

DEMO

Connecting Cultural Festivals

03

Networking, Networks & European Cooperation

Why networks matter · European networks · Effective partnerships

Use it as a strategic compass, not as a list of opportunities.

Before joining a network

→ 3.1 The importance of networking

Before launching a partnership

→ 3.3 Cooperation and partnerships

To assess which network is right for you

→ 3.2 European networks

If you're only looking for funding

✗ Networking requires real participation

Access to knowledge

Exchange of experiences and practices
between peers

Collaboration

Joint projects, co-productions,
exchanges

Visibility

Recognition and European positioning

Shared resources

Optimisation of time, costs and skills

Learning

Continuous improvement of practices

Resilience

Facing crises collectively

Basic: Observers, limited resources

Intermediate: Contribute to shared initiatives

Advanced: Co-design and facilitate networks

European Festivals Association (EFA)

Networking, advocacy and quality standards for European festivals

 european-festivals.eu

Creative Europe

EU programme for transnational cooperation and joint projects

 culture.ec.europa.eu

Erasmus+ KA210-ADU

Small-scale adult education partnerships (incl. the DEMO Project)

 erasmus.eacea.ec.europa.eu

YOUROPE Festival Network

Green Roadmap 2030 and sustainability standards for festivals

 yourope.org

UNESCO Creative Cities

Networks linking culture and integrated local development

 en.unesco.org/creative-cities

IETM – Performing Arts Network

Research, exchange and innovation for the performing arts sector

 ietm.org



Choose the network that shares your values — not the one with the most impressive name.

Partnerships are not born from a call: they are built over time through trust, mutual knowledge and shared vision.

Shared vision

Alignment of objectives and values among all partners

Complementarity

Valuing each partner's specific skills and expertise

Clear roles

Clear definition of responsibilities to prevent conflicts

Equity

Balanced distribution of activities, benefits and risks

Communication

Continuous coordination and mutual trust-building

Adaptability

Capacity to evolve and renegotiate over time

 **A good partnership begins before the project starts — and can outlast it.**



Coherence

Does the network share the festival's values and vision?



Commitment

Is the time and resource investment sustainable for you?



Opportunities

Does it offer real exchange, training or joint projects?



Balance

Are benefits and responsibilities proportionate?



Openness

Is it accessible to small-scale festivals too?



Growth

Does it allow progressive roles and greater involvement?



A network works when it creates mutual value — not just individual opportunities.