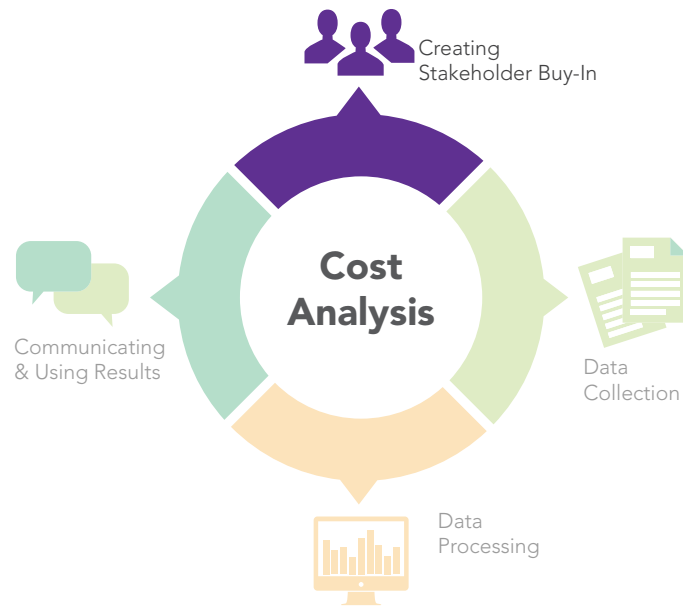


CREATING STAKEHOLDER BUY-IN



Framing Cost Analysis as an Evaluation Tool

Cost analysis places dollar amounts to positive program outcomes. This can increase the ability to advocate for programs and leverage funding. **Education about cost analysis as an integral component to evaluation is important in building the confidence of all stakeholders towards using it.**

A closer look...

Estimates gained from a cost analysis should include:

- An emphasis on the benefits
- Program-by-program outcomes
- Savings from programs that address critical and crisis situations, such as high school dropout rates



I spent a lot of time personally going to all 88 counties and sitting with folks and talking to them, telling them why I'm doing this, how important it is.

- CBCAP State Lead Interviewee



Building Relationships & Communicating the Purpose

Relationship building with stakeholders promotes acceptance of evaluation tools (like cost analyses) and data collection consistency. By establishing relationships, practitioners may collect data more consistently and completely as its connection to the work becomes understood through open communication. **Quality data must be collected to conduct cost analysis. If this is going to occur, all program staff must understand the value it adds to their work.**

A closer look...

Planning for evaluation/continuous program improvement should be communicated in the early stages of preparing for cost analysis. This helps program staff smoothly integrate components of cost analysis into workflows.

Expressing cost analysis as an integral component to evaluation should be communicated through simple language. This helps practitioners and families understand its purpose and value.

“

[Rural areas] don't have the big universities, they don't have all the students, they don't have all the non-profits, **but they have really great relationships.**

- CBCAP State Lead Interviewee

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Linking Cost Analysis with Practice

CBCAP State Leads gave examples of strategies used to collect quality data to conduct cost analysis. **Sharing success stories may alleviate current connotations associated with data collection and lead to increased effort to include data collection as a part of practice.**

A closer look...

In-person data reviews with programs encourage partnerships in data collection and a peer culture for demonstrating impact. This practice also aids in checking and reinforcing data fidelity.

Practitioners included program participants in the data collection decision-making process. Practitioners used this practice as learning and shared decision-making opportunities for developing program goals. They reported that families felt valued.

