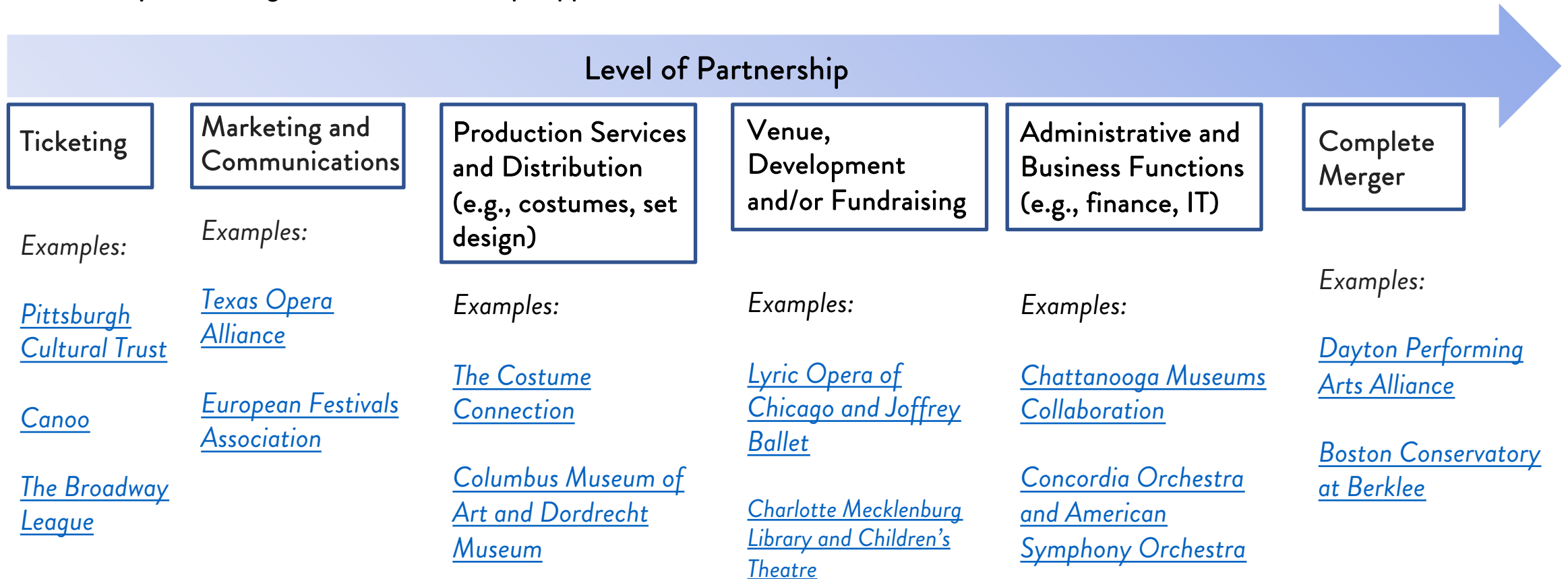


Partnerships Between Arts Organizations Can Increase Organizational Capacity

ABA Analysis of Range of Arts Partnership Opportunities



Beyond Organizational Capacity: Partnerships Between Arts Organizations Support Progress Across the Board

Audience Development



In January 2020, New York’s Concert Artists Guild (CAG) and London’s Young Classical Artists Trust (YCAT) announced [a partnership](#) that draws upon their combined expertise to develop a transatlantic audience.



Formed in 2020, the [Texas Opera Alliance](#) is a network for resource sharing and cross-promotion between the Austin Opera, Dallas Opera, Fort Worth Opera, Houston Grand Opera, and OPERA San Antonio. In response to the COVID-19 pandemic, the partners’ initial focus is the creation and sharing of virtual experiences.

Artistic Innovation



Formed as a partnership between the Charlotte Mecklenburg Library and Children’s Theatre in Charlotte, NC, [Imaginon](#) hosts a collection of interactive multimedia workstations exploring the arts of narrative.



An [ongoing collaboration](#) between the International Contemporary Ensemble and the Iranian Female Composers’ Association is pushing the boundaries of contemporary classical music via engaging performances of new works.

Fortifying Community Relationships



As part of its newly launched [Connectivity Core Partner](#) Program, Woolly Mammoth is partnering with N Street Village and the Theatre Lab. The founder and co-director of the Theatre Lab [has said that](#) “Woolly’s values are our values, especially the commitment to expanding the stories that theater can tell and who gets to tell them.”

STEPPENWOLF



Since 2018, [Steppenwolf and Snow City Arts](#) have partnered to spotlight student artwork, enabling Chicago youth to perform theatre outside of a hospital setting for the first time. The organizations share a common goal of reaching students often left out of critical arts education programming.



A partnership between the LA Opera and Mariachi Conservatory, the [Zarzuela Project](#) harnesses the physical, personal and communal benefits of singing across diverse groups.

Partnerships with Non-Arts Groups Support Communication of Shared Values

Expanding Access



In the Globe's [Reflecting Shakespeare](#) program – a Globe For All initiative – incarcerated persons build connection, nurture empathy, and gain tools for self-expression through theatre-based activities.

The British Museum

Through [Object Journeys](#), the museum worked with Somali and Kiribati community partners to expand programming, increase representation, and promote awareness of barriers to arts access and other contemporary issues.

Sparking Conversation



SAN FRANCISCO
OPERA

The San Francisco Opera's [#EarnYourWings initiative](#), a partnership with Community Housing Partnership and Compass Family Services, promotes civic engagement.

SCOTTISH BALLET

The Scottish Ballet's [Safe to Be Me™ program](#) partners with primary schools across Scotland, using dance to tackle challenging conversations about racism, homophobia, bigotry, ableism, and transphobia.

Building Community



YOUR WORLD
ON STAGE

Through its [Neighborhood Arts Collective-Chicago](#) partnerships with 6 local organizations, Victory Gardens aims to bring the arts into underutilized spaces to share theater-based tools and assets that can become integral to the community's health and vitality.



[Creative Music Making](#) is a partnership between the St. Louis Symphony Orchestra, St. Louis Arc, and Maryville University Music Therapy that empowers people with disabilities to conceive and perform their own concert.

A New Lens for Assessing the Value of Partnerships

Questions To Evaluate “Shared Values” Potential Partnerships

Traditional Partnership-Evaluation Questions

- By how much does the partnership increase exposure to our arts genre?
- Is the partnership innovative in our field?
- Does the partnership appeal to known sources of funding?
- Are we equipping people to appreciate our arts genre in the future?

Cross-Organizational Alignment

Does the potential partner have the same or complementary values?

Does the organization have some capability or access to audiences that we don't?

Can we both do better at advancing our shared value by working together?

Impact on Audience Progress against Shared Value

How many people will we be able to reach directly or enable our partner to reach through our partnership?

How many people will this partnership equip to advance our shared value?

How will this partnership improve the ability of people to make progress against our shared value?

Signal Value

Can our partner meaningfully boost our association with this shared value (or vice versa)?

Will our organizations' constituencies view this partnership as an authentic advancement of our shared value?

Does our partnership make it clearer to people what both we and our partner stand for?