

17 Febbraio, 2015

Re: Request for Partnership

Accademia d'Arti Discanto is a non-profit organization, with cultural multi-task, which focused on education, training and promotion of music, dance and art events. Training and special courses are dedicated to entrepreneurial, culture, vulnerable and disadvantaged persons. Established in 1993, with **aimed to spreading innovative forms of education, training, orientation, the cultural marketing and project management with relate to the importance and the high qualified of Arts & Cultural paths in European & International level.** Since 2014 our location is in Villa Vecelli Cavriani (www.villavecellicavriani.it)

The purpose of Academy's program is the harmonious development of the studies, especially the possibility of interrelation between artistic and educational issues, develop personal and professional growth of the individual in order to promote a better specialization and a better integration in the labor market. For these reasons, the Academy's aims to engage and support (or assist) the Institutions to reach and improve these common goals.

Over the years, thanks to advanced projects in music and cultural field, Discanto has gained significant experience and partnership. The most recents involved are: European Union - European Social Fund, Ministry of Labour, Health and Social Policies, Conservatoire de Musique "Lucien Robert" in Tamines (Belgium), Asociacion Aragon City of Rome Fundacion in Zaragoza (Spain), Association of the Knights of St. Sylvester Pope in Rome, the Veneto Region, Verona Province Institution, Municipality of Township in Cerea, Sanguinetto, Monteforte d'Alpone, Lazise of Verona Province, Association Veneta "Friends of Music" and the AGMIUS Varenna Como Association of Young Musicians (A Ministerial body), Social and Sanitary Institutions, Educational Institutes in Verona Province, ENAC National Canossiano Verona, Amani.it, MusicArte (Institutional network for the dissemination of culture and musical practice in Veneto), trade associations and major firms.

Discanto, which composed by a Governing Board and Scientific Committee, to achieve to an innovation and an efficient systems, are realized its main topics and activities also during this particular moment of crisis, therefore we've divided various of operational areas, which each have specific objectives and functions, following:

- **Didactic Area** – The goal is improving a high-level **vocational education**, that consider the big changes produced by **global market in the world of arts, culture and music**. This supply in recent years has been further developed, addressing the creation of ever new training for "cultural worker" that bride the big gap between vocational educational and the labor market. Furthermore, Discanto Academy of Arts has signed an agreement with the Conservatory of Music "L. Campiani" of Mantua and "Agostino Steffani" of Castelfranco Veneto (Treviso) whose purpose is to enable the private student studying outside of the

Conservatory, except pursuant to paragraph three of Article. 3 of the D.P.R. 212 of 2005 from exams to achieve academic qualifications of level I and II, to prepare for the standards that will be required in the examination for admission to academic courses.

- **Social Affairs, Inclusion and Therapeutic Area** - Its purpose is to develop and support a **network for the development of professional collaboration among the main public and private actors** who, for different reasons, are active in the **social promotion**. This network is intended primarily for the development of integration processes in order to improve social inclusion, integration or reintegration of **disadvantaged people**, through musictherapy activities too. These issues were also addressed to the project "The Sound of talent", (cod 145/1/2/643/2009, selected and funded under the Operational Program of the European Social Fund and the Veneto Region).
- **Event Area** - With the **support and collaboration of public and private institutions, Discanto set up numerous artistic and musical events**. In particular, thanks to the collaboration with the City of Sanguinetto, Verona, every years organizes the "International prize of Music Gaetano Zinetti", which offers young winners from European countries the chance to perform on recognized internationally stage, supporting the building up of their career.
- **European Orchestra Academy of Arts Discanto Area** - The main aim is the formation of a cohesive body, through which high artistic and professional experiences foster intercultural dialogue and better integration with the **musicians who come from various European countries**, bringing their different cultural and musical training together in a unique experience. The workforce is made up of musicians who have distinguished themselves in the project " M.A.I La primavera di una nuova cultura musicale", financed by the Veneto Region (European Social Fund) or identified through selections that take place during the "International Prize of Music Gaetano Zinetti" of Sanguinetto and at the premises of the European partners of Discanto (Conservatorio Profesional Privado "City of Rome" of Zaragoza; Spain and the-Conservatory "Lucien Robert" of Tamines, Belgio).
- **Vocational Training Area** - Through the design and implementation of projects financed by the Veneto Region (European Social Fund), The European Commission and various agencies, Discanto **has developed a concrete network of transnational partnerships, in order to share best practices for the development of excellence, strengthening, and innovation systems of vocational training, guidance and work in the artistic and musical field and study strategies to promote transnational mobility of cultural players and musicians in general, in order to reduce the gap between the world of education and the world of job.**-The changing world of work, the new claims in the marketing of culture, the desire to open new channels of education, training and research, together with the study for the identification of innovative business activities, keeping up with the current

needs of "market", are the basis of a constant updating of the specific area. The cultural entrepreneur must therefore find new ways and platforms to make his or her creations to an audience. This in turn requires the repeatedly reinventing culture operation. Discanto promotes various "Events" of culture, not only as sources of knowledge and creativity, but also as an income-generating activities and, consequently, stable future for young people.

Our request of partnership would focus to specific needs, motivations, common as well, understand the common goals. **We're intend to proceed with the official of a preliminary agreement that will facilitate the development of future projects together.**

The European programme in which we are interested to are: Creative europe, Erasmus +, Cosme (for Tourism sector); Horizon 2020 (for cultural heritage); European for citizens.

As we move forward, we also looking for the opportunity to collaborate with new organizations in order to strengthening potential partnerships. We wish that your organization will be as part of our partnership. We will look forward to receive the email from your organization.

If you would simply like to contact us or receive more information, please email to us or visit our website www.accademiadiscanto.it

Contact person: Caterina Lorenzetti formazione.lavoro@accademiadiscanto.it

Thank you for your consideration

With our best regards,

Accademia d'Arti Discanto

Mozzecane, Vr (Italy)