



RAISE
your fundraising game

RAISE SUMMER NEWSLETTER AUGUST 2021



A Word of Welcome from Mary O'Kennedy, RAISE Programme Director

Welcome to the RAISE Summer Newsletter! It's been great to see some summer sunshine over the last few weeks which hopefully has cheered everyone up and put a lift in your fundraising spirits! As we take a little break from online sessions in August, it's a good time to reflect on what has been a very busy first quarter for RAISE. We have been hugely enthused by the committed engagement of all our participants across our Academy, Accelerate and Advance programmes both in terms of your attendance at the wide variety of RAISE online events but also your engagement in one-to-one support. And to start with some really positive news, and despite the ongoing challenges you all face, cumulatively you managed to raise almost €600,000 in Quarter 1 from 1 April - 30 June. This is a really great start and has given the RAISE team huge confidence in your ability to raise your fundraising game and build new philanthropic and corporate relationships over the coming months!

In the first 3 months of the programme, RAISE delivered 18 online events including; 6 Core Workshops, 2 Knowledge Shares, 2 Huddles, 3 RAISE Digital Sessions, 1 Chairs' Forum, 1 Directors' Forum, 1 RAISE Up Fund Workshop, 2 RAISE Sustainability Series events and our inaugural RAISE Symposium, Turning Point, which proved to be a major success!

The expansion of the RAISE + Programme has proven hugely popular with participants. We have noted wide stakeholder engagement through the addition of the sustainability strand, with sessions led by OKC's newly appointed consultant David Mbaziira and Megan Best and her team at Native Events focusing on Environment, Climate Literacy and Diversity & Inclusion. Jean O'Brien, our RAISE Digital Consultant continues to expand this strand, as well as now offering direct one-to-one consultancy support to our RAISE Accelerate cohort.

Board engagement has enhanced greatly since Phase 2 and we have been really pleased to see so many of your Board members in attendance at workshops, Knowledge Shares and the Symposium in addition to their active participation at the bespoke Board sessions I have started to deliver for individual organisations – please continue to encourage their attendance at future events!

We are also delighted to be working with 26 RAISE-UP Fund Participants, many of whom are alumni from previous phases of the programme, who are in the main receiving support from our lovely new RAISE Associate Oonagh Desire – welcome aboard Oonagh!

The OKC Team have been hugely inspired by your ambition, creativity, resourcefulness and innovation over the first three months of the programme and we are delighted to be working with such a passionate, committed and hardworking group. In the following sections, we share highlights and key successes from a selection of RAISE participants in Quarter 1. You will also read sector perspectives from a number of guest contributors on the importance of RAISE and also the broader philanthropic environment – thanks to Kevin Rafter, Dana Segal and Liz Roche for their invaluable contributions.

Happy Reading and Keep up the Great Work!
Mary and all your OKC RAISE Team

A note from Kevin Rafter, Chair of the Arts Council



‘The Arts Council could use a lot more money,’ Sean Lemass admitted in 1960 before adding that there was almost no limit to the financial supports that could be spent on cultural activities. The then Taoiseach believed arts organisations should rely on their own efforts rather than seek assistance from central government funds. At a meeting with Arts Council members in October 1960 – where they were seeking more money – Lemass offered the example of the Irish Theatre Ballet in Cork as he suggested that the company rely on support from ‘industrialists in Cork city.’

As the development agency for the arts in Ireland, the Arts Council is committed to securing additional public investment in the arts. But, alongside public funding, the Council is actively encouraging organisations to seek out other revenue sources. In that regard, the RAISE programme is hugely important. The word ‘partnership’ is a theme, a variation of the binary approach suggested by Lemass, and many others, for too long.

This time two years ago the Arts Council’s annual budget was €75m; today it is €130m - a historic high. The political commitment to increase arts funding was made prior to the Covid-19 pandemic, and the impact of this funding will be truly felt when the crisis has passed.

For now, this money is the means by which the Arts Council is working to protect jobs and livelihoods of artists, and to assist arts organisations experiencing financial difficulties. The Council used increased public funding to help the sector survive and adapt in 2020 and again in 2021 and will continue to do so in the year to come.

The crisis has been hugely challenging for the arts. The sector was the one of the first to be hit and will be one of the last to recover. There was a 54% reduction in GDP in the arts sector in Ireland in 2020. New Arts Council research shows that four in ten artists saw their income decline by over 50% in the past year, with the vast majority (76%) seeing no improvement in 2021. And this is in a sector where job security was already precarious, and pay was low. Against this hugely difficult situation, artists have responded to lift all our spirits. The public response to, and engagement with, the work of artists online has been overwhelmingly positive. We are now slowly emerging from lockdown restrictions – and it has been wonderful over the summer months to visit galleries and arts centres again and to see more in-person events taking place.

The Council remains committed to its strategic objectives on the role of the artist and public engagement with the arts; as well as two key policies on Paying the Artist and Equality, Human Rights and Diversity. The Council, like for itself, wants arts organisations to live these policies.

A huge amount is asked of those in leadership positions in the arts sector, both from executive staff and board members who, like myself, take on unpaid roles out of a sense of public service and a belief that engagement with the arts makes us better citizens, better people. The RAISE programme is another route to developing arts organisations to learn new skills and, hopefully, secure additional sources of revenue. The Council is delighted to support RAISE and is heartened by the feedback from participants. Sean Lemass would have approved.

Prof. Kevin Rafter
Chair – Arts Council

2021

May - July

RAISE Review

What have we been up to?

May

On **11 May**, we hosted our first RAISE Academy Core Workshop: Introduction to the Fundraising Environment, Fundraising Readiness and Fundraising Channels. On the same day, we also hosted Accelerate Core Workshop 1: Refining your Case for Support and Fundraising Plans – 2021 and Beyond.

Our first RAISE + initiative followed quickly after with our RAISE Accelerate & Advance Digital Roundtable led by Jean O'Brien taking place on **13 May**. Here, our organisations had the opportunity to determine the programme for the coming year, based on their unique digital needs.

We hosted another RAISE Digital Workshop: Building Online Communities with Jean O'Brien on **19 May** for our RAISE Academy cohort.

The Accelerate Core Workshop I: Refining your Case for Support and Fundraising Plans 2021 and Beyond, Part Two took place on **25 May**

To wrap up the month of May we finished with a RAISE Knowledge Share with Mick O'Keeffe, CEO of Teneo, focusing on engaging Corporate Partners on **26 May**. A hugely popular session with 69 attendees joining us.



We continued on with our RAISE Academy Introduction to Sustainability with Native Events on **18 May!**

On 26 May, we hosted a Sustainability Roundtable for our Accelerate and Advance organisations, led by Megan Best from Native Events on **20 May**.

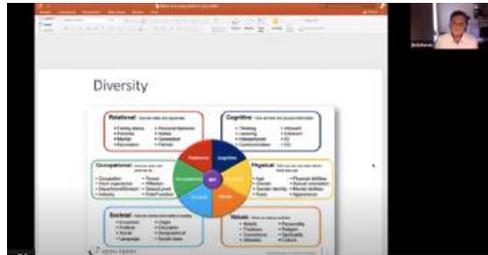


June

2021

On **1 June** we held our inaugural RAISE Directors' & CEOs' Forum, led by Caroline McCormick, Director of Achates Philanthropy.

On **3 June**, the RAISE Chairs' Forum took place, with guest speaker Brid Horan. Our RAISE Accelerate and Advance Chairs were also joined by Chair of the Arts Council, Kevin Rafter.



Our RAISE Combined Huddle – Festival / Children & Youth took place on **8 June**.

The inaugural RAISE Symposium. *Turning Point* took place on the **15 June**

On **10 June** we hosted our RAISE Academy Core Workshop 2: Developing your Case for Support, led by Mary O'Kennedy and Sabrina Kevany McGlynn.



We finished out the month with the RAISE Huddle – Venue & Theatre **24 June**

We hosted our second RAISE Academy Digital Workshop – Optimising your Website with Jean O'Brien, which took place on **17 June**

Accelerate Core Workshop 2: Major Donor Engagement – Strategies and Success Stories took place on **8 July**

29 June 2nd RAISE Knowledge Share – Philanthropy & Social Impact Investment with Faye Drouillard

July

RAISE Huddle – Music & Performing Arts took place on **6 July**

Our RAISE Sustainability Series on Climate Literacy for Accelerate and Advance organisations was hosted on **13 July**, with guest speaker Sorcha Kavanagh

To conclude the month on **27 July** the 3rd RAISE Knowledge Share - Diversity & Inclusion in the Arts with David Mbaziira took place, with guest speaker Mia Farrell, PR Manager at BFI.



RAISE

SYMPOSIUM

RAISE IS DELIGHTED TO PRESENT:

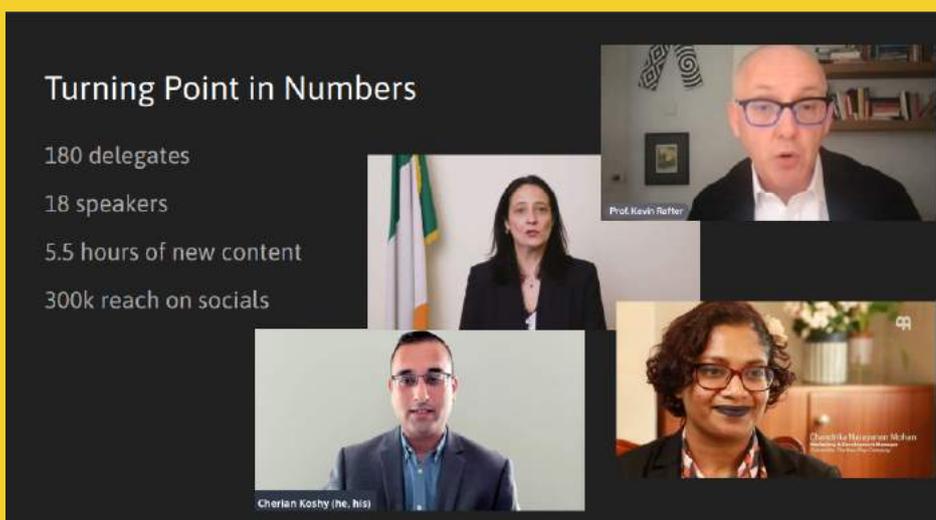
TURNING POINT

An international symposium exploring cultural fundraising, leadership, sustainability and innovation.

On 15 June we were delighted to present the inaugural RAISE Symposium *Turning Point*. An international event explored cultural fundraising, leadership, sustainability and innovation.

180 delegates were joined by **18 leading national and international speakers** for an action-packed day of thoughtful, robust and insightful discussion centred around the impact that philanthropy and corporate partnerships can have on the arts sector and the growing importance that the sustainability agenda, encompassing environmental concerns and diversity & inclusion, has to play in the arts sector. The event ran for approximately **5.5 hours** and had an online reach of over **300,000 on social media**. As we approach a significant turning point with the reopening of society, there is a clear need to equip our arts and cultural organisations with the tools to build back even better than before.

A huge thank you to our generous and thoughtful presenters. From Sydney to Iowa, London to Tuscany and back home to Dublin - we were delighted to welcome these thought leaders to share their incredible expertise with our RAISE Participants.



Highlights of the day included:

- Reopening with confidence by Bernard Donoghue, Chief Executive, Association of Leading Visitor Attractions
- Partnerships on pointe: how we built our \$6 million partnerships portfolio by Matthew Henry, External Relations Development Manager, The Australian Ballet
- Closing Panel Discussion: What's next for the arts? Exploring from an economic, social and sustainability lens.

WELCOME TO THE RAISE UP FUND!



In March 2021, we opened up a call to all Arts Council funded organisations to apply for the RAISE Up Fund, providing additional 1-to-1 consultancy support and workshops from the RAISE Team. We received an overwhelming response and are thrilled to be supporting 26 additional organisations, welcoming new and familiar faces!

RAISE Up Fund Phase 3 participants include:

Áras Éanna, Inis Oírr | Baboró | Chamber Choir Ireland | Clonmel Junction Arts Festival | Corcadorca | Dublin Dance Festival | Dublin Fringe Festival | Galway Music Residency | Galway Theatre Festival | Glór Graffiti Theatre | GSD | IACC | Irish National Youth Ballet | Irish Street Arts, Circus & Spectacle Network | Liz Roche Company | Mermaid Arts Centre | National Sculpture Factory CLG | Sing Ireland | Temple Bar Gallery & Studio | The Model | Theatre Royal Waterford | VISUAL Carlow | West Wicklow Chamber Music Festival | Wexford Arts Centre

What are you saying about our RAISE Workshops?

“Enthusiastic, supportive team with resources and willingness to adapt their expertise to needs of the organisation.”

“This was a well-paced and comprehensive talk - hugely informative.”

“I loved how it felt intimate despite there being more than 30 people on this introductory session, I was inspired by Mary's passion for what she does now and for her past careers. The RAISE team spoke very eloquently and made me feel comfortable enough to speak - as I suffer shyness when it comes to publicly speaking.”

“I wouldn't change anything, I found the session very informative, and very helpful.”

“The greatest takeaway from this session was the feeling of renewed positivity and energy as we face into a new era of the pandemic and the session was a reminder that the group are there to share ideas and collaborate with.”

“Was a great opportunity to briefly meet fellow participating organisations and, above all, hear their hopes and needs from RAISE Accelerate. It was also interesting to hear participants' fundraising experience over the past few months.”

“For me, it was the mention that the RAISE programme isn't just about raising money but about raising spirits and the organisation to be the best they can be.”

“Loved it, it's my second time doing the workshop and I found it so informative.”

“I thought the workshop was really well balanced and clear. It was pitched very well for the group and the collective exercises on jam boards were a great way to see what other stages of website development other organisations were at.”

In conversation with Dana Segal: A rebellious humanitarian working at the intersections of culture, society, and politics.



Dana is an international consultant working across strategy, management and fundraising. She wears many hats, and deftly juggles many roles; Senior Partner Consultant at MC Consulting; Director at Adapt for Arts; Deputy Director at National Arts Fundraising School and Curator at #ArtsSummit. She is a Curator at Fundraising Everywhere, who we were delighted to partner with in June to deliver the inaugural RAISE Symposium Turning Point. We sat down with her this month to talk about the future of fundraising.

Q: Over the last 10 years of working in fundraising, can you share the wider trends you have noticed?

Definitely the big overhanging question on digital, or what digital means, either from a service delivery or fundraising perspective. It's interesting that it took a pandemic to shift people into gear to change the behaviour, rather than just change the intent to integrate digital in their work. Other trends include the acknowledgement of fundraising functions as more than money generators; now people understand that fundraising integrates into wider advocacy, campaigning and promotion from the human beings invested in the organisation. I'm interested in mobilisation as a wider concept, and within that, fundraising as one of the many ways people can support a cause

Q: Honing in on the arts sector, how can organisations really drive impact?

I think partly this is to do with charitable restrictions around language. A lot of memorandums and articles of associations of arts organisations will have a traditional charitable purpose for 'artistic education'. But if we move away from arts education as a concept, and people start to explore what art can mean around change or advocacy or exploring important themes that also resonate with society – then it's not so didactic or prescriptive. The arts is not just about arts education – how can arts organisations enable people to think creatively, or enable conversations that spark societal or political change? I do a lot of work pulling organisations away from their very traditional language around charitable objectives, and instead give them a more modern case for support to present what they do, and use language that speaks more to impact and change. I like to challenge organisations to think in this way!

Q: What do you think the greatest challenges and opportunities are for arts organisations moving forward?

I think the greatest challenge is going to be internally looking at teams. Organisations should be looking at ways of working that reflect the new reality that we are working in now, which will hopefully be a hybrid one.

The greatest opportunities will be maintaining the very open and communicative relationship developed at the start of the pandemic with our supporters. Organisations did a really good job at being honest and purposeful in their comms with supporters and audiences. Organisations should continue being good listeners in that respect. Another major opportunity will be in hybrid delivery, not just across teams, but also in programming - ensuring those who have access needs or can't quite step back out into the world yet are not excluded, but also to increase their national and international reach.

Q: Do you have a Golden Nugget to share?

People are responding much better and faster to more regular, concise and simpler pieces of communication. In email testing, we are seeing more success in 'one email, one ask' approaches. Consider what you are asking your audiences or donors to do in your communication. It should be: watch this thing; buy this ticket or press this button to donate. Anything more and it's not as effective in terms of conversion rate.

Q: Any last words?

Keep upskilling! The more you continue your professional development, the more you sharpen your capacity to think better as a strategic fundraiser. The more professional development you do, the more critical you can be and it's those skills that help you make good fundraising and strategic decisions.

Sector News and Updates

In response to requests from charities and their lead bodies, Benefacts produced a special report on Irish charities in May 2021.

Benefacts

Charities in Ireland 2021
A Benefacts report from Ireland

Introduction	01
How charities are funded	02
Key findings	03
Charities' governance, activities and impact	04
Charities' financial performance	05
Charities' social performance	06
Charities' environmental performance	07
Charities' digital performance	08
Charities' international performance	09
Charities' future prospects	10
Charities' role in the economy	11

www.benefacts.ie/charities-in-ireland-2021



According to the latest available data, aggregate income in the arts and media charity sector at the start of 2020 was **€168.5m**. State funding (mostly from the Arts Council) accounted for **44%** of this, with **26%** in earned income and **6%** in donations (24% is unanalysable); box office accounts for a higher proportion of income in venues and festivals.

You can read the full report [here](#).

ESB Brighter Future Arts Fun in Partnership with Business To Arts

The ESB Brighter Future Arts Fund is an all-island Arts Fund which aligns with ESB's 'Brighter Future' purpose by promoting environmental sustainability in diverse and ambitious ways. It will support the Irish arts community by funding or commissioning artists / groups of artists or arts organisations to create new work during a period of unprecedented change.



Successful artworks / arts projects should be realised between March 2022 – December 2023. The fund is currently open for applications until 8th September 2021. For more information please follow this link [here](#)

Philanthropy Impact Magazine

Philanthropy Impact Ireland has launched its Summer 2021 Magazine. In this issue of the Philanthropy Impact Magazine it reviews the UN Sustainable Development Goals (SDG's) and their role in creating positive impact and transformative change.

With the shift of focus for many (U)HNWI towards driving positive environmental and societal change around the world through their wealth generation and business practice, SDG's are important for measuring impact and enabling collaboration across sectors in addressing the greatest challenges the world faces.

To access this edition please click [here](#).

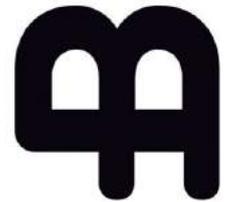


For more essential updates and alerts, invaluable resources, and expert guidance and advice please visit [Charities Institute Ireland](#) and [The Wheel](#).





**RETHINK
IRELAND**



In conversation with Liz Roche, Head of Foundation and Sustainable Business, Vodafone Ireland

Q: As Head of Foundation and Sustainable Business at Vodafone Ireland and with over 20 years working in the not-for-profit sector before this – can you share the most recent trends you have noticed concerning fundraising, philanthropy, and corporate partnerships? I think corporate partnerships are strengthening, becoming more frequent and more of a partnership now between two organisations than the corporate funding model of the past. At Vodafone Foundation we value our partnerships enormously and our charity partners become part of our business model, benefiting from support across the business from the brand team through to tech support and other areas.

Q: How is the sustainability agenda - including diversity and inclusion, impacting on Vodafone's decision-making around community engagement, sponsorships and partnerships? As a company we are growing and developing our diversity and inclusion strategy all the time and looking at ways to further explore opportunities to support employees and customers. We have very strong partnerships and relationships with domestic violence charities such as Women's Aid and various refuges and have very well developed internal domestic violence policies to support our own employees who are at risk. We are always exploring new opportunities and would welcome more diversity into the arts and culture sector.



Liz Roche is currently the head of Foundation and Sustainable Business at Vodafone Ireland. She has 14 years of experience in the Irish not-for-profit sector in both consultancy, fundraising and marketing roles. Liz serves on the Board of Directors of Friends of the Elderly as well as the Board of Directors of Boardmatch Ireland.

Q: At Vodafone how do you measure the success of your partnerships? What does success look like to you? We follow a robust and defined monitoring and evaluation framework that would look for certain key indicators and areas of improvement, specifically focusing also on direct lives improved and indirect with methods of calculating each. We learn from other Vodafone markets and partner charities also and constantly improve our evaluation methods.

Q: From your time as a Fundraiser, a Consultant and now Head of Vodafone's Foundation – what advice would you give our RAISE Participants, looking to drive impact through philanthropy and corporate partnerships? Research, research, research before you even consider an approach and make sure any potential partner or donor is a good fit...spend quality time getting to know each prospect and build a genuine relationship with them based on mutual shared goals.

Q: How do you think the arts and cultural sector should demonstrate to corporates how they can deliver impact through a values led approach to partnerships? I think demonstrate the impact past projects have had, know your value and worth in the sector and to wider society and always present an evidence based and well researched case for support to any donor

An update from our partners at CCI Executive Search & Creative Careers who have now successfully finished recruiting all the RAISE Accelerate roles.



CCI Executive Search were thrilled to work with Cork International Film Festival, The Ark, and The Everyman Theatre to recruit Development Officers and to work with Fishamble to recruit a Development and Marketing Officer as part of the RAISE Accelerate programme.

In addition to the roles recruited through CCI, OKC assisted the Irish Architecture Foundation with onboarding their new Development Manager, a role which is also supported by RAISE.

It was a real pleasure to work with such interesting and vital arts organisations to find candidates for these exciting opportunities. We wish them all the best as their roles develop and look forward to seeing the great things these organisations can achieve in the coming years.

As the summer is brightening up our working week, we are excited to see recruitment processes in the Arts and Culture sector increasing.

Our Creative Careers Jobs Board is a hub for roles in the sector. A post on our site costs €169 for up to 30 days. Your role will also be regularly shared across our social media channels and circulated to our database of potential candidates. As mentioned at the RAISE Symposium, if you would like to post a role on our site please do get in touch with Lucy at info@creativecareers.ie to claim your €100 voucher towards the cost of posting.

If you have any recruitment or executive search questions, please contact us on 01 524 2807 or email info@creativecareers.ie.

Hannah Rickard - Three Months in the life of Irish Architecture Foundation's new Development Manager



Hannah Rickard, Development Manager, IAF

Recently appointed Development Manager with the Irish Architecture Foundation, following on from over 10 years experience working within the arts and not-for-profit sector in Paris and Brussels, I was eager to join a team committed to inclusive conversation around culture. The Irish Architecture Foundation is an independent organisation dedicated to the promotion of architecture as culture by engaging citizens in architecture and their built environment.

Through our programmes from the Open House Dublin festival and its international network, to our pioneering curated, education and placemaking initiatives – we aim to inspire people to further understand and shape their world. My primary responsibility within the team is to nurture a culture of fundraising, manage the IAF Friends programme, and play a part in developing IAF strategies going forward. Since 2005, the Irish Architecture Foundation has situated architecture firmly within the cultural context, popularised it through Open House Dublin, inspired young minds through our schools programme, encouraged people to think differently about their cities and towns, and enhanced the practice of architecture through mutually beneficial exchanges between architects and the public.

In 2020, while many cultural organisations nationwide saw themselves forced to close their doors, the Irish Architecture Foundation found new and innovative ways to keep celebrating the built environment. Over the last 12 months, we created an exceptionally rich programme of exhibitions, talks, film screenings, call for projects, school and community workshops as well as the Open House Dublin festival, and Open House Worldwide Festival. We are a small but dynamic team with ambitious and innovative plans and not shy of punching above our weight. I look forward to continuing this journey with my colleagues.

Over the past three months, I was particularly delighted to begin my work in close collaboration with our partners: a community of architects, businesses, industry leaders, media organisations and policy-makers who believe in a more diverse and sustainable city. With their support we are able to create and grow programmes, and keep our activities free and accessible to our audiences. The work of the Irish Architecture Foundation, our dynamic programme of activity, would not be possible without the support of our IAF Friends community who share our vision that architecture is a civic right, fundamental to the fabric of life, culture and history, and a confident expression of who we are and who we might become. An important aspect of my role with the IAF is to engage with our Friends community.

To say thank you, we are working on an exclusive programme of guided tours, sneak previews of events before they are launched publicly, and news and opportunities to get involved in our programmes in other ways. Currently, with the invaluable support and guidance of the RAISE programme, we are restructuring our fundraising strategy, deepening our work on a marketing strategy and thinking more broadly about future opportunities for the organisation. In the coming months, the IAF will focus on an ambitious programme supporting a strong economic and cultural recovery.

RAISE: News and Updates from just some of our organisations!



Firkin Crane, the home of dance in Cork, was delighted to announce their new project *Integrated Dance Cork*, generously supported by an anonymous donor through The Community Foundation for Ireland.

This pilot programme recognises that access to the arts is an equality issue and over the course of two years this sector leading programme will support inclusive dance practice and provide integrated dance training for integrated dance teachers.

TOY SHOW APPEAL AWARDEES

We have seen some extraordinary successes for our RAISE organisations in the area of Trusts and Grants. We were delighted to note the success of three of our RAISE participants as part of The Community Foundation's Toy Show Appeal.

RAISE Academy organisation **Kids' Own Publishing** was awarded €55,000 whilst RAISE Up Fund participants and former Tier 2 organisations **Baboró International Arts Festival** for Children was awarded €62,000, and **Graffiti Theatre** awarded €85,000.



Irish Chamber Orchestra



The Irish Chamber Orchestra continues the success of their **€21 for '21** fundraising campaign. This impact driven campaign is linked to ICO's *Sing Out With Strings* programme and community focused work. 32 individuals have signed up in 2021, with 10 signs up remaining to reach their total fundraising target.

The Irish Baroque Orchestra, celebrates its 25th anniversary in 2021 and will launch a fundraising anniversary campaign later this year to support the ambitious aims for the organisation into the future.

To kick off celebrations, in August 2021 the Irish Baroque Orchestra will present the Dublin Handel Festival, a wonderful opportunity to enjoy Handel's music & discover the soundscape and built heritage associated with the composer's time in the city.



IRISH BAROQUE ORCHESTRA

**Dublin
Handel
Fest**

AUGUST 20-22
PRESENTED IN PARTNERSHIP WITH
THE OFFICE OF PUBLIC WORKS

RAISE: News and Updates from a selection of our organisations!



In July, the **Irish National Opera** launched their 2021 / 2022 Season; An Explosion of Opera. 58 performances in 26 spaces at 20 different locations...9 new productions...6 operas by Irish composers, including 4 world premieres. INO's 2021-22 season is their biggest ever, and most diverse.

This summer INO will host a special donor event in Fitzwilliam Square to thank their supporters for their continued support. Also, through a generous gift of €6,000 from a donor, INO purchased an inflatable screen, enabling them to embrace the great outdoors to bring the joy of opera to new communities.

Children's Books Ireland

Children's Books Ireland were honoured and proud to receive the Business to Arts Judges' Special Recognition Award supported by Accenture for a selection of partnerships. These partnerships allow Children's Books Ireland to inspire and enable every child to become a lifelong reader, regardless of their circumstances, and bring them closer to their vision: Every Child A Reader.



Fishamble

Three Tiny Plays, consisting of just 600 words, have been produced as part of the Tiny Plays for a Brighter Future challenge, a partnership between ESB and Fishamble: The New Play Company.

Fishamble have also launched a new Friends gift back for all of their supporters. Support daring new playwriting and fearless voices by joining as a Friend at www.fishamble.com/become-a-friend.

Fishamble is excited to have John McGrane join the Board of Fishamble. John McGrane is Director General of the British Irish Chamber of Commerce, the Executive Director of the Family Business Network, Founder of NSI Technology and of Kmend.com, and co-Founder of Board Ready.



Druid

Druid were among the winners at the 29th annual Business to Arts Awards ceremony which was broadcast from Dublin's GPO last week. The Galway company won the Best Small Sponsorship Award for their partnership on the DruidGregory Education and Community programme. They are also thrilled to announce their 2021 summer season. Over the next few months, they will present new work online, take to the national airwaves and return to Coole Park for outdoor performances.

The logo for Druid, featuring the word "Druid" in a white serif font on a dark red background.

Welcome new Board Members



Irish Film Institute

The Irish Film Institute (IFI) is pleased to announce the appointments of five new members to the IFI Board of Directors; Dr Zélie Asava, Claire McHugh, Rebecca O’Flanagan, Tadhg O’Sullivan and Prof Maria Pramaggiore. They will join 11 other Board members, led by Chairperson Margaret Kelleher, in overseeing the strategic development of the IFI as well as supporting the organisations fundraising activity.

The Ark

This spring, The Ark brought two new members to the Board and appointed a new Chair. Shane Hegarty is the author of the bestselling children's series 'Boot' and 'Darkmouth'. Previously a journalist and editor with The Irish Times, he is now a full-time writer, translated into 20 languages. Annie Ó Breacháin is an Assistant Professor in Drama Education in the School of Arts Education and Movement at the Institute of Education, Dublin City University. She teaches and researches in the area of Drama Education. Meanwhile, The Ark's new Chair is Carol Fawsitt. Carol is solicitor and expert in employment law and has sat on The Ark board since February 2017. Carol takes over from Brian Lavery, who has been in the role of chair for the past three years.



WELCOME TO OUR NEW RAISE ACCELERATE RECRUITS!

We are delighted to have recruited 5 new fundraising roles as part of the RAISE Accelerate programme with the support of Creative Careers Ireland.

- **IAF** appointed Hannah Rickard as Development Manager in April 2021
- **The Ark** appointed Jessica Rickard as Development Officer in May 2021
- **The Everyman** appointed Jenny Keane as Development Officer in May 2021
- **Fishamble** appointed Freya Gillespie as Marketing and Development Officer in May 2021
- **CIFF** appointed Chris Bennett as Development Officer in July 2021

Welcome to the RAISE Family! We look forward to supporting you on your fundraising journey!

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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Lucy Connolly, Admin Support
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Oonagh O'Donovan, RAISE Academy Lead
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David Mbaziira, Diversity & Inclusion Consultant
david@okennedyconsulting.ie



Jean O'Brien
Digital Consultant



Isobel Collins, Client Support
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Megan Best
Sustainability Lead



Arts Council RAISE Team

Martin O'Sullivan, Arts Council Deputy Director, Finance Director and Secretary
Kieran MacSweeney, Arts Council RAISE Private Investment Advisor



Philanthropy, in tandem with government investment, has a key role to play in promoting Ireland’s vibrant arts and cultural sector, supporting organisations in creating and sharing impactful work across a diverse range of art forms. **O’Kennedy Consulting** is delighted to partner with the **Arts Council** to deliver RAISE, providing fundraising training and support to dozens of 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.

Please use the hashtag **#ArtsCouncilRAISE** or **#RAISINGSpirits** when sharing updates.