



2.04 Working Together

Successful organisations look outwards and seek partnership with other like-minded organisations. Developing partnerships can be a very effective way of developing bigger and better sports projects.

Partners can often provide links with community groups which have previously been difficult to reach. Some good examples include:

- + Forming partnerships with schools to make it easier for young people to progress from school into clubs.
- + Providing a youth group with access to facilities and coaches.
- + Forming partnerships between health and leisure, such as GP referral schemes.

Take a look at your own circumstances and ask yourself, what can other organisations offer you? What new opportunities could you create with them?

Benefits of partnership

When working with other organisations, try to be clear about your objectives: what will you gain from working together?

Some organisations form partnerships in order to share resources, facilities or knowledge or to strengthen sports provision in their community.

Examples of working together:

Strengthen resources

- + Work with your national governing body to promote your sport.
- + Share equipment or facilities. For example, use school facilities during evenings or weekends.
- + Schools can involve teachers in running activities if you require extra help.
- + Work with others to train people to become coaches, officials or administrators.
- + Achieve financial savings by sharing project costs with other organisations.

Improve sports participation

- + Get more people playing sport by providing taster sessions to groups with similar interests.
- + Work with clubs or youth organisations to attract new participants/members.
- + Work with a disability group to create new opportunities for its members.
- + Open up new avenues for competitive events. For example, establish sports leagues.
- + Identify talented people and provide them the opportunity to progress from casual sports participation to club sport or county squads.

Raise your profile

- + Local authorities and county sports partnerships can sometimes provide press releases and generate publicity within schools and sporting organisations.
- + Contact your local authority's sports development officer or county partnership development manager to explore these options.

Extra coaching

- + Schools can often help to deliver leadership or training programmes to young people.
- + Sharing resources or facilities with local clubs or schools may create new opportunities for coaching.
- + Sports organisations may be able to help you promote new initiatives, for example setting up taster sessions with opportunities for people to pursue follow-up activities. This raises the profile of all parties involved.

Identifying partners

Partnerships work best when organisations have similar objectives, values and priorities (eg commitment to equal opportunities and social inclusion).

Understand the objectives and values of potential partners and identify their priorities for the coming year.

When trying to find potential partners, ask the following:

- + Are there any other organisations in your area attempting similar developments? Could they be partners?
- + Are there any professional organisations, local businesses, sports organisations or leading individuals based within your community that could help?
- + Identify your local community groups, churches, surgeries, health clinics, day centres, schools or leisure services. Could they provide any support? Most local authorities have sports development units and development officers that you can speak to.
- + Research larger organisations. For example your local council leisure and recreation services, sport centres, regional governing bodies of sport, charities and community initiatives that have a wider remit than your community. How can you help each other?
- + Identify relevant governing bodies, contact your county and regional development officer.
- + Are there any organisations in your area working with groups you want to target? Could they be partners?

The more you research these opportunities the more chance you will have to create new links with organisations and gather support.

When you identify a partner, try to make arrangements on a long-term basis rather than just one-off casual associations that only provide limited benefits. You could do this by drawing up a written agreement of roles and responsibilities.

Please refer to the further help section for details of organisations that may be able to assist your project.

Template F *Working with Partners* is available to download from our website www.sportengland.org/funding or by phoning 08458 508 508.


2.04 Working Together

**Template F
Working With Partners**

Working closely with partner organisations is important for the delivery of any project. The success of your project will depend on having mutual objectives and clearly defined responsibilities.

For example, you will need to identify who is responsible for coordinating activities, problem solving, project support, managing risks and sharing rewards.

Working With Partners	Example
Name of partner:	
Why have they been chosen?	
Agreed joint objectives:	
Who will make decisions?	
Is there a process for reaching decisions and resolving problems?	
Success criteria:	
Duration of partnership:	



Funding Support Pack | 1

Building partnerships

If you are already working in alliance with a partner, it is worth examining ways to strengthen this alliance or develop new ones.

If you have a relationship or contact within other organisations, consider how they might put you in contact with new organisations. There are many ways in which partners can contribute, for example by providing appropriate telephone numbers or setting up meetings.

Consider, what are the strengths of your existing partnerships? Which gaps do you still need to fill?

Partnerships begin with organisations making contact and opening a dialogue. Unless people know about you, they will never be able to help you. Make contact with as many people and organisations as you can, consider different ways of producing and distributing relevant information to promote your cause and create new links with other organisations. The more innovative you can be the more opportunities are likely to emerge.

Here are a few suggestions for building your partnerships:

- | | |
|---------------------------|---|
| Schools can: | <ul style="list-style-type: none"> + Initiate contact with sporting organisations through older pupils. + Identify parents who are involved in running sporting organisations. |
| Sports clubs can: | <ul style="list-style-type: none"> + Ask their young members to notify school PE staff of special events or youth/junior sessions. + Contact their local sports development office or county partnership to offer facilities. |
| Youth organisations can: | <ul style="list-style-type: none"> + Contact their sports development office to find clubs in need of young members. + Offer opportunities for newly qualified coaches to work with young people. |
| Health organisations can: | <ul style="list-style-type: none"> + Offer to use club or local authority facilities in quiet times, to help cash flow. + Provide funding to train coaches in specialist areas, eg disability and training. |

Sustaining partnerships

Partnerships are more likely to be sustained if:

- + The aims of the partners are clearly articulated and shared at the outset.
- + Organisations share standards, knowledge or working practices.
- + Communication is regular and clear. Ensure that all partners are kept up to date and invited to appropriate meetings.
- + Arrangements are regularly reviewed. Your programme may change significantly after a year or so and you need to check that your partners' aims are still being met.
- + Time is spent on forward planning.

Further help

Organisation	Contact
<p>+ ContinYou Promotes out of school hours learning. Aims to build an environment in which learning is extended beyond the formal school day.</p>	<p>ContinYou London office: 020 8709 9900 Coventry office: 02476 588440 Cardiff office: 02920 190291/2 www.educationextra.org.uk</p>
<p>+ English Federation of Disability Sport (EFDS) The governing body for disability sport in England. If your project helps people with disabilities contact the EFDS for advice.</p>	<p>English Federation of Disability Sport Manchester Metropolitan University Alsager Campus Hassall Road Alsager Stoke on Trent ST7 2HL</p> <p>Tel: 0161 247 5294 Fax: 0161 247 6895 Minicom: 0161 247 5644 Email: federation@efds.co.uk www.efds.net</p>
<p>+ Department for Education and Skills / Education Action Zones Education Action Zones allow local partnerships, including schools, parents, the community, businesses and local authorities, to find radical and innovative solutions to their problems.</p>	<p>Department for Education and Skills Area 3 Sanctuary Buildings Great Smith Street Westminster London SW1P 3BT</p> <p>Tel: 020 7925 6681 Fax: 020 7925 6070 Email: eaz.team@dfes.gsi.gov.uk www.standards.dfes.gov.uk/eaz</p>
<p>+ Running Sport workshop <i>Developing Sporting Partnerships</i> by Sport England This workshop will give you further practical help on finding potential partners.</p>	<p>Coachwise Unit 2/3 Chelsea Close off Amberley Road Armley Leeds LS12 4HP</p> <p>Running Sport: 08458 508 508 Fax: 0113 231 9606 Email: enquiries@coachwise.ltd.uk www.sportengland.org</p>

Organisation	Contact
<p>+ 4 Children The 4 Children Network provides advice and practical support to clubs at all stages of development, helping them to flourish and become sustainable.</p>	<p>4 Children Bellerive House 3 Muirfield Crescent London E14 9SZ</p> <p>Tel: 020 7512 2112 Fax: 020 7512 2010 Email: info@4children.org.uk www.4children.org.uk</p>
<p>+ Youth Sport Trust Their mission is to develop and implement, in close partnership with other organisations, quality physical education and sport programmes for all young people aged 18 months to 18 years in schools and communities.</p>	<p>Youth Sport Trust Sir John Beckwith Centre for Sport Loughborough University Loughborough LE11 3TU</p> <p>Tel: 01509 226600 Fax: 01509 210851 www.youthsporttrust.org</p>
<p>A list of potential funding partners can be accessed on the Sport England website.</p>	<p>www.sportengland.org/funding/fund_sources.shtml</p>



Every effort has been made to ensure the accuracy of the information contained in the *Funding Support Pack* and supporting guidance notes. Sport England, its servants and agents shall not at any time, in any circumstances, be held responsible or liable to any party in respect of any loss, damage or costs of any nature arising directly or indirectly from reliance placed on the material in this publication, or any other guidelines or policies issued by Sport England. This information has been prepared as a basic guide only and should not be viewed as a substitute for obtaining comprehensive expert or professional advice.

This guidance and Sport England policies on Lottery funding applications are subject to change from time to time, including variations required complying with governmental directions on the application of Lottery funds. Sport England reserves the right to amend, supplement and/or discontinue, at its absolute discretion for whatever reason, any or all of the guidelines set out in this publication.

All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise without the permission of Sport England.

© Sport England, March 2004. Reference 2258
Code number SE/2258/1M/03/04