

STAND FOUNDATION PARTNERSHIP POLICY

Introduction to STAND

The Sustaining Theatre and Dance Foundation (STAND) is an initiative by a group of individuals actively engaged in the South African arts sector generally, and the dance and theatre ecosystem in particular. STAND seeks to nurture, promote and celebrate contemporary South African dance and theatre, and in so doing, support those who seek to make their livelihoods within the sector.

Individual STAND Committee members raise money directly from individual contacts and through their broader networks to benefit practitioners within the dance and theatre ecosystem through STAND. Committee members also give of their time, their expertise and their experience to STAND, so that others benefit directly and indirectly. They also propose new partnerships and are sometimes directly involved in partnerships that can benefit STAND.

1. Purpose of the Partnership Policy

This Partnership Policy is designed to guide the process for STAND to partner with private, non-profit, or governmental entities for the implementation of STAND aims.

A major component of partnership development is to identify collaborating partners that may help provide a synergistic working relationship in terms of resources, contributions and knowledge. These partnerships should be mutually beneficial.

STAND Committee Members may identify for-profit, non-profit, and governmental entities that are interested in partnering with STAND to develop its programs.

These entities can also approach STAND for partnerships.

2. Definition

For the purpose of this policy, a Partnership is defined as: *An identified idea or concept involving STAND and for-profit, non-profit, and/or governmental entities, outlining the application of combined resources to develop facilities, programs, and/or amenities for STAND, the partner and their stakeholders.*

A partnership is also seen as a cooperative venture between two or more parties with a common goal, who combine complementary resources to establish a mutual direction or complete a mutually beneficial project.

Partnerships can accomplish tasks with limited resources, respond to compelling issues, encourage cooperative interaction and conflict resolution, involve outside interests, and serve as an education and outreach tool. Partnerships broaden ownership in various projects and increase support for both parties' goals.

The main goal for STAND partnerships is to enhance offerings to meet the vision, mission and goals of STAND.

Partnerships can take many forms including:

- Cash, gifts and donor programs

- Improved access to alternative funding
- Investments
- Charitable trust funds
- Labour
- Materials
- Equipment
- Sponsorships
- Joint Research
- Technical skills, Marketing skills, Management skills, and other forms of value

3. Policy Points

The policy points for STAND partnerships are the following:

- Partnerships initiated and / or solicited by STAND shall be consistent with the mission, values, and ethics of STAND and take into consideration the Conflicts of Interest (COI) procedures and Code of Conduct of the STAND Foundation.
- Partnerships for which STAND is approached shall be referred to STAND Foundation's Project Manager for assessment. If the proposed partnership falls within the delegated scope of the Project Manager, the Project Manager shall have the authority to analyse and pursue the partnership on behalf of the STAND Foundation. In the event that the proposed partnership is outside the delegated scope of the Project Manager, the Project Manager shall analyse the partnership and refer the proposal to the Board with the Project Manager's recommendations to be reviewed and decided upon by the Board.
- In-kind partnerships provided to the STAND Foundation shall be acknowledged and the value of such in-kind partnership shall determine the scope of coverage, branding and / or accreditation provided by the STAND Foundation to the in-kind sponsor.
- All partnership proposals shall state the commencement and end date of the partnership; and if renewable, shall state the terms and conditions of renewal of the partnerships as well as any applicable dates when the renewal discussions are to commence.
- The STAND Foundation shall reserve the right to terminate any partnership in writing with the partner in the event that partners conduct, following the date of the partnership, is of disrepute and in contradiction of the values of the STAND Foundation.
- All agreed partnerships shall be committed to in writing and will include agreement about confidentiality, breaches and handling of disputes, and handling of POPI.

4. Selection Criteria

In assessing a partnership opportunity, STAND will consider (as appropriate) the following criteria:

- How does the project align with the STAND's Vision, Mission and Goals?
- How does the proposed partnership fit into the current STAND Year Plan?
- How does the partnership meet the needs of STANDs stakeholders?
- How will the project generate more revenue and/or less cost per participant than STAND can provide with its own staff or facilities?
- What are the alternatives that currently exist, or have been considered, to serve the Beneficiaries identified in this project?

- What is the number and demographic profile of participants who will be served?
- How can the proposing partner assure STAND of the long-term stability of the proposed partnership?
- What are the overall benefits for both STAND and the Proposing Partners?

5. Proposed Partnership Proposal Outline Format

Provide as much information as possible in the following outline form.

5.1 Description of Proposing/Proposed Organisation:

- Name of Organisation
- Years in Existence
- Contact Names, Mailing Address
- Physical Address, Phone, Fax, E-mail
- Purpose of Organisation
- Stakeholders or Beneficiaries of Organisation
- Services Provided
- Accomplishments
- Legal Status

5.2 Summary of Proposal (100 words or less)

- What is being proposed?
- What are the proposed respective roles and responsibilities?
- Timeline for partnership

5.3 Benefits to the Partnering Organisation

Why is the Organisation interested in partnering with STAND and what benefits does it receive?

5.4 Benefits to STAND

List and discuss the benefits (monetary and non-monetary) to STAND.

STAND will maintain accountability and open and honest relationships with all its partners, by regularly monitoring and evaluating its work.

This statement of policy is meant as a working guide for STAND. Any final decisions will be governed by the STAND Foundation Committee.

Agreed at the Meeting of the STAND Foundation Committee on:

Signed by
Chair, STAND Foundation

Date:

Revised and updated: