**Rules for Developing Successful Public-Private Relationships**

The development of successful public private partnerships is necessary to continue the incredible forward movement and gains of the past few years for teens in foster care and young adults who have aged out of care. These issues are important to the Independent Living Services Advisory Council (ILSAC) as we are charged with recommending to the legislature and the department the challenges and gains of each year.

If the public side really intends to develop meaningful partnerships with private partners or investors there are some rules of the games that should be clearly on the table and considered in the process:

1. Private partners and investors will expect to see results or outcomes. They will want to know how we have changed the landscape for the customer. They are not interested in the process of what we are doing but rather what has happened as a result of what we are doing.

2. Good intentions don’t count-Results or outcomes count

3. They will expect us to keep score. In we are not keeping score by collecting appropriate data, we are only practicing- results matter.

4. They will expect a return on investment or ROI. That ROI must be quantified in clear easy to understand and measurable ways.

5. They will expect real data in real time-not in 2 or 3 years.

6. They will expect policy and practice to be driven by data.

7. They will expect that data and results are customer driven or focused-i.e. the private partner, the youth former foster youth, foster families. They should be at the table to inform the work. Private partners spend time and resources on focus groups and market research and development. They cannot afford to make mistakes in their products or services and neither can the public side. WE are talking about people.

8. They will expect that the public side of the partnerships is doing its job and is accountable for its responsibilities.

9. When you ask them to come to the table you must be clear about what you are asking for. I you want them to help you strategize ask for that. Keep meetings focused, short and limit the size so productive work gets accomplished. Remember this is not their job…they are doing this for other reasons.

10. If private partners come to the table and invest in a project they will expect to be acknowledged for their role. Be sensitive to their desires for that acknowledgement-they will not usually want anything publicized until it has proven successful.

11. Any public private partnership must be a win, win, win. A win for the youth or customer, a win for the private partner and a win for DCF- otherwise forget it.

12. Once a deal goes sour you will likely not be able to go back to the well for more.