

# Arts & Business NI Arts Events Calendar 2017/18

Tailored support and training to enhance and refresh your fundraising.

## MAY 2017

### The Tyneside Model

16th May, 12.30pm – 2pm,  
Strand Arts Centre

Thomas Peutz, Chief Executive of Tyneside Cinema will be coming to Belfast to share how Tyneside Cinema successfully created a movement within its community through the low level giving 'Friends Scheme'.

## JUNE 2017

### Introduction to Board Membership

1st June, 1pm – 5pm,  
Eastside Visitor Centre

The role of a Board Member is a complex one and there are many responsibilities that go with accepting a Board placement. This course introduces new Board Members, and those who would like a refresher, to their roles and responsibilities and to current good practice.

### Lunchtime Session:

#### How to Become the Charity of Year

5th June, 12.30pm – 1.15pm,  
Belfast Exposed

Becoming a Charity of the Year can open the door to unprecedented sponsorship. Learn what the application process involves and what becoming Charity of the Year could do for your organisation.

### Investing in the Arts

16th June, 12pm – 2pm,  
The Black Box

A celebration of the fabulous cultural and commercial partnerships which received support from the ACNI funded Investment Programme in 2016/17.

## SEPTEMBER 2017

### Lunchtime Session: Get GDPR Ready!

1st September, 12.30pm – 1.15pm,  
Belfast Exposed

As the GDPR enforcement date approaches, A&B NI Member Vertical Structure will take us through the data privacy changes and steps you need to take to get your organisation GDPR ready!

### Modelling Not Muddling

5th September, 8.30am – 11am,  
Grand Opera House

Mark Robinson is founder of Thinking Practice, an organisation that works to build a more adaptive and more resilient arts and cultural ecology. He is best known in cultural policy as the author of influential papers such as, *Making Adaptive Resilience Real*, and has given keynotes, talks and workshops both nationally and internationally.

### How to Write an Award Winning Application

14th September, 12.30pm – 1.15pm,  
Arts & Business NI

Its that time of year again! Nominations for the Allianz Arts & Business NI Awards 2018 close end of September 2017. Make sure that you make a real impression on the judging panel and give your application the best chance of winning. This workshop will introduce you to the application form, the categories and help guide you through the key elements that the judges will be looking for.

### Introduction to Board Membership

21st September, 1pm – 5pm,  
Arts & Business NI

The role of a Board Member is a complex one and there are many responsibilities that go with accepting a Board placement. This course introduces new Board Members, and those who would like a refresher, to their roles and responsibilities and to current good practice.

## OCTOBER 2017

### Developing Corporate Partnerships

5th October, 8.30am – 11.30am,  
Golden Thread Gallery

How arts fundraisers should approach and engage with potential business sponsors and manage corporate partnerships.

### For Board Members & Cultural Leaders Volunteer Fundraising Board – Godsend or God Help Us!

19th October, 4.30pm – 6pm,  
James Street South

Speaker Jennifer Coleman is a bit of an evangelist about charities working with volunteers to enable them to make the greatest possible difference for their cause. She also knows that volunteers and volunteer boards can be a drain on resources if not managed well. Come hear her share her hard-won experience in this field!

## NOVEMBER 2017

### Sponsorship Insights

23rd November, 2pm – 4pm,  
Cunningham Coates

An insight from local businesses as to what motivates them to support the arts. With an opportunity to network.

### Lunchtime Session: Writing a Successful Sponsorship Proposal

30th November, 12.30pm – 1.15pm,  
The Oh Yeah Music Centre

Creating a compelling proposal can be a daunting task. This practical workshop will take you through the steps you should follow in order to secure your next sponsor.

## DECEMBER 2017

### The Art of the Pitch 2.0

8th December, 2pm – 4.00pm,  
The Black Box

Its back! Join us and a panel of experts to hone your pitch and learn how to sell your organisations to anyone at anytime at The Art of the Pitch 2.0!

## JANUARY 2018

### Introduction to Board Membership

11th January, 1pm – 5pm,  
Arts & Business NI

The role of a Board Member is a complex one and there are many responsibilities that go with accepting a Board placement. This course introduces new Board Members, and those who would like a refresher, to their roles and responsibilities and to current good practice.

### Allianz Arts & Business NI Awards 2018

18th January, 6.30pm – 9pm,  
Celebrate innovative partnerships between commerce and culture at the Allianz Arts & Business Awards 2018.

## FEBRUARY 2018

### Trusts & Foundations Symposium

6th February, 10am – 4pm,  
Lyric Theatre

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.

### Lunchtime Session: Writing a Trusts & Foundations Application

13th February, 12.30pm – 1.15pm,  
Eastside Visitor Centre

With competition for funding at its fiercest, it is important that arts organisations make their applications stand out. At this workshop we will look at how applicants can avoid the pitfalls and make their proposals shine.

## MARCH 2018

### Introduction to Board Membership

1st March, 1pm – 5pm,  
Arts & Business NI

The role of a Board Member is a complex one and there are many responsibilities that go with accepting a Board placement. This course introduces new Board Members, and those who would like a refresher, to their roles and responsibilities and to current good practice.

### For Board Members & Cultural Leaders

8th March, 4.30pm – 6pm,  
James Street South

Ideal session for Chairs, Board Members and senior managers of emerging companies (i.e. those from outside or new to the arts sector)

### Investment Programme Deadlines

- 12th May 2017
- 15th September 2017
- 17th November 2017
- 26th January 2018

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

[www.artsandbusinessni.org.uk](http://www.artsandbusinessni.org.uk)

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