



THE STAMFORD PARTNERSHIP 2021 BOR Packet



BOR Summary | Significant Changes

Program Expansion. The Partnership is expanding our programs in the upcoming fiscal year. This is driven by increased need and demand and a return to in-person programming and events. These programs include COVID-19 recovery, Leadership Fairfield County, the CT Regional Sector Partners program, free high-speed public WiFi, non-profit incubator, mobility planning, Stamford Innovation Week, and numerous councils and committees.

Program Creation. The Partnership will see the implementation of, at least, The Stamford Promise (scholarship program) and TechFWD (digital skill building and workforce development program). We also are working to secure support for a Data Science Institute for Stamford and are working to create and launch BizBox (small business creation program) among several other new programs in development.

Increased Headcount. The Partnership plans to increase existing staff hours and hire a community manager and program managers for the services mentioned above. In addition, we plan to bring aboard a Head of Impact to accelerate the timely and effective delivery of our services.

Efficiency & Capacity Initiatives. The Partnership is implementing a fellowship and intern program to help manage staffing costs. We are diversifying our income streams and working on increasing the win-rate and application volume for grants to, and investments in, Stamford. The Partnership is also investing in internal infrastructure, security, technology and other areas, beyond staff, to ensure the safe, timely, efficient and impactful delivery of our programs, resources, and services.



2021-2022 Budget & Narrative

The budget for the Stamford Partnership remains largely unchanged year-over-year. Given the positive program performance and increased notoriety of the organization we are forecasting an improvement in fundraising and plan to invest that income in program growth, capacity building, and contract staff. We have no capital improvement projects planned for this period. We also forecast a significant increase in total people served. This will be fueled in part by increased contractor spending which will enhance our programs and more in-person programming as opposed to the prior year which was impacted by COVID-19 and related circumstances.

	Total
Income	
Unrestricted Grants & Contributions	\$ 245,000.00
Program Restricted Income	\$ 608,723.49
Interest	\$ 240.00
Revenue Subtotal	<u>\$ 853,963.49</u>
Expense	
Accounting & Audit	\$ 6,250.00
Staff	\$ 165,400.00
Event Production	\$ 20,000.00
Insurance	\$ 1,700.00
Licenses, Permits, Filing Fees	\$ 240.00
Meals & Entertainment	\$ 1,200.00
Office Supplies	\$ 1,200.00
Payroll Expenses	\$ 24,000.00
Postage	\$ 120.00
Professional Services	\$ 39,600.00
Program Expenses	\$ 584,795.99
Software	\$ 6,000.00
Travel	\$ 180.00
Utilities	\$ 2,100.00
Expense Subtotal	<u>\$ 852,785.99</u>
Net Income	\$ 1,177.50



A PARTNERSHIP FOR THE FUTURE

The Stamford Partnership is a 501(c)(3) nonprofit focused on improving the quality of life for all Stamford residents, businesses, and stakeholders. We bring people, companies, governments, and nonprofits together to reimagine and shape our shared future. Focused on economic and social impact, we're guided by our three pillars:



Public Private Partnership

We create and empower coalitions to help transform Stamford. Together, we foster a city that's fully connected, powered by technology, and with sustainability at the core of all we do.



Ecosystem Development

We build programs and services for high potential industries and networks—to encourage innovation, growth, and connectivity.



Talent Development

We believe that the workforce of the future is built on lifelong learning, soft skills, and technical knowhow. And we help individuals and companies grow with these concepts at the forefront.



PROGRAMS & PROJECTS

Public Private Partnership

SWIFI

Free, high-speed public WIFI in the heart of Stamford

Non-profit Incubator

Services and resources to host and accelerate small non-profits

COVID-19 Community Fund

COVID relief fund supporting food and housing security

The DreamUp Campaign

The Partnership's programs that drive economic mobility

Paradigm

Collaborative grant application program for economic recovery

Ecosystem Development

COVID-19 Response & Recovery

Responsive program development to support critical needs and gaps

Stamford Innovation Week

New England's largest and fastest-growing innovation festival

Mobility Planning

Charting a course for Stamford's future first and last mile solutions

Data Science Working Group

Advocacy for transformative investment in Data Science

iSpark Fund

Startup pitch competition prize pool raised via SiW

Talent Development

Leadership Fairfield County

The region's premier leadership development program

The Stamford Promise

Guaranteed scholarships for academic performance.

TechFWD

Digital training program to upskill and reskill our future workforce.

Project Accelerator

Helping to identify and accelerate programs with impact

Industry Support Networks

Connecting rising leaders in the industries driving local job growth



OUR IMPACT

We foster an economic and social ecosystem that creates new opportunities and helps individuals thrive. Together, we make a lasting, positive impact on our community.

The Partnership has been instrumental in initiating UConn's expansion and relocation to downtown Stamford, providing free public WiFi, producing Stamford Innovation Week, rebranding the City, reimagining our mobility strategy, and fostering Stamford Downtown, Mill River Park Collaborative, Stamford Chamber of Commerce, Waterside Coalition, East Side Partnership, and many other organizations.

The Stamford Partnership By the Numbers

77,000+

Total SWIFI Logons (public WiFi network)

\$161,000

COVID-19 Community Support Funding

20,000+

Subscribers & Followers

\$1,050,000

Direct Impact Grant Pipeline

875+

Dining Bond Purchase Requests

100+

Participating Agencies & Companies

16+

Local Non-profits Incubated



Dream Up

Reigniting economic mobility. Unlocking inclusive growth.

The **DreamUp** campaign encompasses the projects, programs, and initiatives of the Stamford Partnership that mitigate or combat systemic biases—and the factors that perpetuate class- and race-based disadvantages and inequities.

Employing a programmatic approach, the themes that govern our strategy are economic mobility, inclusive growth, equity, and inclusion. Within the **DreamUp** platform, we provide the resources, knowledge, and experiences needed to create bias-defying personal, professional, and business growth opportunities.

We chose the term “Dream Up” to encompass our efforts as it inspires many facets of our work:
To **DreamUp** the ideas, concepts, and actions that help move people and communities forward
To **DreamUp** and achieve a better life for you, your family, and future generations
To **DreamUp** about the deep issues and inequities at the root of economic disadvantage

The work is urgent. The need is great. The time is now.



Dream Up

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SWIFI

SWIFI has always provided reliable, free, high speed internet access. During COVID-19, the network became critical infrastructure, helping Stamford's residents access online services and resources. **The network was used 62,457 times since April 1st 2020, with a monthly usage growth rate of ~20%.**

Nonprofit Incubator

Through fiduciary and fiscal sponsorship services, the Partnership has **incubated 16 organizations** and hosted countless others. In the last 24 months, fiscal sponsorships programs and **received and distributed over \$980,000** directly in Stamford.

TechFWD

TechFWD will provide **low- and no-cost tech skill training programs**. The skills focus on the platforms and concepts needed to start or grow a business. With TechFWD training, individuals can enter or reenter the workforce with **marketable, saleable skills valued at \$30-\$60/hour**.

Paradigm

Paradigm hosts the PPP projects and collaborations of the Stamford Partnership. Most recently, Paradigm partnered with UConn and The FEAT Collective to **pursue a \$750,000 EDA grant**. If awarded, the grant will fund the creation of a regional WMBE support hub, based in and focused on Stamford.

Stamford Promise

The Stamford Promise will provide merit-based, guaranteed **\$5,000/year** scholarships for Stamford's public school students. The Program will also **provide need-based scholarships** above the base amount to ensure that no child with the desire to attend college cannot because of means.

Mobility Planning

The Partnership operates a mobility program that is seeking **significant state and federal support for large-scale, transformative transportation projects** in Stamford. The Partnership also proposed Shared Mobility Principles, which was ultimately adopted by the Board of Reps.



PROGRAM SPOTLIGHT



**STAMFORD
INNOVATION
WEEK**

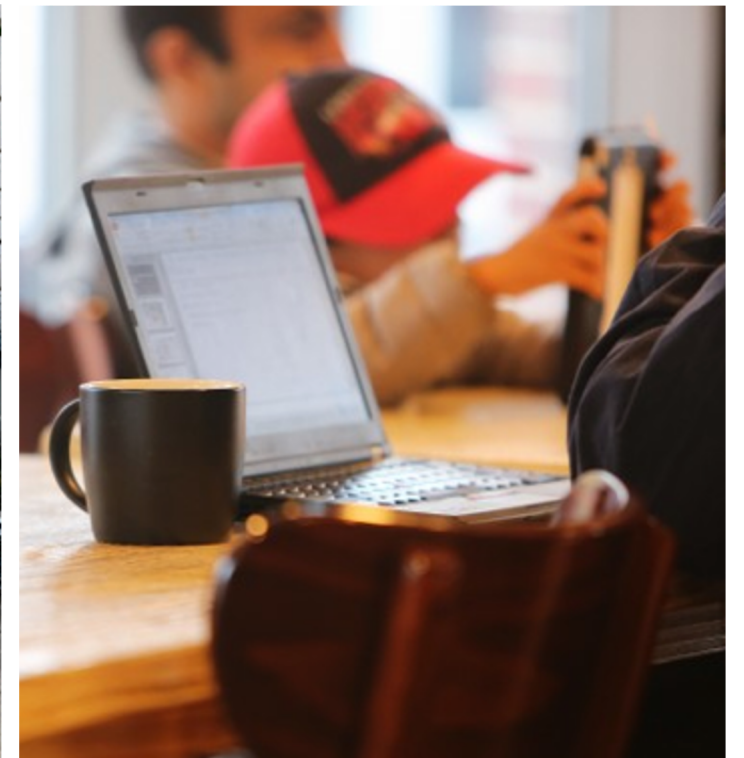
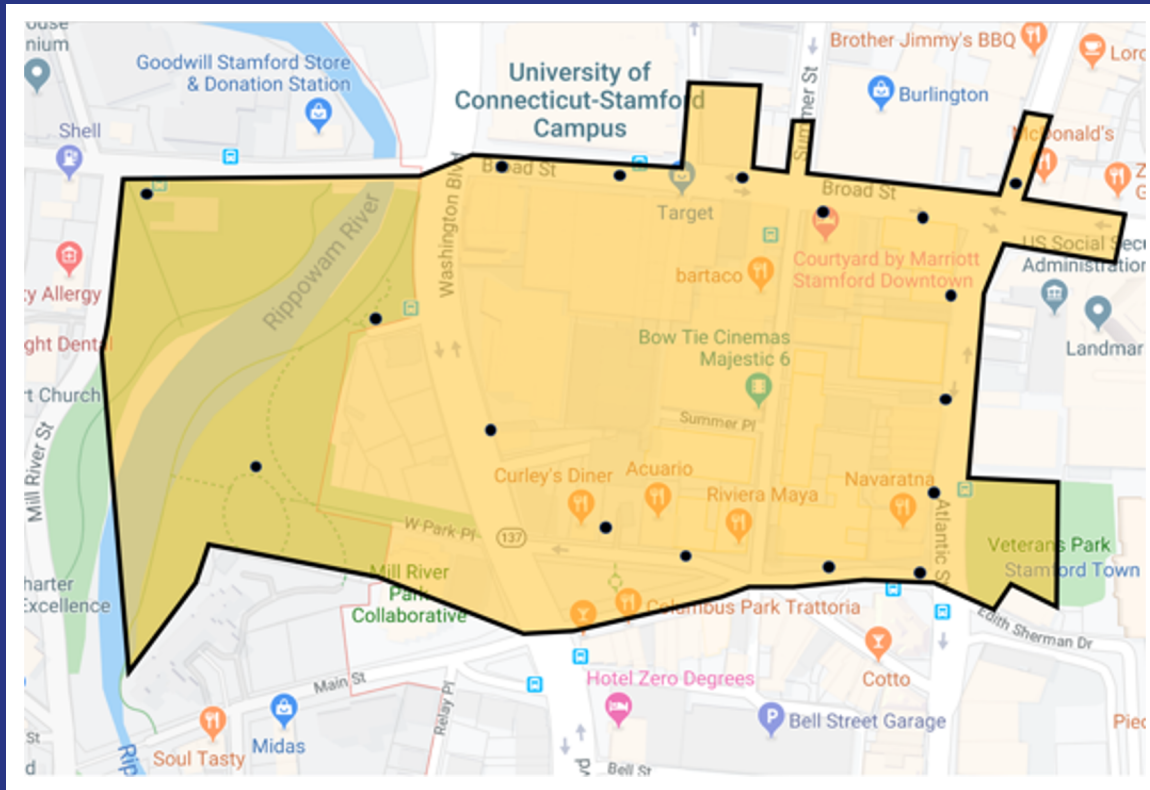
Stamford Innovation Week (SiW) is New England's largest and fastest-growing innovation festival. On average, the annual event features approximately:

- 5,000 Attendees
- 26 Unique Events Including Conferences, Culture Experiences, and Workshops
- 150 Speakers including CEOs, Award-Winning Authors, and Founders
- Over 2,500 Companies Represented



PROGRAM SPOTLIGHT WIFI

SWIFI is Stamford's free public Wifi network. The network covers a large portion of Downtown Stamford and is now providing hundreds of sessions per day. Whether you want to connect with friends and colleagues, have meetings outside, or just get some work done, SWIFI has you covered.



SWIFI Coverage Map, SWIFI Access Point with UCONN Student Connected, Person Using Laptop in Cafe



PROGRAM SPOTLIGHT Leadership Fairfield County

Developing Community Leaders, Exploring Regional Challenges. Leadership Fairfield County is a professional development program that broadens the skills and perspectives of organizational leaders—and provides the region with individuals who are prepared to serve as catalysts for positive change.



CASE STUDY

The Partnership's Role in Covid-19

COVID-19 has changed the lives of many. Stamford residents and businesses were no exception. To help these individuals and companies fight through this challenging period, the Stamford Partnership spearheaded initiatives designed to help support and protect our most vulnerable citizens and businesses in our community.

As a city-wide, agile organization the Partnership was empowered to quickly and efficiently develop new programs and services.

Special COVID-19 Related Projects

Stamford Restaurant Bonds

Restaurants got revenue when they needed it most with our discounted gift certificate portal.

COVID-19 Community Support Fund

The Partnership serves as the program's fiscal sponsor—helping fund food security organizations in a time of great need.

McKinsey Partnership

The Partnership worked with McKinsey in a response and recovery planning series.

Stamford Hospital Collaboration

The Partnership helped arrange a \$50,000 gift from the Werth Family Foundation to Stamford Hospital—accelerating the use of life-saving convalescent blood plasma therapy.



NON-PROFIT INCUBATOR OVERVIEW

The Stamford Partnerships seeks out our greatest challenges and opportunities. Most often, the best solution is a project or campaign. But oftentimes, an entire coalition must be assembled, and more sustainable solutions developed. With this in mind the Stamford Partnership has helped to form and incubate many of the region's most notable and successful organizations, including;

Community Development

The East Side Partnership
Neighbor's Link (now Building 1 Community)
Stamford's COVID-19 Community Support Fund
The Waterside Coalition

Economic Development

The Stamford Chamber of Commerce
Stamford Downtown
Stamford's Innovation District

Revitalization

Reinventing Stamford
The South End Neighborhood Revitalization Zone
The West Side Neighborhood Revitalization Zone

Education & Governmental

The Mill River Park Collaborative
Stamford Public Education Foundation
Stamford Census



OUR HISTORY

1978 The Stamford Economic Assistance Corporation is formed by local business leaders.

1988 The Stamford Partnership takes its current name and form

1992 The Stamford Partnership creates the DSSD, known today as Stamford Downtown.

1987 The Stamford Chamber of Commerce is formed through the Stamford Partnership.

1996 Stamford Public Education Foundation is launched from The Partnership.

2000 The Waterside Coalition is formed as a project of the Partnership.

1998 UConn Stamford opens in downtown Stamford, led by the Stamford Partnership.

2008 Neighbors Link is launched, supporting Stamford's immigrant community.

2004 The Mill River Park Collaborative is formed, eventually growing to become Stamford's 'central park.'

2012 Advocacy efforts lead to major updates at the Stamford Transportation Center

2016 The Partnership leads the effort to refresh the City's branding.

2019 SWIFI, Stamford's first and only free public WiFi network, launches in downtown Stamford

2020 Stamford Innovation Week merges with the Partnership.



WHO IS THE STAMFORD PARTNERSHIP?

Joan Carty

President
Housing Development Fund

Heather Cavanagh

President
Stamford Chamber of Commerce

Terrence Cheng

Campus Director
UCONN Stamford

Scott Conley

President
The Cradlerock Group

April Condon | Vice Chair

Partner
Day Pitney

Steve Cooper

Partner
Robinson+Cole

Shannon Daniels

Founder & CEO
Encaptiv

Gloria DePina

Member
Board of Representatives

John Emra

President, New England
AT&T

Margaret Feeney

Head of Innovation
NatWest Markets

Ursuline Foley

Board of Directors
Provident Bank

Joe Goett

Financial Advisor
Wells Fargo Advisors

Jodi Gutierrez | Chairperson

Vice President
George Comfort & Sons

Eileen Heaphy

Board of Directors
Stamford Partnership

Zsafia Jamieson

Managing Director, Incubation
Imaginary

Alice Knapp

President
Ferguson Library

David Kooris

President
Stamford Downtown

Thomas Madden

Economic Development Director
City of Stamford

David Mannis

Board of Finance
City of Stamford

David Martin

Mayor
City of Stamford

Daniel Morris | Treasurer

Senior Advisor
Belpointe Asset Management

David Noble

Werth Institute Director
UCONN

Chris Perrett

Vice President
Peoples United Bank

Michael Pollard

Chief of Staff
City of Stamford

Matt Quinones

President
Board of Representatives

Lisa Riley

Global Head of Events
Forrester

Caroline Simmons

144th District Representative
CT House of Representatives

Randy Skigen

Board of Directors
Stamford Partnership

David Stein

City of Stamford
Zoning Board Chair

Dan Stolzenbach | Past Chair

General Manager
Stamford Town Center

Andrew Sufian

Vice President
Rubenstein Partners

Ann Zucker

Partner
Carmody Law

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Jon Winkel Executive Director **Susan Duarte** Comptroller **Jessica Bacigalupi** Program Director

Cynthia Lyon Program Director **Rebecca Oullette** Program Fellow **John Carlo** Bookkeeper

