

POWER NEGOTIATIONS

THE ALLOCATIONS PROCESS IN ACTION

There are 5 agencies applying for funds at the **GREATER METRO-CITY UNITED WAY** for 1986. Your job is to grant funds in the most accurate, beneficial and fair manner that you think best. Use the 4 "R's" as additional guidelines.

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| RELEVANCY | of the program to important community needs. |
| RESOURCES | available to finance the need (community, state/fed, grants) |
| RESPONSE | capacity of the agency -- can it deliver? |
| RELATIONSHIP | of the agency to major communities of givers that UW needs to attract and keep in the fold |

B.O.Y. BUSINESSMEN ORGANIZING YOUTH

Ten years ago a group of businessmen organized to provide a place for boys to build character, social skills, moral and ethical standards and a strong sense of commitment to peace. They have 300 boys, 5 paid professional staff (each with over 15 years experience in the field) and a paid for meeting facility.

W.O.A.H. WOMAN ORGANIZED AGAINST HABITUATION

Organized in late 1983, this organization is active in promoting the rights of women and children, particularly in the area of family violence related to alcohol/drug abuse and unemployment. They have one paid staff member with 20/30 volunteers. They meet in different peoples homes or church rooms.

F.E.E.D. FEED EVERY EMERGENCY DEVELOPMENT

Developed originally from a government grant to disperse surplus foodstuffs, this organization now wishes to be able to feed anyone in legitimate need for any reason. With one paid position and 8 half time volunteers the demands for their service are growing rapidly and they need to hire 2 more full time people.

N.O.W. NO OTHER WAY

This organization grew out of frustration with local paper-work problems when emergency situations arose. They provide on the spot grants-in-aid for resident and transient emergencies that range from travel, shelter, medical, and other situations. They have 1 professional M.S.W. and 4 part-time office volunteers.

H.E.A.R. HOTLINE ENABLING ALL REQUESTS

This group provides a telephone hotline, 24 hrs, 7 days a week and in three languages. They have interfaced with all local agencies and have a good working relationship with them. They have 3 multi-lingual M.S.W.'s and 4 part-time volunteers. They want to add 4 additional phone lines and hire an additional full time person to complete their coverage ability.



**OPINIONS AND FEELINGS ARE FREQUENTLY A PERSONAL TRIUMPH OVER GOOD THINKING
YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.**