



IRIE! Dance Theatre

<https://www.riedancetheatre.org/>



Challenge

Like many arts charities, IRIE! Dance Theatre historically relied predominantly on grant funding from trusts and foundations to cover its costs. With looming cuts to these traditionally secure funding sources and a desire to adapt its business model to include more fee-based income, the organisation wanted to develop a diverse portfolio of income, particularly through growth of its BA (Hons) Degree Programme in Diverse Dance Styles and through increased room hires in the Moonshot Centre.






Revenue model

IRIE! earns income through its BA (Hons) Degree Programme and room hires in the Moonshot Centre, as well as grants to support programme activity.

Impact

This investment will provide a modern and well-resourced centre for degree students to pursue their studies, offering comparable resources to other nearby universities and in particular to the University of Roehampton, which validates the programme. It will also make the degree programme a more attractive offer, supporting IRIE!'s goal of increasing the number of registered students. The building improvements will also allow IRIE! to better leverage the building for room hires to local businesses and community organisations.

Key Statistics

-  **Duration:** 5 years
-  **Cost of capital:** 7.05%
-  **Turnover:** £382,850
-  **Investment:** £100,000
-  **Product type:** Unsecured loan

