PARTNER ANALYSIS SAMPLE

After completing the COMMUNITY SCAN document, identify 4-5 potential partners. Use this document to record how these partners can benefit/contribute to your program. When you can clearly spell out the benefits of partnering with your program, partners will be much more likely to want to participate. Think about how you might encourage them to take their involvement to the next level.

Name of potential partner:	What can this partner offer our program? Identify resources, services, or materials.	How might this partner benefit from a partnership with our program? What does our program bring to the partnership?	Could this partner play a role on our program's community advisory group?	What is our specific ask of this partner?
Local Factory, STEM-oriented business (i.e. IT focused company)	STEM programming— career information, have representative financial and in-kind support,	We are educating youth on STEM careers, preparing them for the workforce	Yes	"easy ask": to have a representative from their company participate in your upcoming career spotlight program, commit to a week of programming "middle ask": financial ask of providing the supplies for STEM programming (paying for costs of science materials for a specific program and/or the school year) "hard ask": as the STEM employers in your community, ask them to lead and financially sponsor a STEM Club at your program (dedicate staff time to develop curriculum, paying for all costs associated with program)
Local Grocery Store	Primarily financial resources; food donations; nutrition/career programming	Advertise their sponsorship to the public (thank you in the newspaper, in newsletters) Keep youth involved in safe, productive activities (prevent loitering and theft)	Yes	"easy ask": to have a representative from their store participate in career day or nutrition program "middle ask": food donation for an event, parent night (i.e. provide hot dogs and buns for a family cookout night) "hard ask": provide food item for your program for all the students year round (i.e. yogurts and juice boxes)

Police Department	Programming— career presentations, safety demonstrations; awareness lessons	Keeping youth involved in safe programming during peak crime hours	Yes	"easy ask": provide a safety demonstration, career week presentations "middle ask": commit to a semester of programming (i.e. two days a week police officer leads a class/program); provide safety books or some form of in-kind resources that can be utilized for programming "hard ask": commit to curriculum development for programming, jointly participate in writing a grant together or fundraiser
Local/Regional Hospital	Financial resources Programming, in-kind donations Health fairs for families of students in program	Community exposure, prevention	Yes	"easy ask": providing programming, career week presentaitons, health presentations, nutrition "middle ask": commit to semester long programming/clubs, in-kind donations, providing financial support for event, material donations "hard ask": unrestricted funding for initiative (i.e. $25,000)