

Developing Linkages: Promising Practices

- Be purposeful and intentional
- Develop two-way, transparent relationships with other state agencies/ external partners
- Be interested in other organizations, know their work, be helpful to them, be an advocate for their interests.
- Utilize any existing internal connections
- Advocate for the CAAs

Grow Relationships

- Define what “linkages” means; what success looks like
- Assess office capacity
- Commit time/staff now to this mandatory effort
- Build knowledge of other resources available at the State level
- Research other State contracts/ structure and work
- Identify existing partnerships, build on these. Bring in the State Association.
- Communicate early, often with State leadership about the important work of CSBG.
- Just say “yes.” Be flexible.
- Build into the contracts with CAAs

Engage and Do the Homework

- Share what is being done by the State from the start—be transparent
- Regular meetings with the network and other partners
 - ✓ Roundtables
 - ✓ Work Groups
 - ✓ Monthly meetings of network: bring in other state agencies
- Share state’s efforts to create linkages
 - ✓ Newsletters
 - ✓ Use the State Association
- Follow-up with the network

Communicate to Connect

- Take the initiative: start the conversation
- Begin by using the ACSI (data/ comments)
- Educate CAAs on the ACSI and efforts around linkages
- Learn from the CAAs what linkages are needed now; would add value
- Identify where there are gaps in services/resources
- Hone-in on the opportunities, resources available at the State level to meet the needs identified. Share these.
- Teach other State agencies about the CSBG network: its strengths, reach, capacity, and knowledge.

Learn and Teach