









# The Collaboration Canvas

<p> 5. Who are you working with? <b>Key partners; stakeholders</b></p> <ul style="list-style-type: none"> <li>• Our key partners and stakeholders:</li> <li>• We also want to involve:</li> </ul> <p>Partner Examples</p> <ul style="list-style-type: none"> <li>• Artists / collectives</li> <li>• Community centre</li> <li>• Cultural venues</li> <li>• City administration</li> <li>• Local business</li> <li>• Schools</li> <li>• ...</li> </ul> <p>Motivation for Partnerships</p> <ul style="list-style-type: none"> <li>• Matching strategies</li> <li>• Acquisition of resources</li> <li>• Reduction of risk</li> <li>• ...</li> </ul>	<p> 6. What can your partners offer you? <b>Key resources #2</b></p> <ul style="list-style-type: none"> <li>• For developing our collaboration project we need these resources:</li> <li>• For our community activities we need these resources:</li> <li>• For our communications we need these resources:</li> </ul> <p>Resource Types</p> <ul style="list-style-type: none"> <li>• Human resources</li> <li>• Financial resources</li> <li>• Technical equipment</li> <li>• ...</li> </ul>	<p> 4. What problem do you solve? <b>The value proposition</b></p> <ul style="list-style-type: none"> <li>• The target group's problem we are helping to solve is...</li> <li>• To our final beneficiaries we deliver this value:</li> <li>• We offer each of our community target groups the following productions or tools:</li> <li>• With our collaboration project we are satisfying the following of our communities' needs:</li> </ul>	<p> 2. What do they bring in? <b>Key resources #1</b></p> <ul style="list-style-type: none"> <li>• The resources in the community are...</li> <li>• Opportunities can be...</li> </ul> <p>Resource Types</p> <ul style="list-style-type: none"> <li>• People, buildings, activities</li> <li>• Hard and soft skills</li> <li>• Experience and stories</li> <li>• ...</li> </ul>	<p> 1. Who do you work for? <b>Communities, target groups, final beneficiaries</b></p> <ul style="list-style-type: none"> <li>• Our most important target groups in the communities are...</li> <li>• We are creating the project for...</li> </ul> <p>Make it specific and self-referencing!</p>
<p> 9. What is it going to cost? <b>Cost structure</b></p> <ul style="list-style-type: none"> <li>• The most important costs are...</li> </ul> <p>Cost Types</p> <ul style="list-style-type: none"> <li>• Travel, accommodation &amp; subsistence</li> <li>• Production costs</li> <li>• Equipment rent</li> <li>• Fees</li> <li>• ...</li> </ul>	<p> 8. How do you know it worked? <b>Impact evaluation</b></p> <ul style="list-style-type: none"> <li>• Our collaboration project is a success if or when ...</li> <li>• The effect we aim to have in our community is ...</li> <li>• The milestones of our collaboration project are ...</li> <li>• Our target group is happy because ...</li> </ul>	<p> 10. How are you going to pay? <b>Income-revenue streams</b></p> <ul style="list-style-type: none"> <li>• Our main sources of income for the collaboration project are: ...</li> <li>• We can continue the project because ...</li> </ul> <p>Income Types</p> <ul style="list-style-type: none"> <li>• Funding</li> <li>• In-kind contribution</li> <li>• Ticket sales</li> <li>• Fees..</li> </ul>		