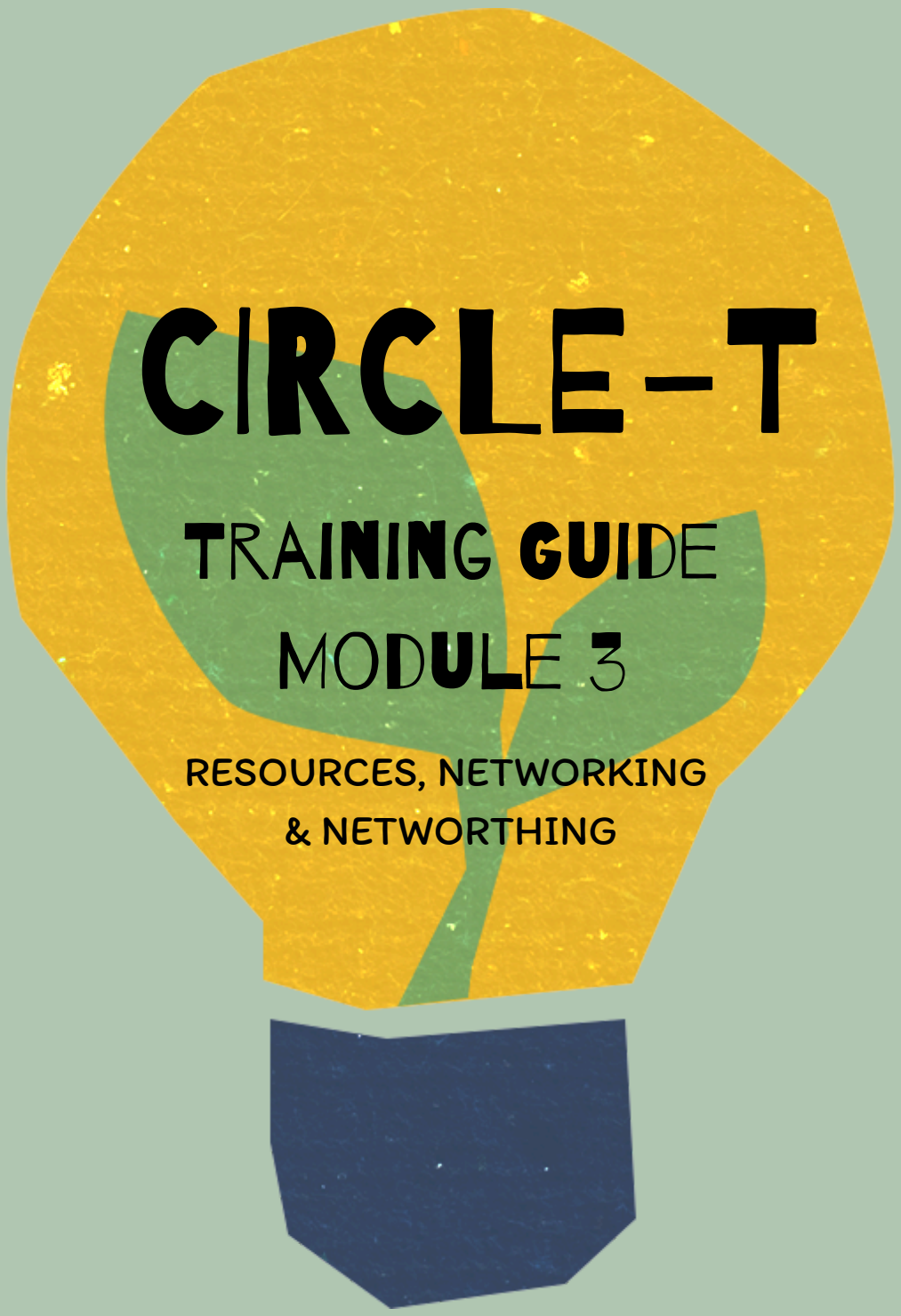


A large, stylized lightbulb graphic that serves as the background for the title. The bulb is yellow with a green leaf-like shape inside, and the base is dark blue. The text is centered within the bulb.

CIRCLE-T

TRAINING GUIDE

MODULE 3

RESOURCES, NETWORKING & NETWORKING

PROJECT TITLE: CIRCLE-T: Circular. Innovative. Responsible. Cooperation
Led. Engaging - Theatre

PROJECT ACRONYM: CIRCLE-T

PROJECT NUMBER: 2024-1-IE01- KA220-YOU- 000251167

WORK PACKAGE: WP4 - CIRCLE-T Training

LEAD: The Gaiety School of Acting, Dublin

We are building an international community of like-minded theatre-makers.
Gain access to resources and training for greener, more sustainable, and
responsible theatre production and design. Contribute to the future of
sustainable theatre: where art meets sustainability.

Will you join us on our journey in Creative Circular Theatre?

For more information visit our project website <https://circle-t.eu/>

Editor: Caroline Coffey & Séamus Quinn

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Project Code: 2024-1-IE01- KA220-YOU- 000251167

HOW TO USE THIS GUIDE

This training is made of 3 Modules that are interrelated, as such they must be delivered in chronological order:

- MODULE 1: Awareness & Best Practices
- MODULE 2: How to implement Circular Theatre into your practice
- MODULE 3: Resources, Networking & Networthing

These have been designed based on the CIRCLE-T Methodology and the CIRCLE-T Productions, as well as a number of resources available in the Bibliography. You will find more description and material needed for each Module in its corresponding guide.

Each Module is composed of Exercises, Knowledge Base and Discussion/Feedback session. You can recognise each through the follow headings and colours:



EXERCISE



KNOWLEDGE BASE



DISCUSSION & FEEDBACK

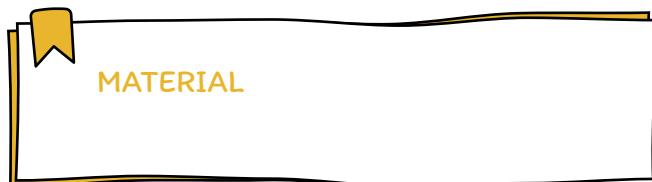


We are also using Powerpoint, printed sheets and videos.

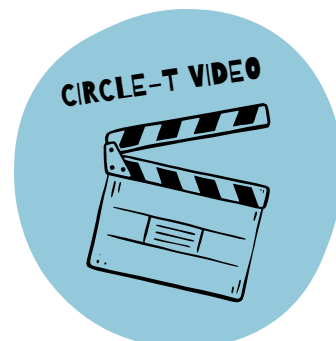
Powerpoints are available for access on our website: <https://circle-t.eu/>

Printable sheets and other analog material will be available in the [Annex](#) at the end of the Guide.

Material needed is indicated as follows:



Videos will mostly accompany the Knowledge Base section and will be recognisable with:



MODULE 3

RESOURCES, NETWORKING & NETWORTHING

MODULE DESCRIPTION	To empower Theatre Makers to understand their own resources, what they can share with and source from others. The module will nurture reciprocal relationships and encourage teamwork within your own practice and the theatre industry.
LEARNING OUTCOMES	On successful completion of this module, participants will: • Understand Media engagement strategies • Understand and apply Green Strategies • Database of local networks • Learn about National and European Laws • Understand Pitching and Strategic skills for funding
INDICATIVE CONTENT	The modules of this training will be delivered in three stages – over one day or in three consecutive thematic training workshops of 90 minutes each.
TEACHING & LEARNING ACTIVITIES	This is an interactive workshop with a mixture of gamified learning, drama exercises, PowerPoint, videos and encouragement of independent and collaborative study.
MATERIAL	PowerPoint, Exercise Sheet - see ANNEX Encourage participants to bring laptops - a min. of 3 laptop available in the room is required

MODULE OUTLINE



RECAP: ECO-DESIGN

30-40 minutes

Circular Economy Race
The Creative Challenge of Eco-Production

5-10 min

5-10 min

20 min

THE NETWORKING MINDSET

15 minutes

Networking: from BEG, BORROW, STEAL to SHARE, LOAN, SWAP
The Green Book & Production Life-Cycle
Networking: Worth Doing / Worth Sharing

5min

10 min

LAWS, POLICIES & FUNDING

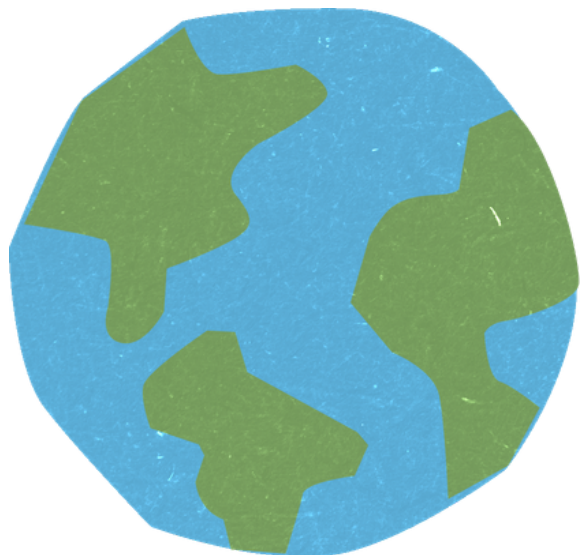
5 minutes

European Policies & Funding Opportunities

5 min

LOCAL RESOURCES

5 minutes



RECAP ECO-DESIGN



CIRCULAR ECONOMY – WORD RELAY RACE

MATERIAL

Paper, pens, markers, BluTack

AIM

Brainstorming what the groups think
Circular Economy in Theatre means

Divide the group into 2 or 3 relay teams standing in lines, facing a wall. Each team will compete in a speed relay race.

Using the phrase **CIRCULAR ECONOMY**, each participant in turn will write down a word related to circular theatre that begins with each of the letters:

C= Community
I = Innovative
R= Re-use
C= Collaborate
U= Universal
L= Local
A= Artistic
R= Reduce

Each member of the team will write down a word/ phrase that starts with each letter of the phrase and can be related to the phrase.

It can be done on individual post-its/ scraps of old paper that are then stuck on the wall or the words can be written on a sheet of paper on the wall.

No repetition of words within a team is allowed.

The winning team is the one who does this in the fastest time/60 seconds and who has not repeated any words.

NOTE: If the space does not have enough room for a relay race, the exercise can be done in a sitting circle with a large sheet of paper with the first team to complete the task being winners



THE CREATIVE CHALLENGE OF ECO- PRODUCTION

At this point in the training, participants may feel that by being actively sustainable in their practice, they are losing creativity in the process. Remind them that **the aim of CIRCLE-T is not to constrain creativity, but to help create a sustainable environment in which creativity can bloom.** Creativity remains at the very heart of the artistic practice.

Ask participants to make themselves comfortable in a position that will enable them to actively listen - this can be sitting on a chair, on the ground or even lying on the ground.

Tell them a story of a time when you had to be resourceful in the theatre.

Ideally, this would be a personal story from the facilitator, to help the participants identify to it better. This can be of a time you led/participate in a profit-share show, you reached out to outside collaborators from props/set pieces, you used something in a way that wasn't its primary goal, etc.

The point of this story is to illustrate:

- the '**BEG, BORROW, STEAL**' mentality
- that **creativity and imagination** came from your own ingenuity and collaboration with actors and inspired the show
- that having and working with very little was **an advantage rather than a barrier**



Once you are finished with your story, split the group into 3 smaller group and invite them to share other of times/examples when they were resourceful and creative with materials.

If they are less experienced, they can share something they have seen done in a theatre production.

Introduce famous sayings that may helped them shift their mindset from lack of creativity to finding the challenge in being creative with the bounds of an eco-production:

BEG, BORROW & STEAL
Embrace being resourceful & creative

One man's trash is another one's treasure!

IT'S STEAL!
aka it's a great find - high worth for
very little cost

At this point you can also remind them of ways in which theatre is accidentally sustainable through very simple principles, such as the "rule" that a prop should be used at least 3 times to justify its use/place on stage!

In their group, encourage participants to discuss **what inspired them** in each other's stories, what they will 'steal' from each other's practices or how they will adapt someone else's ideas and resourcefulness in the future. They can also share what theatrical or dramatic "rule" they apply in their practice that makes them accidentally sustainable!



GROUP DISCUSSION

Invite the groups to come together as one and share their thoughts.

At this stage, remind them of the 3 R's: **REDUCE, REUSE, RECYCLE!**

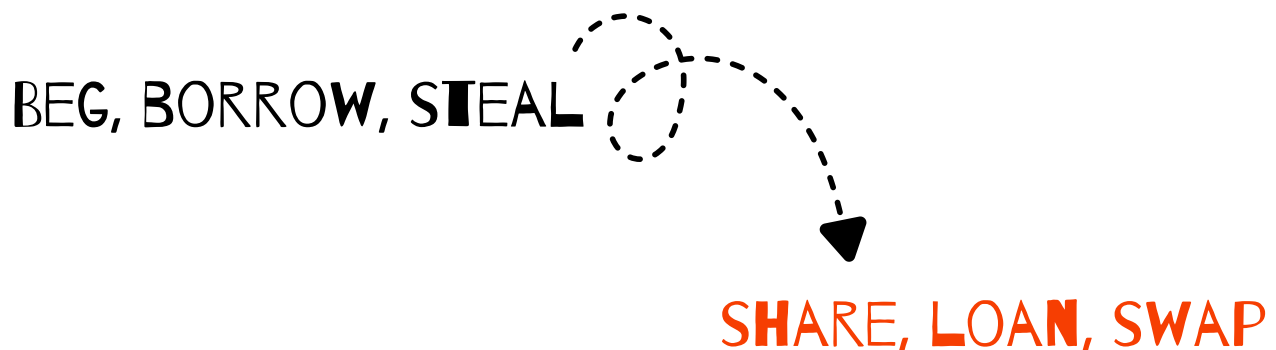
Now that they have discussed the questions 'what can I get?', you will lead them through the question 'what can I GIVE?' or the '**SHARE, LOAN, SWAP**' mindset.

THE NETWORKING MINDSET



NETWORKING

Networking is the practice of focusing on **cultivating deep, long-term relationships and creating mutual value** by helping others without immediately expecting anything in return. It shifts from the question 'what can I get?' to 'how can I contribute?', as such:



By acting as a genuine resource and elevating the people and practice around you, you inherently build more valuable, trusted social and professional capital.



GROUP DISCUSSION

Invite participants to reflect on their learnings on Module 2 and how they have been planning to apply them in their practice.

Use this as a refresher on The ETC Theatre Green Book and the Life Cycle of a Production:

LEVELS OF CERTIFICATIONS:

PRELIMINARY

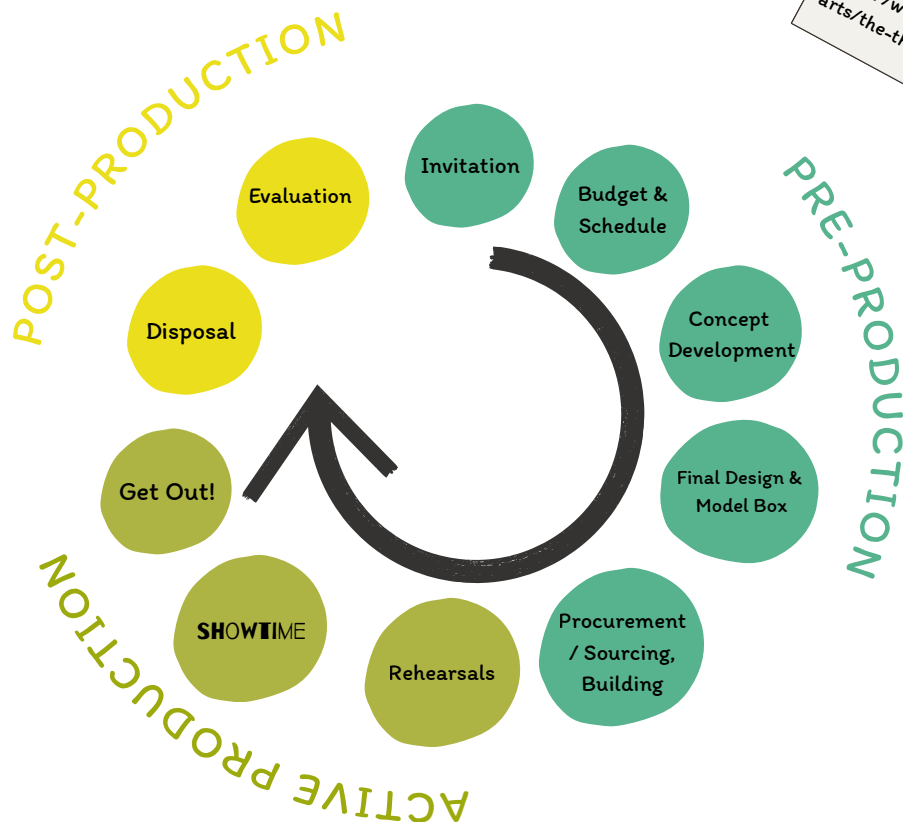
is your **commitment to become climate neutral**, which includes commitment to reducing environmental impact, establishing a Green Committee, create Action Plan, Data Plan & Communication Plan

BASIC

is your commitment to:
50% of all materials used in the production have a previous life
65% of materials used in the show are stored or used again afterwards



LIFE-CYCLE OF A PRODUCTION





NETWORKING- WORTH DOING/WORTH SHARING

MATERIAL:

- Laptops
- Links
- PowerPoint

Gather the participants and read them the following:

Today, like in Module 2, where you did our CIRCLE-T Theatre Creative Teams Basic Audits, you are now stepping into the roles of the Executive/Admin Team running CIRCLE Theatre Co, and you will be using the figures and targets from your previous CIRCLE-T Audits from Module 2 as evidence to back up your findings.

We've spent time unpacking the ETC Theatre Green Book and adapting the Circular Mindset ; now it's time to put everything you've learned into real-world action.

Right now, the arts sector is undergoing a massive shift. Major funding bodies, public arts councils, and venue partners are locking their funding behind strict environmental criteria. Simply put: **no green credentials means no funding.**

Today, we're splitting, or rather you are splitting yourselves into three teams.

Team 1: The STRATEGISTS are drafting a Sustainability Mission Statement. You will establish our core policy, embedding the 3 R's—Reduce, Reuse, Recycle—and locking in our Theatre Green Book commitments.

Team 2: The FINANCIERS are assessing Funding & Grant Opportunities. You will demonstrate your green practices to funders, proving that your sustainable production choices meet mandatory grant criteria. It is very important to inform this team that they only have to concentrate on only one of the 'Target Grant Programs' indicated on their brief.

Team 3: The STORYTELLERS are building a TikTok & Social Media Action Plan. You will turn your facts and stats into a dynamic 30-second reel and three visual proof shots that motivate your audience to reduce their travel carbon footprint.

You have full permission to use Google and research whatever you need, look up Arts Council funding guidelines, search sustainable set design ideas, or check trending social media hooks.

At the end of the session, all three teams will step into the Dragon's Den/The Apprentice Studio (our ideas pitching space). You will pitch in your specific team to a panel of theatre directors and grant evaluators (your Facilitators). Convince them that you're making a successful transition to making more sustainable Theatre. Laptops out, assign your internal team roles, and let's get to work!

1. GROUP FORMATION & SETUP (5 MINUTES)

Announce the team groups and ask each group to divide into a specific team/focus area of their choice, ensuring a balance and enough participants in each team:

- Team 1: Mission Statement
- Team 2: Funding Application - This is the most difficult challenge so give only to experienced participants
- Team 3: TikTok/Media Plan

Use QR codes or printouts of the corresponding team challenge brief, and ensure every team has internet access for open research.

Prompt each team to designate internal roles as they see fit.

2. GUIDING THE RESEARCH & COLLABORATION (20 MINUTES)

Circulate the room.

Check that teams are actively using online research to back up their work with real figures, grant guidelines, or material standards.

3. RUNNING THE DRAGON'S DEN PITCH (15 MINUTES)

a. Set up a panel of 1 or 2 facilitators or invited guest judges playing the role of the Dragon's Den, The Apprentice Panel (Board Members, Grant Evaluators etc).

b. Give each team up to 5 minutes in total to deliver their pitch:

- Team 1: Reads the Mission Statement and explains the 3 R's policy
- Team 2: Presents the Funding Application and grant strategy
- Team 3: Performs the 30-second TikTok script live and walks through the 3 visual proof shots

4. IF TIME PERMITS, EACH TEAM CAN BE ASKED QUESTIONS IN RELATION TO THEIR PITCH/PRESENTATION.

Tell participants to avoid using ChatGPT or other AI during this section.

CHAT GPT uses 10 times the amount of energy as a simple google search





GROUP DISCUSSION

Invite the groups to come together as one and share their thoughts and insights on the exercises. Then tell them:

Imagine the impact if you all presented as one team?
→ One 'Mission Statement', one 'Link to Funding Plan' and combining all this into a 'Media Plan'

This is the preliminary joined-up, Circular Mindset thinking that we have been promoting throughout this training.

EUROPEAN & NATIONAL POLICIES & PRIORITIES

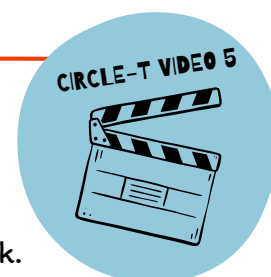


POLICIES & PRIORITIES

There are a number of policies and highlighted priorities at both European and National levels out there and while all are important towards climate change actions, not all might be relevant for theatre-makers within their work.

We have compiled a list of relevant policies and laws, that theatre-makers can refer to in applications for funding. [During the training, show participants CIRCLE-T VIDEO 5.](#)

If they would like feel free to send them the list in Annex.



COMMUNITY LINKS



SUPPLIERS

Tell participants that the CIRCLE-T Website compiles a list of suppliers and resources for Ireland, Greece and Poland and that is free to access



BECOMING THE NETWORK

After showing the participants the existing networks that they can link with, tell them that **they are themselves the network.**

Give all participants time to exchange contacts with one another if they haven't already and invite them to sign up to the **online CIRCLE-T Network.**

Explain that this is a database that the network will have access to with links and contacts to other members of the CIRCLE-T Network, through which they will be able to ask for resources, offer their own resources for share/hire/leasing, and share their own Circular Journey.



GROUP DISCUSSION

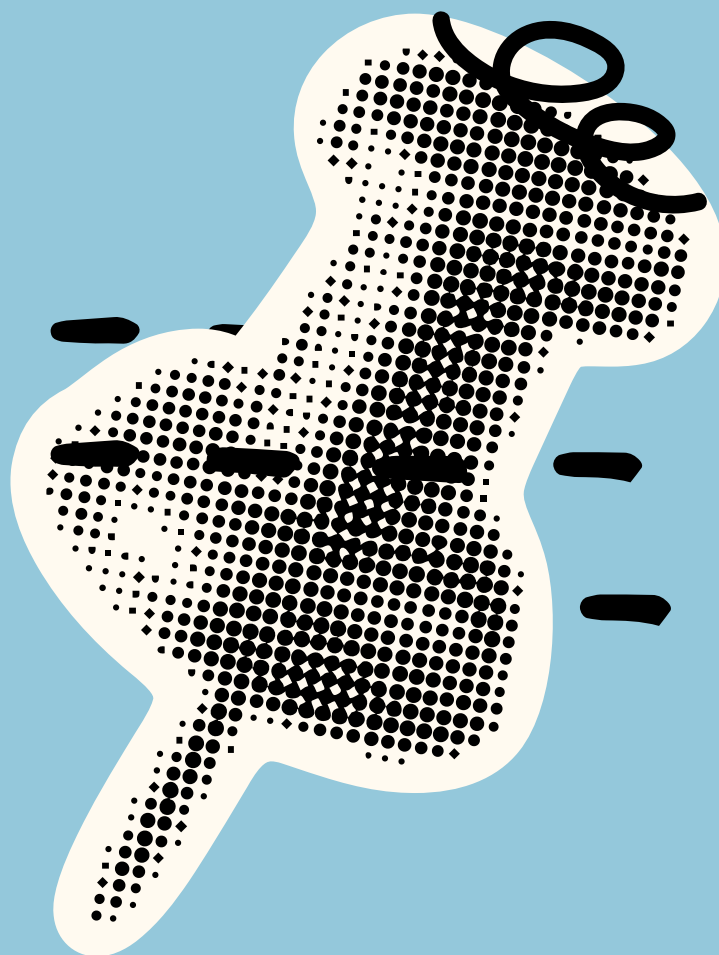
Invite the participants to stand in a circle. Give them one minute to reflect on:

- What they are going to do differently?
- What has inspired them?
- What is their Monday Morning Manifesto?

Then one by one, ask them to share an aspiration with the group.

Finish the training by thanking them for their time and reminding them that using their network and being active in the network is the best way to start their circular journey, and who know? They may find more than just ways of being more sustainable, they might find new collaborators, new ideas, new pathways towards creativity.

MODULE 3



ANNEX



THEATRE GREEN BOOK – IRISH EDITION

<https://www.performingartsforum.ie/green-arts/the-theatre-green-book-irish-edition/>

PRODUCTION AUDIT SPREADSHEET

<https://docs.google.com/spreadsheets/d/1fpHBYOCxVIMOPT68GqRMXVzmHROADj7h/edit?gid=1908326427#gid=1908326427>

SUSTAINABILITY MISSION STATEMENT CHALLENGE

<https://docs.google.com/document/d/1BU9ryydDCeONvPyWnaSyePzHizLbsNryOgxB7L2ti2o/edit?tab=t.0>

MEDIA PITCH CHALLENGE

<https://docs.google.com/spreadsheets/d/1fpHBYOCxVIMOPT68GqRMXVzmHROADj7h/edit?gid=1908326427#gid=1908326427>

FUNDING & GRANT CHALLENGE

<https://docs.google.com/document/d/1FNoIBcG8egULVXbLtUNKXXOWyKvvWJH3/edit?usp=sharing&ouid=111346423478128296634&rtpof=true&sd=true>