



Services and Roles for External Partnerships

Potential partners come in many forms, including public agencies, community based organizations, local funders, banks and other businesses, and employers. When forming a new partnership, it is important that the college and the partner organization(s) are clear on what role each partner will play. Partners can:

- Work directly with WFS students, which ranges from simply being available when students are referred to them to a deeper coordination of activities between the partner and the college (service provision)
 - + Example: a community agency works with students who need housing assistance, or an employer provides on-the-job experience to students
- Train the college WFS staff to provide a service or type of information (training)
 - + Example: a community agency teaches college staff how to lead a financial workshop for students
- Connect the college’s WFS approach with resources (connecting)
 - + Example: a local United Way provides funding to the college for the WFS approach, or a local bank provides WFS students with Individual Development Accounts (IDAs)
- Advise the college on WFS strategy (advising)
 - + Example: an employer or industry group helps the college design its workforce training offerings

Below is a chart to help colleges brainstorm potential partnerships that could enhance the WFS approach.

Tool Developed by MDC

Potential Partner Organization	What kind of role could this partner play? (service provision, training, connecting, advising)	Does this organization have an existing relationship with college?	How would partnering with the college benefit this organization?