

Agenda Item	Item 5- Partnership Strategy Process
Purpose	To engage the Committee in a high-level discussion regarding a proposed approach leading to the development and implementation of a partnership/alliance strategy.
Key Message	<p>Waterfront Toronto has a history of successful partnerships with developers, industry partners, not-for-profits (e.g. MaRS Discovery District) and a variety of public agencies. With the advent of the Quayside/Sidewalk Toronto Project, the Corporation is being approached with an unprecedented volume of opportunities to partner with both for-profit and not-for-profit groups as part of the broader Waterfront Toronto/Sidewalk Labs partnership.</p> <p>The corporation requires appropriate staff resources and support structures to deliver a partnership strategy. The strategy will be subject to the review and approval of the Partnership Committee at Waterfront Toronto Board of Directors.</p>
Areas of note/ Key issues	<p>The partnership strategy will need to include core values, specific protocols and objectives for a variety of engagements, including, but not limited to the following sectors:</p> <ul style="list-style-type: none"> ● Academic ● Cultural ● Not-for-Profit ● Philanthropic ● Private Sector (non-philanthropic) <p>As per the the 2018-2019 Corporate Plan, Management is moving to recruit a senior professional with deep experience in the development of strategic alliances be engaged to work with the CSO and VP, Innovation, Sustainability & Prosperity to develop the corporate strategy.</p>
Expected Outcome	Committee Approval to proceed with the work as described.
Key Takeaways/ Next Steps	<p>Retain senior partnership professional (Q1 2018)</p> <p>Partnership/Alliance Strategy Development (Q2-Q3 2018)</p> <p>Partnership/Alliance Strategy Approval (Q3 2018)</p> <p>Recruit Partnership Implementation Coordinator (Q3 2018)</p>

Approach to Development of Partnership Strategy

For Discussion

January 18, 2018



WATERFRONToronto

Why Now?



Waterfront Toronto has a history of successful partnership with developers, industry partners, not-for-profits (e.g. MaRS Discovery District) and a variety of public agencies.

With the advent of the Quayside/Sidewalk Toronto Project, the Corporation is being approached with an unprecedented volume of opportunities to partner with both for-profit and not-for-profit groups as part of the broader Waterfront Toronto/Sidewalk Labs partnership.

The corporation requires appropriate staff resources and support structures to deliver a partnership strategy. The strategy will be subject to the review and approval of the Partnership Committee at Waterfront Toronto Board of Directors.

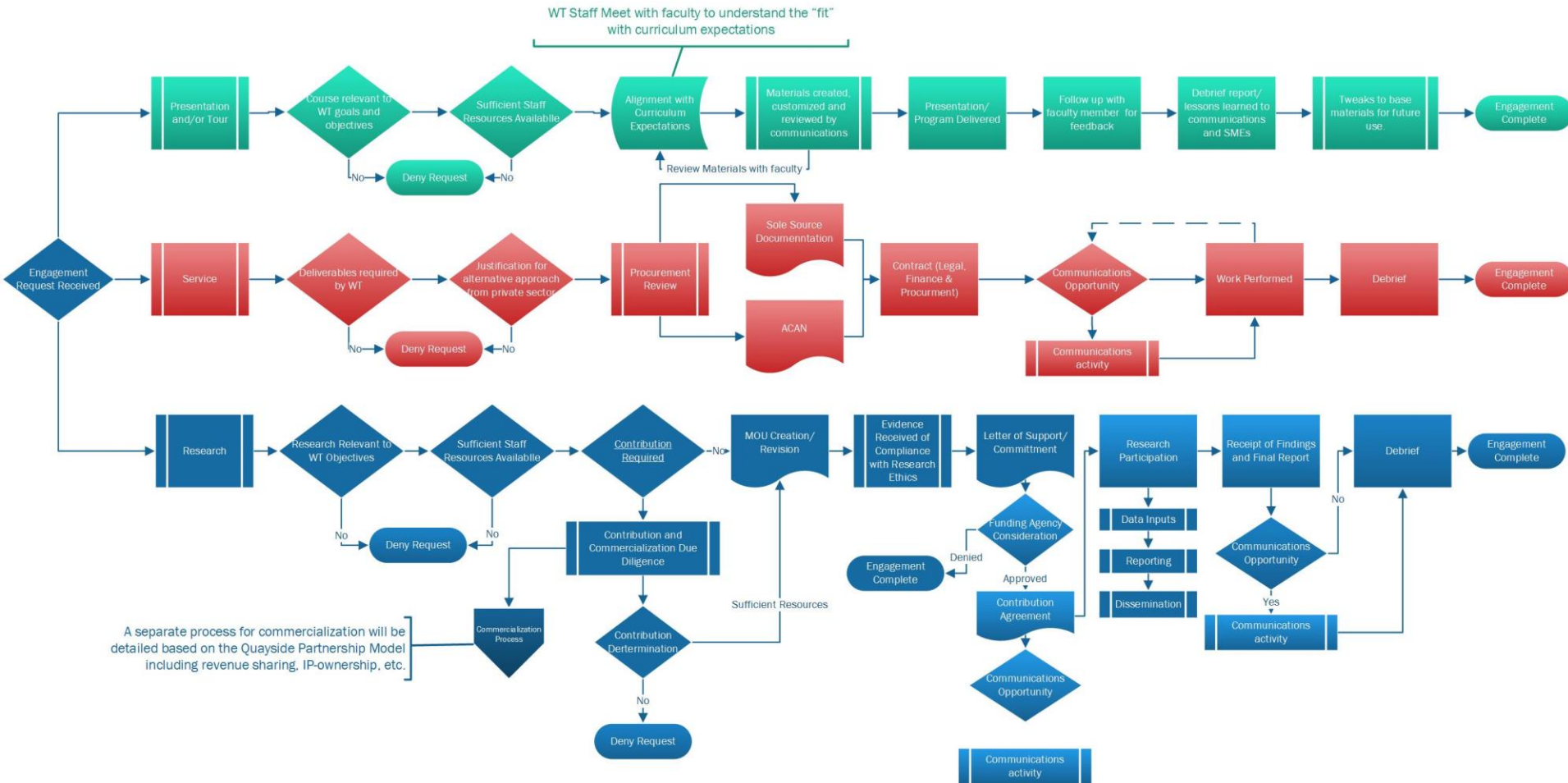
Approach



The partnership strategy will need to include:

- core values
- specific protocols
- clear objectives for a variety of engagements, including, but not limited to the following sectors:
 - Academic
 - Cultural
 - Not-for-Profit
 - Philanthropic
 - Private Sector (non-philanthropic)

Example of the evaluation process for a potential post-secondary partnership



Proposed Timeline



Retain senior partnership professional (Q1 2018)

Partnership/Alliance Strategy Development (Q2-Q3 2018)

Partnership/Alliance Strategy Review and Approval (Q3 2018)

Recruit Partnership Implementation Coordinator (Q3 2018)

Questions & Discussion

