



Tim Corum  
Director of Curatorial and Public  
Engagement  
Horniman Museum and Gardens



# **Developing International Partnerships**

Why and How

Where and Who

Horniman and Brazil

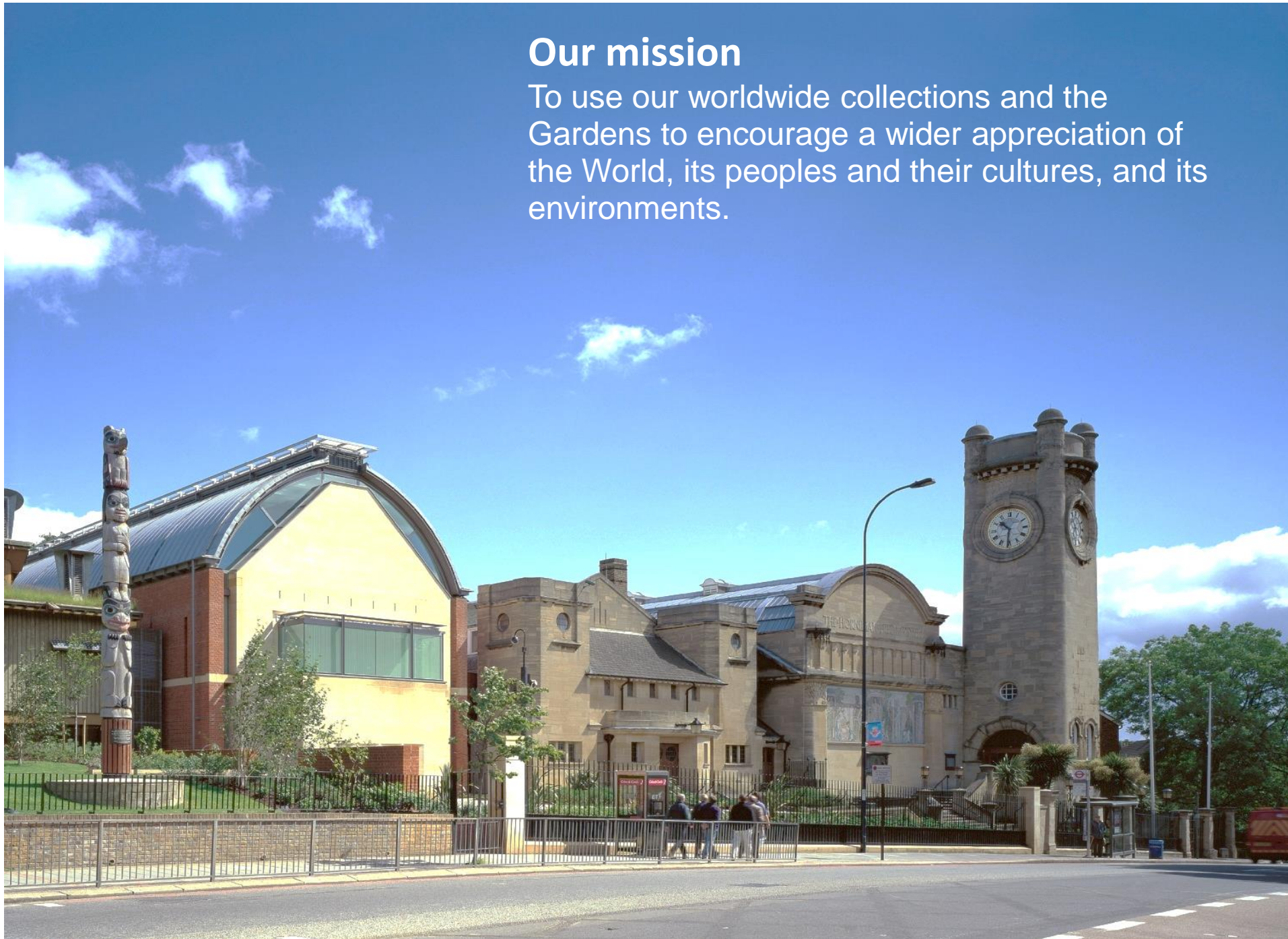
Developing Partnerships



Surrey House  
1891

## Our mission

To use our worldwide collections and the Gardens to encourage a wider appreciation of the World, its peoples and their cultures, and its environments.



# Who Connects with the Horniman?



901,532 visitors

81,398 community engagement visitors

46,634 school children

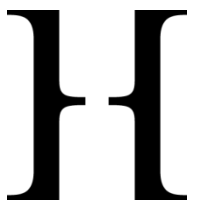
42% of visitors under 16 and 60% of visitors in family groups

30% of visitors from 'hard to reach groups'

We work with diasporic and source communities related to our collections

We worked with over 100 artists and practitioners commissioning in a range of art forums, including music, dance and visual arts

We are research active in all our curatorial disciplines with an international profile



# Our Future

Excellence in Curatorial Practice

Participation, Reciprocity and Progression

Creative Diversity

Sustainable Development



# A New Anthropology Gallery

Encounters and  
perspectives about what  
it is to be human



# H

## **Project Coral**

International  
Research Programme



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## **New Audiences**

Integrating the  
gardens and  
museum



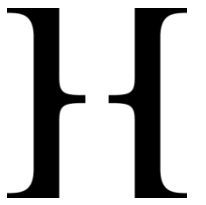
# H

**Hands on**  
Extraordinary  
learning  
environment



## Hear it Live

Dynamic use of  
collections



**To use our worldwide collections and the Gardens to encourage a wider appreciation of the World, its peoples and their cultures, and its environments.**

**Equity:** Equity is not the same as 'equality'. Equity implies an equal right to be at the table and a validation of contributions that are not measurable simply in terms of cash value or public profile.

**Transparency:** Openness and honesty in working relationships are pre-conditions of trust. Only with transparent working will a partnership be truly accountable to its partners, donors and other stakeholders.

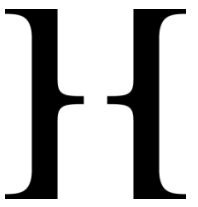
**Reciprocity:** Effective partnerships achieve specific benefits for each partner over and above the common benefits to all partners. This makes the partnership sustainable.

These principles underpin the partnership-building process  
They provide the 'cement' that holds the partnership together over time.



**The World in Your Hands**





## **Brazil and South London 2016**

**Creative Exchange**, new voices and ideas, artists and curators working together

**Participation** and the museum as a platform

**Community engagement**, linking communities through culture

# Creative Exchange

Be responsive to artists and communities, and represent hybridity, the transitory, the contentious

Make space for integrating artists, community engagement and collections development.

Research and develop conditions for excellence in participatory practice

Valuing the Local as much as the International



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# Participation

Excellent and well resourced team with a good local network,  
over 80,000 people in our engagement programme in 2015/16

Spaces and programme that enable participation

Not driven by but responsive to local agencies. In 2015/18 we worked with  
young people, families from marginalised communities, people engaged with  
mental health services, new arrivals, artists



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## **Linking Communities**

Developing a programme that is international in scope but set within a local context

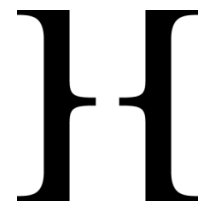
Linking communities through museums working with third parties and cultural organisations

Develop marketing, engagement & learning teams and ensure they have an international remit





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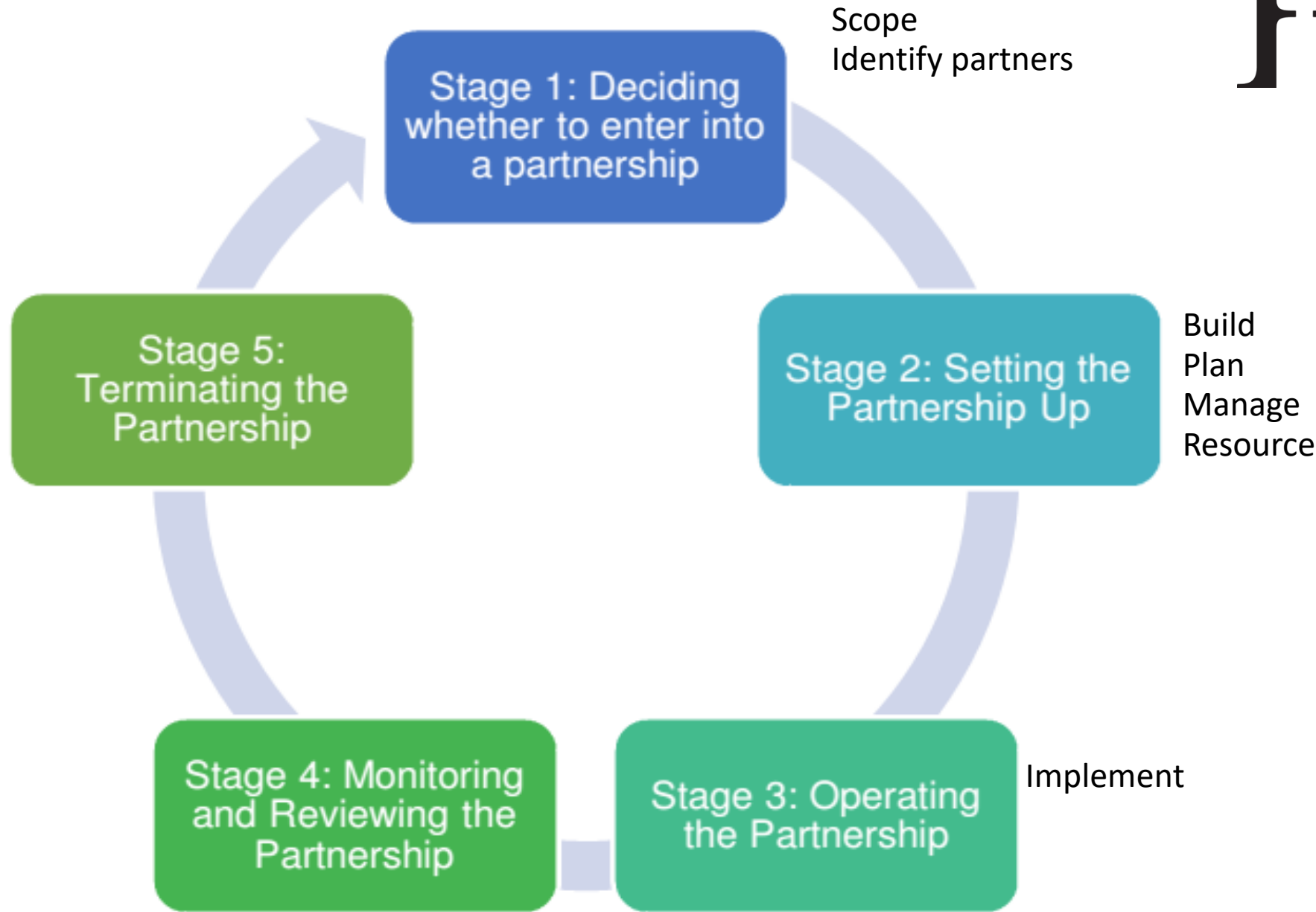


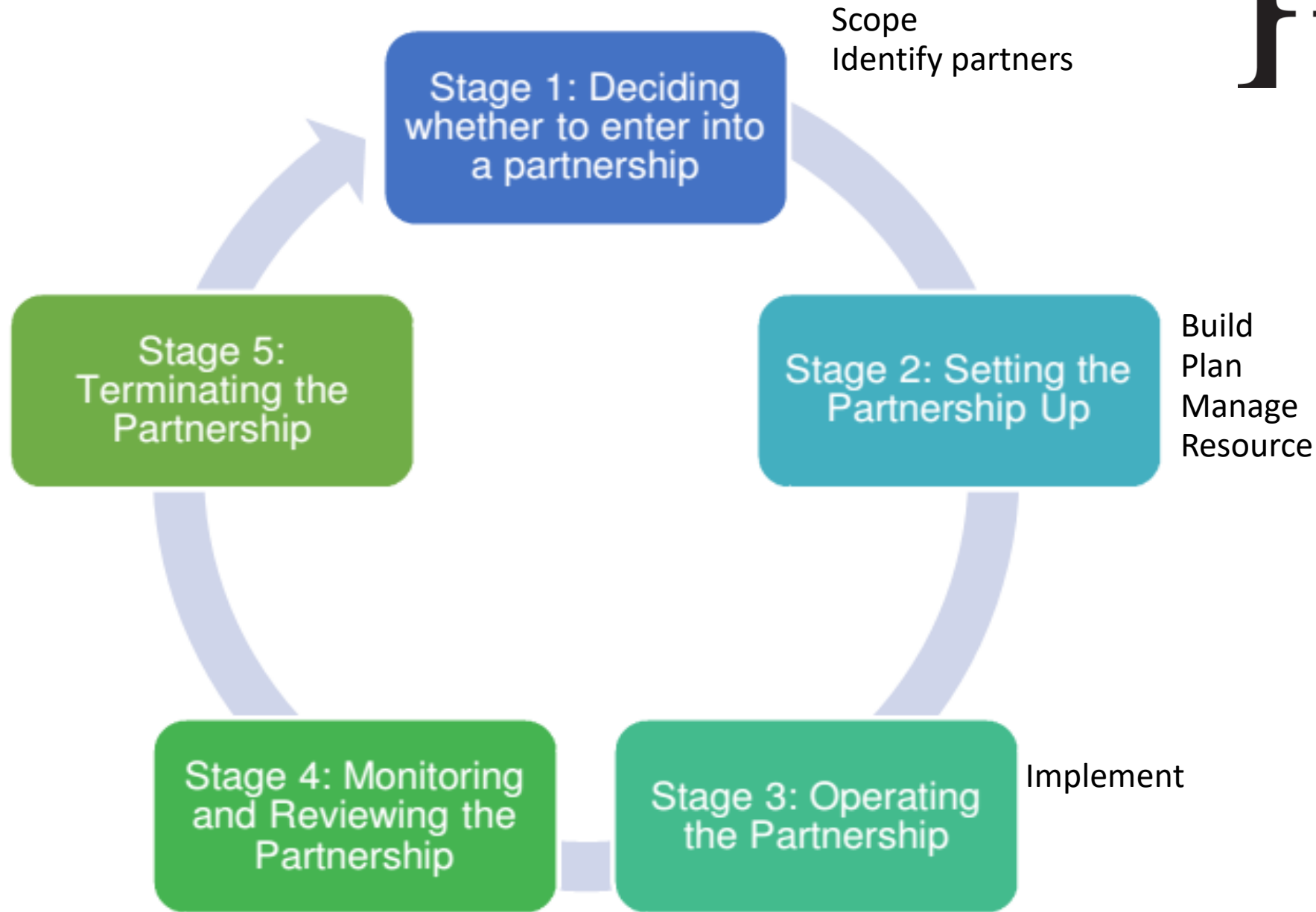
# Reflecting on International Partnerships

What's the big idea?

Why you?

Who's it for?





Scope  
Identify partners

Stage 1: Deciding  
whether to enter into  
a partnership

Build  
Plan  
Manage  
Resource

Stage 2: Setting the  
Partnership Up

Implement

Stage 3: Operating  
the Partnership

Measure  
Review

Stage 4: Monitoring  
and Reviewing the  
Partnership

Revise  
Embed  
Sustain  
Terminate

Stage 5:  
Terminating the  
Partnership