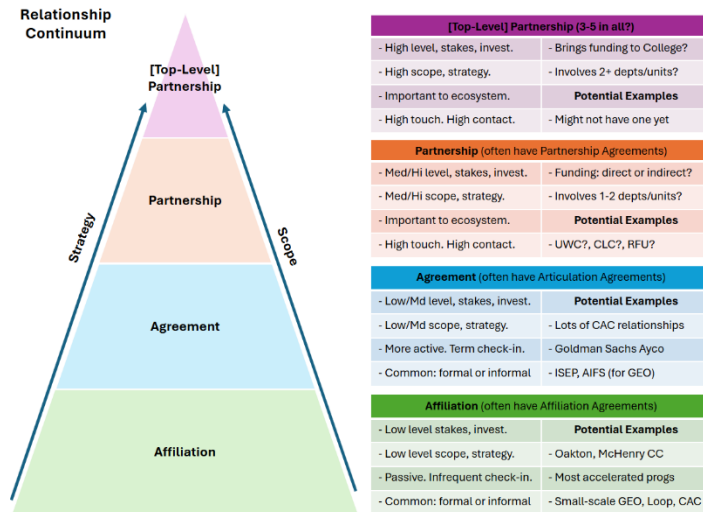


ITF Partnerships Workstream – Final Report

May 1, 2025

1. This workstream met only in Fall 2024 to develop a *relationship continuum* (or *relationship pyramid*) consisting of four tiers with appropriately descriptive nomenclature, features, and examples (see below).



Relationship Continuum			
[Top-Level] Partnership (or Institutional 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.		- Wintrust? LF Hospital?
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.		- Shirley Ryan Ability Lab?
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

2. In response to these question prompts below; we drafted a five-page document full of general guiding principles and some *light* logistical considerations. Some highlights have been included below.

- *What do we need to help us know who to seek for relationships?*
 - We should begin by identifying needs that align with the TSE, the College’s mission, and the tenets of “live, learn, work.”

- o For instance: student financial support, academic support, health/wellness support, facilities support, experiential opportunities, mentorship/advising, co-curricular activities, community engagement, graduate outcomes.
- *What are the operational/tactical approaches needed for relationships? How do we evaluate and cultivate 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?*
 - o Some guiding principles for establishing relationships:
 - ♣ Consider vision, purpose, scope, strategy, investment, goals, relationship maintenance plan, formality of agreement.
 - o Some guiding principles for the logistics of relationship management:
 - ♣ Continuity is key, backups are crucial, long-term strategy is desired, and documentation is important.

3. We solicited broad feedback on the relationship continuum/pyramid and our responses to the above questions, and we revised accordingly.

- These source materials are stored on the ITF Teams page.