**Building Collaboration on a Shoestring  
*Tips and Ideas for Beginning Creative Partnerships***

**Event Description:** This webinar will be of particular interest to those involved with small and rural libraries that are on a tight budget. Covering easy and understandable strategies, this webinar provides many examples of effective and imaginative collaborations among all types of community organizations.

**Presented by:** Kathy Jacobs, Director, Yankton (SD) Community Library.

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| **What are your goals for viewing this webinar?** | |
| **Personal Goals** |  |
| **Team Goals** |  |

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| **Discussion question** |
| Does your library currently participate in any partnerships or collaborative programs?  If so, describe two partnerships you see as effective. What makes these collaborations effective? |
| **Activity 1** |
| If your library doesn't currently collaborate, or if you believe your library would benefit from expanding its current collaborations, can you identify three potential partners your library could approach in the upcoming year to help you sponsor or support your programs in other ways? ***List these potential new partners below.***  **1. Potential Partner #1:**  **2. Potential Partner #2:**  **3. Potential Partner #3:** |
| **Discussion questions** |
| What sources of funding do you draw on to run your programs? How does collaboration relate to meeting your library’s funding needs? |
| **Activity 2** |
| Take a few minutes to consider your library's mission and its goals for the next several years.  ***Explain below how your current partnerships align with your library's mission and goals.***  Using the list of three potential partners you identified in Activity 1, explore if, and to what extent, the mission and activities of each of these potential partners are in alignment with your library's mission and goals.  ***Describe below how these potential partners could contribute to helping your library achieve its mission and/or goal.***  **1. Potential Partner #1:**  **2. Potential Partner #2:**  **3. Potential Partner #3:**  ***List some ways in which partnering with your library will benefit these parties in return (promote their business, provide resources or facilities they need, etc.).***  This information is useful to communicate when approaching potential partners, because it can help them see your proposal as a win-win situation that benefits all parties.  **1.**  **2.**  **3.** |
| **Action Plan** (include next steps, who, when, etc.) |
| ***List three steps to take towards building the collaborations you listed in Activity 1:***  **Step 1:**  **Step 2:**  **Step 3:** |

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| **NOTES** |
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