



RAISE 2021 - 2023

**PRIVATE INVESTMENT CAPACITY BUILDING PROGRAMME
EXPRESSION OF INTEREST INFORMATION**

The Arts Council's RAISE programme is focused on growing private investment to the arts in Ireland by embedding a culture of sustainable philanthropy across participating organisations. The programme was launched to develop the fundraising capability for the chosen arts organisations by delivering the skills and resources to build robust, sustainable organisations.

Since 2018, [O'Kennedy Consulting](#), leading fundraising and philanthropy advisors, have delivered the RAISE Programme, based on the following key outcomes:

- To build culture and capacity in the chosen organisations to generate significant new private investment including philanthropic investment
- To develop fundraising skills and knowledge across all the chosen organisations
- To deliver a scalable and sustainable private investment model for chosen organisations

Having delivered the first two phases of the RAISE programme, we are now ready to commence the next phase of the revised programme – **RAISE Phase 3 2021-2023**. The Arts Council, alongside O'Kennedy Consulting are delighted to invite organisations to submit an expression of interest to participate in this RAISE Programme. RAISE Phase 3 will continue and deepen the engagement with existing Tier 1, Tier 2, Tier 3 & RAISE Up Fund organisations through a newly developed, tiered suite of opportunities:

- **RAISE Academy**
- **RAISE Accelerate**
- **RAISE Advance**

The revised programme is operating three tiers of support depending on the scale of your organisation, the resources available and your fundraising ambitions. As outlined below, we have made modifications to the last programme and will accept applications based on the following criteria:

RAISE Academy: Getting Ready to Engage Organisations (Previous Tier 2)

Up to 15 RAISE Academy organisations will be chosen for this phase of the RAISE Programme.

- Applicants will be accepted from any Arts Council supported strategically funded organisations who have yet to apply for RAISE support; Past Tier 3 organisations; Past Tier 2 unsuccessful organisations and RAISE UP Fund Members. Note, organisations who have engaged in a previous iteration of the RAISE programme (pre-2018), may also apply for RAISE Academy.
- Criteria: Small & Medium organisations that are deemed to be getting ready to engage in strategic fundraising **UPDATE: There is no longer any annual turnover cap to apply for RAISE Academy (previously €500,000 and lower)**. Note: There is no minimum fundraising income required for Tier 2 but organisations must demonstrate some level of effort to secure donor income.
- Of the RAISE Academy organisations that will be chosen, preference will be given to those organisations who can demonstrate a commitment to developing private investment fundraising programmes in the medium to long-term, and those that have a clear, robust organisational structure and strategy.

Note: RAISE Academy organisations will receive access to bespoke **RAISE training workshops, 25 hours** of individual 1 to 1 mentoring and tailored support as well as **full access to online fundraising support tools**.

If you believe you meet this criteria and wish to be considered, please submit your Expression of Interest via the RAISE Academy Online Application Form here.

RAISE Accelerate: Ready to Engage Organisations (Previous Tier 1)

5 RAISE Accelerate organisations will be chosen for this phase of the RAISE Programme.

- Applications for RAISE Accelerate must have already engaged with the RAISE programme as a Tier 2 organisation since 2018.
- Criteria: Medium & Large organisations with annual turnover of over €500,000 and an ability to demonstrate a track record of fundraising support and donor engagement – fundraising/private income at a minimum of 5% of total turnover.
- The chosen organisations must demonstrate that they have robust organisational structures, strong fundraising propositions, clear marketing plans and the internal capacity, leadership and board buy-in to ensure the development of impactful private investment/philanthropy strategies.

Note: Successful organisations will receive access to a **series of bespoke RAISE workshops and other initiatives, recruitment support** and **60 hours of 1-to-1 consultancy** will be given to each selected organisation. Financial support will also be provided towards the salary of an appropriate fundraising resource. O’Kennedy Consulting will work with each RAISE Accelerate organisation to develop tailored fundraising plans which are suitable to the organisation’s unique requirements. **If you believe you meet this criteria and wish to be considered, please submit your Expression of Interest via the RAISE Accelerate Online Application Form here.**

In summary, if you are confident that your organisation meets the criteria for either RAISE Academy, or RAISE Accelerate, we would encourage you to complete the relevant **Expression of Interest Application Form** via the links below.

[RAISE Accelerate Application Form](#)

[RAISE Academy Application Form](#)

Deadline to apply:

- **RAISE Accelerate – Tuesday 26th of January 2021 at 5pm**
- **RAISE Academy - Tuesday 2nd of February 2021 at 5pm**

Interviews:

- **RAISE Accelerate interviews are set for 11/12 February**
- **RAISE Academy interviews are set for 24/25 February**

Note: All interviews will be conducted online.

Those who apply for RAISE Accelerate and are unsuccessful, will be considered for RAISE Academy once they tick the relevant box on the Application Form.

Following on from these interviews, participants will be informed within 1 week if they have been selected to participate in this RAISE programme and the dates for commencement.

Note: Organisations that apply to participate in RAISE but are not successful will be invited to attend a one-day RAISE fundraising Conference in late 2021. They will also receive RAISE newsletters and an Introduction to Fundraising handbook.

RAISE Advance: This newly developed level will be key to the enhancement and development of the existing RAISE programme as it will ensure the continued stewardship and support for all current and Phase 1 Tier 1 organisations. RAISE Advance will focus specifically on 1-to-1 mentoring and group tutorials as well as a newly developed series of engagements as part of the RAISE + programme. These new initiatives will focus on industry expertise, peer knowledge shares, networking opportunities, stakeholder management & buy-in as well as an advanced suite of tailored RAISE Digital engagements.

Note: RAISE Advance organisations will receive access to bespoke **RAISE workshops, 20 hours** of individual mentoring and tailored support as well as **a suite of enhanced training and professional development opportunities.**

All past Tier 1 organisations are invited to engage in the RAISE Advance programme. **To confirm your place, please contact mary@okennedyconsulting.ie to organise a meeting to finalise details of your participation and expected KPIs by Tuesday 2nd of February, 2021.**

YOUR COMMITMENT TO MONITORING & EVALUATION: Please note that all applicants that make successful submissions to participate in RAISE Academy, RAISE Accelerate or RAISE Advance, will be required to complete Service Level Agreements prior to commencement of the Programme and hereby agree to participate fully in all aspects of the programme and to complete quarterly OEDs (Ongoing Evaluation Documents) based on the key programme metrics. These must be returned to the RAISE team no later than 10 working days from the end of each quarter.

THE RAISE-UP FUND In addition to the RAISE Programme, we are delighted to continue The RAISE UP Fund which will allow previous or non-successful RAISE applicants to apply for 1-to-1 consultancy services from the OKC team at **no cost** to your organisation. **Note: The RAISE-UP Fund is not open to those participating Phase 3 Academy, Accelerate or Advance.** Requests will be assessed on a case by case basis, with 4 days maximum attributed to each organisation. Eligible organisations would also include organisations from the 2012 – 2016 cohort of RAISE. To apply to the RAISE-UP Fund, please contact oonagh@okennedyconsulting.ie

We look forward to receiving your submissions by:

**Tuesday 26th of January at 5pm for RAISE Accelerate and
Tuesday 2nd of February at 5pm for RAISE Academy**

****Please Note:*** All information submitted to O’Kennedy Consulting as part of this process will be held in the strictest confidence in line with GDPR guidelines and data will only be used in the context of evaluating submissions to RAISE. By submitting your Expression of Interest you are authorising O’Kennedy Consulting to contact you directly in relation to the RAISE programme.