PYN'S VISION
Our Why
To alleviate poverty and inequity through education and employment.

Our Why

90,000
YOUNG PEOPLE
in Philadelphia are seeking education and employment opportunities.
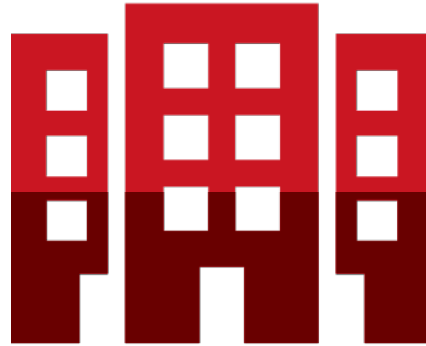
www.pyninc.org/annualreport

Our Why

90,000
YOUNG PEOPLE
in Philadelphia are seeking education and employment opportunities.

while at the same time

46%
OF EMPLOYERS
struggle to fill jobs…
in fact, it's harder now than ever.*

Our Why

A disrupted economy…
Example: **manufacturing** in Pennsylvania

TOP THREE INDUSTRIES IN PENNSYLVANIA

1940
1. **Manufacturing**
2. Wholesale Retail and Trade
3. Agriculture and Mining

1970
1. **Manufacturing**
2. Wholesale Retail and Trade
3. Finance and Retail

2000
1. **Manufacturing**
2. Admin, Leisure, and Food
3. Health Services

Our Why

A disrupted economy…
Example: **manufacturing** in Pennsylvania

TOP THREE INDUSTRIES IN PENNSYLVANIA

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2016
1. Admin, Leisure, and Food
2. Health Services
3. Wholesale Retail and Trade

Our Why

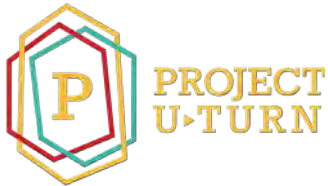## A disrupted economy…
15 years ago vs. Today?

Our Why

How do we prepare young people for an unpredictable economy?

AWARENESS

EXPLORATION & PREPARATION

TRAINING & IMMERSION

PHILADELPHIA YOUTH NETWORK®

YOUTH · EMPLOYERS · FUNDERS · YOUTH-SERVING ORGS · SYSTEM LEADERS

We know poverty and inequity are pervasive challenges that **no one organization can solve alone**

PROJECT U-TURN

WorkReady PHILADELPHIA®

Philadelphia Youth Network

Young People

Youth-Serving Orgs

Business Community

Social Service Agencies

Government

Philanthropies

Schools

Collective Impact

There are **five key conditions** needed for a successful Collective Impact Strategy:

| **Common Agenda** | **Shared Measurement** | **Mutually Reinforcing Activities** | **Continuous Communication** | **Backbone Organization** |

What's Your Why?

Photo: Bryan Minear, 2017

Common [AND CLEAR] Agenda

Start by defining a clear complex social problem.

"Put a man on the moon."

[circa 1960s]

Increase the Graduation Rate and Prepare Young People for Future Opportunities

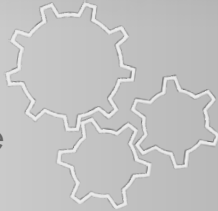Address the Skills Gap for Vulnerable Youth

Who shares your Why?

Photo: Josh Calabrese, 2017

Mutually Reinforcing Activities

No one organization can achieve success alone.

Achieving quality at scale requires multiple partners working together to create systemic results.
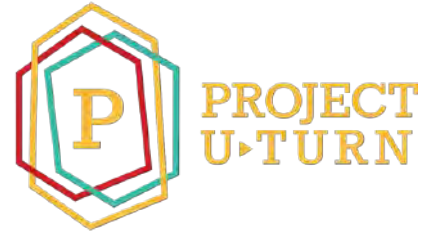
Building mutually reinforcing partnership

- Identify partners aligned with your goal
- Understand shared and differing priorities
- Develop strategies that work collectively

How will you measure success?

Photo: Carlos Muza, 2016

Shared Measurement

Success is more than just data.

PROJECT U·TURN

An **alliance of cross-sector partners** working collectively for over a decade

Graduation rates increased more than 30% (from 52% 69%) since 2005

Policies added and aligned to better support vulnerable populations

A **portfolio of re-engagement programmatic strategies** innovated and implemented in and outside of the School District

Systemic integration into the School District, establishing the *Opportunity Network*

Champions maintained **public awareness and citywide support**

How do you sustain momentum?

Communication fuels effective partnership.

Building authentic partnership:

- Remember that partners are people.
- Identify and map the best strategies for partnership and relationship.
- Focus on authentic partnership that allows for safe transparency.
- Keep communication continuous but efficient.

How will **you** be a partner?

Photo: Bryan Minear, 2017

Backbone Organization

Clearly define roles, responsibility, and expectations.

Being an effective partner:

- Stay informed and engaged.
- Champion the work of others.
- Find mutually-beneficial strategies for partnership.
- Become a diplomatic negotiator.
- Continually offer help, insight, and candor.

Backbone Organization

Dedicated organization with staff and a specific set of skills to serve as the backbone for the entire initiative and coordinate participating organizations and agencies

FSG.org

Building Partnerships | **Key Take-Aways**

Define
Clearly define your goal and problem.

Engage
Identify, understand, and engage key partners.

Measure
Define success, learn quickly from failure, and celebrate victories.

Communicate
Establish consistent, effective, and authentic communication.

Model
Develop strong partnership skills within your organization/agency.

Questions?

Want to learn more?

If you're interested in seeing what PYN can do for your community, contact us:

info@pyninc.org // **267.502.3800** // **@PYNinc**

PARTNER AND PROGRAM ALIGNMENT

Evaluating your programs against the Career Development Framework to scaffold youth experiences and secure partner support

STRATEGIC WORKFLOW ASSESSMENT AND PLANNING

Identifying the next evolution of your current goal or business plan and strategizing how to get there

ASSESSING FUNDING STRATEGIES

Using blended and braided funding to get to scale with efficiency and speed, without compromising quality

TECHNOLOGY AND TRAINING

Streamlining processes through custom software solutions to help you accomplish your goals and meet your targets

PROGRAMMATIC IMPLEMENTATION

Applying the practices from *Foundational Elements for Post-Secondary Bridging* in your community

Stay in touch!

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