



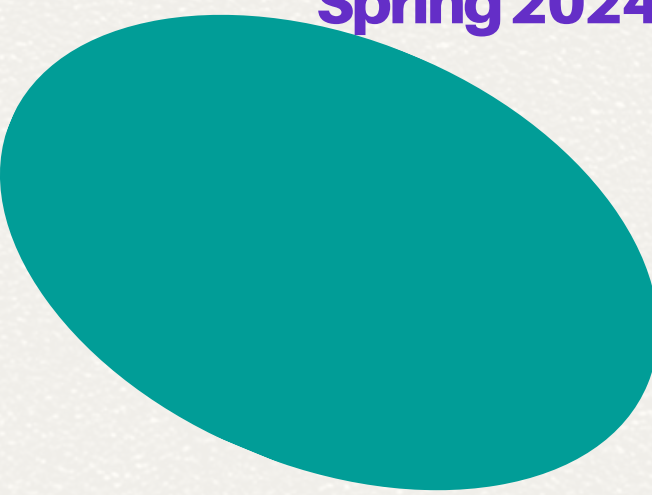
Welcome to the

RAISE

Phase 4



Spring 2024 Newsletter



arts
council
of
ealston

RAISE
YOUR FUNDRAISING GAME



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It's challenging to fully capture the positive impact that RAISE is having on incredibly important arts organisations. Their guidance and knowledge are allowing organisations to build solid foundations and put in place the planning required to achieve their goals. This won't just benefit these organisations this year but will continue to help and support them for the next ten years. On a personal note I simply cannot recommend it enough.

”



RAISE Accelerate Participant

A Word of Welcome From Mary O'Kennedy

RAISE Programme Director



Dear RAISE Friends,

Welcome to our first RAISE newsletter of 2024, which we hope will give you a well-deserved moment to reflect on all of your hard work and success in 2023! And with the extension of Phase 4 (which you'll read more about later), we are delighted to continue our journey with all our current RAISE participants until the end of June with workshops, clinics, and one-to-one support.

Whether you have been a longtime RAISE participant or you joined us as a newcomer in Phase 4, it has been great working with you all over the past year - as always thank you for your enthusiasm and dedication to all aspects of the programme.

And that enthusiasm and dedication has definitely paid off! The combined fundraised income from RAISE Academy, Accelerate Advance and the RAISE Up Fund in 2023 was **€6.7m** - a 24% increase on the same period in 2022. And this figure doesn't even take into account pledged funds still to be received or benefit in-kind support, which we delve into in more detail in this newsletter.

Beyond the immediate funding success, it has been a privilege to witness your organisations develop internal fundraising capacity and philanthropic knowledge, and grow more confident in communicating the inherent value of your work to diverse audiences.

Over the past year, you have made significant progress on Board and Stakeholder engagement, crafting compelling Cases for Support, developing and actioning impact-driven fundraising strategies, cultivating sustainable long-term relationships with philanthropic and corporate partners, developing regular giving programmes, and innovating across pillars including digital, sustainability, ESG and so much more.

The impact of your endeavours will be long-lasting and far-reaching for your organisations and audiences, so take a moment to congratulate yourselves on a job well done!

Within the following pages, you will find a note from Martin O'Sullivan, Deputy Director of the Arts Council; a recap of what we've been up to in recent months; and we also share some of your feedback on the RAISE programme.

We also have a fantastic article from Tom Clinch that provides great insights into the mind of a 'cultural philanthropist'; a piece from Éilis Murray, CEO of Philanthropy Ireland on the first National Philanthropy Policy and what it means for the arts; and an article from the RAISE team about how you can make 2024 your best fundraising year yet!

We also highlight a selection of recent fundraising successes from RAISE organisations across each cohort of the programme, in addition to valuable resources that will support you on your RAISE journey.

Remember that the RAISE team are here to help you get the very most out of your participation in the programme so please feel free to share your feedback with us, and anything we can do to enhance your experience.

From all the OKC RAISE team, thank you for your enthusiasm and your commitment - we look forward to continuing to work with you over the coming months

I also want to give a special shout-out to the wonderful Sarah Jordan who puts this newsletter together and to the dynamic Oonagh O'Donovan who project manages the RAISE programme so ably! Big thanks also to Sabrina, Sal and Lucy for all they do every day at OKC and for RAISE, and to our RAISE collaborators and associates, particularly Oonagh Desire and Jean O'Brien.

Warm Wishes,

Mary & all the RAISE Team



YOUR FUNDRAISING SUCCESS!

Final Figures for RAISE in 2023

€6.7M

Total Fundraised Income
received from 1 January -
31 December 2023.

Total Pledged Income,
fundraised in 2023, to be
received 2024-2026

€2.1M

€1.9M

Total value of Benefit in
Kind Income for Phase 4.

€10.7M

RAISED!

A Note from Martin O'Sullivan

Deputy Director of the Arts Council



Dear RAISE Friends,

On behalf of the Arts Council, I want to take this opportunity to congratulate you on your RAISE journey in 2023, for what was a truly exceptional year.

As the internal Arts Council sponsor of RAISE and a staunch advocate for this programme, it has been a privilege to witness your unwavering dedication, boundless passion, and steadfast commitment to all aspects of RAISE. Your collective efforts have yielded truly remarkable results.

Building upon the success achieved in Phase 3, the combined fundraised income from RAISE Academy, Accelerate, Advance and the RAISE Up Fund in Phase 4 was €6.7m - representing a 24% year on year comparable growth in income, for participating organisations. Moreover, an additional €2.1m of pledged income fundraised in 2023, which will be received in future years as multi-annual funding, underscores the strategic foresight inherent in RAISE. In total a combined €8.8m was raised from fundraised and pledged income in 2023 - a fantastic achievement. With a further €1.9m in in-kind income, the total impact of RAISE organisations in 2023 concluded at €10.7m. This is a significant achievement - one which reflects what is possible when arts organisations are given the development support they need.

Beyond the financial success seen in 2023, RAISE continues to have an impact on a societal level. We are witnessing a deepening public understanding of the inherent value of arts and culture. Together, we are changing the landscape of giving as it relates to the arts in Ireland, with a culture of philanthropy and corporate investment being strategically and sustainably embedded in the country's arts and cultural sector. Last December's publication of the National Philanthropy Policy, which featured a Case Study of RAISE Advance organisation Children's Books Ireland and held up the RAISE programme as an example of success in enabling capacity building, represents an exciting step forward for the future of philanthropy in Ireland.

Of particular note has been the success that many organisations have experienced with Philanthropic Foundations over the past year. Interest from these Foundations, who previously focused on other sectors or geographic regions, reflects a strategic realignment of philanthropic priorities toward the arts and culture space in Ireland. Additionally, multi-year commitments from private donors reflect a sustained investment in RAISE organisations' long-term growth and sustainability.

As the RAISE participants reading this will know, Phase 4 of the programme, for all but our Accelerate cohort, was due to conclude at the end of 2023. However, I am delighted that the Arts Council has been able to extend RAISE Phase 4 until June 2024 in a modified capacity. This extension will enable the RAISE team to continue supporting organisations through monthly online workshops, knowledge shares, group clinics, and a limited allocation of one-to-one support hours tailored to specific needs or activities.

The Arts Council's continued support of RAISE reflects a firm belief that individual donations, institutional philanthropy and corporate partnerships, in collaboration with government investment, have a key role to play in promoting Ireland's vibrant arts and cultural sector. It is through this amalgam of public, private and corporate investment that we can ensure the sector's sustainability, growth and enduring impact.

On behalf of the Arts Council, congratulations on all that you have achieved throughout Phase 4 so far. I look forward to our continued engagement through the programme extension over the coming months.

Wishing you continued success,
Martin O'Sullivan

RAISE Review

What We've Been up To: 
September 2023 -
February 2024

Our RAISE Accelerate group came together on September 12th for an **in-person strategy session at the Arts Council with Mary O'Kennedy, Sabrina Kevany McGlynn and Martin O'Sullivan**, where attendees also heard from guest speakers **Joanne Tierney (ICO)** and **Aideen McCole (The Ark)**

We were joined by Dr Ken Germaine on September 26th for a workshop on **Unlocking Institutional Funding**.

All RAISE participants came together for a RAISE Knowledge Share with Dana Segal on **Artificial Intelligence** and its relation to ethical arts fundraising on October 10th.

On October 24th, we welcomed Jerry O'Connor from Community Foundation Ireland and Siobhán Gallagher, Director of The Ireland Funds, for an insightful session on **Philanthropy in the Arts** for all RAISE participants.

In preparation for Giving Tuesday, on November 7th we were joined by Mark Hughes of Charities Institute Ireland and Kait Sheridan of Giving Tuesday Global Movement for a session on **Planning for Giving Tuesday 2023: How Arts Organisations Can Engage In a Global Movement**

After a break for August, we were back with a bang for a September session on **Future Gazing with Dana Segal**

On September 19th, RAISE Advance delved deep into **Donor Care & Planning: A Cross Channel Approach** in a RAISE Digital Session led by Jean O'Brien (Digital Charity Lab) and Damian O'Broin (Ask Direct)

On October 4th, RAISE Advance had their final session in the **RAISE Purposeful Leader Programme** with Caroline McCormick, focused on Purposeful Growth.

Our partners Native Events joined us on October 12th for a **RAISE Sustainability Roundtable** led by Megan Best.

RAISE Academy, Accelerate and Advance came together on October 31st for a fascinating RAISE Knowledge Share led by Bernard Ross, Director =MC Consulting on **Making The Ask - applying neuroscience to major donor solicitation**

RAISE Accelerate and Advance had the opportunity to attend a valuable session on **the importance of PR and Institutional Marketing with Alice PR** on November 16th.

RAISE Review

What We've Been up To: 
September 2023 -
February 2024

All RAISE participants were invited to a November 30th **Knowledge Share on Philanthropy in the Arts** with Emma Lane Spollen and Caroline McLaughlin

On December 13th, we had the pleasure of coming together in person for our **RAISE Christmas Gathering** in the United Arts Club for a lovely evening of music, stories and networking

Mary O'Kennedy, Oonagh O'Donovan, Sabrina Kevany McGlynn and Oonagh Desire from the RAISE Team led the first **RAISE Clinics** of the year on February 14th, 20th, 21st and 27th

Preparations for 2024 started on November 23rd with a RAISE Digital on **Writing your 2024 Digital Strategy**

December brought back an always popular session - **Bring the Board to RAISE!** Board members from RAISE Academy, Accelerate and Advance were invited to this session led by Tom Clinch, Ger McNaughton and Naomi Feely sharing their thoughts on the role that Boards can play in fundraising. .

On January 31st, we were back for our **RAISE January Huddle** to kick off the RAISE Phase 4 extension!



I'm Not Donating, I'm Investing.

Tom Clinch, Cultural Philanthropist and Board Member of Dublin Theatre Festival

I've got good news and bad news. The good news is that there are lots of people in Ireland who have money and love the Arts. The bad news is that there are some misunderstandings in the Arts community about their motivations. So, let me introduce you to the mind of the cultural philanthropist.

Most significant cultural philanthropists are successful entrepreneurs. These people are typically creative mavericks in their field and control freaks in their business. They tend to apply this mindset to cultural philanthropy too. My family and businesses allocate a significant sum to the Arts each year between sponsorship, acquisitions and philanthropy. Each decision is an investment on which we seek a return of some kind. The expected return on sponsorship is primarily commercial. One of our businesses attaches its brand to a suitable cultural event that will attract new clients in its target market. The acquisition of a work of art, be it visual, musical, literary or dramatic is an investment on which we seek an aesthetic return. We want it to enlighten us and enrich our lives spiritually. Finally, we want our philanthropic investments to change something, and the degree of change is what you might call our rate of return.

Maybe we want to provide access to classical music for children from backgrounds that wouldn't normally get that opportunity so we can awaken them to new possibilities in their lives. Maybe we want to support a visual artist who raises awareness of communities such as

immigrant workers and the elderly of Dublin's North Inner City, who are often excluded from cultural discourse. Maybe we want to support the development of a social hub for the Arts community so ideas can cross fertilise and the community can galvanize its political influence. The more we can achieve those objectives or returns, the more likely we are to re-invest.

We are fortunate to have established fruitful philanthropic relationships with exceptional Arts practitioners large and small such as Deborah Kelleher in RIAM, Anne Clarke in Landmark, and Karen Walshe of the Eamonn Doyle visual art studio. Here is what they have in common:

1. They clearly articulate the mission of their project and ask how it aligns with our objectives.
2. They demonstrate efficiency that gives us confidence in the security of our investment.
3. They make it easy for us to invest by creating a simple process.
4. They nurture the relationship by making us feel included.
5. They keep us updated on the progress of our investment.

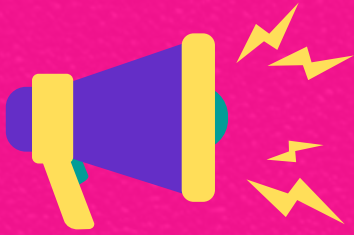
My final thought is that there is strength in numbers and nothing to fear from pooling resources. As a community, we have a shared responsibility to foster a greater culture of Arts philanthropy. The philanthropists are out there and great initiatives like the RAISE programme are drawing them closer. More needs to be done but we are all moving in the right direction.



Tom is the Managing Director of Clinch which is the premier privately-owned wealth manager for Ireland's leading Professionals, Entrepreneurs & Creatives. His wife Méav Ní Mhaolchatha is a Grammy-nominated singer and composer. Their daughter Catherine Clinch is the lead in the Oscar-nominated Irish film An Cailín Ciúin. They recently founded a joint-venture creative production company called SoSimpatico with the renowned cultural curator Aoife Woodlock. Tom is also a board member of Dublin Theatre Festival.

RAISE Review ●

Your Programme Feedback



“We found the RAISE programme very insightful, with great speakers and sessions, as well as the invaluable support of the RAISE team themselves. We have a much greater awareness of the other funding avenues available, and feel more confident exploring these avenues in future.”

“An excellent programme, 10/10. Such an approachable team. Such a well thought through programme. The connections that the team has are top notch and they all have their finger on the pulse.”

“It has been so incredibly valuable for us to be part of the Raise programme. We have learned so much and feel far better equipped to embark on fundraising opportunities now. I will certainly miss the mentorship and the knowledge gleaned from the workshops but positively start 2024 feeling more empowered than I was 12 months ago!”

“I have thoroughly enjoyed the RAISE programme and have learned a lot, including that there's still a lot to learn. I understand I still need to implement a lot of the learnings and look forward to learning more. It was great to meet fellow RAISERs in person before Christmas. The OKC team have been an incredible support at all times.”

“We continue to benefit from the support and advice and are delighted to hear of the extension to Phase 4.”

RAISE Review ●

Your Programme Feedback



“It has been transformational in building our fundraising capacity.”

“ I have found the RAISE programme fantastic. The leaders were very approachable and welcoming. They created a safe space online that allowed multiple organisations to learn from each other by encouraging feedback, questions and engagement with each other via zoom. As a result of these sessions, I have learnt a great deal about fundraising with the most impactful sessions highlighting friend-raising before fundraising and the importance of a digital strategy to be concise, SMART and to utilise the digital funnel. ”

“Our experience has been a very positive one with concrete examples of direct impact and developing opportunities to effect positive change.”

“The assistance and support from OKC have been indispensable whenever I've sought their expertise. Whether it's reviewing text for our Friends brochure, refining content for our Case for Support, or assisting with wording in our donations and fundraising sections on the website, their support has proven invaluable. Additionally, the engaging sessions featuring intriguing guest speakers have further enriched the experience.”

A Note on Ireland's First National Philanthropy Policy

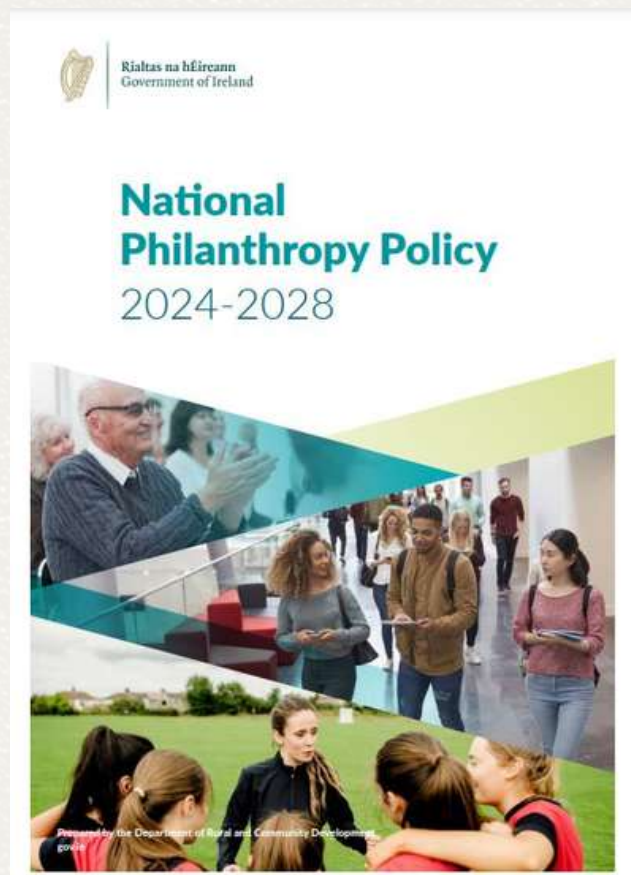
Éilis Murray, CEO, Philanthropy Ireland



The launch of the first National Philanthropy Policy in December was a very welcome signal that philanthropy matters to government, and it has an important role to play in civil society. While the drafting of the policy is an essential and significant step, the next phase of work, the implementation, is vital. First steps are underway as the Department of Rural and Community Development has moved to appoint an Implementation and Monitoring Group to advance actions. It is expected this group will meet within the next few weeks.

The emphasis on **collaboration and transparency** in this Policy is anticipated to create a more cohesive and responsive philanthropic ecosystem, where stakeholders work together to address complex social issues. The policy highlights philanthropy's role as a **catalyst for social cohesion, social change and social good**. Collaboration between philanthropic organisations, not-for-profits and community leaders can provide a platform for open conversations, promoting understanding, and effecting real change. **The voice of the Arts community, which plays such a vital role in our society, will add real value.**

Philanthropy Ireland, the network for the Irish philanthropy community, was delighted to be part of the launch and will actively support the implementation agenda. Philanthropy Ireland is advocating for a white paper to look at the fiscal measures that can create an enabling environment for philanthropy and is continuing to work with the relevant government departments to bring the policy objectives to a reality over the lifespan of the policy. Open dialogue and active engagement is essential for all. To keep up to date on Policy developments visit our website www.philanthropy.ie.





FUNDRAISING GOOD NEWS STORIES

From RAISE organisations

Children's Books Ireland

Children's Books Ireland is delighted to share that our generous donors contributed an amazing €14,333 to the Christmas 'Gift A Book' appeal! Having won the National Lottery Good Causes Award in the Arts and Culture category, we set ourselves a goal of matching the €10,000 prize money in order to increase our impact. A target of €10,000 was hit in just 10 days and the total kept rising! Both the prize and the donations are either earmarked for or already spent on giving the gift of a book to children experiencing homelessness or living in Direct Provision. Children's Books Ireland would like to say a very special thank you to everyone who supported this appeal to share the gift of reading! We also welcome a new corporate partner, Sheds Direct Ireland, who we worked with for the first time to bring the Children's Books Ireland Book Clinic to the Dublin Book Festival - in a beautiful 'Big Blu' shed! We look forward to working with Sheds Direct Ireland in 2024 and giving great reading recommendations from our cosy reading shed.

Listowel Writers' Week

We are delighted to introduce our innovative sponsorship tiers: Writers' Pen, Writers' Ink, Writers' Liquid Gold, and Writers' Platinum Partners. We are grateful to be supported by The Arts Council, Failte Ireland, and Kerry County Council. Stay tuned for updates on new partnerships, board members, and exciting developments as we embrace the key aspects of the RAISE programme. As our mission states *"We promote writing of all genres and create an environment in which literature can be appreciated by the widest possible audience - where writers and readers gather to celebrate the written word together"*. Listowel Writers' Week 2024 promises to be a literary extravaganza, and we extend heartfelt thanks to all who make this festival possible. Listowel Writer's Week 2024 will take place from May 29th until June 2nd.



Irish Baroque Orchestra

The Irish Baroque Orchestra is thrilled to announce the launch of our new IBO Premium Experiences for corporates and businesses looking to share a memorable moment with their most valued existing and prospective clients. A small investment will come with a host of unique experiences such as meeting our Artistic Director and artists, and accessing some of Dublin's most breathtaking heritage spaces. We invite you to consider this opportunity for the opening night of our flagship event, HandelFest, at the iconic Dublin Castle. If you are looking to offer an extraordinary moment for clients or your team, reach out to Aliye (aliye@irishbaroqueorchestra.com)!

The Douglas Hyde

At The Douglas Hyde Gallery of Contemporary Art we were delighted to be awarded a grant from The Henry Moore Foundation to support the production and presentation of a major new sculptural installation by Irish-Parsee artist Siobhán Hapaska. Support from The Henry Moore Foundation was fantastic recognition of Siobhán Hapaska as a singular voice in contemporary sculpture. For her first institutional exhibition in Ireland, Hapaska responds to current global crises of power and authority, presenting a large-scale site-specific sculptural work in the form of a fractured lion suspended in the cavernous gallery space. The exhibition marks a significant moment in bringing Hapaska's ambitious new work to audiences in Dublin and beyond.

Siobhán Hapaska's exhibition continues at The Douglas Hyde until 10 March.



Image: Siobhán Hapaska, *Medici Lion*, 2023. Installation view, The Douglas Hyde Gallery of Contemporary Art, Dublin. Courtesy of the artist and Kerlin Gallery, Dublin. Photography by Louis Haugh. e: Liz Roche Company

The Ark

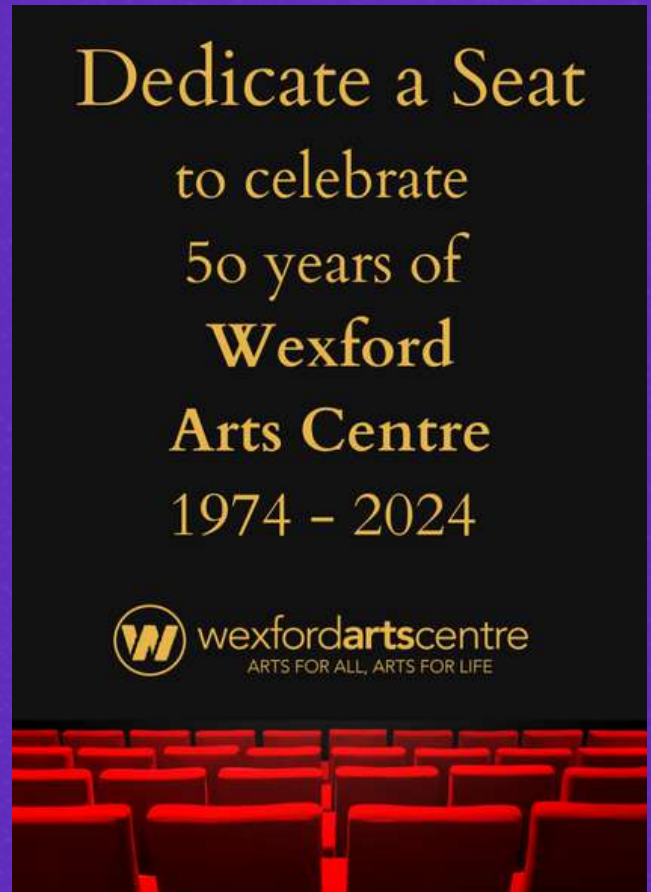
The Ark are delighted to have been awarded three-year capacity-building support from a philanthropic foundation which has enabled the recruitment of two new members of staff - a Learning & Schools Coordinator and a Digital & Audience Development Coordinator - who will significantly transform The Ark's ability to deliver on strategic priorities. This funding is from 2024-2026. A key fundraising focus will now be on raising funds to deliver increased artistic programming for schools, along with building a case for core funders and new supporters to continue to fund these new roles as the foundation funding tapers off.

The Ark has kicked off 2024 with some significant success in corporate engagement, with three new corporate partners coming on board to support the participation of schools local to them through The Ark Access for Schools programme. This remains a key fundraising priority for 2024.

The Ark ran a 'Give a Giggle' individual giving campaign in December alongside their production of *The Giggler Treatment*, which resulted in just under €5,000 in donations for The Ark Opportunities Fund. Membership income is also up year on year.

Wexford Arts Centre

To mark our 50th anniversary as the oldest regional arts centre in Ireland, Wexford Arts Centre has launched an exciting new fundraising campaign, offering supporters a very unique opportunity to dedicate a seat in our theatre. Supporters can choose their own seat and dedicate in their own name, a family member, a message in memoriam or their business or community group. Dedicating a seat is the ideal way to honour a loved one, celebrate a special occasion or give a thoughtful gift. For as little as €200 or €250 for priority seats, supporters can have a brass plaque engraved with a personalised inscription including names, dates, quotes or phrases that will remain in place for 10 years with opportunity for extension. For more information please contact Jackie@wexfordartscentre.ie. Your dedication will also assist in preserving our beautiful theatre for future generations to enjoy whilst supporting the development of our future programme.



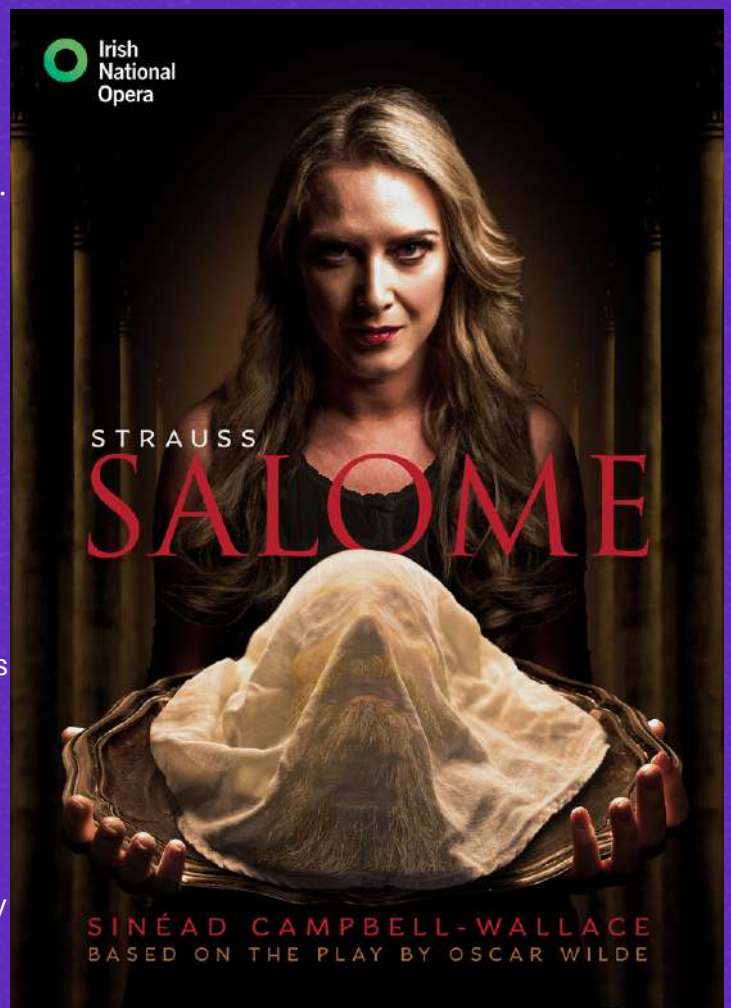
Irish National Opera

Transformative Donation for Irish National Opera

Irish National Opera recently celebrated an important milestone, receiving a transformative gift of €100,000 from an anonymous benefactor. This significant contribution, dedicated to the upcoming production of Richard Strauss' masterpiece, *Salome*, marks the second major gift from the donor in as many years.

This act of philanthropy is not only a testament to the donor's deep commitment to the arts, but also a vital investment in the future of opera in Ireland. Irish National Opera extends its heartfelt gratitude for this generous support, which promises to significantly enhance the production of *Salome* and further the company's mission to develop a vibrant and sustainable opera ecosystem across Ireland.

By enabling us to push creative boundaries and bring world-class opera experiences to our audiences, this gift enriches the cultural tapestry of Ireland and secures a legacy of artistic excellence for future generations.



Galway International Arts Festival

Galway International Arts Festival (GIAF) and its long-time education partner University of Galway have announced a new five-year partnership that will see the partners work even more closely together.

CEO of Galway International Arts Festival John Crumlish said: "This is a hugely exciting development for GIAF and a potential game changer for a number of areas of the festival's work. The partnership will allow the organisation to further progress its EDI ambitions, progress its discussion platform First Thought, further support artist development, explore development opportunities in the Creative Industries, support the festival's transition to a sustainable future and support programming."



Music Network

Music Network is holding a gala fundraising concert in the Whyte Recital Hall at The Royal Irish Academy of Music this April. Cellist and uilleann piper Neil Martin brings together a stellar quartet of renowned Irish traditional musicians for a very special performance to celebrate the work of Music Network. The evening will feature music from Neil Martin, former lead singer and flute player with Irish traditional supergroup Danú Muireann Nic Amhlaobh, legendary fiddler Paddy Glackin and pianist Ryan Molloy. All proceeds raised by this event will support Music Network's nationwide programmes. Tickets are from €25 - €49.50 available to purchase now on [Eventbrite](#). VIP and corporate hospitality packages from €100 per person, limited availability contact Arantxa at development@musicnetwork.ie for more information.



How to Make 2024 Your Best Fundraising Year Yet

Tips from RAISE

Lots of RAISE organisations had a very strong 2023 in terms of fundraising. And as you carry all of your learnings, inspirations, and actions from the programme with you into 2024, we're confident that it's onwards and upwards from here! In 2024, your goal is not just to maintain but to gain through your fundraising efforts, ensuring sustainable support for your organisations. To achieve this, arts and cultural organisations must adopt strategic approaches that blend reflection, goal-setting, stakeholder engagement, and adaptability. Here's how you can make 2024 your best fundraising year yet:

1. Reflect on 2023

If you haven't yet, begin by assessing the successes and also any shortcomings in your fundraising efforts in 2023. What worked well? What strategies fell short of expectations? Was there a goal that you reached with ease, or another that didn't happen? Reflecting on past experiences can provide invaluable insights that inform your approach moving forward.

2. Set Clear Goals and Metrics

Define specific, measurable, achievable, relevant, and time-bound (SMART) goals for your fundraising initiatives in 2024. Whether it's increasing overall donations, securing corporate partnerships, or launching targeted campaigns, clarity in goals helps in channeling efforts effectively.

3. Get your Board on Board

Engage your board members early on and align them with the organisation's fundraising goals. Ensure that each board member understands the importance of philanthropic and corporate investment and the role they can play in leveraging their networks, providing financial support, and offering strategic guidance.

4. Focus on Friend-Raising before Fundraising

Building meaningful relationships with donors is key to sustainable fundraising. Instead of solely focusing on asking for donations, prioritise cultivating genuine connections with your supporters and potential supporters. Prioritise personal communication, host events, and provide exclusive and unique experiences that bring your work and impact to life to foster a sense of belonging, connection, and loyalty.

5. Make the Ask with Confidence:

Embrace the art of asking for support with confidence and conviction. Clearly articulate your organisation's mission, impact, and funding needs to potential donors and partners. Remember that your cause is worthy, and that you're not just asking for money - you are presenting an opportunity for someone to be a part of something special and have a real impact. There's a lot of power in that!

6. Focus on Stewardship and Follow-Up:

Acknowledge and appreciate every contribution, regardless of its size. Implement robust supporter stewardship practices to express gratitude, provide updates on project progress, and demonstrate the impact of donors' contributions. Consistent communication and personalised engagement reinforce trust and encourage continued support - remember that it costs an organisation about 10 times more to bring in a new donor than it does to keep an existing donor (Source: [Zeffy](#)), so it's definitely worth the effort!

7. Keep Learning

Keep the momentum of RAISE going! Cultivate a culture of continuous learning within your organisation. Encourage innovation, share best practices, and seek opportunities for professional development in fundraising, communications and donor care. Connect with your peers in other organisations, embrace feedback, learn from both successes and failures, and remain committed to refining your approach over time. Connect with experts on LinkedIn and keep up to date on what's going on in the wider charitable and philanthropic environment through Philanthropy Ireland, The Community Foundation, The Ireland Funds, Rethink Ireland, Charities Institute Ireland and The Wheel and other sector orgs so that you can stay attuned to evolving trends and dynamics in the philanthropic landscape.

We have lots of exciting RAISE sessions coming up for the remainder of Phase 4, including:

- A Knowledge Share with Éilis Murray of Philanthropy Ireland on March 20th
- A Knowledge Share with Bernard Ross of =MC Consulting on April 9th
- RAISE CEO/Directors' Forum on the role of Chairs/Board in philanthropy/donor engagement with Ben Payne and Gerald Richards on May 9th.

Make sure that these dates are in your diary so that you can make the most out of the rest of the programme.

Well done again on a fantastic 2023 - it has been a privilege to support you and witness your successes! Here's to further fundraising success and fantastic impact in 2024!



AN INTERVIEW WITH ARANTXA COLOMÉ

Development Manager
with Music Network

Tell us a bit about your work experience before joining Music Network.

Before joining Music Network, I was part of the St Patrick's Festival team starting in late 2021, managing their fundraising and sponsorship initiatives, the "Go" button for the festival was only fully pressed after all pandemic restrictions were lifted, making my experience that extra bit special! Prior to this, I worked in the GPO Museum for 4 years where I wore a few hats, as Events Manager and General Manager. One of the most enjoyable aspects of those roles was to establish the newly opened museum as a new cultural venue in the city centre. I was lucky enough to work with a wide variety of artistic events, performances, and installations (a highlight was to entertain the US House Speaker with the Irish Government!). This gave me invaluable and deeper exposure into to the Arts and Culture sector, an area I always had a passion for.

Why did you originally want to work with Music Network?

I used a previous career hiatus as an opportunity to pursue a personal project; to set up and deliver a fundraising campaign for a charity close to my heart, this sparked an interest in me to delve deeper into the world of fundraising. My latest two work experiences left me wanting to be more involved within the arts and culture industry, and in particular I was looking for an organisation with a strong track record that wanted to make a difference, so I was delighted to jump at the opportunity of working with an organisation with the national reach and clear vision such as Music Network.

What was it like joining the Music Network team and what has your experience been of the organisation so far?

It has been an interesting transition, from working towards a hard deadline in my previous role to working with much longer leads at a national level. The team at Music Network is deeply inspired by the organisation's mission, demonstrating exceptional dedication and hard work. Despite the team's modest size, Music Network achieves a substantial output at a national level, so the team needs to operate at an elevated level of efficiency at all times. Fortunately, all my colleagues have been incredibly supportive to help me along the way, making me feel welcome and settled in my new role. Additionally, you get to enjoy incredible pieces of live music as part of the job, a unique perk!

Tell us a bit about your experience of the RAISE Programme to date.

I came on board halfway through the first year of the RAISE Accelerate programme. I have found the educational and interactive component to be very pertinent to our needs and provided a more strategic view on fundraising avenues. The range of learning topics is very relevant to Music Network with ad hoc sessions that respond to new technologies and development trends, the sessions also provide an opportunity to network with other organisations on the programme. The programme is also effective in giving direction and offers real opportunities for corporate partnerships, introducing potential major donors and private foundations, and suggesting unexplored philanthropic avenues. Overall, my experience has been a very positive one with concrete examples of direct impact and developing opportunities to effect positive change.

Tell us about any projects you're currently focusing on - what are Music Network's development goals for the future?

We have a comprehensive fundraising roadmap for the year, structured by segments and targets per quarter. At present, we are focusing on expanding our Friends and current donors programme, increase corporate engagement to support of our community projects. We also plan a very exciting fundraising concert this April to engage with more funders and to grow Music Network's visibility to wider audiences. The learnings from RAISE have been applied on these initiatives and will help to shape them to make them as successful as possible.

What are you most excited about in the future of Music Network?

It would be an honour to see our current initiatives and programmes reaching more people, particularly those that do not have the opportunity to participate in live music, and to keep supporting the careers of emerging musicians in Ireland.

Music Network has a long-term project of creating a National Instrument Collection, a much-needed addition to our cultural landscape that would equip musicians with the standard of instrument needed to compete internationally with their peers, the costs of these instruments can be highly prohibitive, posing a significant barrier for careers progression. It would be incredible to see a project of this caliber come to fruition in the next coming years.



A note from our partners at Creative Careers

Our Creative Careers Jobs Board is a great resource for lots of varied and exciting roles in the arts and across the wider creative sector. A post on our site usually costs €169 for up to 30 days, which also includes regular sharing across our social media channels and direct mailing to our extensive database of interested candidates.

This Spring, we are delighted to announce a **special promotion for all RAISE participants**, who can now avail of a special price of €100 for a job posting from now until the end of April. To activate your RAISE Promotion discount, contact Priscila at info@creativecareers.ie.

And if you are thinking of recruiting, CCI Executive Search can support you by running a full recruitment process to ensure you find that great new person for your team! Contact Laura and Priscila at recruitment@cciexecutivesearch.ie to discuss our full recruitment service.

We look forward to hearing from you.

From us all at Creative Careers



Your RAISE Team

Team OKC welcome any RAISE enquiries you have. Please contact Lucy at raise@okennedyconsulting.ie and/or your project lead



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Arts Council RAISE Advisor

Martin O'Sullivan, Arts Council Deputy Director, Finance Director and Secretary



Information,
Grants and
Resources

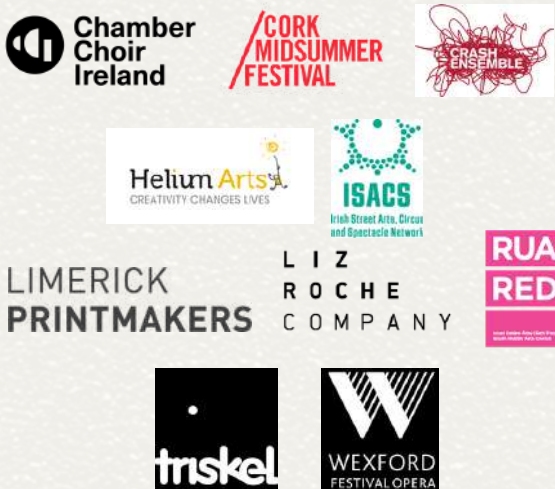




Philanthropy, in tandem with government investment, has a key role to play in promoting Ireland's arts and cultural sector, supporting organisations in creating and sharing impactful work across a diverse range of art forms.

OKC is delighted to partner with the Arts Council to deliver RAISE, providing fundraising training and support to 50 arts organisations across the country, and empowering them to engage individual donors, businesses and foundations as partners in delivering first-class programmes, events and exhibitions. The RAISE programme supports Arts Council-funded organisations to augment their regular funding by building capacity to generate significant new private philanthropic investment.

RAISE Academy



RAISE Advance



RAISE Accelerate



RAISE Up Fund

