

An illustration of a city street scene. In the foreground, there is a light blue building with a red roof and a white archway. A large green tree stands to the right of the building. In the background, a person in a white shirt and blue pants is walking on a raised orange ledge, pointing towards the left. A street lamp is visible on the ledge. The sky is a light blue color with a white sun or moon in the upper left.

# Community Impact: Last Mile

September 2023 Learning Session

Welcome



# Community Introductions

- ❖ Each group should draw 3 images that represent something that makes your community unique
- ❖ Nominate 1 person to share out
  - Introduce your community
  - Location
  - List 3 qualities

# Last Mile Workshop Schedule

**Thursday September 21 10:45-12**

- ❖ **Non Traditional Partners- identifying road trip partners**

**Thursday September 21 2:30-3:45**

- ❖ **Non Traditional Partners- starting the journey**

**Friday September 22 9:45-11:45**

- ❖ **Non Traditional Partners- staying the course**

# Non Traditional Partners- Who do we need with us for a successful journey?



# Non Traditional Partners

Definitions:

A traditional partner is one whose primary purpose is to work with the homeless community.

A non-traditional partner is one whose primary work is not homelessness but impacts either the homeless community directly or the system of care that supports the homeless community.

# Non Traditional Partners

Non-traditional partners can be ones whose work can impact your community's goals for reducing or ending homelessness either **positively** or **negatively**. For example, a community may have a Salvation Army canteen that feeds the homeless nightly that could be an **excellent outreach opportunity** or, on the other side of the equation, a city code enforcement department that sweeps encampments without notice, **displacing homeless persons** and making it harder to contact them.

# Non Traditional Partners

Both of these situations are opportunities to engage non-traditional partners to further the goal of reducing and ending homelessness in your community.

This approach seeks to **partner and build capacity** with local partners to shape and **improve systems** by **identifying and solving the next set of problems** that shape the path towards **sustainable results**.

**With your partners you can develop a system wide aim toward a shared goal and improve knowledge of and share resources.**



# Non Traditional Partners- starting the journey

1. Brainstorm as a group at least ten non traditional partners that you **do not currently work with** that you want to bring to the table, either because you believe they can bring needed resources or skills or because they are an impediment that you need to remove or turn into an asset. No one is off limits.
2. Use the easel pad provided to list these partners and identify them as a potential asset, impediment or both. Then list one reason you need them engaged.

<b>Who</b>	<b>Potential Asset</b>	<b>Current Impediment</b>	<b>Both</b>	<b>Why are they important?</b>

# Rock Paper Scissors Challenge

Best of 3 wins, winner gets an opponent

Paper beats rock

Rock beats scissors

Scissors beats paper



# Non-Traditional Partners- work time

1. Create a list of at least ten of the non-traditional partners you currently work with.
2. Use the easel pad provided to list these partners and identify how they became partners, the benefit of having them as a partner to you and to them.
3. You may find that there may be no benefit to you or them and it's okay to list that.

<b>Who are they?</b>	<b>How did they become a partner?</b>	<b>What's the benefit of the partnership our system?</b>	<b>What's the benefit to them of being partners?</b>

# Morning Wrap Up

One more thing: Please use the next easel page to list your non traditional partners that you do not currently have partnerships with.

Now that we have identified both current and potential non traditional partners, this afternoon we will hear from some non traditional partners and do some Q+A with them. Then we will start doing some goal setting around forming new partnerships.



# Non Traditional Partners- Starting the Journey

Afternoon Session- Goal Setting



# Q and A with some non-traditional partners:

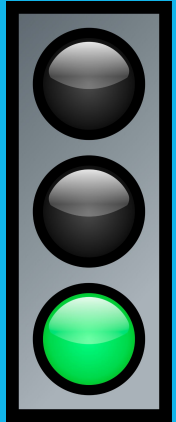
Shannon Koppe-Carnes, EMS, Firefighter  
and Mobile Health Unit Coordinator

Joel Givens, Former Deputy Police Chief,  
current State of Illinois Police Trainer

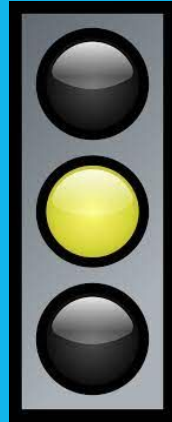


# Determining impact

Using your easel board list of potential non-traditional partners, discuss and use the red, yellow and green dots on your table to mark each of the partners as follows:



We can create a partnership with this partner in 30 days



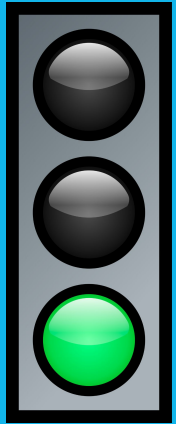
We can create a partnership with this partner in 6 months



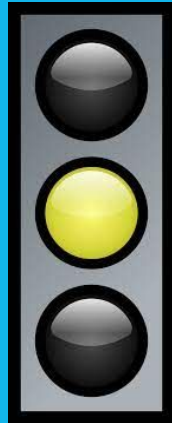
We have significant barriers to or are unsure of how to form this partnership

# Determining Priority

On the next three easel pages, rank each partner within each color as to how critical it is to form this partnership. The partner that is most important for you to be able to meet a system wide aim with a shared goal would be first, least important last. There is one page per green, yellow and red.



- 1.
- 2.
- 3.
- 4.



- 1.
- 2.
- 3.
- 4.



- 1.
- 2.
- 3.
- 4.

# Goal Setting- Non Traditional partnerships

Using a new easel sheet(s), Complete the following for your green and yellow partners:

1. A timeline with action steps for either 30 days or 6 months for each one.
2. Create a list of 3-5 talking points per partner that you think will help convince your potential partner to engage with you in this work.
3. Identify either the potential contact person or role



# Partner: John's Quik-Mart Timeline

Meet  
with  
John



Use John's as a  
place homeless  
can update  
location and  
contact  
information

Day 1

Day 30

## Talking Points

1. Both care about homeless customers
2. Police presence at Johns store due to homeless discourages other customers

# Goal Setting- Non Traditional partnerships

One more step:

- ❑ You understand who is accountable for change, and who has decision-making power that allows your team to implement system change.
- ❑ Go back to your timeline and add who will be accountable for each step on the timeline.
- ❑ Double check that the contacts you have identified have decision making power or if another person needs to be part of the decision.

# Afternoon Wrap Up

Now that we have set some partnership goals and established timelines, lets.....

Highlight red dot partnerships that need more solution work so that Community Solutions can continue to support you in this, and

Highlight innovative solutions that you want the Last Mile community to be aware of

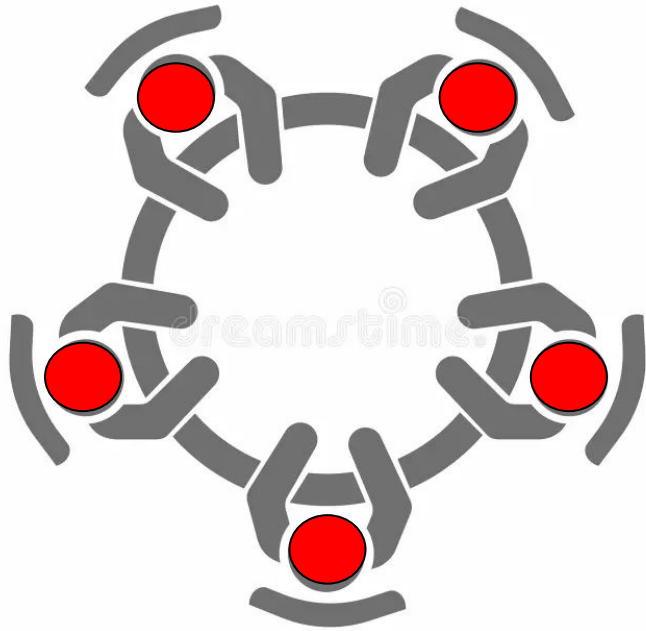
# Non Traditional Partners- Staying the course

2nd morning Session- Sustaining Partnerships



You have clear line of sight & shared knowledge of available system resources, funding, partners, policies, and housing

# Red Dot Round Robin



**Here's our chance to brainstorm. Everyone grab some post-its and visit the various community's lists around the room. If you have a suggestion for them for the partners they have marked "red", put it on the post-it and place it on the list. If you have something that works in your community with a similar red partner then give them a contact so you can talk.**



# Sustaining and Building on Partnerships

Sometimes it's not what you know but who you know. Forming new partnerships will naturally lead to more partnerships. For example, forming a partnership with a hospital emergency department could lead to a partnership with EMTs, which could then lead to a partnership with the Fire Department.

An example of how this may increase capacity is these partners can take on increased roles. In Rockford, at least 60% of each outreach team is partner staff instead of housing staff. This allows them to do intensive outreach, going out daily and at least twice a month at night as well.

# Six Degrees of Partnerships

On this easel sheet, pick 3 non traditional partners from your yellow and green dot list and write them down

Everyone in your group should identify new connections that could result is you are able to form that partnership. Add them to the sheet using post its.



# On Ramps and Off Ramps

Partnerships should not only be thought of as expandable but also as expendable.

It's important to focus on building productive relationships while giving yourself permission to “break up” with non-traditional partners that are not contributing to the work.

Being strategic in your partnerships is critical in last mile, Maximizing relationships with those partners who can help you get and keep people housed.



# Inequity in homelessness AND in loss of housing

Minorities make up a larger percentage per capita of homeless persons, they are also more likely to lose housing through eviction.

Black women with children are the most likely to be evicted population in the United States.

The symptoms that accompany severe mental illness generate behaviors that make seriously mentally ill persons more vulnerable to eviction for behavior related lease evictions.

**What supports through non traditional partners can you add to address inequity?**

- 1. Who is at your table?**
- 2. How do your partnerships support equity in addressing homelessness?**

# A Brief Exercise on equity

1. Can any of the non traditional partners you listed help address inequity?
2. If yes, who are they and what can they do?
3. If no, who else should you add to your non-traditional partner list that can help with this issue?

**What's your favorite sport?**



**What time of year is it played?**

# Sustaining for the long haul



In your work to end homelessness, there is no “off season” like there is in sports. After you reach your goal it still takes hard work and strong partnerships to stay there.

Partners can be even more important during this time as they may be the ones who can identify issues early. The property owner or another provider, for example, can notify you if the resident is at risk of eviction, or if there is another type of crisis that could cause housing instability. This information can be critical to you taking steps to keep people housed.



# Sustaining Exercise

Think about the ways your non traditional partners can help you sustain functional zero.

For this exercise we are going to brainstorm ideas on how non traditional partners can help us sustain. This should include the partner type (property owner, police, etc.), what the intervention would be (ex. pre-eviction notice) and how that agreement could be formalized for sustaining activities. Make sure your plan includes a process that can be sustained even if staffing at your agency or the partner's agency changes.

# Choose 5 non traditional partner

1. List the partners on easel pad page(s)
2. Identify what actions that partner could take to help keep people housed.
3. Identify what steps you would need to take to formalize the process so that it occurs automatically and regardless of staffing retention

# Thank you for taking this journey with us today.



## Next Steps:

1. We will make sure that you get a copy of your notes.
2. Your coach will also have a copy to help you continue to meet the goals you have established.

# Attract and Repel Warm Up

Sometimes we want to be close to our partners and sometimes we don't.

Start by walking around the room. Choose 2 colleagues (without saying anything out loud), one of which you must stay as close as possible to and the other you have to stay as far as possible from. See if they guess who you chose.