Effective philanthropy and corporate fundraising can help grow non-statutory income

A Conference organised by the Arts Council

Monday, April 19, 2010

Lecture Theatre, National Gallery of Ireland, Merrion Square, Dublin 2

09.30 – 10.00	Registration
10.00 - 10.15	Introduction: Mary Cloake, *Director, Arts Council*
10.15 – 10.30	Chairperson Laura Magahy, *Managing Director, MCO Projects Limited*
10.30 - 11.15	Managing Finance and Growing Non-Statutory Income Speaker: Deirdre Garvey, *Chief Executive Officer, The Wheel* *Topics: Effective financial management, risk assessment & financial planning, review of core values, importance of innovation & cooperation, maximising assets & resources, focus on income stability, models for success.*
11.15	Coffee/Tea
11.30 – 12.15	Philanthropy and the Fundraising Toolkit Speaker: Kingsley Aikins, *Consultant, Ireland Funds* *Topics: The current philanthropic environment, fundraising and campaigns, donors and stewardship together with organisational and board development.*
12.15 – 13.00	Corporate Fundraising in Ireland Speaker: Stuart McLaughlin, *Chief Executive Officer, Business to Arts.* *Topics: The business climate, current sponsorship landscape, impact versus value, success stories, delivering on a sponsorship agreement, contractual considerations.*

13.00 – 13.15	Case Study: Effective Fundraising a Practical Example Speaker: William Gallinsky, *Cork Midsummer Festival*
13.15 – 13.30	Questions and Answer Session
13.30	Light Lunch
14.00	Conclusion

Why this conference?

Following dramatic cuts in statutory funding over the past 18 months this conference is aimed at our funded organisations who are now being pressed to rethink how they will deliver on their mission and objectives. This conference provides practical, workable ideas and real-life examples to help structure your organisation's finances and fundraising strategies.

Who should attend?

Your CEO/General Manager or most senior person charged with finance / income generation in the organisation also your Board Chairperson or a senior board member.

The conference is free but places are limited to 2 per organisation and are confined to organisations who are funded by the Arts Council for logistical reasons.

How do I book?

You must fill in the booking form on the next page, save it and email to artsdept3.pa@artscouncil.ie

What will I be provided with?

Information from the key speakers and a light lunch plus tea or coffee.

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Person 1: Senior Staff Member

Name:	
Position:	
Organisation:	
Address:	
Telephone:	
Mobile:	
Email:	
Web Address:	
Do you have any access needs?	
Do you have any special diet needs?	

Position 2: Board Member

Name:	
Position:	
Organisation:	
Address:	
Telephone:	
Mobile:	
Email:	
Web Address:	
Do you have any access needs?	
Do you have any special diet needs?	

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