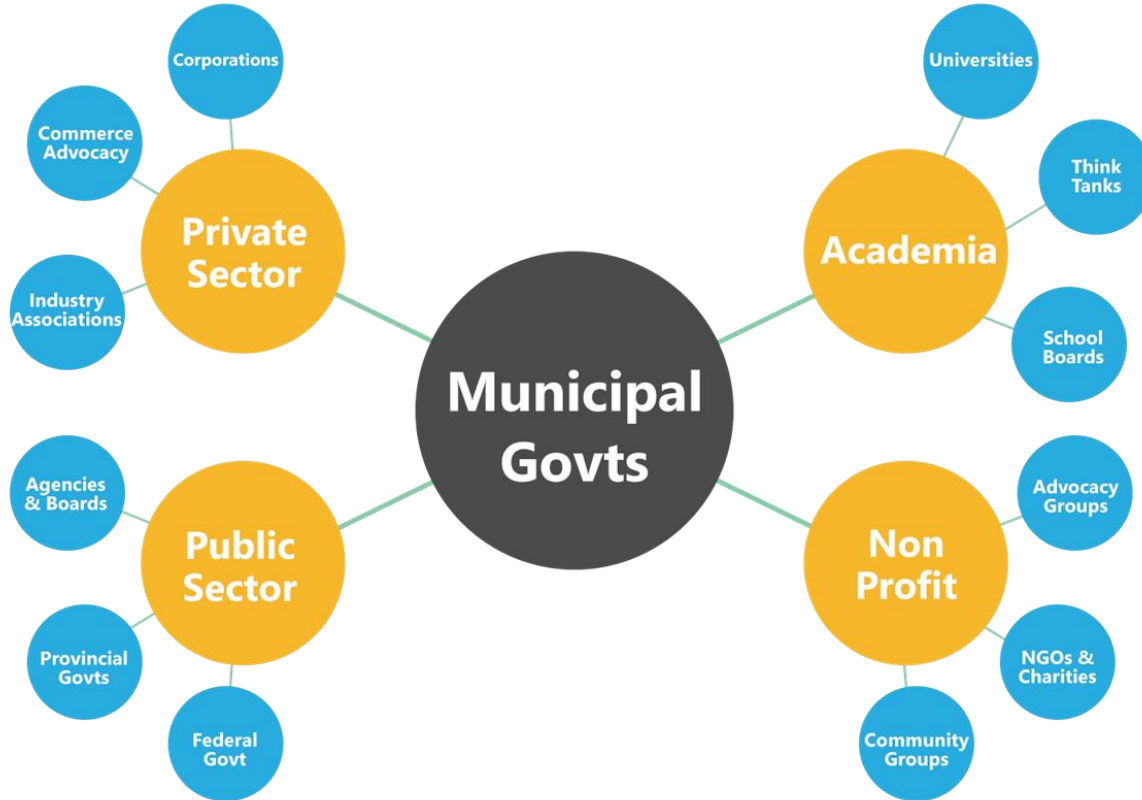
# Partnerships

As Innovators and Supporters of Corporate Direction



# What

## Types of Partners Does a Municipal Government Have?



# What

Are the Four Partnership Cornerstones?

**1. Defining Partnerships**

**2. Partnership Direction  
and Strategy**

**3. Partnership Value**

**4. Partnership Leadership  
and Management Practices**

### **PARTNERSHIP**

An agreement **between The City** and an **organization(s)** to advance **common goals**, recognizing shared:

- **Outcomes** and objectives
- **Investment** of resources and risk
- **Accountability**, decision making, and results

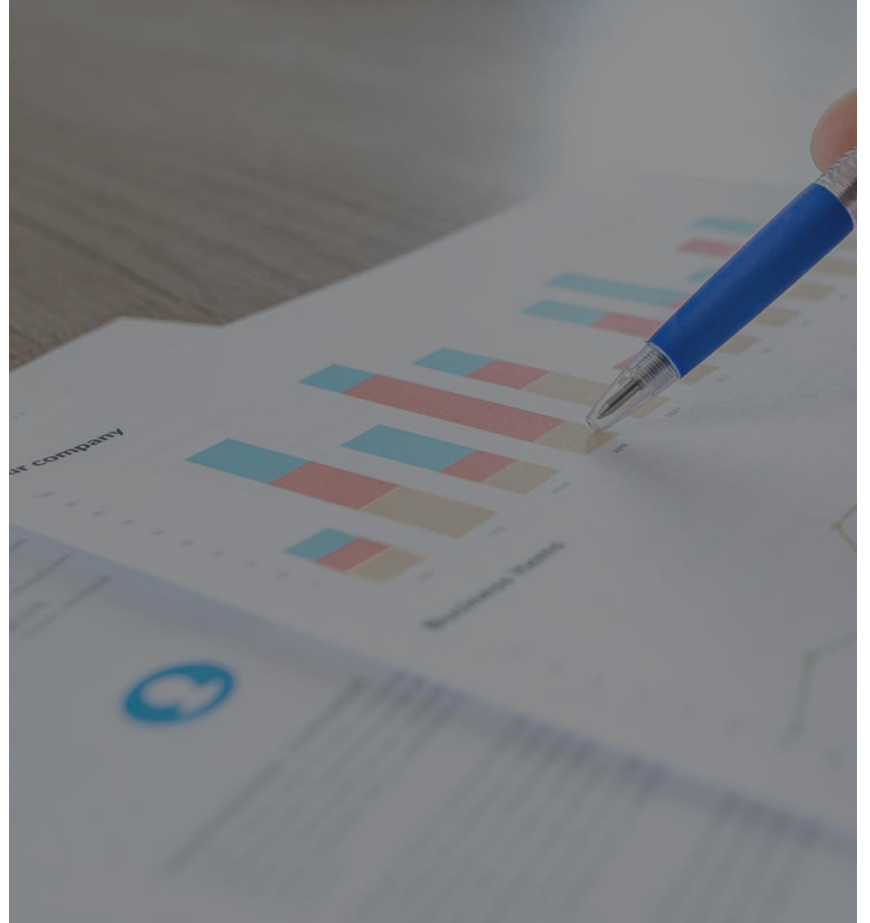






“If you decide to go north, you cannot go south at the same time”

“If you can't count it,  
it doesn't count”



# Cornerstone 4

## Partnership Leadership and Management Practices



- Brokering/Consulting
- Client Relationship Management
- Tools
- Agreements

# Let's talk

## Conversational Cafe - How Do You Develop the Power of Partnerships (POP) in Your Organization?

### Partnership Policy and Framework

Facilitated by  
*Stephanie Undershute - City of Calgary*

### Tools and Systems

Facilitated by  
*Kate McIntosh - City of Edmonton*



# Key Learnings

For Developing the Power of Partnerships (POP)

**The City of Calgary**  
The Office of Partnerships

[Partnerships@calgary.ca](mailto:Partnerships@calgary.ca)

[www.calgary.ca/  
CSPS/CNS/Pages/  
Partnerships-Policy-  
Office-of-Partnerships](http://www.calgary.ca/CSPS/CNS/Pages/Partnerships-Policy-Office-of-Partnerships)



**The City of Edmonton**  
The Partnership Centre of  
Excellence

[PartnershipCentre@edmonton.ca](mailto:PartnershipCentre@edmonton.ca)

# Let's Keep Talking