We create opportunities for independence for people with disabilities through research, education, and consultation.
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
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 mission and fiscal high-performance:

SOCIAL SECTOR

- Consumer/community has a problem but limited resources
  - Social sector has a solution
  - Consumer engages in services
  - Consumer is better off
  - Evidence of social mission high performance

- Taxpayers/corporations have money
  - Government/foundations administer grants
  - Social sector wins grant/funding
  - Social sector is compliant with funding and good at grant writing/marketing
  - 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

SHERI CHANEY JONES
Foreword by BARBARA E. RILEY,
Former Director of the Ohio Department of Aging

IMPACT & EXCELLENCE

Data-Driven Strategies for Aligning Mission, Culture, and Performance in Nonprofit and Government Organizations

AXIOM Business Book Awards

JOSSEY-BASS
A Wiley Brand
High Performance and Social Sector Results

![Bar chart showing results for Efficiencies, External Relations, Internal Relations, and Increased Revenues.](chart.png)

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

IL-NET, a project of ILRU – Independent Living Research Utilization
High Culture/Moderate/Low Culture

High Culture, 25%, 25%

Moderate/ Low Culture, 75%
Questions and Discussion
Myths & Realities
NO Correlations!

There are NO correlations between size and budget and high-performance cultures!
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
“Hidden” Success Factors

- Leadership Development
- Data-Driven
- Culture of Excellence

Impact
Change Your Mindset Change Your Results
Five Strategies for Turning Data into Dollars

- Culture
- Clarify
- Change/Celebrate
- Communicate
- Capture
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™

Persist

Prove

Pioneer

Pivot

Plan

Partner

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

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Prove

Pioneer

Pivot

Plan

Partner
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

Jeremy Morris: Executive Director, Ohio Statewide Independent Living Council
High-Performance Measurement Culture Questions

• Prior to developing the measurement framework, what structures did the OSI LC 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

• 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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