



Learning Collaboration with the Health Care System & Providers

September 15, 2025

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Our Mission

CSH works to advance affordable housing aligned with services as an approach to help people thrive. We do this by advocating for effective policies and funding, equitably investing in communities, and strengthening the supportive housing field.

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How We Build **Thriving Communities**

We work with communities in three ways to help them move away from crisis response, optimize their public resources, center equity, and ensure everyone has a place to call home.

WHAT WE DO



POLICY & ADVOCACY



TECHNICAL ASSISTANCE, TRAINING, & CONSULTING



LOANS & GRANTS



csh.org

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CSH- 7 elements of building cross sector partnerships

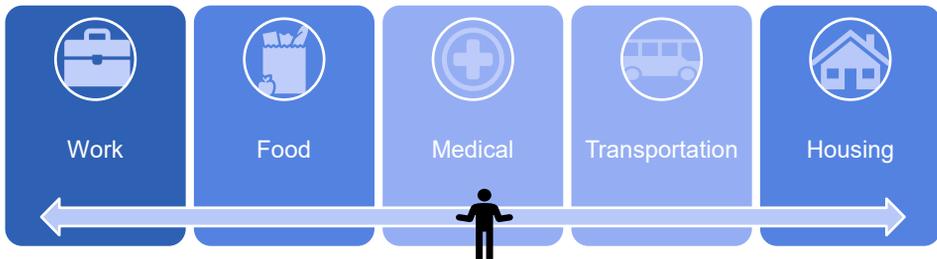
Please share thoughts or feedback with any of the CSH Sector Leads or Stephanie Mercier.

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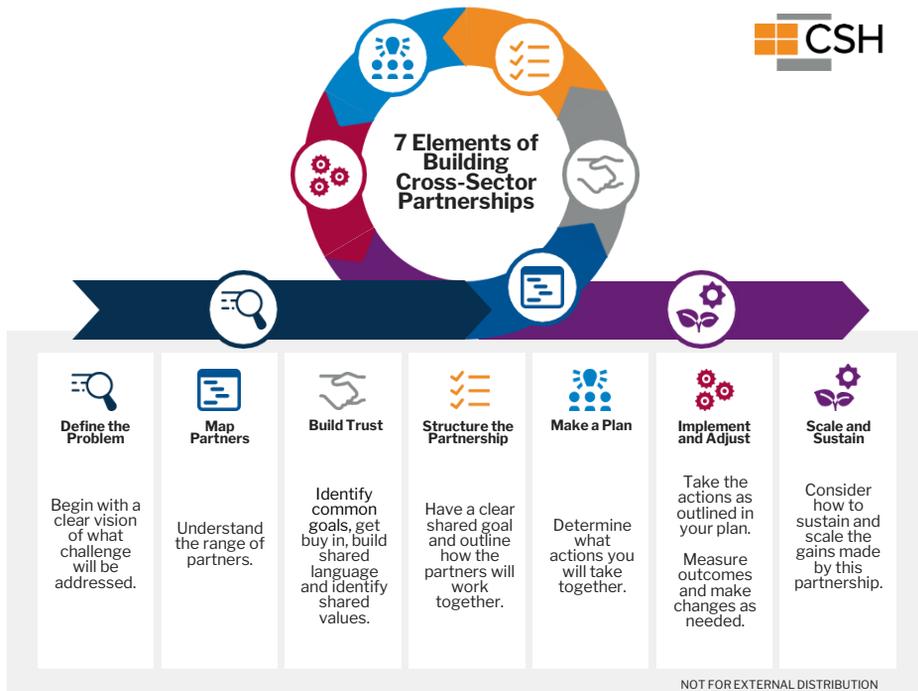
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Why Cross Sector Partnerships Matter

- Systems tend to operate in silos
- Reimagine systems that work in the way real people need them to work
- Effectiveness
- Efficiency



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Element 1: Define the Problem



- Begin with a clear vision of what challenges will be addressed. What problem are you solving for and are we all solving for the same problem?

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Element 2: Map Partners



- Understand the range of partners impacted by the problem and their interest in the issue
- Ensure those closest to the problem are at the table
- Where are the resources to address the issue?
- Ask who is missing
- Identify Champions!

Analyze the resources, power and influence of potential partners

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Element 3: Build Trust



- Proceed with core organizations to address this challenge
- Communicate honestly: understand where there is alignment and where there isn't
- Take the time to build shared language
- Identify shared values

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Partnership Engagement: Understanding the “Why”



Hospital

- Uncompensated care, reducing costs
- ER wait times
- Re-admission
- Staff satisfaction
- Workforce



Homeless Service Providers

- Lack of affordable housing
- Access to health care
- Access to Medicaid
- People with complex needs



Managed Care

- High Cost of Care
- Poor Outcomes/Quality Metrics
- SDOH Investment



Housing

- Vacancy Rates
- Operating Costs



Government

- Public Good
- Responsiveness to all Community Members
- High costs across multiple public systems

AND...Because it's the Right Thing To Do.

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Element 4: Structure the Partnership



- Outline how the partners will work together
- Be intentional about who will be included
- Create a shared vision for success
- Ensure broad buy-in with the partnering organizations

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Element 5: Make a Plan



- Clearly identify lanes and strengths
- Determine what actions each partner will take based on opportunities and the strengths
- Messaging and Communications
- Consider a quick win to cement the partnership as well as longer term opportunities
- Assess sustainability and scalability

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Element 6: Implement and Adjust



- Take the action steps as outlined in the plan
- Measure outcomes and make changes as needed
- Assess changes to environment

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Element 7: Scale and Sustain



- Consider how to sustain the gains made by the partnership
- Identify additional partnerships and actions that could lead to scaled up outcomes

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Thank you!

Learn more at www.csh.org



Stay in Touch!



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