**Policy Decision Points for Considering In Kind Partnerships**

# Vision/Mission/Values check

# Primacy of FPAGP Need:

In Kind partners satisfy something the chapter has identified as a mission critical need that is not being fulfilled efficiently any other way.

In Kind partners’ products or services are not viable unless the chapter has previously, on its own, identified need and desire and use in advance.

# $ Value / Crediting formula:

Communicating options and making them available without diluting/diverting Cash Partners

Clearly identifying the bookkeeping and receipt process. NOT TAX DEDUCTIBLE GIFTS

In general, a dollar to dollar crediting value against cash is a bad idea, as in kind gifts are not available as discretionary funds. 1.5 – 2 times the in kind (reasonably assessed) value equates to $1 cash.

In Kind Partner Recognition Expectations (eg: before, during, or after service delivery??) How to appropriately and fairly recognize?

# Differentiating Products from Services:

* Exit Strategies when In Kind Services are not Working
* Recognition of the additional relationship and reputational risk if/when in kind partnerships fail
* Are product donations valued at wholesale, retail, or other market value?

# Relationship Hub = the Chapter

Identifying who within the partner is responsible for vetting and recommending entering into an in-kind partnership after a board member or team member floats a potential in kind partner.

Who is responsible for the relationship once the in kind partnership begins?