

RAISE Phase 3 Spring Newsletter 2022

A word of welcome

From *Mary O'Kennedy, RAISE Programme Director*

Dear RAISE Friends,

Welcome to the RAISE Spring Newsletter 2022, our last in the current Phase of RAISE, which we hope will provide you with an uplifting reminder of all you have achieved throughout Phase 3 of the Programme.

As always, it's been inspiring to witness both the progress and results of your hard work, creativity and resilience over the past year - you have taken what has been a challenging time for the arts sector and not just survived, but thrived - making significant innovations across areas including Digital Engagement, Sustainability, ESG & EDI policies, Friends & Corporate Partnership Programmes and Board & Stakeholder Engagement. The impact of your efforts will be long-lasting and far-reaching for your organisations so take a moment to congratulate yourselves on a job well done!

Following the completion of your final Ongoing Evaluation Documents, we are delighted to announce that over the 12 months of Phase 3, our RAISE Academy, Accelerate and Advance organisations have secured an incredible €4.5m in donor and corporate support (cumulative Fundraised and Benefit in Kind income) so well done on this impressive achievement!

Your engagement in all aspects of the programme further demonstrates your commitment to RAISING your *fundraising game*, and we feel very privileged to be supporting you on this journey.

This final newsletter of RAISE Phase 3 is intended to be a celebration of all that you have accomplished over the past year. You'll find key fundraising and engagement figures, insights, opinion pieces, and features on your development successes. And as we close out Phase 3, we are delighted to confirm that RAISE Phase 4 will be commencing this autumn - read on to hear more about applications and launch dates!

From all the OKC RAISE Team, thank you for your enthusiasm, your effort, and your commitment - we have really enjoyed working with you all over the last 12 months and we look forward to continuing to support you in RAISING your game into Phase 4!

Warm Wishes,

Mary & all the RAISE Team



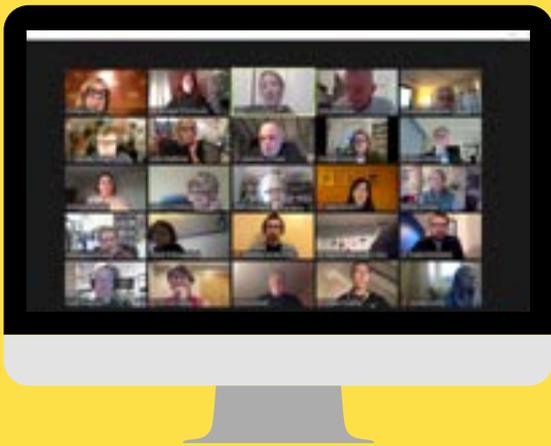
RAISE Phase 3

At a Glance

6
PARTNERS



54
ORGANISATIONS



57
EVENTS



1400+
PARTICIPANTS

RAISE Phase 3

At a Glance

37 SPEAKERS



Many thanks to our RAISE guest speakers and contributors over the last year, all of whom shared their expertise and perspectives to great effect!



Oonagh Desire, RAISE Up Lead

"As a new RAISE collaborator, I've really enjoyed connecting with people and organisations all over the country and learning more about the amazing work that they are doing. It's been a privilege to support people to take a step back from the busyness of the day to day, to reflect and refocus on why they do what they do and their impact. Then following this core part of building an organisation's fundraising capability, working together to plan and take practical next steps to drive fundraising success."



Jean O'Brien - RAISE Digital Consultant

"Being involved with RAISE has been a hugely rewarding experience for me - I've learned so much from the organisations in the programme, and I've been blown away by the energy, creativity and resourcefulness of the arts sector. It's been so great to see the RAISE organisations' enthusiasm for embracing digital as a channel, and their dedication to building digital skills and optimising their work."

RAISE Phase 3

At a Glance

€4.5M
RAISED

RAISE ACADEMY, ACCELERATE AND ADVANCE

TOTAL FUNDRAISED INCOME FOR PHASE 3:

€3M

TOTAL BENEFIT IN KIND INCOME FOR PHASE 3 :

€1.5M

**CUMULATIVE FUNDRAISED AND BENEFIT IN KIND
INCOME FOR PHASE 3:**

€4.5M



RAISE Review -

What we've been up to!

January & February:



The New Year kicked off with a RAISE Development Huddle on Thursday, January 13th

Followed by a RAISE Venue & Theatre/Festival Huddle on Tuesday, January 18th.

February 8th brought a Trust & Foundations workshop with Siobhan Gallagher from The Ireland Funds & Sara Stokes from the Community Foundation

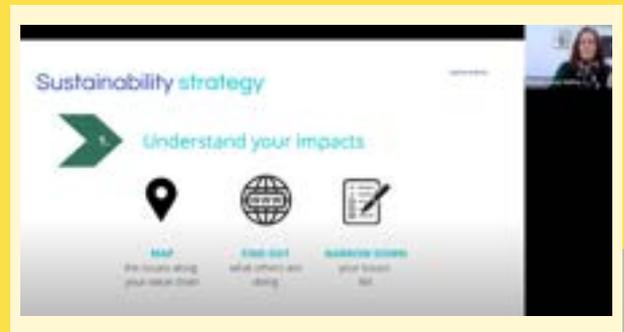
And on February 10th we welcomed Dana Segal for a RAISE Knowledge Share: Fundraising Trends for 2022 - Highlights, Headaches, and Horizons

On February 14th, we had a Diversity & Inclusion Forum with David Mbaziira, our OKC Associate, and Aifric Ní Chríodáin from ShoutOut



February 17th brought a Digital Roundtable Q&A with Jean O'Brien

We closed out February with the latest in our RAISE Sustainability Workshop Series: Governance, Reporting & Writing a Sustainability Strategy with Noreen Lucey from Native Events



RAISE Review

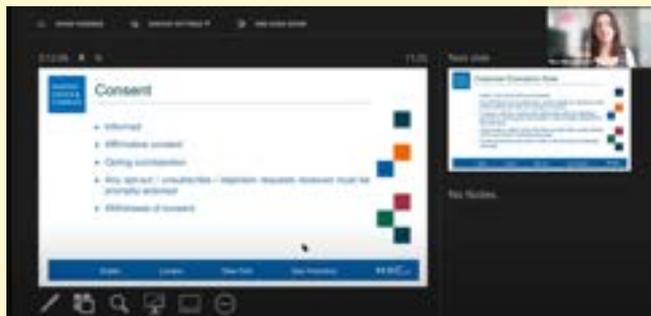
What we've been up to!

March:

A busy month commenced on March 1st, with our RAISE Combined Forum for Directors/CEOs & Chairs with Jim Culleton (Director) and Doireann Ní Bhriain (Chair) from Fishamble: The New Play Company and Nathalie Weadick (Director) and Brian Moran (Chair) from the Irish Architecture Foundation.

Followed on the 2nd by a RAISE Development Huddle with Nicola Rees, Director of Development at Stanford Live

On March 3rd, we had a RAISE Spotlight on GDPR, facilitated by James Fenelon, Nina Milosavljevic and Emma Finn from Mason, Hayes & Curran.



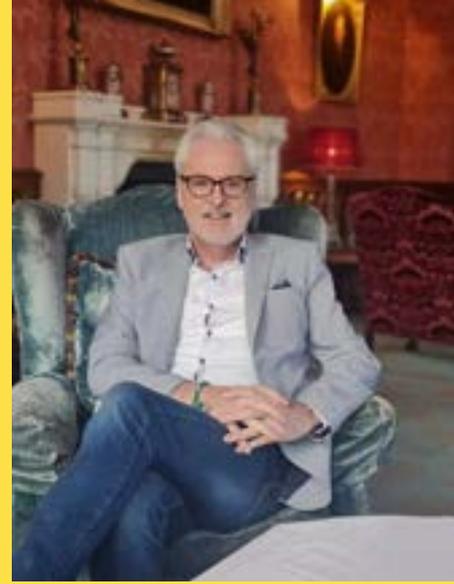
And on the 8th, we had a RAISE Knowledge Share on Legacy Funding and the results of the RAISE Legacy Survey with Niall O'Sullivan and Marina Jones from English National Opera

Our final Knowledge Share of Phase 3 was on March 10th, focused on Being Donor Ready with Jackie Harrison, Director of Philanthropy from The Community Foundation for Ireland.



A Note from Kieran MacSweeney

Private Investment Capacity Advisor for RAISE since 2018.



The RAISE Programme: Private Investment Capacity Building Supporting the Arts to Foster our Creativity

There is nothing that fosters our economy and our society more than creativity, and there is nothing that fosters creativity more than the arts. It is vital that we foster, nurture and invest in our world class arts, artists and arts organisations.

In support of this, the RAISE programme was born. Its first iteration was between 2012 and 2017. It established the groundwork and created the appetite for future success. It was a successful education and training programme for building private investment capacity, generating meaningful results but to a limited number of organisations. The challenge was to build on this success in broadening the depth and breath of its reach inside and outside the organisations, embed it as part of an overarching Private Investment strategy for the arts sector helping to create a sustainable “Culture for Giving” and yielding transformational sustainable results. Building on those learnings, RAISE was further reconfigured commencing with RAISE Phase 1 launched in 2018.

Phase 1 built on these lessons, supporting organisations split over 3 Tiers with different levels of experience and capacity. It provided significant 1 to 1 mentoring and advice to the Development and Fundraising teams. Selecting a Delivery partner who shared our vision, who had the passion, creativity, commitment and positive attitude required and the ability to adapt our programme with us to incorporate organisation-wide support and commitment on this journey was a key factor for us. OKC did not disappoint. In addition to increasing the fundraising income, RAISE Phase 1 focused on enhancing the levels of public awareness, the levels of committed Private Investment Development resources as well as the levels of board engagement by introducing the successful “Bring the Board to Raise” sessions commencing that vital top-down culture change. RAISE had started its transition to a holistic support programme.

Phase 2 focused on providing more support to a smaller number of organisations, increasing the bespoke mentoring support and broadening the focus to include the highly successful RAISE-UP fund. It also successfully transitioned itself, as well as the RAISE organisations, to operate in a digital world due to the pandemic. Its online delivery model increased engagement from all levels of the RAISE organisations and expanded the opportunity for international guest speakers and thought leaders.

RAISE workshops, knowledge shares and huddles educated, shared and challenged our thinking, while integrating new perspectives into the strategic thinking and planning of RAISE organisations. RAISE had transitioned to a professional services and support programme.

Phase 3 captured the best of an online delivery model to further expand the depth and breadth of the RAISE content and attract further engagement from boards and management of RAISE organisations. It incorporated additional strands such as the Chair’s Forum and Director’s Forum series, focused workshops on ESG (Environmental, Social and Governance) and EDI (Equality, Diversity and Inclusion) and the first annual RAISE Symposium together with an enhanced delivery of core programmes. This all contributed to raising the awareness and strategic importance of a Private Investment Capacity and Philanthropy plan to be integrated with the overall organisational strategic plans. RAISE had now started to embed in the DNA of organisations, assisting boards to understand that they all have a pivotal role in participating in its success and accepting that creating the “Culture for Giving” is everyone’s responsibility. Boards now recognise that RAISE is about demonstrating how they and their organisations can help achieve sustainable social impact by focusing on core values. Also aligning them with partnerships of shared purpose with a particular emphasis on mutually-aligned ambitions around sustainability & ESG (Environmental Social Governance) and EDI (Equality, Diversity and Inclusion).

Phase 4 is proceeding now and will be transformational in its content, delivery and engagement. OKC continues to be creative, innovative and passionate in adopting a continuous improvement approach to help RAISE organisations reach new levels. Its true success will be dictated by how we continue to foster, nurture and invest in the arts in a transformational way that supports that “Culture for Giving” - where it is recognised and acknowledged that we have transitioned from a focus on purely fundraising targets reached to a focus on organisational and social impact created where everyone plays their part.

Board Engagement in RAISE

Throughout the RAISE Programme, we have emphasised that board engagement is key for success in building philanthropic and corporate partnerships. Here are some key takeaways from our Board Engagement Sessions.



Boards should function like the scaffolding which supports and enables the artistic capacity of your organisation."

– **Doireann Ní Bhriain (Fishamble)**



The days where corporates write a big sponsorship cheque for a charity are gone. I don't want your charity; I want your respect and to arrive at a mutual alignment – about what we care about and what we do. That's how we create long term, sustainable success." – **John McGrane (IFI)**



My role is to support the executive – I'm not there to influence what they do. You need to be an Ambassador for the organisation, and indeed all the board members should be." – **Jennifer Caldwell (Irish National Opera)**



I imagine being a Chair is like being the parent of an adult child – support them, but let them off to operate freely'

– **Jim Culleton (Fishamble)**



We are at the intersection of commerce, culture and community, we have the responsibility to use it, or lose it

– **John McGrane (IFI)**



Boards are there to support, not to lead on artistic programming" – **Brian Moran (Irish Architecture Foundation)**

Your Board Members are your best connectors, ambassadors and advocates for your organisation. Here are some ways that Board Members might involve themselves in fundraising:

01.

Expanding the organisation's potential donor network by introducing staff members to business and personal contacts.

02.

Keeping up-to-date on the organisation's fundraising strategy and donor cultivation plans.

03.

Making a personal donation at a level within their capacity and encouraging others on the Board to do the same

04.

Spreading the word about the importance and impact of the organisation.

Take some time to make a plan about how your Board Members can support your fundraising ambitions. Set some time at your next Board meeting to ensure Fundraising is on the agenda, and make sure it stays there!



Your RAISE Phase 3 experience:

"The regular RAISE sessions and huddles have been an invaluable forum in which to connect with and learn from the other arts organisations in the programme, providing a unique opportunity to share knowledge and experience with our peers."

"The workshops were extremely helpful in initiating conversations with the Board, and encouraging them to get more involved."

"There was a great sense of energy, enthusiasm, along with a broad and practical understanding of the realities of the fundraising environment in Ireland."

"All the support activities such as the bespoke workshops, individual mentoring and tailored support as well as training and professional development opportunities, has been invaluable."

"RAISE has strengthened and focused our organisational capacity for fundraising, from Executive to Board level, and it is now fully integrated within and across our organisation."

"The RAISE programme has helped to re-frame our 'asks' and reassess our practices in particular with EDI and Sustainability."

"The workshops were always interesting and relevant and we have a far better understanding of fundraising and sponsorship than we did when we started."

"The peer support has been amazing and was particularly welcome during the pandemic."

"Not only did RAISE shine a light on areas that needed improvement, but it gave us the information and backup we needed to make these improvements."

"RAISE accelerated a sea-change in our thinking and actions both as an executive and with our board. We can't stress enough how big of an impact this year has had on us as an organisation."

"The coaching and networking opportunities made possible by the RAISE programme have been particularly helpful as we've navigated the challenges of the last two years, both in terms of the pandemic and the various internal transitions within our own development team."



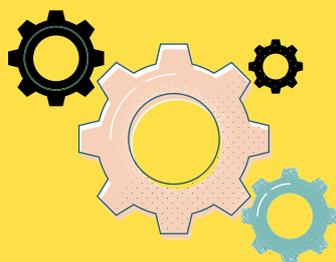
RAISE Legacy Survey

Findings & Insights

RAISE teamed up with Legacy Insights & Campaign Solutions to research legacy fundraising in the arts - the first piece of research of its type undertaken in Ireland. Responses were gained from almost 40 organisations in December 2021, ranging from large national organisations to community arts centres. Among the key findings from arts organisations were:

60%

The amount that overall legacy income has grown between 2015 and 2020 and indications are that growth will continue.



€60m

The estimated amount of total charitable bequests in 2020. However, despite the potential, arts organisations were conspicuous by their absence and are punching well below their weight in terms of legacy income.

7

The amount of arts organisations surveyed (18%) who have ever received a bequest, 6 of which were since 2015 - This was most typically a pecuniary (cash) bequest or a gift of artwork.



18%

The amount of arts organisations surveyed who have encouraged stakeholders and/or members of the public to leave gifts in their wills. This compares to 42% in the UK (Legacy Foresight 2016) - where legacies to the arts are rising.



2%

The amount of arts organisations surveyed that had detailed legacy plans.

€

26%

The percentage of arts organisations surveyed that include legacy information on their website but believe it can be improved. A further **26%** plan to add legacies to their websites in 2022.

“We would like to investigate this but as always capacity issues have prevented us.”

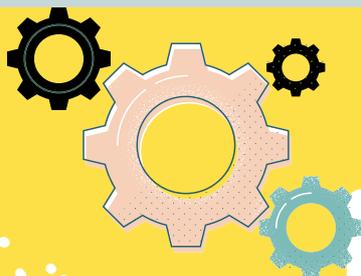
RAISE Legacy Survey

Findings & Insights

A second parallel anonymous survey of board members generated 46 responses and included answers on personal giving. Key findings from the board member survey were:

1

charity has had legacy as a formal agenda item.



67%

strongly agreed or agreed that their organisation should be asking supporters to consider leaving a legacy.

78%

strongly agreed or agreed that there is potential to develop legacy income in the arts sectors.



73%

had made their own will and one person (2%) has already included an arts organisation in his/her will. 11% have included a legacy, but not to an arts organisation.



27%

indicated they may consider including an arts organisation when / if redoing their will and a further 18% who don't yet have a will are also open to the idea.

“It’s something I’ve not thought very much about but yes it could be developed with sensitivity.”

“There should be a concerted legacy awareness campaign across the arts, not just one organisation promoting it by themselves.”

In conversation with Zoë Coleman

New Development Manager with the Irish Architecture Foundation



Tell us a bit about your work experience prior to joining IAF.

Before joining the Irish Architecture Foundation I worked for Dublin City Council Culture Company managing Richmond Barracks in Inchicore, a former Victorian Army Barracks, which houses Inchicore Library and a cultural engagement programme. Prior to this I worked for the Irish Georgian Society for 5 years, where I wore a few hats, from development and fundraising to venue and event management to communications to collections management! A highlight of my career there was working on the second phase of the restoration of the City Assembly House, the first purpose built exhibition gallery in Ireland and Britain, built by the Society of Artists (c. 1765-66). This capital project entailed the restoration of the octagonal exhibition room and the provision of universal access to the venue, always a challenge for historic buildings! The completion of works was marked by a landmark exhibition of 18th century Irish art. I remain the Co-Chair of the Young Irish Georgians, a group of heritage professionals passionate about architectural preservation. So I have a foot in both the contemporary and heritage worlds of architecture!

Why did you originally apply for the Development position with IAF? What was the appeal?

I have always had an interest in architectural heritage so it seemed like a natural transition to join IAF after my experience at IGS. In 2012, I had the unique privilege of working at the British Pavilion at the Venice Biennale of Architecture, where I met an international network of peers working in related professions (as well as some 'starchitects!'). After working in an operational role during COVID, I realised that I mainly enjoyed working with people and engaging with stakeholders. I also had prior knowledge of the IAF's work, having volunteered with Open House Dublin for a few years, which I enjoyed immensely, so when this opportunity came to my attention I decided to apply.

What was it like joining the IAF Team. and what has your experience of the organisation been like so far?

It's been an interesting transition, as my last role was mainly onsite and now I am getting to know the team mostly virtually. Everyone on the team is hugely motivated by the organisation's mission and work incredibly hard. The organisation has a huge output relative to the size of the team, so there's high expectations for all of us, but my director and colleagues have been very supportive.

Tell us a bit about your experience of RAISE.

I came on board the RAISE Accelerate programme in its last quarter with no prior expectations but I have found the knowledge shares from industry experts insightful, particularly around fundraising trends and legacy giving. The advice from the RAISE team has been hugely helpful to IAF, and we're very grateful to benefit from the bespoke professional advice through this programme. Being part of a programme of participants across the arts and cultural sector has lent the programme a sense of shared camaraderie and provided an opportunity to ask questions and share advice among our peers.

Tell us about any projects you're currently focusing on.

At the moment my main focus is on developing our corporate supporter and friends programme and the messaging around legacy giving. We are planning an exciting summer event to engage more prospects with the organisation but it is also an opportunity to thank our funders.

How has the RAISE Programme supported this work?

RAISE has been hugely helpful in this respect, for guidance on a stewardship strategy and pitching to prospects. I am also working alongside my colleagues on raising funds for Open House Dublin this autumn and exploring opportunities for the IAF's programmes, the RAISE sessions on foundations and grants have been helpful for these.

What are you most excited about for in the future of the IAF?

A dedicated centre for architecture is one of the future priorities for IAF, in its current strategy. It would be incredible to see this project come to fruition in the coming years, as other European countries already have such centres in their capital cities. This would enable the expansion of all IAF's current programmes and raise the profile of the organisation, as well as cementing the importance of architecture as culture in Irish society.

RAISE Participants

News & Updates



It is Awards season here in Children's Books Ireland and with it, our **KPMG Children's Books Ireland Awards** shortlist 2022 has been announced. This year's shortlist is a strong one, spanning all ages and interests so do have a look at some of the excellent children's books [on the list](#). Thank you to KPMG for their continued support of the Awards.

Last week, we launched our [Impact Report 2021](#), detailing the many projects we have undertaken thanks to the support of our donors and partners. In 2021, we gifted 20,270 books to young readers across Ireland! In March, we celebrated **World Book Day 2022 with our partners An Post** and gifted 14,000 books directly into the hands of children experiencing disadvantage or illness.

With funding from KPMG, Citi, The Ireland Funds, DCEDIY, and William Fry, we have also gifted 43 schools across Ireland a **Free To Be Me Little Library**. Each winning school received a diverse library of over 100 books, resource packs and display materials including posters, stickers bunting and bookmarks. These Little Libraries will make an impact in schools by giving them resources to promote equity and visibility of diverse stories.

And it's a big birthday year for Children's Books Ireland. **In 2022, we're celebrating 25 years of changing children's lives through reading.** Our birthday celebrations will go hand in hand with many fundraising activities, as we share this moment with our community of supporters. Finally, we would like to **warmly welcome our new partners** Aviva, Cairn Homes and MSD Biotech and will look forward to working together to bring the joy of reading to children around Ireland.



RAISE Participants

News & Updates



In December 2021, Druid announced **a new Community and Education Programme in partnership with Galway MedTech company Aerogen and the New York based Adrian Brinkerhoff Poetry Foundation.** Both organisations had supported the initial Community and Education Programme, based around the 2020 production of *DruidGregory*, which won Best Small Sponsorship at the Business to Arts Awards. Druid wanted to expand the C&E Programme across all our planned productions and activities during 2022 and 2023 and both organisations have now extended and increased their support of the programme for a further two years.

In January 2022 **Druid and NUI Galway announced a new 10-year strategic partnership building on the existing relationship between both organisations.** The partnership will focus on expanding academic links, student engagement, local and global events and the creative sector in the West. NUI Galway will be Druid's exclusive academic partner, with Druid offering internship opportunities and working to strengthen and enhance the success of NUI Galway's Creative Arts programmes. Druid and NUI Galway will also work together to devise strategies to further develop Galway's international reputation.

As we get back to more normal activities and full capacity at venues, we will **return to inviting potential supporters to Druid productions this year**, with the hope of substantially extending our supporter base over the next two to three years. Our new Case for Support will be finalised in advance of our next production and national tour in May/June 2022.



Druid

RAISE Participants

News & Updates



2022 at The Ark began with a (big) bang: we delivered the latest edition of our international music festival for young audiences, **BIG BANG Dublin!** This is one of two EU-funded projects The Ark is participating in and saw over 3,000 children and their families enjoy live performances, interactive installations and participatory projects in venues across Temple Bar over one weekend in April.

Our music programming will continue to reach thousands of children nationwide: Our second Live From The Ark filmed production, Wires, Strings & Other Things, will be made available for schools to watch on demand in the summer term, while the first Live From The Ark, the film of wintry music show Tracks in the Snow was enjoyed by over 60,000 children across Ireland! Live From The Ark has been generously supported by Rethink Ireland.

In fundraising news, The Ark opened the year with the news that regular corporate partners **Mason Hayes & Curran will continue to support The Ark Access for Schools Programme.** Watch this space for more fundraising successes as the year continues - the future is looking bright!



RAISE Participants

News & Updates



In the last two years, we have all faced challenges and together we are weathering the storm. **Galway International Arts Festival will be back to full size this July**, and is gearing up to welcome the crowds back to Galway city and help it return to the vibrant place of which we are all so proud. In this special year, our ambition is to deliver one of our biggest and most exciting festivals ever. Theatre premieres, amazing visual arts, great talks, street spectacle and the return of the Heineken Big Top will all feature in a world class programme supported by an extensive national and international marketing campaign that will heavily promote the fact that Galway is back as a great place not only to visit but also to live and work.

In April, we announced our **2022 Friends Programme**. Friends will play an important role in helping deliver a programme of world-class events over two incredible weeks in Galway this July. Friends membership, which starts from as little as €250 for businesses and €150 for individuals, comes with a host of benefits, including priority booking, tickets and festival merchandise.

GIAF Friends Manager Aisling O'Sullivan says: *"The Festival has developed lasting friendships with many businesses and individuals over the last number of years, especially over the past year when we looked to each other for support. I look forward to building on these friendships in 2022 and to developing new ones."*

Check out GIAF's **2022 Friends Programme video** [here](#).



RAISE Participants

News & Updates



Cork International Film Festival's 'Donbass' Screening Raises €700 in Support of Ukrainian Filmmakers

Cork International Film Festival was honoured to welcome Ukrainian Ambassador Ms Larysa Gerasko to its special screening of Sergei Loznitsa's Cannes-award-winning film, 'Donbass' at the Gate Cinema on Thursday 7th April which raised €700.06 to support Ukrainian filmmakers. CIFF stands with the Ukrainian people while the appalling and unprovoked war waged by Russia continues and, like many festivals and arts organisations, wishes to support its friends in this region. As a longstanding champion of Irish and international filmmakers, many renowned Ukrainian filmmakers have screened their films at CIFF over the years, including Alina Gorlova and her film *This Rain Will Never Stop* which was awarded CIFF's Gradam Na Féile Do Scannáin Faisnéise (Award for Cinematic Documentary) in 2021. Generously supported by Festival audiences, all proceeds from the screening will be donated to provide practical assistance to the Ukrainian filmmaking community via a support fund created by the Docudays UA International Human Rights Documentary Film Festival in Ukraine.

The DOCU/HELP fund for Ukrainian filmmakers and the festival team has been set up to tell the world about Russia's crimes in Ukraine, support those who are documenting these crimes, and continue to introduce the world to contemporary Ukrainian culture. In particular, the filmmakers' fund is assisting filmmakers who are bravely documenting the events in the war in Ukraine by providing them with the most necessary filming equipment without which it is impossible to continue filming and working (such as batteries, hard drives, memory cards, chargers, adapters, microphones, replacements for damaged lenses, etc.). It will also help cover essential support costs, including the costs of fuel, medicine and first aid kits, as well as basic needs in emergency situations. Further donations can be made directly via the [DOCU/HELP fund](#).



RAISE Participants

News & Updates



'21 in 22' - Grow your Gift and Maximise the Music.

Now in its second year, '21 in 22' is a regular giving campaign in support of Irish Chamber Orchestra's (ICO) community outreach programme, Sing Out With Strings. Donors are invited to consider either a Direct Debit of €21 per month or a one-off donation of €250 in 2022, which would enable ICO as a charitable organisation to qualify for tax relief under the government's Charitable Donation Scheme. For every €250 pledge, ICO receives €362.33 in support of its free and empowering music education initiative.

Sing Out With Strings #LovingTheEnvironment

Irish Chamber Orchestra facilitates a songwriting project as part of its free music education programme, Sing Out With Strings, in St. Mary's and Le Chéile National Schools, Limerick. This year's project encourages the children to explore the natural world around them, ultimately 'composing the environment.' As part of the songwriting process, children were provided with their own bulbs and a pot of soil for planting. These bulbs are now blooming in classrooms as songs reach completion! Soon, ICO members will visit the partnering schools to understand the children's ideas before orchestrating, arranging, and recording the songs together. In 'composing the environment', the children learn to love the environment!

Mozart and Widmann

Two stunning works from both Mozart and Widmann are in the spotlight for Jörg Widmann's final concert as Principal Conductor of Irish Chamber Orchestra (ICO). We know members of the public will come out in force and support Jörg, recognising his vast input into ICO's success over the past decade. The ICO performs at UCH Limerick and for the first time, at the Birr Festival of Music on the 27th & 29th April.



Spotlight on RAISE Up

*Updates from some a selection of our RAISE Up organisations,
from Oonagh Desire, RAISE Up Lead*



Mermaid Arts Centre have been working on their audience development & communications strategy, having developed an Engagement Tool that sets out their purpose, funding priorities and plans, and how people can help.



ISACS have a new Operations Manager and Communications Officer, and Oonagh will run an introductory session around fundraising planning for the expanded team.



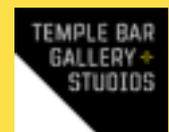
Following a review of **Dublin Fringe Festival's** 2021 fundraising results, the focus is now on the creation of the case for support, fundraising strategy and the corporate pitch deck and supporting the development committee in 2022.



IACC's initial fundraising focus will be around the next phase of their capital plan, and with Oonagh they have reviewed their strategy and feasibility documents in order to inform their fundraising plan and actions.



Temple Bar Gallery and Studios have prepared their Case for Support and fundraising priorities, which were presented to their Fundraising Committee, and a membership/regular giving plan has been agreed for 2022.



Liz Roche Company have a new Communications and Public Engagement Manager, whom Oonagh is supporting in developing the Liz Roche Company fundraising strategy and plan.



Theatre Royal Waterford, with their Biodiversity Garden, are one of the five arts projects to be supported by the ESB Brighter Future Arts Fund.



RAISE Phase 4

We are delighted to announce RAISE Phase 4, commencing Autumn 2022.

Timeline:

1

RAISE ACCELERATE APPLICATIONS

Opening mid-May

2

RAISE ACADEMY APPLICATIONS

Opening late June

3

RAISE ADVANCE SUBMISSIONS

Opening mid-July

4

RAISE UP FUND APPLICATIONS

Opening August

All strands of application will be open for approx. 3 weeks.

RAISE Summer Series:

1

DEVELOPMENT FORUM

Late May

2

CEOS / DIRECTORS' FORUM

June

3

BOARD FORUM

July

4

RAISE KNOWLEDGE SHARE

September

Key details on RAISE Phase 4 to follow soon - keep your eyes and ears peeled for emails to see how you can continue to engage with the RAISE Programme!





A note from our partners at Creative Careers!

Have you checked out the [Creative Careers Jobs Board](#) recently? You will notice our website has a new look!

Creative Careers is an excellent resource for lots of varied and exciting roles in the Arts and across the wider creative sector.

When you advertise a role on our Creative Careers Jobs Board you have instant access to a wide network of potential candidates, actively seeking new opportunities. In a busy recruitment space, we ensure your role is given priority by regularly sharing it across our social media channels and making direct contact with over 3,000+ people on our database, giving your role that extra push!

We know that there are challenges when searching for that next great person for your team, particularly in this post-Covid working environment. Our expert recruitment search company, [CCI Executive Search](#) can support you by running a full recruitment campaign on your behalf. To hear more about CCI Executive Search, contact Lucy at info@creativecareers.ie.

We look forward to hearing from you.

From us all at Creative Careers



creative
careers

RETHINK
IRELAND

the
wheel Stronger Charities.
Stronger Communities.

BUSINESS
IN THE
COMMUNITY
IRELAND

CCI Executive Search
LEADERS IN NON-PROFIT SECTOR RECRUITMENT

European
Cultural
Foundation

Information,
Grants and
Resources



PI

The Community
Foundation for Ireland

An Rialálaí
Carthanas
Charities
Regulator

Social
Finance
Foundation

THE
IRELAND
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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 Advisors

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 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 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.