

Self-assessment

Initial Questions for a Nonprofit Considering Collaboration



1. **SUITORS:** Who are *all* the potential marriage partners in your service area that might be a good fit for your organization?
2. **REWARDS:** What are the possible advantages to your organization of merging or collaborating? What might be *gained*?
3. **RISKS:** What are the possible disadvantages to your organization of merging or collaborating? What might be *lost*?
4. **ASSETS:** What assets would make your organization an *attractive* partner?
5. **LIABILITIES:** What liabilities would make your organization an *unattractive* partner?
6. **APPROVALS:** Who are the parties *inside* your organization who have the power to approve – or to block – a proposed merger/affiliation? Who are the parties *outside* your organization who must grant approval for a proposed merger or transfer of assets?
7. **DISCLOSURES:** *Who* are the stakeholders inside and outside of your organization who must be informed – and reassured – as you contemplate merging or affiliating with another organization (even if their formal approval is not required)? *When* should they be informed – and *what* should they be told?
8. **STATUTES:** What statutes or regulations governing nonprofit corporations in your state must be taken into account in planning and structuring a merger or affiliation?
9. **NEGOTIATIONS:** Who has the authority to carry out initial discussions and eventual negotiations with potential marriage partners on behalf of your organization?
10. **SECRETS:** When and how will each organization go about fully sharing confidential information with the other, beginning the process of due diligence?
11. **CONSULTANTS:** How could outside consultants be used during each phase of the process of assessing, planning, and implementing the merger/affiliation?
12. **COSTS:** How much should be budgeted – over and above the normal cost of doing business – to cover the costs of planning the contemplated merger/affiliation?