



Promoting Collaboration Among Grantees

Promoting collaboration among grantees can be an effective way for funders to stretch their resources and broaden their impact. Here's what we learned:

How to Promote Collaboration

1. Encourage collaboration by helping grantees understand its value as a strategy to achieve their policy goals.
2. Don't force groups to collaborate – but you can provide incentives, such as grants to coalitions.
3. Make sure the goals of collaboration are clear and resources are appropriately aligned.
4. Don't dictate a course of action – let the groups develop their own plan and decide how they will hold themselves accountable.
5. Identify a trusted, neutral convener that can help connect organizations.
6. Be prepared to help grantees work through their differences.
7. Provide peer to peer learning and networking opportunities.
8. Try to ensure that grantees get concrete benefits from collaboration, such as tools and resources they might not have access to otherwise. Stick with funding over the long term – it takes time for collaborations to gel and deliver results.

Benefits of Collaboration

- Groups of varying capacity levels can learn from each other.
- Advocates can tap into the combined strength of coalition allies.
- Allows an efficient division of labor, where each partner takes on what it does best.
- Participating groups can achieve efficiencies of scale – leveraging tools and resources that most could not afford on their own.
- Collaboration fosters shared goal setting and the development of more strategic policy agendas and activities.
- Collaborative efforts confer a collective power that allows groups to more effectively inform and influence policies.