We create opportunities for independence for people with disabilities through research, education, and consultation

IL-NET
CIL-NET · SILC-NET

High-Performance Measurement Framework Webinar Series for SILCs

Webinar 1: July 17, 2019

What it Means to be a High-Performance Measurement Culture and Why a Measurement Framework is Critical to your Success

Presenters:
Sheri Chaney Jones
Jeremy Morris

Evaluation Survey & Presenter Contact Information

Your feedback on this webinar is important to us. At the end of the presentation you will have the opportunity to complete a brief evaluation survey.

- Sheri Chaney Jones –scjones@measurementresourcesco.com
- Jeremy Morris – jmorris@ohiosilc.org
- Paula McElwee – paulamcelwee.ilru@gmail.com

What You Will Learn…

- How to create high-performance measurement cultures.

- The importance of a SILC logic model for success.

- How to attract funders with data.

- How to create the perfect customized statewide measurement framework.

- Impactful data-driven communication strategies using data.

Vision

Agencies

Peter Drucker Quote

"What has already happened that will create the future?"
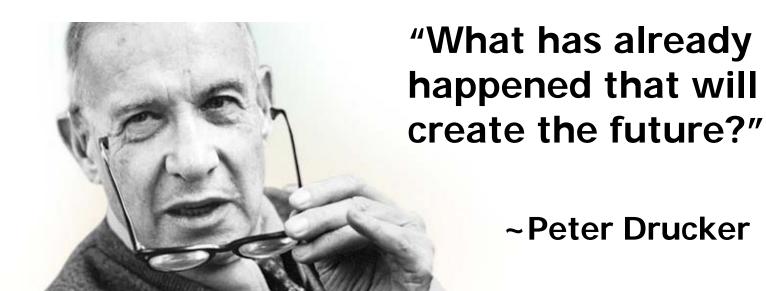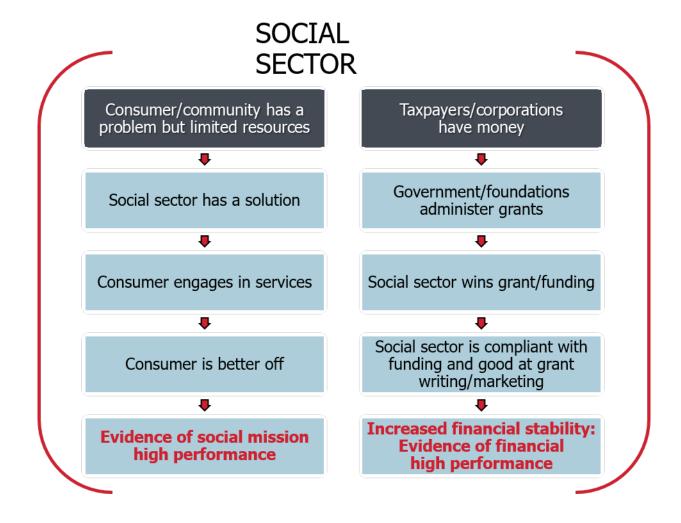
~Peter Drucker

There has been a gradual sector shift in how funding decisions are made.

Move to evidence of <u>mission</u> and <u>fiscal</u> high-performance:

SOCIAL SECTOR

Consumer/community has a problem but limited resources	Taxpayers/corporations have money
⬇	⬇
Social sector has a solution	Government/foundations administer grants
⬇	⬇
Consumer engages in services	Social sector wins grant/funding
⬇	⬇
Consumer is better off	Social sector is compliant with funding and good at grant writing/marketing
⬇	⬇
Evidence of social mission high performance	**Increased financial stability: Evidence of financial high performance**

What is Your Unarguable Value?

Which Program Would You Fund?

Program X

Provided independent living services to 3,000 adults living with disabilities.

Program Y

Because of our independent living services to 3,000 adults living with disabilities, 100% of consumers reported their needs were met; and 71% successfully lived independently for 365 days.

For every $16,000 donated we can keep one person in their own home for one year – a $19,000 savings. A 118% ROU.
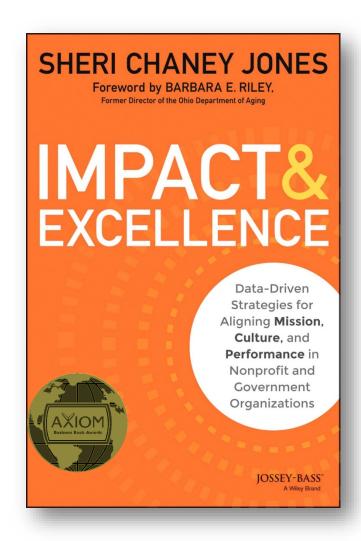
Change is the Only Way to Success
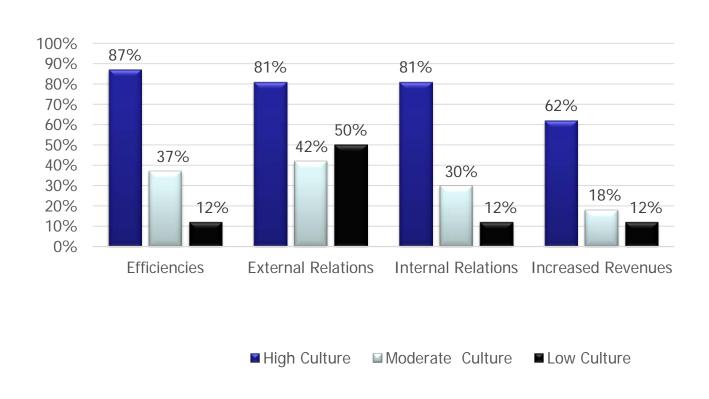
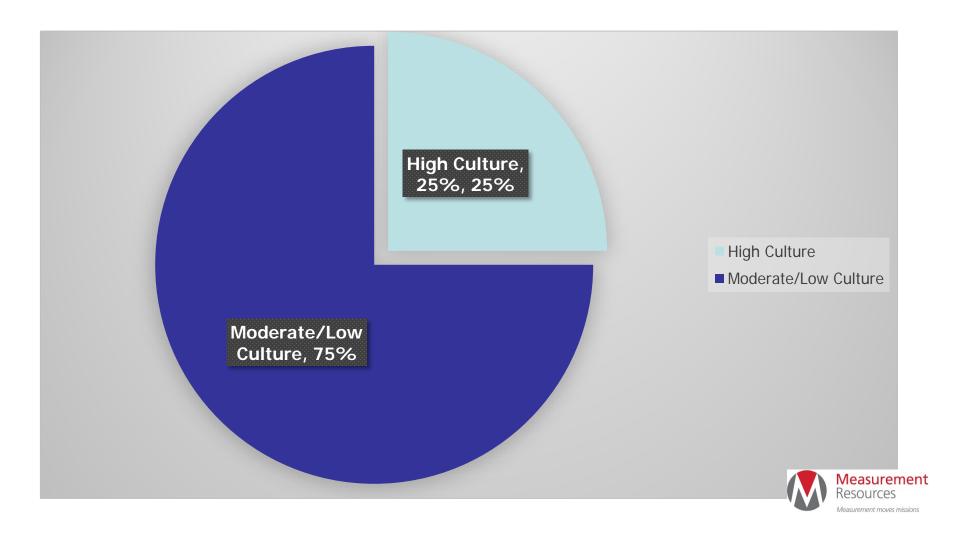# High Performance Measurement Cultures

IMPACT & EXCELLENCE

High Performance and Social Sector Results

High Performance and Social Sector Results

Chart legend: High Culture, Moderate Culture, Low Culture

Efficiencies: High Culture 87%, Moderate Culture 37%, Low Culture 12%
External Relations: High Culture 81%, Moderate Culture 42%, Low Culture 50%
Internal Relations: High Culture 81%, Moderate Culture 30%, Low Culture 12%
Increased Revenues: High Culture 62%, Moderate Culture 18%, Low Culture 12%

High Culture/Moderate/Low Culture

High Culture, 25%, 25%

Moderate/Low Culture, 75%

Legend:
- High Culture
- Moderate/Low Culture

Questions and Discussion

Myths & Realities

NO Correlations!

There are NO correlations between <u>size</u> and <u>budget</u> and <u>high-performance cultures</u>!

High-Performance Tools MeasurementResourcesco.com

Sheri Chaney Jones
-President and Founder

Strengthening Communities one organization at a time.

Measurement Culture Survey

Thank you for your interest in Measurement Resources' *Measurement Culture Survey.*

High-performance organizations have strong measurement cultures. Decision-makers in these organizations adopt data-driven management strategies such as performance measurement, strategic planning, and needs assessments. How strong is your measurement culture? How do you compare to other organizations in using data-driven management strategies to achieve desired results?

Take our survey and discover if your organization is leading the pack or trailing behind in terms of measurement culture. Complete the survey and receive a FREE individualized benchmarking report and an overall measurement culture score.

This short survey should take less than 10 minutes complete. All data will remain confidential and only reported in aggregate.

If you have additional questions about this study or Measurement Resources Company, call us at 614-893-0773 or email info@measurementresourcesco.com
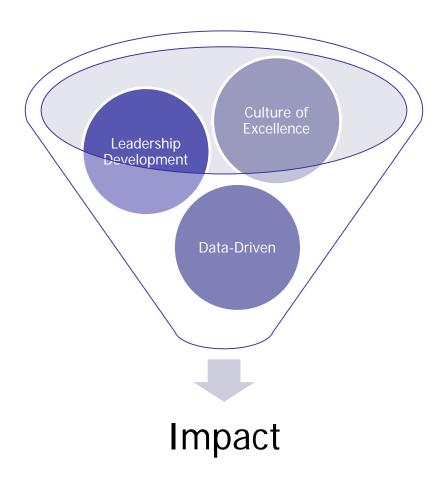
Code [0000]   [Submit]
Where is my code ?

[Purchase Code]

Sheri Chaney Jones
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614-893-0773

Measurement Resources
Measurement moves missions

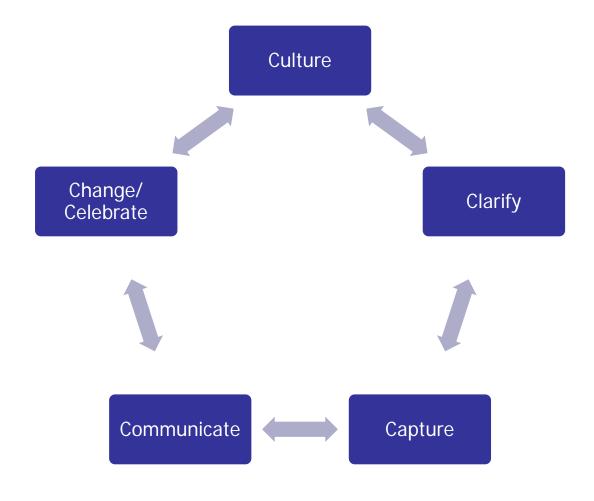# "Hidden" Success Factors

Leadership Development

Culture of Excellence

Data-Driven

Impact

Change Your Mindset Change Your Results

Five Strategies for Turning Data into Dollars

Learning from Leaders

"ALL YOU NEED IS THE PLAN, THE ROAD MAP, AND THE COURAGE TO PRESS ON TO YOUR DESTINATION."
EARL NIGHTINGALE

Jeremy Morris: Executive Director, Ohio Statewide Independent Living Council

High-Performance Measurement Culture Questions

- Why did the Ohio Statewide Independent Living Council decide they wanted to create a high-performance measurement culture?

- In terms of moving forward, what barriers or obstacles had to be overcome? How did you do it?
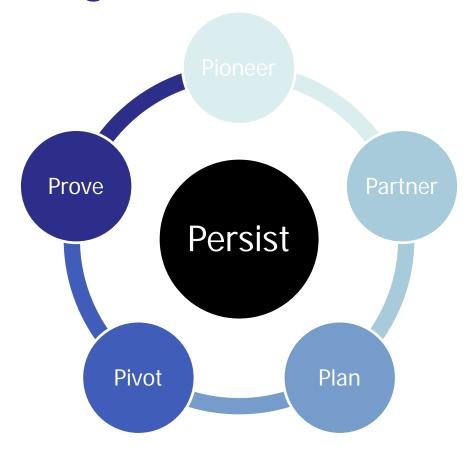
1. Create a data-driven culture

Great Organizations Have Great Leaders
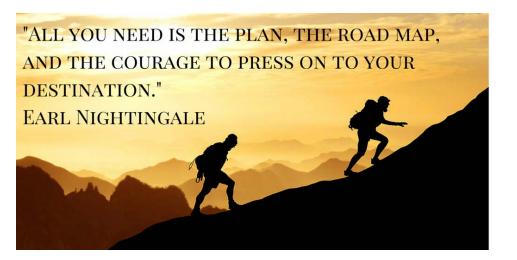# The High Achieving Social Sector Leader™

Organizational Structures Matter

- Training

- Upper Management Communication

- Autonomy

- Feedback

- Innovation

Learning from Leaders

"ALL YOU NEED IS THE PLAN, THE ROAD MAP, AND THE COURAGE TO PRESS ON TO YOUR DESTINATION."
EARL NIGHTINGALE

Ohio SILC
Ohio Statewide Independent Living Council

Jeremy Morris: Executive Director, Ohio Statewide Independent Living Council

High-Performance Measurement Culture Questions

- Prior to developing the measurement framework, what structures did the OSILC have in place that you believe lead to your success?

- What elements of a data-driven culture have you had to work on over the past year? How did you go about working on those elements?

Webinar 1: Action Items

HIGH-PERFORMANCE MEASUREMENT FRAMEWORK WEBINAR SERIES

Program Workbook

2019

www.measurementresourcesco.com

Measurement Resources
Measurement moves missions

- Activity 1: Planning for Uncertainty

- Activity 2: Measurement Culture Survey

- Activity 3: Leadership and Culture

Final Questions and Evaluation Survey

Any final questions?

Directly following the webinar, you will see a short evaluation survey to complete on your screen. We appreciate your feedback!

https://usu.co1.qualtrics.com/jfe/form/SV_5areXOGwEy99fPT

SILC-NET Attribution

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