

Arts & Business NI Arts Members Events Calendar 2018/19

Tailored support and training to enhance and refresh your fundraising.

APRIL 2018

Webinar: GDPR – No Scaremongering, Just What You Need To Know

In partnership with Vertical Structure and Forde Campbell LLC

25th April, 12.30pm – 1.30pm

[Go To Webinar](#)

One month from the GDPR enforcement date, data specialists Vertical Structure and data protection lawyers Forde Campbell LLC will take us through the data privacy changes and steps you need to take to get your organisation GDPR ready!

MAY 2018

Introduction to the Role of a Trustee

10th May, 1.00pm – 5.00pm

Arts & Business NI

The role of a Trustee is a complex one. There are many responsibilities that go with accepting a Board placement however not all new Board Members are made fully aware of what those responsibilities are, or how they can make a positive contribution. This Introduction to the Role of a Trustee course introduces new Board Members and those who would like a refresher, to their roles and responsibilities and to current good practice.

The cost of the training course is £25 + VAT for members and lunch will be included.

Fundraising From Your Audiences & Visitors – Why and How To Do It

Part of NI Philanthropy Fortnight 2018

15th May, 1.45pm – 3.00pm

Belfast Exposed

Our audiences are comprised of our organisation's most staunch supporters. They provide the potential to create a pool of fiercely loyal advocates as well as generate a valuable revenue stream. At this

event Kath Russell, Director of Development at the Hallé Concerts Society will be sharing how the Manchester based orchestra fundraise from their networks.

Appropriately managing the data you collect while building new relationships can be tricky. Claire-Rose Canavan, Client Relationships Executive at thrive will also be talking on how to approach potential new supporters and remaining compliant with the recent GDPR changes.

JUNE 2018

Arts & Business NI Conference 2018: Governance – Leading Towards the 2020's

Sponsored by Harbinson Mulholland

13th June, 8.15am – 11.00am

The MAC

OK. So the word 'Governance' might not make your heart sing and your pulse race, but you know that an informed and involved Board can electrify an arts charity's ability to deliver.

We have designed our 2018 conference to give you a concentrated blast of governance support.

Investing in the Arts

21st June, 12.30pm – 2.00pm

Barclays Eagle Lab @ Ormeau Baths

A celebration of the fabulous cultural and commercial partnerships which received support from the ACNI funded Investment Programme in 2017/18.

SEPTEMBER 2018

Allianz Arts & Business NI Awards 2019 – Writing a Winning Application

20th September, 12.30pm – 1.15pm

Arts & Business NI

Its that time of year again! Applications for the Allianz Arts & Business NI Awards 2019 close on 12th October. Make sure that you make a real impression on the judging panel and give your application the best chance of winning.

Webinar: Impact – Capturing Your Value

Presented by Dr Oonagh Murphy, Goldsmiths, University of London

26th September, 12.00pm – 1.00pm

[Go To Webinar](#)

This webinar will begin by exploring what impact actually is – looking at a range of quality and social impact frameworks that are used in both the arts and the wider third sector we will discuss how these frameworks can help to tell your organisation's story.

OCTOBER 2018

Writing a Useful Business Plan

Delivered by Liam McGarry, McGarry Consulting

9th October, 8:30am – 10.30am

KPMG

How do we move from thinking about a business plan to doing one... and do we even need one? How short can it be, who will read it and is there a template I can use? And how can I get help with the cashflow/finances bit? We'll answer these questions and more at our business planning workshop.

Liam McGarry has 20 years experience helping organisations with business plans from a few thousand pounds to £10m+. He's worked with everyone from Pintsized Productions to the Grand Opera House, and mentored on behalf of Arts Council, Arts & Business and Blick Studios. Liam's session will be informal and a great chance to meet and learn from other businesses too. It's the perfect opportunity to start or update your business plan. To put your ideas on paper, or just to learn a little more about the process.



Webinar: Theory of Change

Presented by Dr Oonagh Murphy, Goldsmiths, University of London
24th October, 12.00pm – 1.00pm
[Go To Webinar](#)

This webinar will introduce the key concepts of the theory of change model at a beginner or introductory level. Key concepts such as inputs, activities, outputs and outcomes will be discussed and examples of how this model can help your arts organisation to evidence and report on the short and long term impact of its work.

Alongside introducing key concepts, models and worksheets, this webinar will also include signposting to a range of useful resources for those wanting to develop a theory of change model for their organisation, or for a specific body of work.

NOVEMBER 2018

ACNI Annual Funding Programme support

We are offering 10 organisations a free one-to-one, confidential support sessions available for our annually funded Members.

DECEMBER 2018

Introduction to the Role of a Trustee

11th December, 12.30pm – 4.30pm
[Arts & Business NI](#)

The role of a Trustee is a complex one. There are many responsibilities that go with accepting a Board placement however not all new Board Members are made fully aware of what those responsibilities are, or how they can make a positive contribution. This Introduction to the Role of a Trustee course introduces new Board Members and those who would like a refresher, to their roles and responsibilities and to current good practice.

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JANUARY 2019

Webinar: The Art of the Pitch
31st January, 12.00pm – 1.00pm
[Go To Webinar](#)

Fundraising is about inspiring a potential sponsor or donor, timing your “ask” perfectly and telling a compelling story about your organisation. It’s about being open and responsive to the motivations and passions of those who might partner with your organisation.

The Art of the Pitch webinar will help you to hone your pitch and learn how to sell your organisation to anyone at any time.

Webinar: Trusts & Foundations Fundraising

Presented by Dr Oonagh Murphy, Goldsmiths, University of London
29th January, 12.00pm – 1.00pm
[Go To Webinar](#)

Trusts and Foundations support a variety of short term and long term activities and capital costs including: staff costs, equipment, core programme, operations costs, education and community projects, one-off projects. With each Trust and Foundation having its own priority areas, it is important that arts organisations undertake research, develop relationships with funders and make targeted and effective applications. This webinar will help you lay the foundation for developing a confident strategy for seeking funding from Trusts and Foundations.

Allianz Arts & Business NI Awards 2019

Celebrate innovative partnerships between commerce and culture at the Allianz Arts & Business Awards 2019.

FEBRUARY 2019

Trusts & Foundations Symposium 2019

In partnership with the Association of Charitable Foundations
6th February, 10.30am – 4.00pm
[Riddel Hall](#)

Aimed at enabling informed applications to Charitable Foundations, this one day symposium offers the opportunity to hear key note speakers from leading UK Charitable Foundations, and to meet their representatives for a one-to-one surgery.

This event is for A&B NI Members only and costs £10 + VAT to attend.

How Good is our Governance? Self-Appraisal workshop for Arts Trustees

In partnership with NICVA
27th February, 9.00am – 1.00pm
[Arts & Business NI](#)

For current arts charity Board Members.

Set within the Code of Good Governance framework, this highly interactive workshop provides a safe space for you to examine how you and your Board currently plan and manage your corporate governance, and what steps you can take to successfully lead your organisation into the 2020's.

The cost of the training course is £X + VAT for members and refreshments will be included.

Investment Programme Deadlines

- 11th May 2018
- 14th September 2018
- 16th November 2018
- 25th January 2019
- 10th May 2019

Our events calendar is subject to change, visit our website for up-to-date information:

www.artsandbusinessni.org.uk

For more information on any of these events or to reserve a place please contact:

Brona Whittaker

Arts Manager

028 9073 5155

b.whittaker@artsandbusinessni.org.uk

Marcella Walsh

Arts Programme Co-ordinator

028 9073 5152

m.walsh@artsandbusinessni.org.uk

twitter.com/arts_businessni

[instagram.com/artsandbusinessni](https://www.instagram.com/artsandbusinessni)

Arts & Business
Northern Ireland
Celebrating 30 Years

