

# Institute for Decision Making Annual Partner Program 2008-2009

## **Annual Partner Program includes the following services:**

### ***Take it To Them Training (T-4 Board Workshops)***



We offer a series of interactive training sessions of 1 to 1 ½ hours that we can present in your community. Topics include Board Orientation and Responsibilities; Basic Economic Development Strategies; Fundraising – The Volunteers Role, plus we can develop a training session on a customized/localized topic. We can also deliver these sessions via the ICN Network to a local ICN facility in your community. Handout materials for an ICN session will be provided prior to the session.

#### **Benefits:**

- Helping your board members do a better job
- Allowing your organization to really “EXCELLerate” with the information provided at a time and place in your community that works best for your leadership
- No travel on their part is required, only some of their time

### ***Business Information Service***

As requested, IDM will provide members of the Partner Program with business information concerning companies of interest to the Partner. IDM will utilize several national databases to provide approximately 15 areas of information about the requested company.

#### **Benefits:**

- Fast turn-a-round company information to for your recruitment and retention efforts
- Taking advantage of multiple resources and databases available to the university

### ***EXCELLerating Strategic Opportunities – determining local community, organizational or project needs***

- ✓ Assess the specific management or project needs of the community or entity in order to evaluate the community economic development options and to identify potential IDM/client approaches that respond to these needs (Factors include organizational capacity, organizational framework, internal and external connections, leadership, resource issues, community vision, economic and community development strategies, demographic conditions and existing economic base)
- ✓ Provide, if necessary, an independent review and integration of plans or projects previously prepared by your organization

### ***Coaching and providing ongoing technical assistance to EXCELLerate the process of economic development***

***(Via telephone, email, visits to UNI, etc.)***

- ✓ Strengthen the capacity to implement
- ✓ Allow for ongoing advisement in implementing the determined course of action and a smooth transition/access to other potential services or projects
- ✓ Provide information and resource ideas that help an organization succeed in economic development efforts

## **Partial Cost Recovery Partner Fee Structure:**

(Partial support from appropriated state funding)

### IDM Partner Fee \$ 500

(Investment for a community that is a member of their Regional Marketing organization is \$250)

If fully accessed, Partner services are valued at up to \$2500

## **Policies and procedures:**

- 1) The Partner Fee is invoiced annually to each client entity for a 12-month period.
- 2) As an incentive, Partners receive a 30-50% reduction in all other fee-based client services and research projects.
- 3) Partner Fees must be paid or kept current to access IDM's Partner services.

## **Regional Partner Program**

Partner Investment Fee: \$3,000  
IDM GIVF Match: \$1,500

Net Regional Partner Program Investment: \$1,500

### Benefits Available to Regional Partners:

Developed specifically for regional economic development marketing groups, the IDM Advisory Council strongly endorsed our new Regional Partner Program that expands our current Partner Program to include the following regional level benefits:

1. An annual regional Benchmarking Study containing approximately 30 measurable secondary source measurements. (This study could be of significant benefit in demonstrating ROI outcomes for future funding.)
2. A demographics reports completed on a regional basis that contains the most current census information plus 5 and 10 year population projections by county and region – a potentially useful tool for planning and evaluating local and regional initiatives.
3. One (1) facilitated work session as requested for your regional group – for example: plan updates, consensus building, program evaluation plus others your region group may desire
4. Specific services available from IDM will be provided at the reduced Partner Program cost for your regional organization. Details of IDM's varied scope of services is available at our website at [www.bcs.uni.edu.idm](http://www.bcs.uni.edu.idm)

A most significant benefit to the organizations participating in your regional efforts is a **50% reduction** in the current individual IDM Partner Program fee from \$500 to \$250 annually.