

The European Association of Consultants to and about Not-For-Profit Organisations



WINTER CONFERENCE, LONDON 28-29 JANUARY 2010

EUConsult conferences provide top-level third sector consultants from across Europe with an active forum for exchange and learning. Non-members are most welcome to participate and find out about the benefits of EUConsult membership first hand.



In 2010 our special venue is the Museum of London Docklands, which is located in a splendid late Georgian warehouse on West India Quay, Canary Wharf.

Programme for Thursday, 28 January

15.30 – 17.00 VISIT TO THE MUSEUM OF LONDON DOCKLANDS

On the Thursday afternoon **Martin Kaufman, Head of Development at the Museum of London Docklands**, will give participants a personal guided tour of the highlights of the Museum of London Docklands. The galleries show how the docklands region, as well as the River Thames as a whole, has been at the heart of centuries of social and economic change. The permanent displays pay homage to the people who helped to build and shape London and those who continue to do so.



19.30 RECEPTION AND DINNER AT THE DOCKMASTER'S HOUSE

Built 200 years ago by the West India Company, Dockmaster's House now inhabits the building which was once the Excise House for West India Docks. The listed building has been beautifully restored and its contemporary interiors now house a fine Indian restaurant and bar. Conference participants will be able to savour the creations of award-winning chef Navin Bhatia who has set new foundations for Indian cuisine with the Oberoi Group of Hotels in Dehli and is regarded as one of the leading new wave Indian chefs in the UK.



Conference at the Museum of London Docklands, Friday 29 January

GREEN SHOOTS? CONSULTING OUT OF THE RECESSION

09.45-10.00 *Registration and Coffee*

10.00-11.00 MAKING A POSITIVE DIFFERENCE - THE ROLE OF CONSULTANCY IN THESE CHALLENGING TIMES

John Healy, former CEO, The Atlantic Philanthropies / Chairman, Philanthropy Ireland / Adjunct Professor, Centre for Nonprofit Management, Trinity College Dublin, Ireland

This session will explore what consultancy services and support our clients really need in these troubled times, and, in particular, the consultancy services which private funders and foundations are prepared to fund. From his extensive experience as both a funder and senior advisor to the sector, John Healy will share his knowledge and views on how we as consultants can add most value to our not-for-profits clients. John will also share his reflections on the role philanthropy can play in encouraging green shoots.

11.00-11.30 *Break*

11.30-12.45 DISCUSSION GROUPS – HOW HAS THE SECTOR RESPONDED TO THE RECESSION AND HOW CAN CONSULTANCY MAKE A DIFFERENCE?

Chaired by: **John Tierney**, Consultant, Transform Management Consultancy, UK
Tesse Akpeki, OnBoard Consultant, Bates Wells & Braithwaite London LLP, UK
Christopher Goodhart, European MD – Arts & Cultural Division, Blackbaud Europe, UK
Mervyn Kohler, Special Advisor, AGE Concern/Help the Aged, UK
Joy MacKeith, Partner, Triangle Consulting, UK

This tone-setting session is a 'panel-to-world café' considering how voluntary/non-profit organisations are viewing the recession and what their responses to it are. We have a great line up of panellists who will present brief initial thoughts and then lead discussion groups so that participants can gain greater depth in one or other of the topics:

1. **Tesse Akpeki** - How boards are achieving greater strategic focus and higher performance through behavioural shifts and other new approaches
2. **Christopher Goodhart** - Are organisations really optimistic about 2010? And how are their operations shaping up? Recent research draws comparisons of activity and best practise from several European countries.
3. **Mervyn Kohler** - How organisations can see gains but also risks from a merger
4. **Joy MacKeith** - How organisations are focussing on quality outcomes to enhance their appeal to funders in a tighter financial climate

12.45-13.45 *Lunch*

13.45-15.15 WORKSHOP – RESTORATIVE APPROACHES: APPLICATION TO CONSULTANCY PRACTICE

Peter Patrick, Chair of the Board, Restorative Justice Consortium, UK
John Pepin, Partner and Founder, JPA Europe, UK

This interactive workshop will explore restorative purpose, principles, practice, useful lessons, and how restorative approaches may be adapted by EUConsult consultants. Participants will work together to identify issues they face where restorative practice may be relevant and how it might be applied. This might include simulating a 'real' circle.

15.15-15.45 *Break*

15.45-16.45 DONOR ENGAGEMENT AND STEWARDSHIP: WHAT MUSEUMS, GALLERIES AND THE PERFORMING ARTS CAN TEACH THE REST OF THE NON-PROFIT SECTOR

Martin Kaufman, Head of Development, Museum of London Docklands, UK

Different sectors of fundraising often have a key area of work in which they excel, and from which other sectors can learn useful and transferable lessons. The possibilities for creative donor engagement and donor stewardship inside museums, galleries and the performing arts are unequalled in fundraising. Using the experience of the Museum of London, Martin will explain how such cultural organisations are able to look after their donors so well, and the lessons others could learn from their experience.

16.45-17.00 CLOSING DISCUSSION

Mary O'Kennedy, Chair, EUConsult

17.00 *Close*