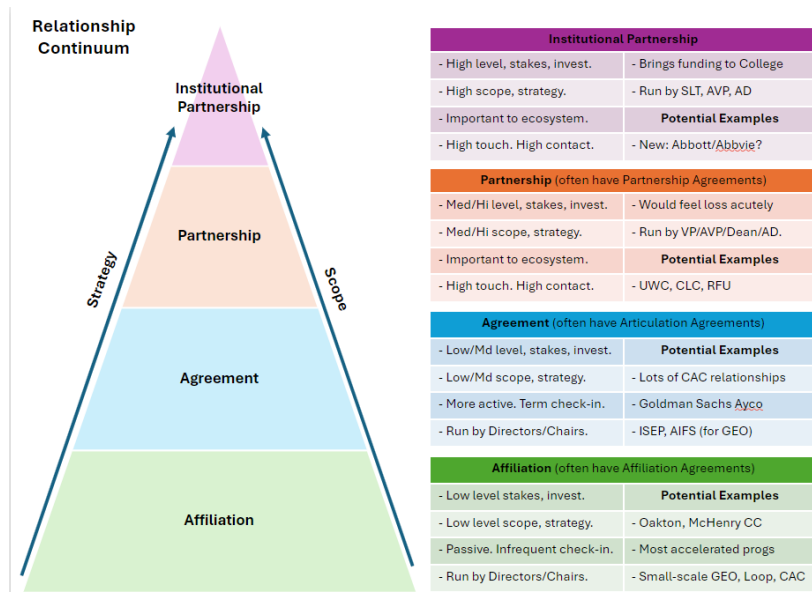


ITF Partnerships Workstream Report

September 27, 2024

1. The full workstream met three times in September 2024 and this was augmented by sub-stream meetings.
2. We spent the bulk of our time developing a *relationship continuum* (or *relationship pyramid*). After three major drafts and discussion, our current **draft** consists of four tiers with appropriately descriptive nomenclature, features, and examples (see below).



Relationship Continuum

Institutional Partnership (or Core or Premier or Elite or Signature or Champion)			
- High level, stakes, invest.	- Brings direct funding.	- Run by SLT, AVP, AD level.	Potential Examples
- High scope, strategy.	- Important to ecosystem.		- Might not have one yet.
- High touch, contact.	- Involves 2+ depts/units.		- Maybe future Abbott/Abbvie?
- Most exclusive category.	- Would feel loss acutely.		
Partnership (often have Partnership Agreements)			
- Med/Hi level, stakes, invest.	- Funding: direct or indirect.	- Run by SLT, AVP, A-Dn level.	Potential Examples
- Med/Hi scope, strategy.	- Important to ecosystem.		- UWC, CLC, RFU?
- High touch, contact.	- Involves 1-2 depts/units.		- NS Comm Partners?
- Check-ins: weekly/monthly	- Would feel loss acutely.		- LF Hospital? Shirley Ryan?
Agreement (often have Articulation Agreements)			
- Low/Md level, stakes, invest.	- Very common category.	- Run by Dir/A-Dir/Chair level.	Potential Examples
- Low/Md scope, strategy.	- Can be formal (written).		- Lots of CAC relationships.
- Low/Mod active relationship.	- Can be informal (verbal).		- Goldman Sachs Ayco
- Check-ins: semesterly.			- ISEP, AIFS (for GEO)
Affiliation (often have Affiliation Agreements)			
- Low level stakes, invest.	- Very common category	Potential Examples	- World Chicago
- Low level scope, strategy.	- Can be formal (written)	- Oakton, McHenry CC	- Lake County Partners
- Passive relationship.	- Can be informal (verbal)	- Most accelerated progs	- JP Morgan, CDW
- Check-ins: annual (longer?).	- Run by Dir/A-Dir/Chair level	- Small-scale GEO, Loop, CAC	- LF/LB Chamber of Comm

3. Just this week, we began considering the remaining “deliverable questions” with some off-line homework. We expect this will lead to a multi-week discussion as we create a guiding document.

- What do we need to help us know who to seek for relationships?
- What are the operational/tactical approaches needed for relationships? How do we evaluate and cultivate existing relationships? How do we sustain, manage, and grow?
- How do we approach, identify, and develop relationships that we believe are beneficial? What is our outreach and engagement strategy and who does it involve?
- What does the College bring to the table for these various relationships?

4. Our goal is to provide the superordinate ITF group with a solid draft of the relationships continuum and the remaining deliverable questions in advance of their October 2024 meeting.